

Date: 28th September, 2024

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: Proceedings of 25th Annual General Meeting (AGM) of the Company

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the proceedings of 25th AGM of the Company held on Saturday, the 28th September, 2024 at 03:00 P.M. (IST) through Video Conferencing.

Kindly take the above information on your record.

Thanking You,

For SIGNATUREGLOBAL (INDIA) LIMITED

**(M R BOTHRA)
COMPANY SECRETARY**

Encl: A/a

**PROCEEDINGS OF 25TH ANNUAL GENERAL MEETING OF
SIGNATUREGLOBAL (INDIA) LIMITED**

The 25th Annual General Meeting (AGM) of the Company was held on Saturday, the 28th September, 2024 at 03:00 P.M. (IST) through Video Conferencing (VC)/ Other Audio Visual Means (OAVM) in compliance with the Circulars issued by Ministry of Corporate Affairs (MCA) and Securities and Exchange Board of India (SEBI).

The Meeting commenced at 3:00 P.M. (IST) and concluded at 4:18 P.M. (IST). Total 57 members were present at the AGM.

Mr. M R Bothra, Company Secretary of the Company introduced the Directors, Key Managerial Personnel, Auditors and Scrutiniser present at the Meeting.

Mr. Pradeep Kumar Aggarwal, Chairman and Whole-time Director, chaired the Meeting. The requisite quorum being present, meeting was called to order. Mr. Kundan Mal Agarwal, Chairman of Audit Committee and Mr. Chandra Wadhwa, Chairman of Nomination & Remuneration Committee and Stakeholders' Relationship Committee were also present in the AGM.

The Company had made necessary arrangements to enable the members to participate in the meeting through video conferencing and vote electronically on the items being considered in the Meeting.

The Register of Directors and Key Managerial Personnel and their shareholding maintained under Section 170 of the Companies Act, 2013, the Register of Contracts or Arrangements in which the Directors are interested under Section 189 of the Companies Act, 2013 and other relevant documents referred in the Notice of AGM, were available for inspection.

The Chairman addressed the Members of the Company. In his address to the Members, he mentioned that the Company is celebrating 10 years of growth and innovation and is looking forward to exciting opportunities and challenges, with a commitment to sustainability and excellence.

He also informed regarding the Company's performance and highlighted several significant milestones including successful IPO which witnessed strong investor participation being oversubscribed by 11.88 times and entry of the Company into premium housing segment.

A presentation on the business of the Company was made by the CEO. A copy of the same is attached.

Mr. M R Bothra, Company Secretary of the Company informed to the Members that the Notice convening the 25th AGM and Annual Report for the Financial Year 2023-24 were circulated through email to the Members on 6th September, 2024. Since, there were no

SIGNATUREGLOBAL (INDIA) LIMITED
(FORMERLY KNOWN AS SIGNATUREGLOBAL (INDIA) PRIVATE LIMITED)
CIN: U70100DL2000PLC104787

qualifications, observations, comments and other remarks in the Statutory Audit Reports and Secretarial Audit Reports, they were not required to be read.

He also apprised the e-Voting procedure and manner of participation in the Meeting. Further, he informed the Members that voting through electronic mode viz. remote e-voting remained open from 09:00 A.M. on 25th September, 2024 to 05:00 P.M. on 27th September, 2024. Members who participated in the AGM and had not cast their votes during remote e-Voting were provided an opportunity to cast their votes at the meeting.

As detailed in the Notice dated 29th August, 2024, convening the 25th AGM of the Company, following business items were transacted at the AGM:

S.No.	Particulars
1.	To receive, consider and adopt: a. the Audited Financial Statement of the Company for the financial year ended 31 st March, 2024 along with the Board of Directors' and Auditors' Report thereon; b. the Audited Consolidated Financial Statements of the Company for the financial year ended 31 st March, 2024 and the Auditors' Report thereon.
2.	To consider and appoint a director in place of Mr. Lalit Kumar Aggarwal (DIN: 00203664) who retires by rotation and being eligible, offers himself for re-appointment.
3.	To consider and appoint a director in place of Mr. Devender Aggarwal (DIN: 00161465) who retires by rotation and being eligible, offers himself for re-appointment.
4.	To ratify the remuneration payable to M/s. Goyal, Goyal & Associates, Cost Accountants.
5.	To approve Signatureglobal Employee Stock Option Plan 2024 ("the ESOP Plan").
6.	To approve grant of ESOP to the employees of the subsidiary companies etc. under Signatureglobal Employee Stock Option Plan 2024 ("the ESOP Plan").
*7.	To approve the payment of remuneration to Executive Directors who are Promoters or Members of the Promoter Group in excess of threshold limits under Regulation 17(6)(e) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

* For item no. 7, Mr. Chandra Wadhwa, Chairman of Nomination & Remuneration Committee, took the Chair as Mr. Pradeep Kumar Aggarwal, Chairman of the Meeting, was interested in this item.

Members who had registered themselves as speakers were given an opportunity to raise their queries and express their views. All queries were answered to the satisfaction of the shareholders.

The e-Voting facility was kept open for 15 minutes after the conclusion of AGM, to enable the Members to cast their vote.

The Scrutiniser shall submit a Consolidated Scrutinizer's Report of the total votes cast in favour or against, if any, and the results along with Scrutiniser's Report shall be placed on the website of the Company at www.signatureglobal.in and on the website of NSDL at www.evoting.nsd.com and will simultaneously be submitted to the Stock Exchanges on or before 1st October, 2024.

The Meeting concluded with a vote of thanks by Mr. Lalit Kumar Aggarwal, Vice Chairman & Whole-time Director, Mr. Devender Aggarwal, Joint Managing Director and Mr. Ravi Aggarwal, Managing Director of the Company.



**SIGNATURE
GLOBAL™**

REALTY. RELIABILITY. RESPONSIBILITY.

AN ISO 9001:2015; 14001:2015; 45001:2018; 27001:2022 CERTIFIED COMPANY

SIGNATURE GLOBAL

September 2024

Disclaimer



This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation . This Presentation may not be all inclusive and may not contain all of the information that you may consider material . Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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



Product Evolution



Portfolio & Strategy



Financial Snapshot



The Company sold >4,600 units at an average ticket size of INR 16.0 mn during the current financial year



Strong Sales Performance

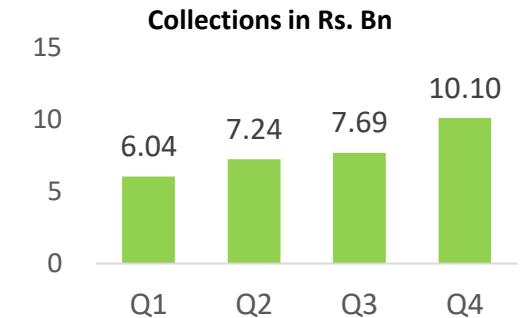
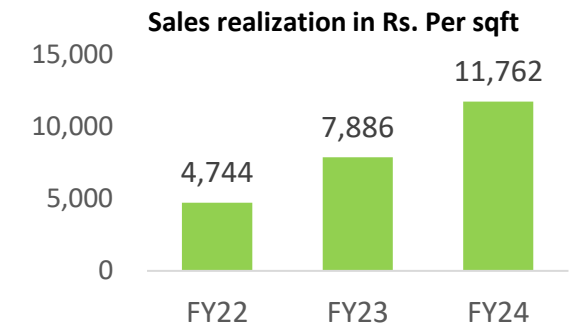
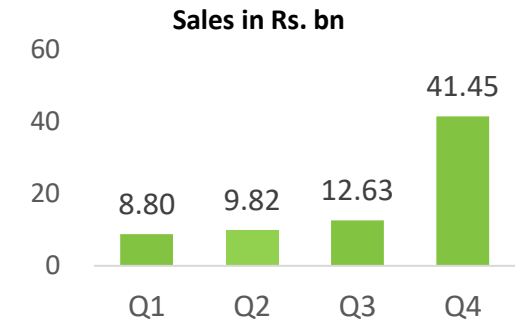
- **INR 72.7 bn** in FY24
- Growth of **112%** vis a vis FY23 at INR 34.3 bn
- c. **97%** of sales coming from high margin mid income & retail product categories with the **embedded EBITDA margin of ~32%**¹

Growing Sales Realizations

- Amongst the leading players in Mid-Income housing in the NCR Region
- **Strong tailwinds across the region** leading to sustainable growth in market prices
- **c. INR 11,762 per sq ft** in FY24 vis a vis c. INR 7,886 per sq. ft. in FY23 shows completion in shift to mid income

Robust Collections

- **INR 31.1 bn** in FY24
- **Growth of 62%** vis a vis FY23 at INR 19.2 bn
- Consistent growth in collections on a quarterly basis



Portfolio addition of ~10 million sft during the current financial year in focus micro markets



Operating Cashflow before Investment in Land¹

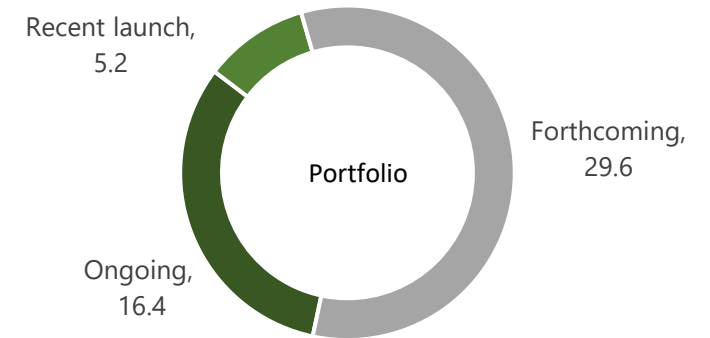
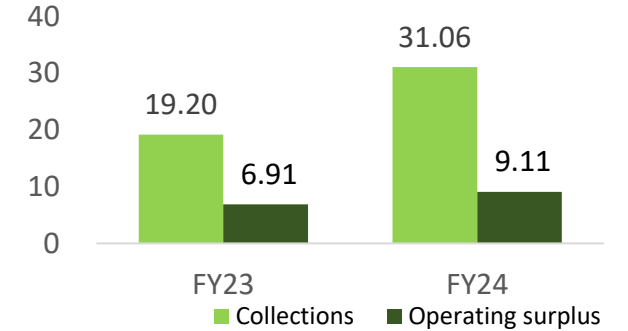
- Achieved an Operating Cash Surplus before Investment in Land of **INR 9.11 bn** in FY24
- Operating cash surplus of c. 29% of collections during FY24
- Land purchase will take full cognizance of operating cash surplus

Growing Business Portfolio³

- 51.3 mn sqft portfolio of Saleable Area** with 16.4 mn sqft ongoing, 5.2 mn sqft of recent launches and 29.6² mn sqft forthcoming projects
- Aim to deliver** ongoing projects **by FY26**
- Forthcoming projects **to be launched** between over the coming 2-3 years

Business Development²

- During FY24, the company has added **c. 17mn sqft** at the strategic location of Sector 71, on Southern Peripheral Road
- 1.5 mn sqft** is converted from JDA to owned in FY24



Business development	Estimated Saleable Area ² (in mn sft)
Sector 71, Gurugram	17.0
JDA to owned land	1.5
Total	18.5

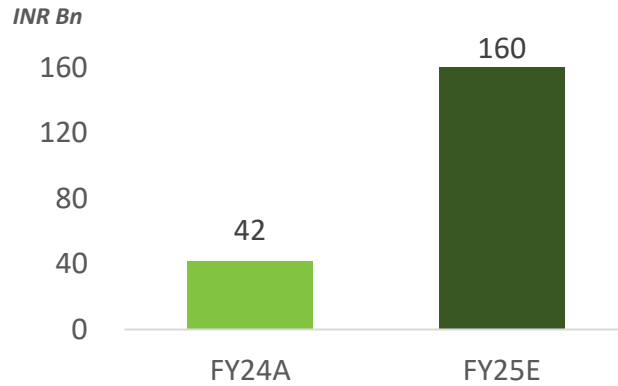
¹Operating surplus before land advance/acquisition, which reflect the surplus post construction expenses, selling, general and administrative expenses and taxes adjusted from collections

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

³Numbers updated as on 30th Jun' 24

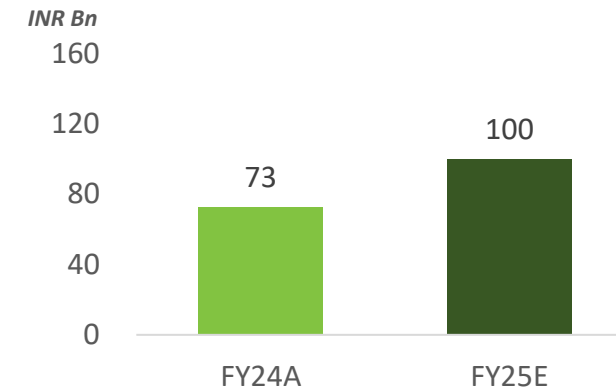
The Company has FY25 annual guidance

Launches¹



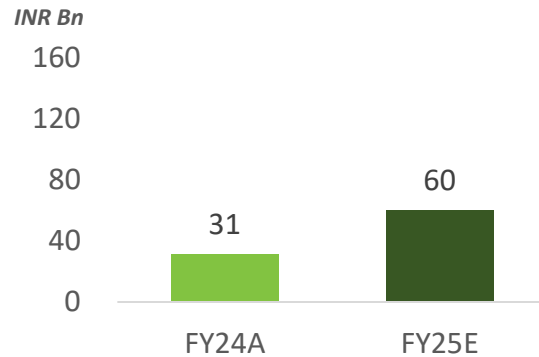
The company has witnessed a strong subscription rate on the project launches & looking forward to a strong trend in the coming year

Pre-Sales



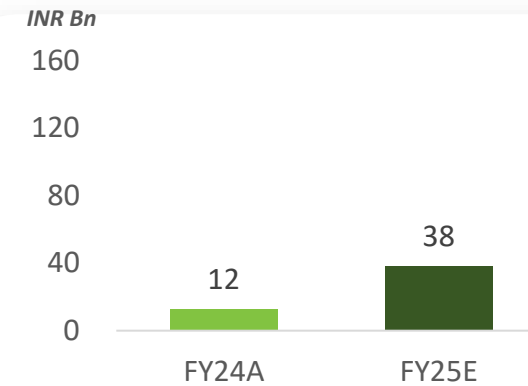
Owing to the generous response, we expect sales growth of >35%

Collections



The company anticipates the operating surplus of 45% of collections

Revenue recognition



The company aims to focus on completions yielding into higher revenue recognition for the coming year

A: Actual; E: Estimated

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

Pro Forma P&L on FY25 Guidance



Particulars	FY24		FY25E	
	INR Bn	%	INR Bn	%
Pre Sales	72.68		100.00	
Embedded EBITDA	23.26	32%	35.00	35%
- D&A	0.22		0.22	
- Finance Cost	2.20		2.00	
Embedded PBT	20.84	29%	32.78	33%
Tax rate (assumed rate 25.2%)	5.25		8.26	
Embedded PAT	15.59	21%	24.52	25%

Growth in Sales with wider margins

E: Estimated

*Finance cost is assumed to be the interest payments expected to incur in FY25



Operating Highlights



Product Evolution



Portfolio & Strategy



Financial Snapshot



Since 2014, the company has launched & sold over 18,000 units in Affordable Housing Segment

High Rise Apartments



Commercial centre



Kids Play Area



Basket Ball Court

Successful deliveries in recent times gives confidence to customers



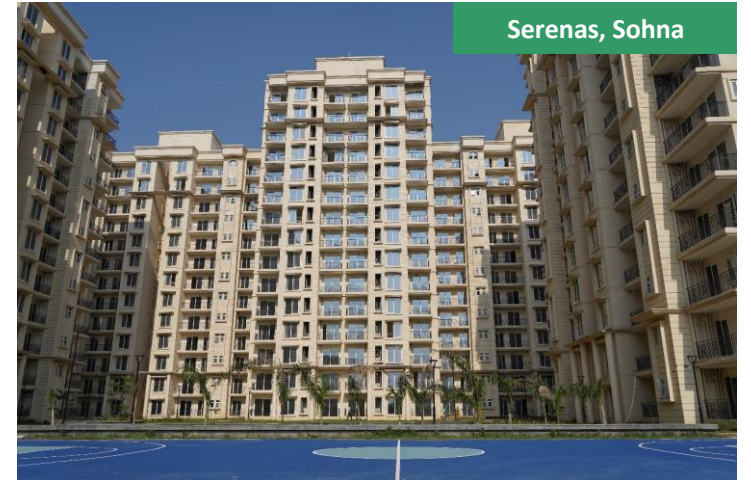
Orchard Avenue – Sector 93, Gurugram



Synera – Sector 81, Gurugram



Serenas, Sohna



Roselia, Sector 95A, Gurugram



Orchard Avenue 2 – Sector 93, Gurugram



Grand Iva, Sector 103, Gurugram



Company has forayed in Mid Income Housing Segment with launch of Low-Rise independent floors in Sohna in FY 2019-20



Low Rise Independent Floors



Swimming Pool



Kids Play Area



Park and Yoga lawn



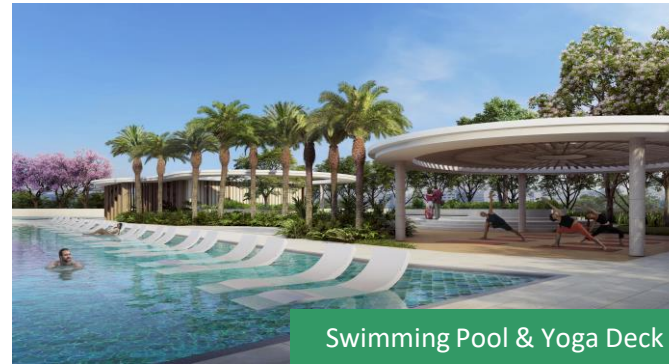
Badminton Court



Successful transition to High rise luxury project with De-Luxe DXP in Mar'24



Deluxe DXP, Dwarka Expressway



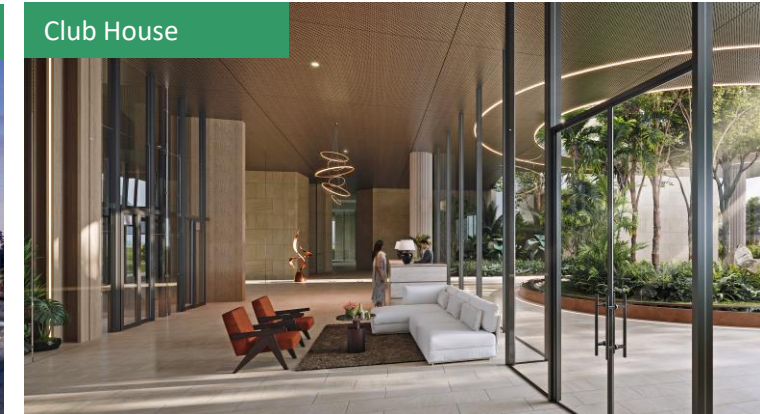
Swimming Pool & Yoga Deck



Basket Ball Court



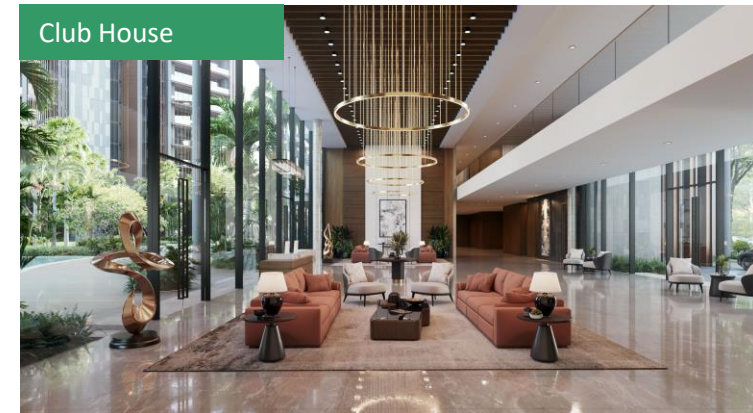
Commercial Plaza



Club House

Received 5.4x of EoIs* from customers versus the units launched

Stepping up in the premium market with 2nd Group Housing Project – Titanium SPR



Strong sales velocity achieved at the time of launch



Operating Highlights



Product Evolution



Portfolio & Strategy



Financial Snapshot



Focus across three distinct micro markets fueled by world class infrastructure

THREE FOCUS AREAS

1) Sector 71 17.0 mn sft¹

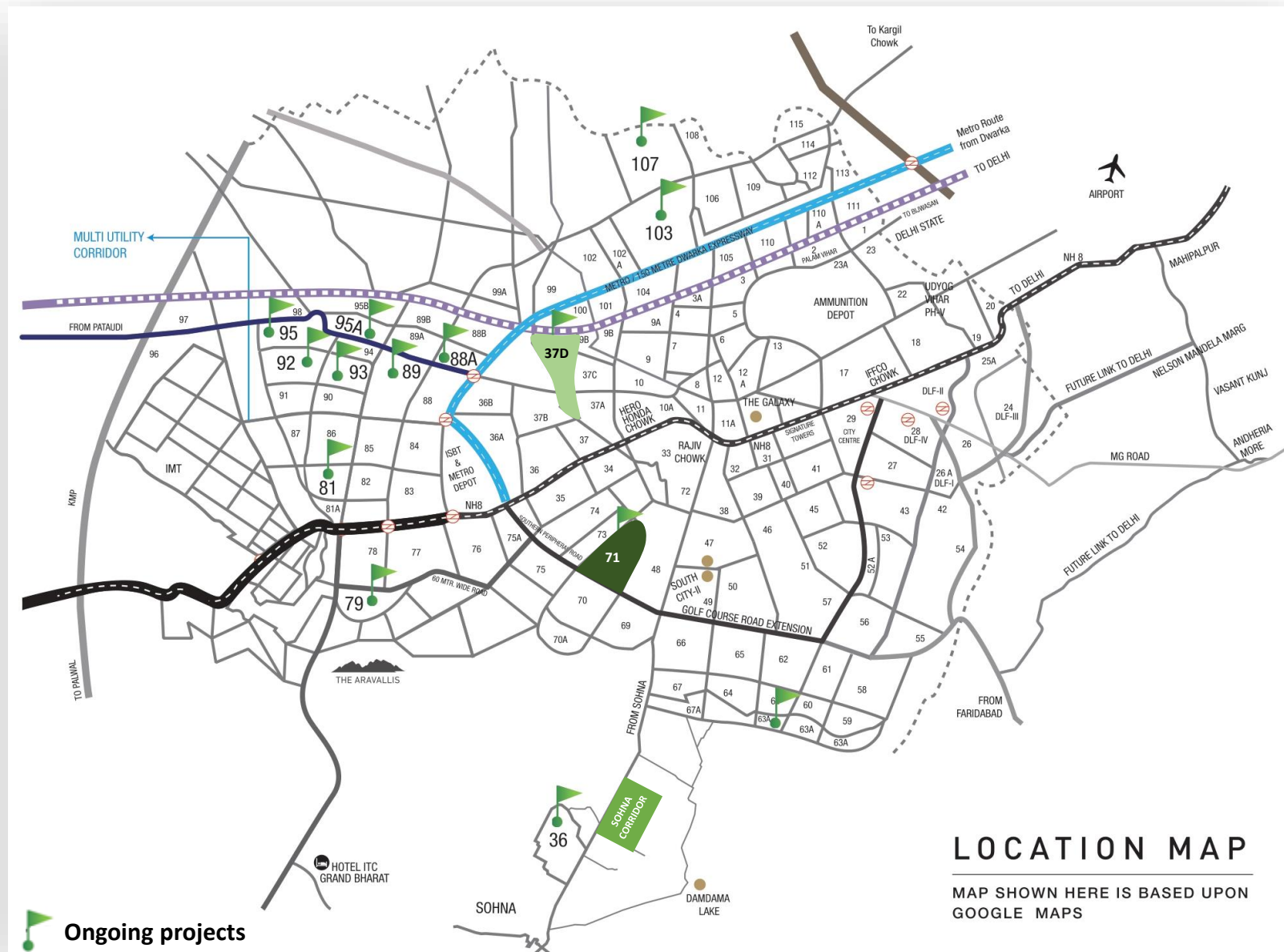
Proximity to all prime areas of Gurugram; red light free to Golf Course Road in future

2) Sohna Elevated Corridor 7.2 mn sft¹

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

3) Sector 37D 3.3 mn sft¹

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

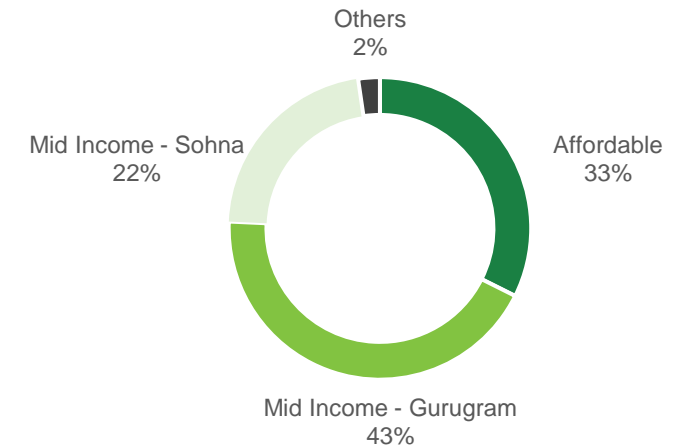


¹Saleable Area potential for forthcoming projects in the focus area - based on best estimates as per the current zoning regulations

Snapshot of Ongoing Portfolio; Aim to be delivered by FY26

Category	Number of Projects	Land (in acres)	Saleable Area (in mn sft)	Sold Area (%)	Sold Value (INR bn)
Affordable	8	53.6	4.7	96.5%	22.32
Mid Income - Gurugram	8	91.6	7.5	87.4%	61.00
Mid Income - Sohna	6	52.2	3.8	96.1%	21.35
Others – Retail/SCO	5	15.7	0.4	64.7%	4.27
Total	27	213.1	16.4		108.94

Category Wise Share of 16.4 mn sft Ongoing Portfolio



c. 120 bn¹ of Revenue yet to be recognized from Ongoing Projects



- Ongoing projects are expected to be completed by FY26
- Estimated revenue recognition of c. INR 120 bn over FY24 – FY26
- Estimated collection of c. INR 60 bn from ongoing projects over FY24 – FY26

¹Does not include any minor unsold area or future collection from Completed Projects which would lead to additional revenue recognition

²Does not include INR 10.28 bn which has been recognized as revenue in Ongoing Projects till 31st Mar 2024 as OC's are received unit wise in Low Rise Mid Income

³Estimated value of unsold inventory basis company analysis

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 mn sqft)
Sector 71, SPR	Group Housing, Commercial and Retail	92.6	17.0
Sector 37D, DXP	Group Housing & Low-Rise Floors	35.3	6.0
Sohna Corridor	Low-Rise Floors & Industrial Plots	138.7	7.2
Manesar	Low-Rise & Industrial Plots	150.4	1.6
Others	Residential housing & Retail	29.2	3.0
Total		446.2	34.8

Recent launch of **2.1 mn sqft** in Jun '24 with record sales value

Recent launch of **2.9 mn sqft** in Mar '24 with 5.4x subscription

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

Market	Estimated Selling Price*
Sector 71	INR 16,200 per sqft
Sector 37D	INR 14,000 per sqft
Sohna Corridor	INR 11,500 per sqft
Manesar	INR 7,200 per sqft
Others	INR 14,000 per sqft

**Subject to market conditions.*

29.6 mn sqft area of projects are yet to be launched over the coming 2-3 years

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



Operating Highlights



Product Evolution



Portfolio & Strategy



Financial Snapshot



Healthy gross profit margins and Low Leverage Levels



Financial Performance

- INR 12.4 bn revenue recognized from operations in FY24 vs INR 15.5 bn in FY23
- Adjusted gross margin of INR 3.3 bn (27.6%) for FY24 vs INR 4.1 bn (26.78%) for FY23
- Achieved a **positive PAT** of INR 0.17 bn for the FY24
- **Revenue recognition to go up significantly** as completion picks up in coming year



Revenue being recognized from recently delivered units of Signature Global Park



Net Debt

- Net Debt is **INR 11.6 bn** as on 31st Mar 2024 from INR 10.9 bn on 31st Mar 2023
- The Company aims to keep net debt **below 0.5x the projected operating surplus¹** for the ongoing financial year, as a long-term discipline

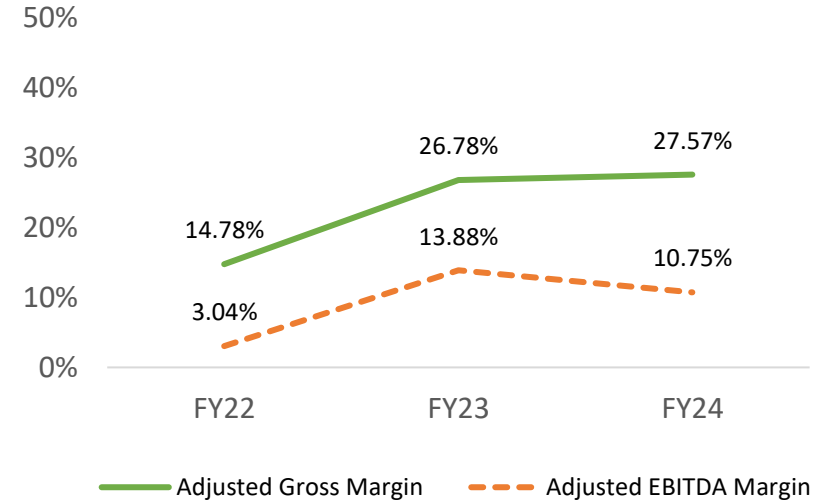
¹Operating surplus before land advance/ acquisition reflect the surplus post construction expenses, selling, general and administrative expenses and taxes adjusted from collections

Consolidated PL Snapshot

PL Statement (INR bn)	FY24	FY23	Y-o-Y%
Revenue from real estate properties			
- Mid- Income Housing	8.1	6.7	21.80%
- AHP	3.9	8.6	-60.14%
Total Revenue from real estate properties	12.0	15.2	
Cost of Goods Sold	-8.7	-11.1	
Adj. Gross Profit(i)	3.3	4.1	
Adj. Gross Profit %(ii)	27.57%	26.78%	
Other operating revenue & income	1.0	0.4	
Employee Cost	(1.2)	(0.9)	
SG&A	(1.2)	(0.9)	
Other expenses	(0.6)	(0.5)	
Adj. EBITDA(iii)	1.3	2.2	
Adj. EBITDA %(iv)	10.75%	13.88%	

PL Statement (INR bn)	FY24	FY23
Total Revenue	12.41	15.54
<i>Profit After Tax (PAT)</i>	0.16	(0.64)
Profit After Tax (PAT) Margin %	1.29%	-4.12%

Adjusted Gross Margin % & Adjusted EBITDA Margin %



- Decline in revenue recognition during FY24 versus FY23 due to lower completions
- Improvement in Adjusted Gross Profit margin due to recognition from higher margin products
- **Positive PAT** recognition for FY24

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).

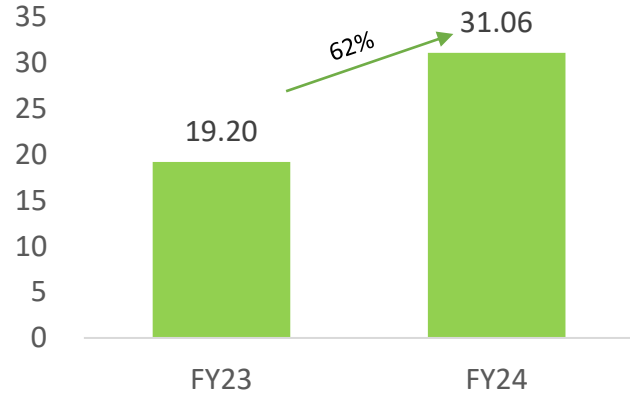
(ii) Adjusted Gross Profit Margin is calculated as Adjusted Gross Profit divided by revenue from real estate operations (comprises revenue from sale of real estate properties, forfeiture income/cancellation charges, compensation received on compulsory acquisition of land and other operating income related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

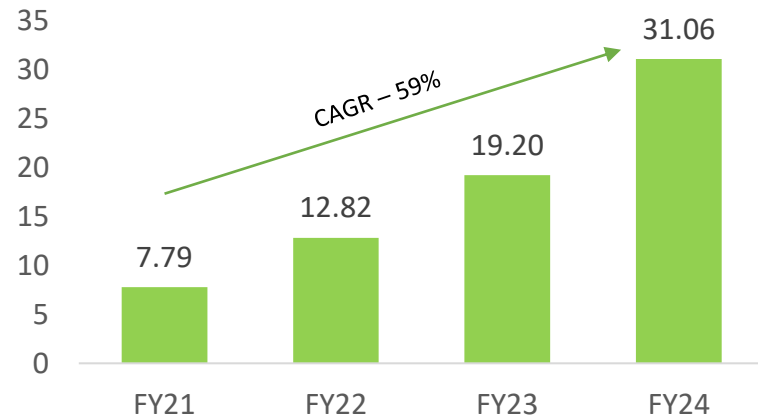
(iv) Adjusted EBITDA Margin is calculated as Adjusted EBITDA divided by revenue from operations.

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

62% GROWTH IN Y-o-Y COLLECTIONS



COLLECTIONS CAGR OF 59% DURING FY21-FY24



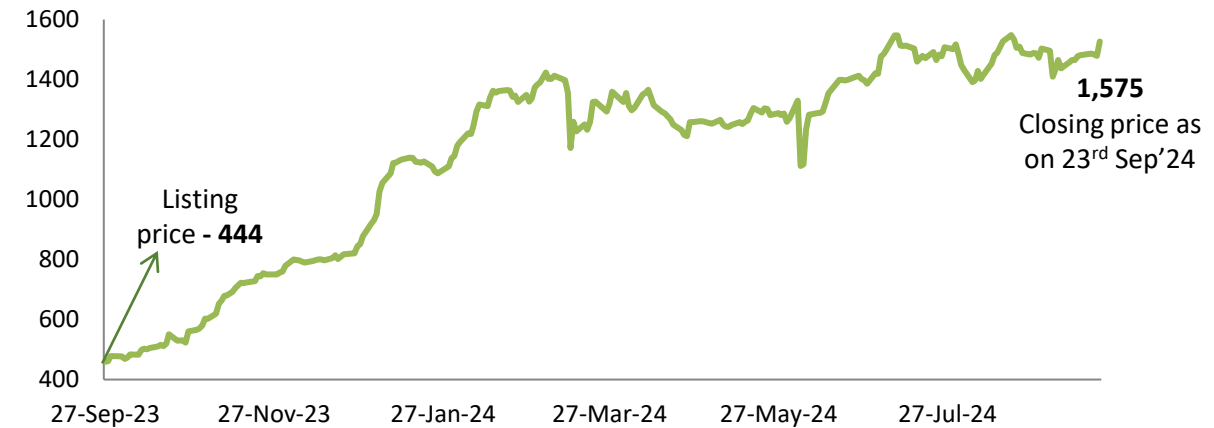
Particulars	FY24 (INR Bn)
Collections	31.06
Others (GST & other charges)	2.15
Cash inflow	33.22
Less : Operating Expenses	
- Construction Expenses (incl. allied approval expenses)	16.89
- SG&A	5.40
- Taxes (Direct & Indirect)	1.82
Operating Cashflow available for Growth & Capital Providers	9.11
Add: IPO Proceeds	6.03
Less: Land Advance/Acquisition*	13.66
Less: Interest payments	2.11
Decrease/(Increase) in Net Debt	(0.62)

Strong debut at the stock exchange

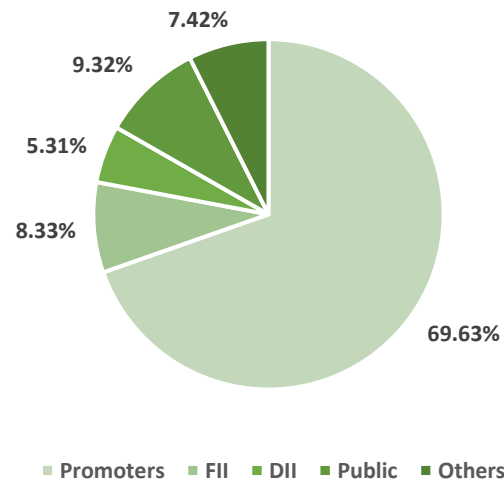
Issue details

Issue Size	INR Bn
Fresh issue size	6.0
Offer for sale issue size	1.3
Total issue size	7.3

Share price performance – stellar >4x return from offer price of INR 385



Shareholding pattern as on 30th Jun 24



Key Institutional Investors

- Nomura
- Bandhan MF
- Prudential Hong Kong Limited
- Nippon India
- HDFC Capital
- IFC - International Finance Corp.
- Eastspring Investments
- J M Financial

>55k public shareholders on the date of listing



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THANKYOU