

Date: 7<sup>th</sup> November, 2025

The Manager  
**BSE Limited**  
Corporate Relationship Department,  
1<sup>st</sup> 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  
5<sup>th</sup> Floor, Plot no C/1, G Block  
Bandra Kurla Complex  
Bandra (E), Mumbai — 400 051

**Scrip Code : 543990**  
**Debt Segment : Scrip Code-977218**

**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 proposed to be made in the scheduled Investors/ Analysts call to be held on Monday, the 10<sup>th</sup> November, 2025 at 12:30 P.M. (IST).

The same is also being uploaded on the Company's website at [www.signatureglobal.in](http://www.signatureglobal.in).

Kindly take the above information on your record.

Thanking You,

**For SIGNATUREGLOBAL (INDIA) LIMITED**

**RAVI AGGARWAL**  
**MANAGING DIRECTOR**

**Encl: A/a**

# SIGNATUREGLOBAL (INDIA) LIMITED

## Disclaimer



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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





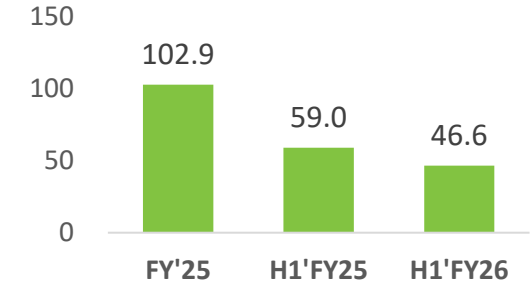
# The Company sold >1,330 units at an average ticket size of INR 34.8 Mn during H1'FY26



## Strong Sales Performance

- **INR 20.2 bn** in Q2'FY26 vs **INR 27.8 bn** in Q2'FY25
- **INR 46.6 bn** in H1'FY26 vs **INR 59.0 bn** in H1'FY25
- Significant launches planned in H2 in our key micro markets, on track to meet our FY26 guidance of INR 125 bn.

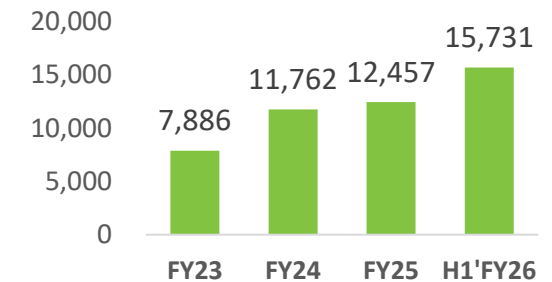
Sales in Rs. Bn



## Growing Sales Realizations

- Average sales realization stood at **c. INR 15,731 per sqft** in H1'FY26 vis a vis c. INR 12,457 per sqft in FY25.
- Higher realization resulting from higher sales in premium markets and increased prices across key regions.

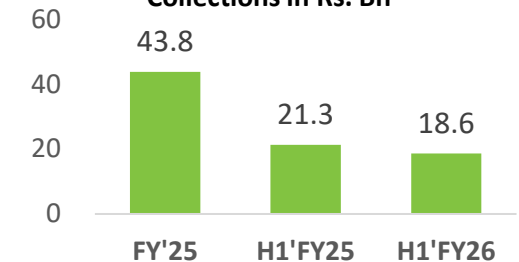
Sales realization in INR Per sqft



## Robust Collections

- **INR 9.4 bn** in Q2'FY26 vs **INR 9.2 bn** in Q2'FY25
- **INR 18.6 bn** in H1'FY26 vs **INR 21.3 bn** in H1'FY25
- **Achieved c.31% of the collection guidance for the year.**

Collections in Rs. Bn

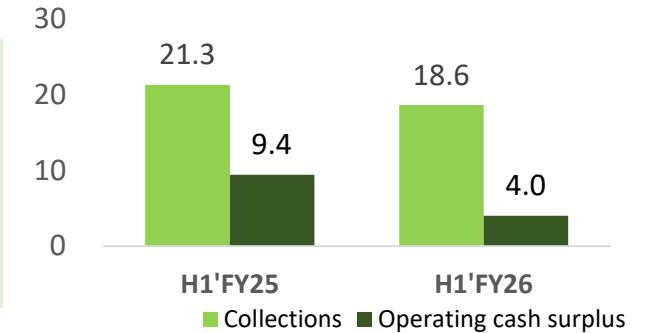


## Portfolio addition of ~2.3 Mn sqft during H1'FY26 in focus micro markets



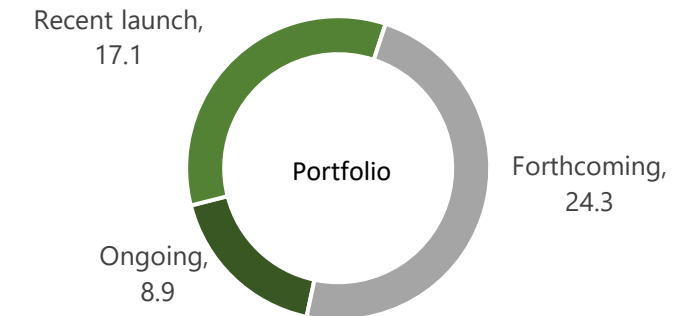
### Operating Cashflow before Investment in Land<sup>1</sup>

- Achieved an Operating cash Surplus before Investment in Land of **INR 4.0 bn** in H1'FY26; 75% of full year launches in H2, and consequent OCF growth in H2
- Net Debt for the company stood at INR 9.7 bn as of 30<sup>th</sup> September 2025
- CARE has recently rated Non-Convertible debenture issuance as **A+; stable**



### Growing Business Portfolio

- Delivered** housing projects totaling to c. 16.0 mn sqft
- 55.2 mn sqft portfolio of Saleable Area** with c. 13.8 mn sqft ongoing<sup>2</sup>, c. 17.1 mn sqft of recent launches and 24.3<sup>3</sup> mn sqft forthcoming projects
- Aim to deliver** ongoing projects in coming 5-6 quarters
- Forthcoming projects **to be launched** over the coming 2-3 years



### Business Development<sup>3</sup>

- During H1'FY26, the company has added **c. 2.3 mn sqft in Sohna region**
- Key focus** on consolidation in **3 micro markets – SPR, Dwarka Expressway and Sohna Corridor**
- Disciplined land acquisition** aligned with robust sales reflects our focused and execution-driven growth strategy.

Business Development	Estimated Saleable Area <sup>3</sup> (in mn sqft)
Sohna	0.5
Sohna (JDA converted to Owned)	1.8
<b>Total mn sqft</b>	<b>2.3</b>

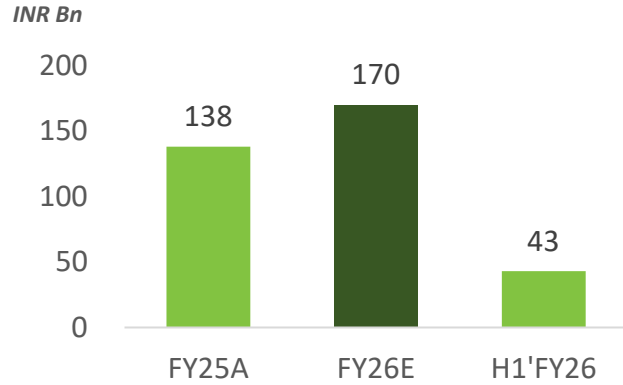
<sup>1</sup>Operating surplus before land advance/ acquisition, which reflect the surplus post construction expenses, selling, general and administrative expenses and taxes adjusted from collections

<sup>2</sup>Total project area for ongoing projects is 13.8 mn sqft for which partial OC is received in DDJAY floors projects for 4.9 mn sqft, hence, remaining area for completion of ongoing projects is 8.9 mn sqft.

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

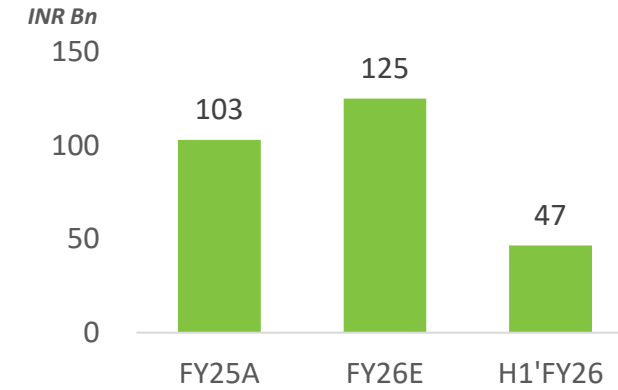
# FY26 annual guidance

## Launches<sup>1</sup>



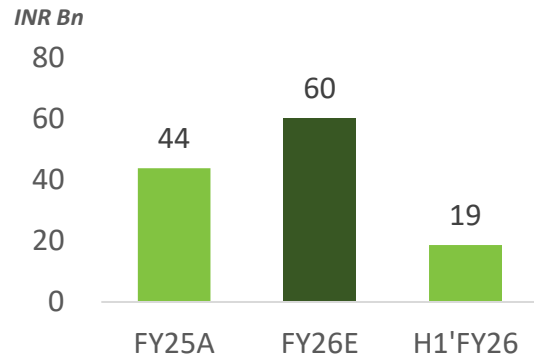
*75% of full year launches planned in H2*

## Pre-Sales



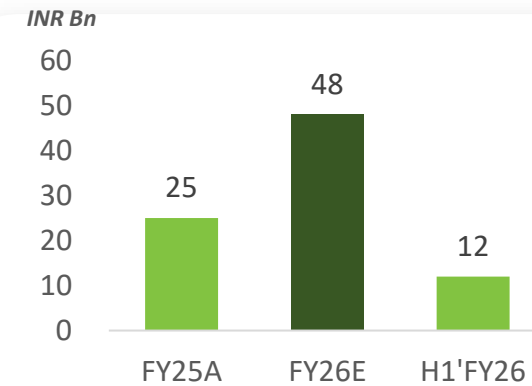
*Strong start with over 37% of guidance achieved.*

## Collections



*Collections reflecting a steady start with momentum expected to accelerate in H2 with 75% of full year launches planned*

## Revenue recognition



*Achieved ~25% of guidance. Momentum expected to pick up in subsequent quarters driven by completion of construction as planned.*

A: Actual; E: Estimated

<sup>1</sup>Estimated booking value of the projects launched or proposed to be launched



## Pro Forma P&L on FY26 Guidance



Particulars	FY26E		H1'FY26	
	INR Bn	%	INR Bn	%
Pre Sales	125.0		46.6	
<b>Embedded EBITDA</b>	<b>43.8</b>	<b>35%</b>	<b>16.3</b>	<b>35%</b>
- D&A	0.3		0.2	
- Finance Cost	2.0		0.3	
<b>Embedded PBT</b>	<b>41.5</b>	<b>33%</b>	<b>15.8</b>	<b>34%</b>
Tax rate ( assumed rate 25.2%)	10.5		4.0	
<b>Embedded PAT</b>	<b>31.0</b>	<b>25%</b>	<b>11.8</b>	<b>25%</b>

Growth in Sales with better margins

E: Estimated

\*Finance cost is assumed to be the interest payments expected to incur in FY26



Operating Highlights



Strategy & Portfolio



Financial Snapshot



Company Overview



# Focus across three distinct micro markets fueled by world class infrastructure

## THREE FOCUS AREAS

### 1) Sector 71 18.5 mn sqft<sup>1</sup>

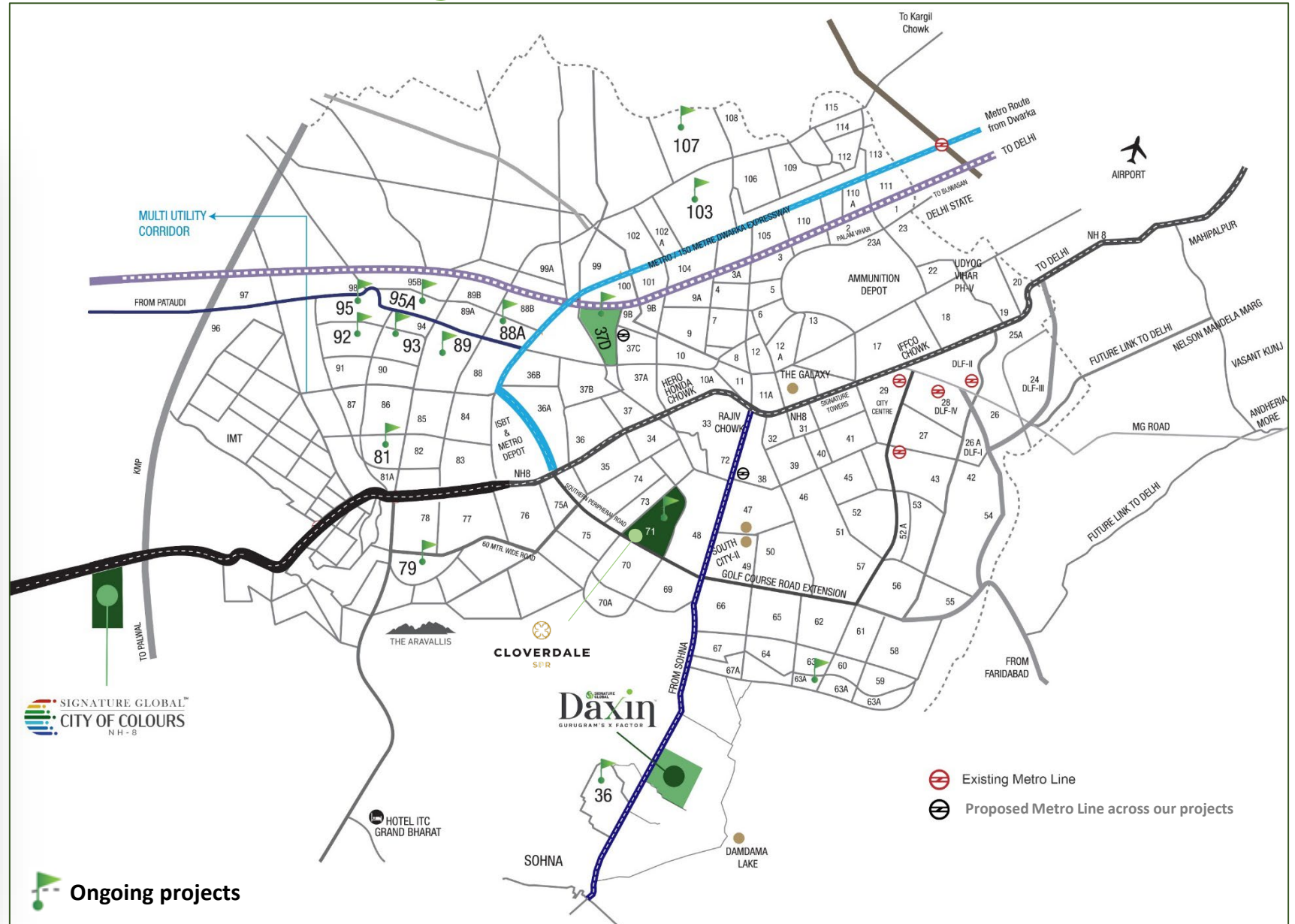
Proximity to all prime areas of Gurugram; red light free to Golf Course Road in future

### 2) Sohna Elevated Corridor 7.5 mn sqft<sup>1</sup>

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

### 3) Sector 37D 9.4 mn sqft<sup>1</sup>

Dwarka Expressway inaugurated in Feb' 24 by Hon'ble Prime Minister



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



# Sustained supply in all major micro markets

## Premium Residential Development



### Sector 37D

#### Deluxe - DXP

- 1<sup>st</sup> Group Housing project, launching 1,000 units
- Received generous response with 5.4x applications for every unit launched

March - 2024



### Sector 71

#### Titanium SPR

- Stepping up in the premium market with 2<sup>nd</sup> Group Housing project, launching 600+ units
- Strong sales velocity achieved

June - 2024



### Sector 84

#### Twin Tower DXP

- Residencies with 45 storeys high rise structure
- Offers seamless connectivity to National Highway 8, Central & Southern Peripheral Roads & Golf Course Extension Road

September - 2024



### Sector 71

#### Cloverdale SPR

- 1<sup>st</sup> launch of FY26, Premium Group Housing project featuring 770 units with modern architecture, smart layouts & elevated lifestyle amenities
- Strategically located on SPR with excellent access to key areas

June - 2025

## Township Development



### Sohna Corridor

#### Daxin

- Forayed into large format developments
- c.125 Acres of gated township with residential Low-rise floors, amenities, retail and industrial plots

September - 2024



### Manesar

#### City of Colours

- c.129 Acres of gated township with tranquil greenery & exclusive clubhouse;
- Offering residential, commercial & industrial plots

October - 2024

# Collaborating with renowned EPC Contractors



## Ahluwalia Contracts (India) Limited

- Expertise in large-scale infrastructure & residential projects, commitment to quality and timely delivery
- We have awarded project “Deluxe DXP” to Ahluwalia Contracts (India) Limited

## Capacit’e Infraprojects Limited

- Established in 2012, Capacit’e offers project design, construction and management services to leading real-estate and government bodies
- We have awarded the project “Titanium SPR ”

## Arabian Construction Company (ACC)

- ACC is known for delivering complex high-rise and luxury projects
- We have awarded the project “Twin Tower DXP”

## Awarded Projects

**Deluxe DXP**



**Titanium SPR**



**Twin Tower DXP**





# Successful deliveries in recent times gives confidence to customers



**SG Park, Sohna**



**Orchard Avenue – Sector 93, Gurugram**



**Orchard Avenue 2 – Sector 93, Gurugram**



**Golf Greens – Sector 79, Gurugram**



**Millennia 3 – Sector 37D, Gurugram**



**Prime – Sector 63A, Gurugram**



**Roselia, Sector 95A, Gurugram**



**Serenas, Sohna**



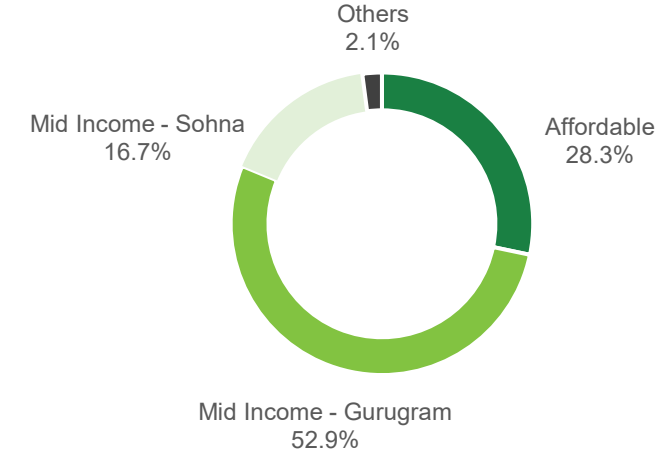
**Grand Iva, Sector 103, Gurugram**



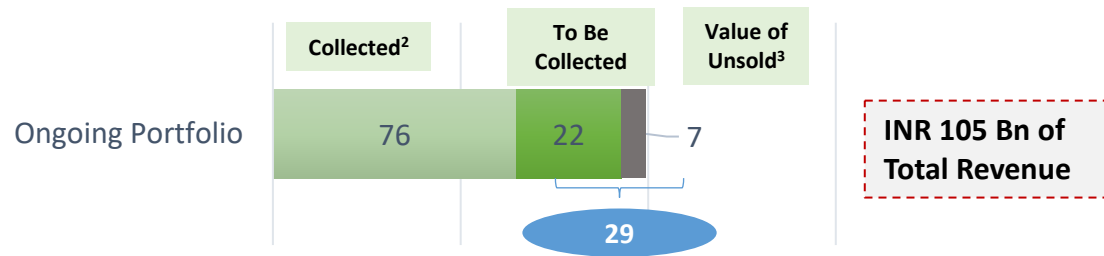
## Snapshot of Ongoing Portfolio; Aim to be delivered in coming 5-6 Quarters

Category	Number of Projects	Land (in acres)	Saleable Area (in mn sqft)	Sold Area (%)	Sold Value (INR bn)
Affordable	6	38.3	3.9	96.7%	16.4
Mid Income – Gurugram	8	91.1	7.3	95.3%	64.4
Mid Income - Sohna	3	30.5	2.3	94.8%	13.4
Others – Retail/SCO	3	8.1	0.3	66.1%	3.9
<b>Total</b>	<b>20</b>	<b>168.0</b>	<b>13.8</b>		<b>98.1</b>

### Category Wise Share of 13.8 mn sqft Ongoing Portfolio



### c. 105 bn of Revenue yet to be recognized from Ongoing Projects



- Ongoing projects<sup>1</sup> are expected to be completed by coming 5-6 Quarters;
- Estimated revenue recognition of c. INR 105 bn from ongoing projects<sup>1</sup>;
- Estimated collection of c. INR 29 bn from ongoing projects

<sup>1</sup> Total project area for ongoing projects is 13.8 mn sqft for which partial OC is received in DDJAY floors projects for 4.9 mn sqft, hence, remaining area for completion of ongoing projects is 8.9 mn sqft.

<sup>2</sup> Amount collected from the sold value of ongoing projects

<sup>3</sup> Estimated value of unsold inventory basis company analysis

## Strong pipeline of mid income housing projects across focused micro markets; aim to launch in coming 2-3 years

Location	Project	Land (in acres)	Recently launched Estimated Saleable Area <sup>1</sup> (in mn sqft)	Forthcoming Estimated Saleable Area <sup>1</sup> (in mn sqft)	Total Saleable Area <sup>1</sup> (in mn sqft)
Sector 71, SPR	Housing, Commercial and Retail	93	3.9	14.6	18.5
Sector 37D, DXP	Group Housing & Low-Rise Floors	53	3.1	6.3	9.4
Sohna Corridor	Township - Low-Rise Floors & Industrial Plots	150	6.4	1.1	7.5
Manesar	Township - Low-Rise & Industrial Plots	151	3.0	0.3	3.3
Others	Housing & Retail	31	0.8	2.0	2.8
<b>Total</b>		<b>477</b>	<b>17.1</b>	<b>24.3</b>	<b>41.5</b>

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

Market	Estimated Selling Price*
Sector 71	INR 18,500 per sqft
Sector 37D	INR 16,000 per sqft
Sohna Corridor	INR 13,500 per sqft
Manesar	INR 7,800 per sqft
Others	INR 16,000 per sqft

*\*Subject to market conditions.*

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

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

# Strong Portfolio of ~55 mn sqft across Ongoing and Forthcoming projects

Ongoing projects<sup>1</sup> of 13.8 mn sqft saleable area

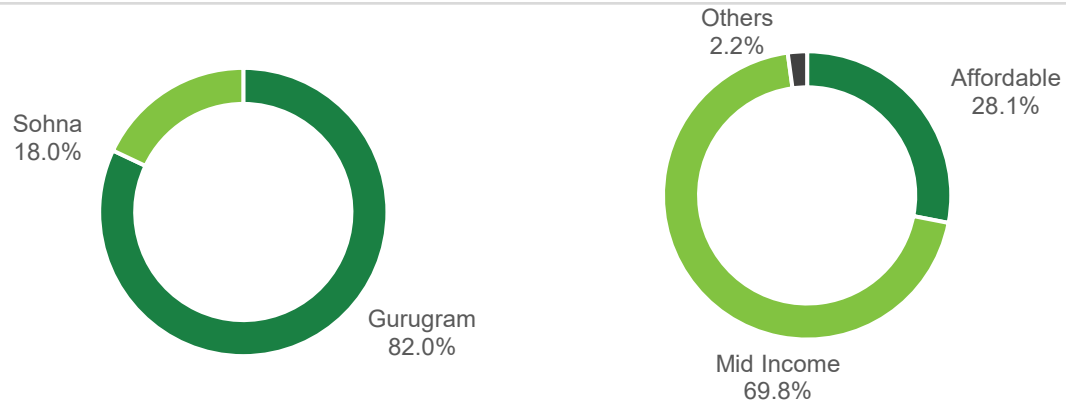
Strong project pipeline to result in sustainable growth

Category	Affordable Housing	Mid Income Housing	Group Housing	Plotted Development	Others	Total – in mn sqft
Ongoing	3.9	9.6	-	-	0.3	13.8
Recent launch	0.2	4.7	7.4	4.8	-	17.1
Forthcoming	-	1.0	16.0	0.3	7.0	24.3
<b>Total</b>	<b>4.1</b>	<b>15.3</b>	<b>23.4</b>	<b>5.1</b>	<b>7.3</b>	<b>55.2</b>

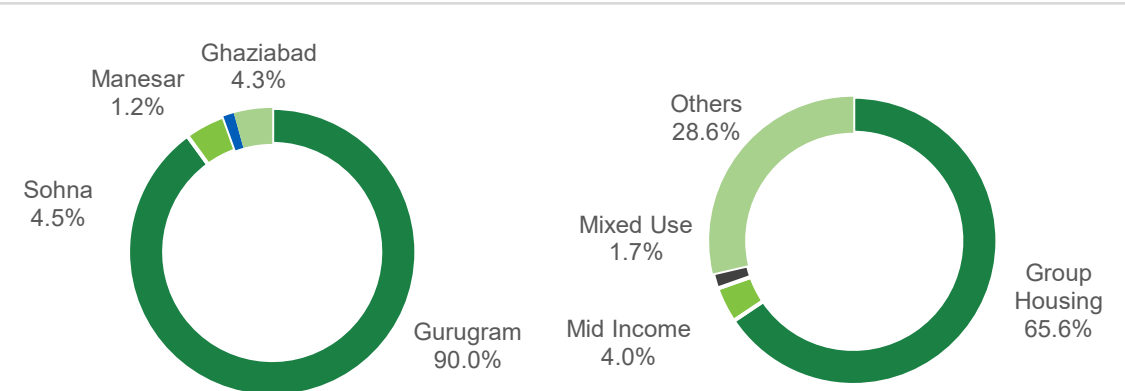
Forthcoming projects of 24.3 mn sqft saleable area<sup>2</sup>

***Estimated launch of all forthcoming projects in the next 2-3 years***

Ongoing Projects<sup>1</sup>



Forthcoming Projects



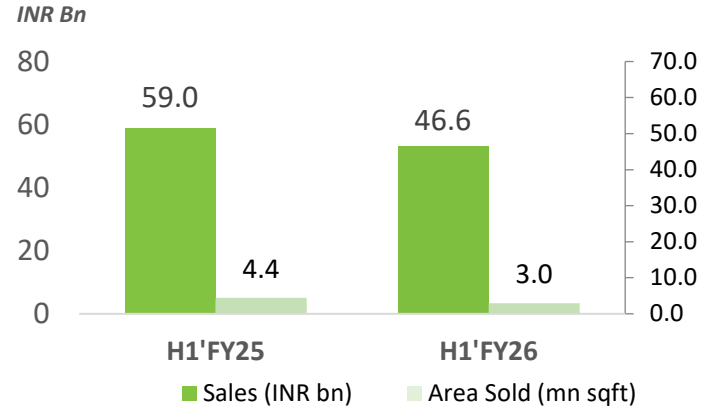
<sup>1</sup>Total project area for ongoing projects is 13.8 mn sqft for which partial OC is received in DDJAY floors projects for 4.9 mn sqft, hence, remaining area for completion of ongoing projects is 8.9 mn sqft.

<sup>2</sup>Saleable Area potential for forthcoming projects is based on best estimates as per the current zoning regulations

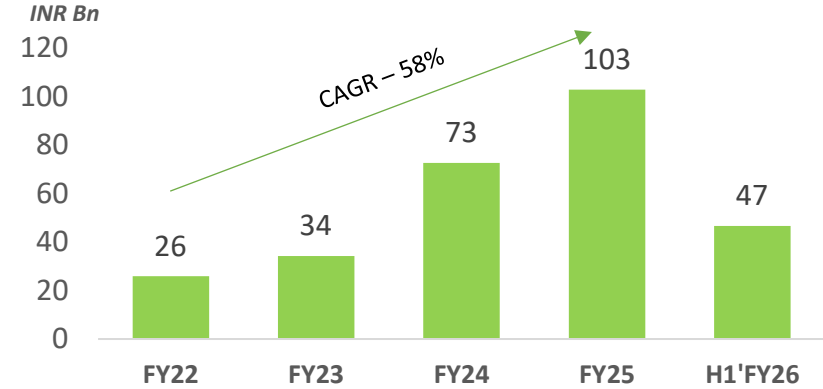


# Strong sales momentum

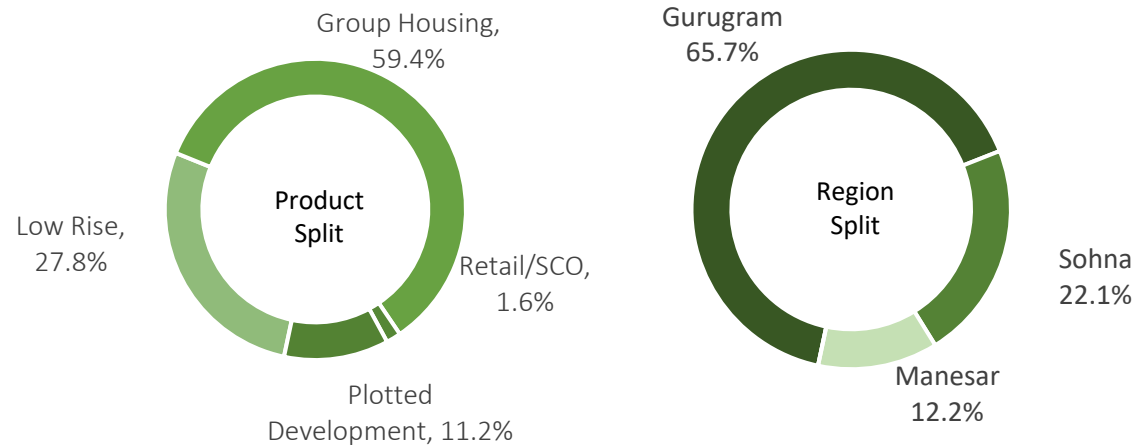
Achieved INR 46.6bn in sales & sold 2.96 mn sqft in H1'FY26



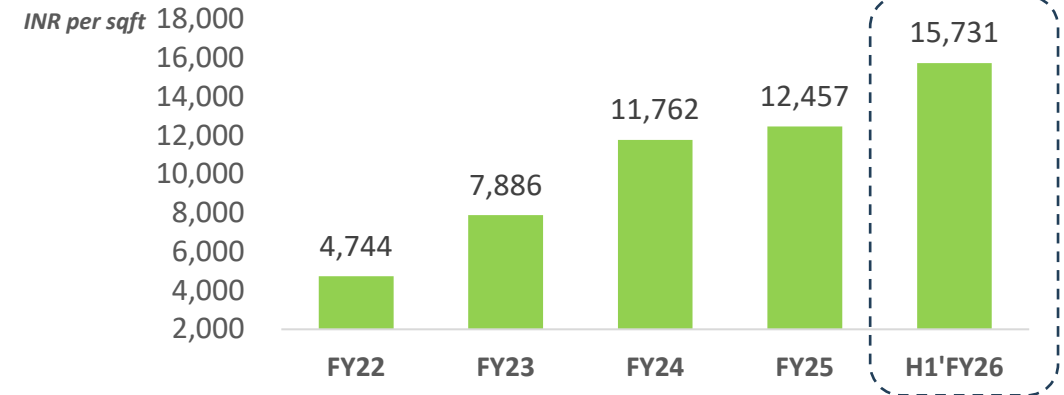
Sales surged at 58% CAGR between FY22-FY25



H1'FY26 Sales coming from Group Housing & Mid-Income Housing projects



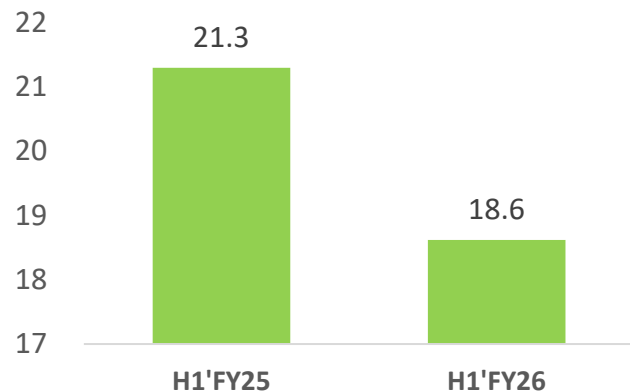
Upward shift in per Sqft realization



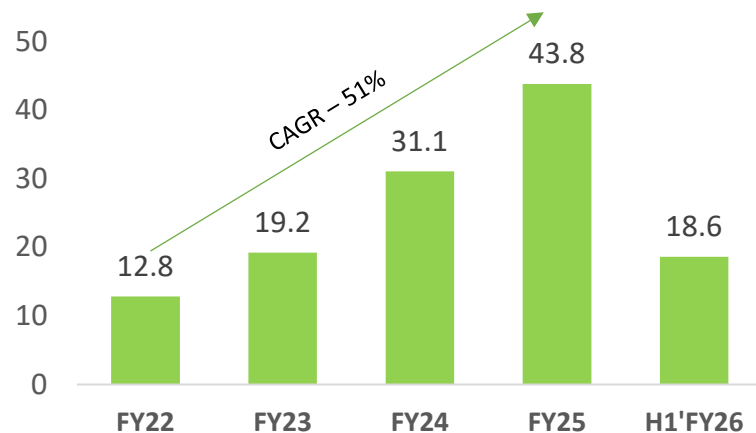
Realization is expected to stabilize in FY26

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

## Collection of INR 18.6bn in H1'FY26



## Collection CAGR of 51% during FY22-FY25



Particulars	H1'FY26 (INR Bn)
Collections	18.6
Others (GST & other inflows)*	2.0
<b>Cash inflow</b>	<b>20.6</b>
Less : Operating Expenses	
- Construction Expenses & Approval expenses <sup>1</sup>	9.7
- Selling, general and administrative expenses	2.5
- Brokerage	2.3
- Taxes & other outflows*	2.1
<b>Operating Cashflow available for Growth &amp; Debt servicing</b>	<b>4.0</b>
Less: Land Advance/Acquisition	1.9
Less: Approval Cost <sup>1</sup>	1.4
Less: Interest payments	1.5
<b>Decrease/(Increase) in Net Debt</b>	<b>(0.9)</b>

\*Includes cashflows from certain investing/financing activities in ordinary course of business

<sup>1</sup>Effective this quarter, approval expenses have been classified into two categories: those related to launched projects are included under construction costs, while those for upcoming projects are grouped with land acquisition expenses.



Operating Highlights



Strategy & Portfolio



Financial Snapshot



Company Overview



# Healthy gross profit margins and Low Leverage Levels



## Financial Performance

- **INR 12.0 bn** revenue recognized from operations of which:
  - **Mid income housing** has contributed **67%**
  - **Affordable housing** has contributed **33%**
- Adjusted Gross Profit of **INR 3.4 bn and margin of 29.0%**
- Adjusted EBITDA of **INR 0.8 bn and margin of 6.4%**
- Achieved a **PAT** of INR (0.1) bn for H1'FY26

*Revenue being recognized from recently delivered units of Signature Global Park*



## Net Debt

- Net Debt stands at **INR 9.7 bn** as on 30<sup>th</sup> Sep 2025 v/s INR 8.8 bn on 31<sup>st</sup> Mar 2025
- The Company aims to keep net debt **below 0.5x the projected operating surplus<sup>1</sup>** for the ongoing financial year



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

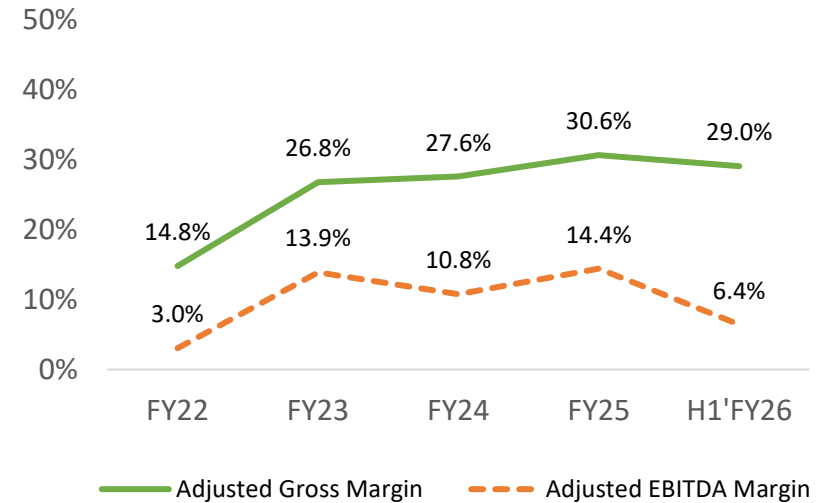


## Consolidated PL Snapshot

PL Statement (INR bn)	H1'FY26	H1'FY25
<b>Revenue from real estate properties</b>		
- Mid- Income Housing	7.9	8.2
- Affordable Housing	3.8	2.8
<b>Total Revenue from real estate properties</b>	<b>11.7</b>	<b>11.0</b>
Cost of Goods Sold	(8.4)	(8.5)
Adj. Gross Profit(i)	3.4	2.6
<b>Adj. Gross Profit %(ii)</b>	<b>29.0%</b>	<b>23.0%</b>
Other operating revenue & income	0.8	0.6
Employee Cost	(1.4)	(0.7)
SG&A	(1.7)	(1.0)
Other expenses	(0.3)	(0.3)
Adj. EBITDA(iii)	0.8	1.3
<b>Adj. EBITDA %(iv)</b>	<b>6.4%</b>	<b>11.0%</b>

PL Statement (INR bn)	H1'FY26	H1'FY25
<b>Total Revenue</b>	<b>12.0</b>	<b>11.5</b>
<b>Profit After Tax (PAT)</b>	<b>(0.1)</b>	<b>0.1</b>
<b>Profit After Tax (PAT) Margin %</b>	<b>(1.0%)</b>	<b>1.0%</b>

### Adjusted Gross Margin % & Adjusted EBITDA Margin %



- Revenue growth of **6%** y-o-y is registered with Adjusted Gross Profit growth of **31%**
- There is an increase in revenue recognition during H1'FY26 versus H1'FY25 on account of completion of more projects
- Area recognition of 2.96 mn sqft in H1'FY26
- Margins were temporarily impacted by project timing and mix; core business fundamentals remain strong

#### 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).

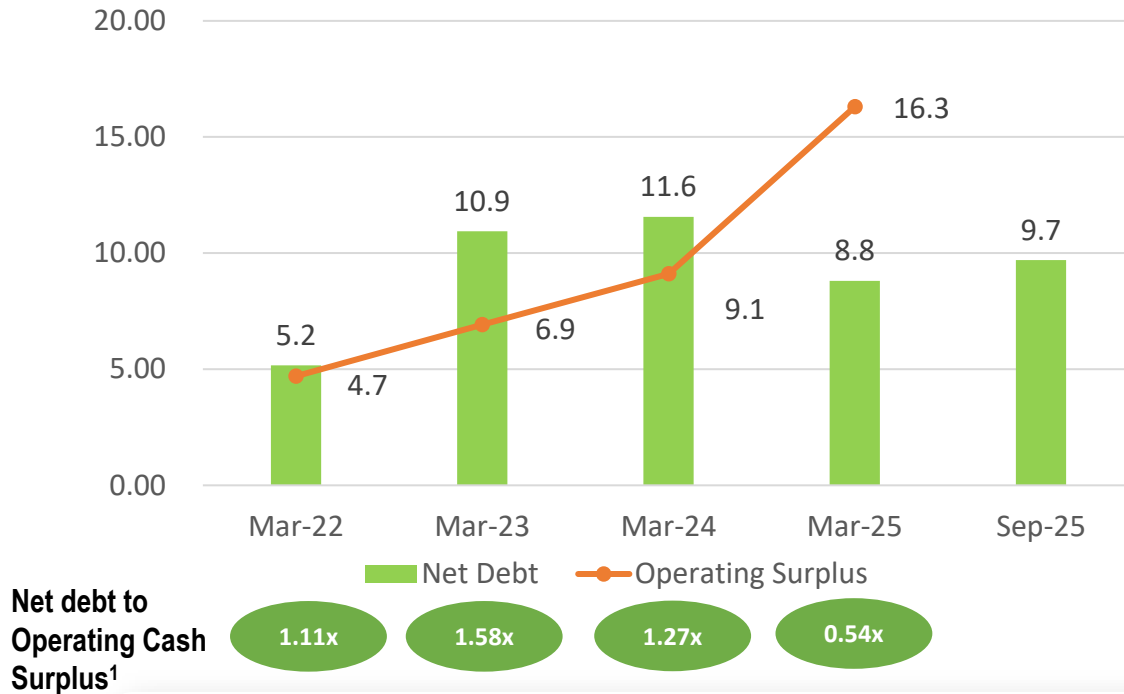
(ii) Adjusted Gross Profit Margin is calculated as Adjusted Gross Profit divided by revenue from real estate operations (comprises revenue from sale of real estate properties, forfeiture income/cancellation charges, compensation received on compulsory acquisition of land and other operating income related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

# Net Debt Position of the Company with Growing Operating Cashflows

## Operating Cash Surplus<sup>1</sup> and Net Debt<sup>2</sup> (INR bn)



## Lenders to Signature Global



**Comfortable Net Debt position given the current scale of operations**

The Company aims to keep net debt below 0.5x the annual operating surplus<sup>1</sup>

CARE has recently rated proposed Non-Convertible debenture issuance as **A+; stable**

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

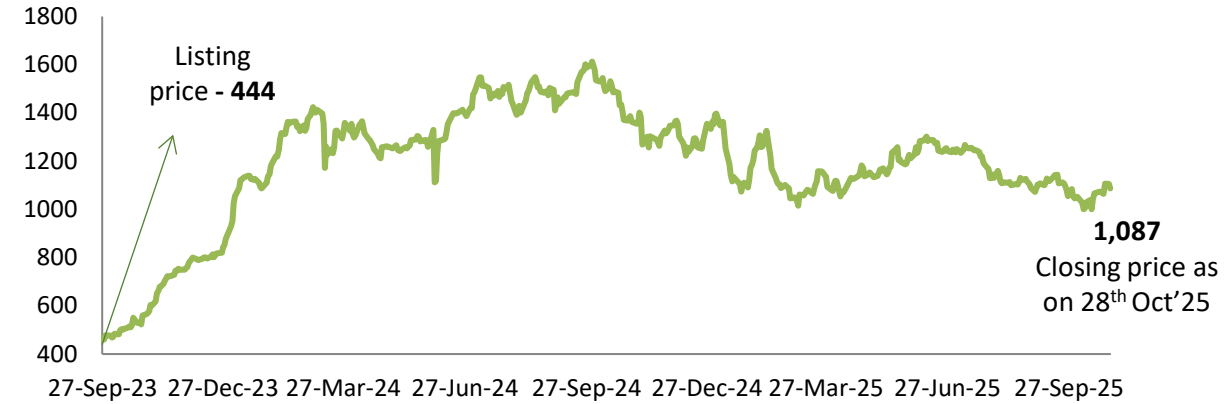
<sup>2</sup> Net debt comprise of non-current and current debts (including trade payables and other financial liabilities) as reduced by cash and cash equivalents, bank balances other than cash and cash equivalents and current investments

# Strong performance at the stock exchange since listing

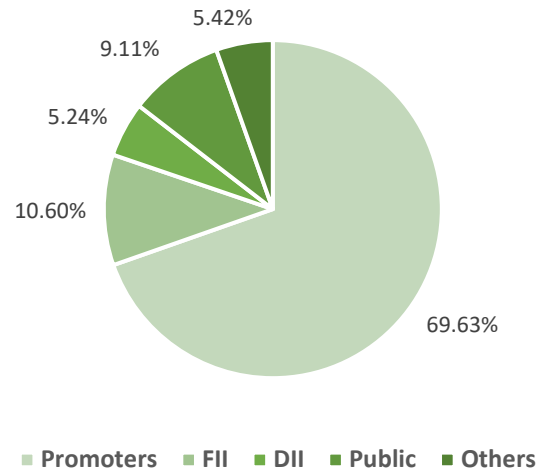
## Stock Info

NSE	SIGNATURE
Equity Shares (mn)	141
Market Cap (INR Bn)	153
52 Week High (06-Nov-2024)	Rs. 1,401.45
52 Week Low (14-Oct-2025)	Rs. 1,000.70

## Share price performance – stellar >3x return from offer price of INR 385



## Shareholding pattern as on 30<sup>th</sup> Sep 25



## Key Institutional Investors

Nomura

HDFC Capital

Bandhan MF

IFC - International Finance Corp.

Nippon India

Prudential Hong Kong

Vanguard

Government Pension Fund Global

Eastspring Investments

Lion Global

>55k public shareholders on the date of listing



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

## Focused housing factory



- Commenced operations<sup>#</sup> in **2014** with **affordable housing**, ventured into **mid-income housing market** in **2017**
- Successful transitioned to **premium housing** in **2024** with successful launches of 4 Group Housing projects with record sales value
- Further, added Township projects in the product portfolio with the launch of township at Sohna and Corridor of Manesar

## Strong commitment to sustainability & green growth



- All projects are either Edge or IGBC certified
- Prioritizing energy efficiency through use of advanced technologies and innovative design like vertical gardens, HVAC systems, Smart building management systems etc

## Well Established Brand in the Delhi NCR market



- Signature Global** has a strong brand recall
- Post Covid-19, market share<sup>1</sup> of **13%** in NCR and **20%** in Gurugram in mid-income housing segment between the unit price of INR 20 Mn to INR 50 Mn

## Strong Project Pipeline



- On-going pipeline of **13.8 mn sqft**<sup>2,3,4</sup>
- Forthcoming pipeline of **24.3 mn sqft**<sup>2,3</sup> of saleable area, in addition to this, **17.1 mn sqft** got recently launched with record sales value.

## Strong sales performance



- Achieved sales bookings of **INR 46.6 bn** in H1'FY26 and **58%** sales CAGR from FY22-25
- Sales team of **134 members**<sup>2</sup> & network of **2,450+ channel partners**<sup>2</sup>

## Backed by FII's & DII's



- Participation from prominent FII's & DII's has helped bolster the company's capital base, providing strategic support
- Reflects strong confidence in business model and growth prospects

\* Rounded off from one decimal points<sup>#</sup> through its Subsidiary, Signature Builders Private Limited

1: Source: Prop Equity

2: As of 30<sup>th</sup> Sep,'25

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

4: Total project area for ongoing projects is 13.8 mn sqft for which partial OC is received in DDJAY floors projects for 4.9 mn sqft, hence, remaining area for completion of ongoing projects is 8.9 mn sqft.

# Track Record of Execution

## Delivered Housing Projects Totaling to c. 16.0 msf<sup>1</sup>



Solera	Synera	Grand Iva	Orchard Avenue	Serenas
				
				
Sector 107, Gurugram	Sector 81, Gurugram	Sector 103, Gurugram	Sector 93, Gurugram	Sector 36, Sohna
1,443 units	819 units	1,471 units	729 units	1,303 units

On the path of delivering additional ~8.9 mn sqft over 5-6 quarters



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- DTCP<sup>2</sup>,  
Govt. of Haryana recognized development -  
Solera 107 & Sunrise Floors

<sup>1</sup>As of Sep 30, 2025, Company has 20 Completed Projects with a Saleable Area of c.11.1 mn sqft. Ongoing Projects have additionally received occupation certificates for 4.9 mn sqft Saleable Area

<sup>2</sup>:DTCP Directorate of Town and Country Planning, Haryana

## ... With Quick Turnaround of Land Resources

2.2 mn sqft of Individual Floors completed

**Sunrise & Karnal City**



**Park Series**



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 <sup>#</sup>	Apr 8, 2014	Dec 27, 2014	0.7
Grand Iva <sup>#</sup>	Sep 21, 2015	Oct 14, 2015	0.1
Park 4 <sup>##</sup>	Nov 6, 2019	Aug 4, 2020	0.7
City 37D <sup>##</sup>	Dec 9, 2019	July 15, 2021	1.6

Construction timelines of 4 yrs – 5 yrs despite NGT<sup>1</sup> bans on construction and COVID related disruptions

Project	EC Date <sup>2</sup>	OC Receipt Date <sup>3</sup>	Construction Period (Years) <sup>4</sup>
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 <sup>5</sup>	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

<sup>#</sup> Date of launch represents the start date of application from published advertisement in the newspaper; <sup>##</sup> 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 **10 members<sup>1</sup>** and indirect sales team of **124 members<sup>1</sup>**
- ✓ Wide network of **2,450+<sup>1</sup> 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 <sup>2</sup>
BOAT	61.10 mn views
No Agal No Bagal No Dakhal	109.08 mn views
Kiraye se Azadi	56.98 mn views
Apne Ghar Pe Kaisa Lockdown (featuring Vidya Balan)	4.00 mn views
Independent Floors for Independent You	4.40 mn views
Diwali Apne Ghar Wali	27.03 mn views
Life at Signature Global TVC	13.81 mn views
Smart Decision (featuring Vidya Balan)	5.14 mn views
Influencer Campaign <sup>3</sup>	75+ mn views

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



# Use of improved construction technologies for timely project completion

## Technological Advancements

- Use of Plastering Machines for quicker and Better quality plastering
- Use of Curing Compound on Vertical Components.
- Deployment of Safety Screens for safe working at heights.



## Sustainable Initiatives

- ✓ Inclination toward sustainable procurement – GreenPro Certified Products
- ✓ Focus on procuring Green Steel
- ✓ Integrating Renewable Energy Solution (Solar Panels) in construction



Standardization helping provide high quality products at competitive prices to consumers

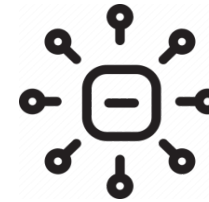
# Leveraging Technology for efficiency & scale

## Digital Integration of all stakeholders

- ✓ Strong Internal Controls
- ✓ Successful integration of software's with the construction sites to track real time progress
- ✓ Strong Linkage with Core ERP
- ✓ Automated Sales Booking System



## 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.110 mn social media users**
- Strong in-house direct sales team of **10 members<sup>1</sup>** and indirect sales team of **124 members<sup>1</sup>**
- Wide network of **2,450+<sup>1</sup> active channel partners** driving customer traffic to the website
- **Digital experience centers and augmented reality** for project walkthroughs providing immersive experience for customers
- Company has been certified as ***Great place to work*<sup>\*</sup>**







<sup>1</sup>As on 30<sup>th</sup> Sep 2025

<sup>\*</sup>Recognized by Great Place to work India in Mar '25

# High Quality Board & Experienced Management Team



	Name	Designation	Brief Profile
	<b>Pradeep Kumar Aggarwal</b>	Chairman & Whole-Time Director	10+ years of experience in real estate industry; Served as MD on the board of SMC Comtrade Limited for 10 years
	<b>Lalit Kumar Aggarwal</b>	Vice Chairman & Whole-Time Director	9+ years of experience in real estate; responsible for the construction, marketing and HR aspects
	<b>Ravi Aggarwal</b>	Managing Director	11+ years of experience in real estate; CA; Responsible for overall business development of Company; Ex-Director of SMC Insurance Brokers
	<b>Devender Aggarwal</b>	Joint Managing Director	13+ years of experience in real estate; Plays key role in formulation & implementation of Company's forward plans;
	<b>Rajat Kathuria</b>	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
	<b>Sanjay Kumar Varshney</b>	Chief Operating Officer	Previously associated with Mahagun, the Corenthum as a Senior Vice President (construction & planning)
	<b>Meghraj Bothra</b>	Company Secretary	ICSI; ICMAI; having 30+ years of experience. Worked with 'Digispice Technologies Ltd , DCM Shriram Ltd & Dhanuka Pesticides Ltd
	<b>Sanjeev Kumar Sharma</b>	Chief Financial Officer	CA; having 30+ years of experience in FP&A, M&A, Investor relations, among others. Previously worked with Brookfield, Blackstone, M3M, BPTP among others

Independent Directors	
	<b>Kundan Mal Agarwal</b> Ex-director on board of SMC Global Securities Ltd & Moneywise Financial Services
	<b>Venkatesan Narayanan</b>  Served in Centrum Infrastructure and Realty Limited, and was an independent director of Industrial Investment Trust Limited
	<b>Chandra Wadhwa</b>  Holds a certificate of registration to act as an insolvency professional ; Admitted as a fellow member of the ICSI, ICWA
	<b>Lata Pillai</b> 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-FY24 have been either Edge or IGBC certified  
Project Daxin is graduated to Edge Advanced with this transaction

\*EDGE (Excellence in Design for Greater Efficiencies) is a certification program initiated and governed by IFC and is a registered trademark of IFC

GRESB (Global Real Estate Sustainability Benchmark) is the leading global rating system that evaluates the **ESG performance of real estate portfolios and infrastructure assets**. Established in 2009, it acts as a scorecard that reflects how developers perform on sustainability, transparency, and governance compared to the industry peers.

SGIL performance demonstrates strong alignment with global peers across key ESG dimensions:

- **Full marks in Leadership & Governance** with defined ESG roles and objectives
- **Comprehensive Environmental & Social Policies** driving responsible operations
- **Robust Risk Management**, including ESG due diligence and governance processes
- **Sustainability integrated** into design, materials, community, and contractor practices
- **High performance in energy efficiency, water conservation, and waste management**



Positive Impact on  
Financial Returns

Studies show GRESB participants outperform non-participants, delivering higher buy-and-hold returns



Market Differentiation  
& Reputation  
Enhancement

Enhances Signatureglobal's credibility, market positioning, and access to capital, including green and sustainability-linked loans



Data-Driven Decision  
Making and Strategic  
Planning

Provides a clear comparative picture of ESG performance against peers, supports the integration of ESG into business strategy to drive long-term value creation and resilience



Enhanced Investor  
Confidence

Increasing investor demand: Over 75% of investors require or encourage GRESB participation to evaluate ESG risks and opportunities.

SignatureGlobal India achieved GRESB Score of **84**



# Thank You