

Date: 12.11.2024

Department of Corporate Services
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001

The Manager, Listing Department
The National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor, C - 1,
Block G, Bandra - Kurla Complex,
Bandra (E), Mumbai – 400051

BSE Scrip Code-523329

NSE Symbol- ELDEHSG

Sub: Investors' Presentation

Ref: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("the SEBI Listing Regulations")

Dear Sir/Madam,

In terms of Regulation 30 read with Para A of Part A of Schedule III of the SEBI Listing Regulations, please find enclosed herewith a copy of the Investors' Presentation *interalia* on the Unaudited Financial Results of the Company for the quarter and half year ended September 30, 2024.

It may be noted that the Board of Directors of the Company has, considered and approved the aforesaid Financial Results of the Company, in its meeting held today i.e. Tuesday, November 12, 2024.

The same shall be uploaded on the website of the Company at www.eldecogroup.com

You are requested to take the above information on record.

Thanking you,
For Eldeco Housing and Industries Limited

CHANDNI
VIJ

Digitally signed by CHANDNI VIJ
DN: cn=PERSONAL, title=9649,
 pseudonym=4ce0e6706814cf99e394272ca0a6109,
 2.5.4.20=91093cd6ba1af4bc385ea8be4df8a6882774b6d
 7f762178f4b3eba276a070dd, postalCode=226016,
 st=Uttar Pradesh,
 serialNumber=74f07260c4860dd16088d4c1b5f8ea53325
 d3e9e8e31189a9c9e1c63ab7bc32, cn=CHANDNI VIJ
 Date: 2024.11.12 17:43:00 +05'30'

Chandni Vij
Company Secretary
Mem. No. : A46897

Eldeco Housing & Industries Ltd.

ELDECO

Eldeco Housing &
Industries Limited (EHIL)

Investor Presentation

Q2 & H1 FY25 | November 2024

BSE: 523329 | NSE: ELDEHSG | WWW.ELDECOGROUP.COM



Contents



Quarterly Overview

Page
03



Operational Snapshot

Page
12



Corporate Overview

Page
16



Annexures

Page
22

ELDECO

EHIL

Quarterly Overview

Q2FY25 Operational Highlights

Area Booked

+ 193% Y-o-Y

Area Booking of 1,56,335 sq.ft.



Construction Spend

+62% Y-o-Y

Spent ₹ 33.7 crores on construction



Booking Value

+ 316% Y-o-Y

Booking of ₹ 102.9 crores



Deliveries

+ 117% acres

65 units delivered during quarter



**Q2FY25
Operational
Highlights**

01

02

03

04

Management Commentary

Commenting on the results

Mr. Pankaj Bajaj, Chairman & Managing Director said,

Marching Towards Growth

“We are pleased to report that the Lucknow real estate market has continues to be strong, which has reflected in our operational metrics. This quarter, Eldeco has continued the strong fresh bookings momentum which started last year. While our reported operational margins look less this quarter, that is primarily due the mix of projects in which revenue is recognised.

Most of the operational metrics have held steady or shown an improvement this quarter:

- **Area Booked:** saw a 193% year-over-year increase in the area booked, totalling 1,56,335 sq.ft.
- **Booking Value:** witnessed a 316% increase over Q2 last year, totalling ₹ 103 crores.
- **Project Deliveries:** 61,167 sq.ft of area handed over during quarter against 38,158 sq.ft in the Q2 previous year.
- **Average Price Realisation** at ₹6,581 per sq.ft of area booked in Q2FY25 was also the highest, primarily because of bulk of the bookings coming from the luxury Eldeco Trinity project.

During the quarter we have purchased additional 3.84 acres of land on the periphery of land parcels where land aggregation has been going on. With this, our total aggregation in fresh township projects is now 65 acres. We shall apply for approvals for about 45 acres shortly. This new project will have a revenue potential of more than ₹600 crores, and we are hopeful of launching it early next year.”



Mr. Pankaj Bajaj
Chairman & Managing Director

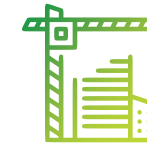
Consolidated Quarterly Operations Highlights (1/2)

Particulars	Q2 FY25	Q2 FY24	Q1 FY25	H1FY25	H1FY24
Amount spent on Construction (₹ Cr.)	33.7	20.8	35.6	69.3	38.2
Area Booked (sq. ft.)	1,56,335	53,337	93,197	2,49,532	1,22,063
Booking Value (₹ Cr)	102.9	24.7	59.1	162.0	56.1
Collections (₹ Cr)	51.9	28.6	55.3	107.2	54.1
Delivered Area (sq. ft.)	61,167	38,158	99,232	1,60,399	96,546



Booking Value:

Booking value of ₹102.9 crore in Q2FY25 against ₹24.7 crore in Q2FY24; growth of 316% Y-o-Y



Collections

Rs 51.9 crore in Q2FY25 compared to Rs 28.6 crore in Q2FY24; surge of 82% Y-o-Y



Deliveries

61,167 sq ft handed over in Q2FY25; i.e. 65 homes registered in favour of happy customers



Construction Spend

Spent ₹33.7 crores compared to ₹20.8 crores; a growth of 62% Y-o-Y

Consolidated Quarterly Operations Highlights (2/2)

New Launch:

Eldeco Trinity: Successfully achieved **booking of 83,560 sq.ft.** in Q2FY25



Land Acquisitions:

During Q2FY25, purchased new land aggregating **3.84 acres** which shall add to the pipeline of forthcoming projects

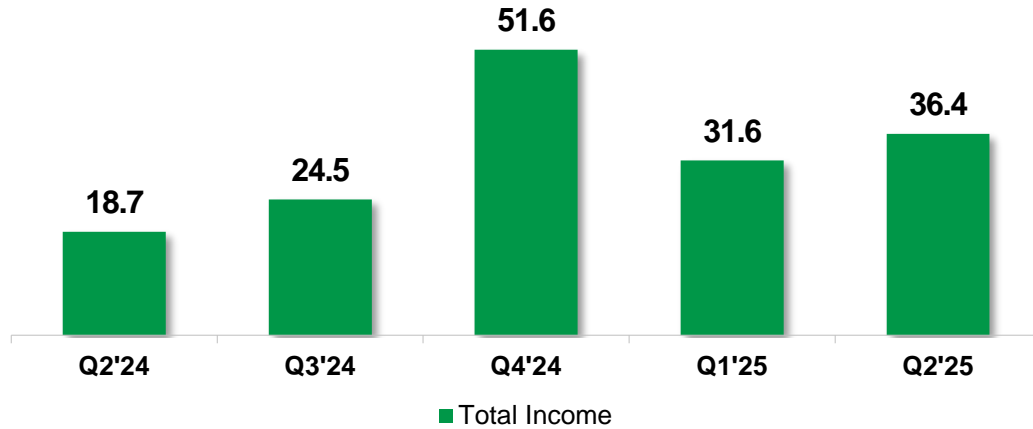
Consolidated Financial Overview (Quarterly) (1/2)

Figures in ₹ Crores, except margins

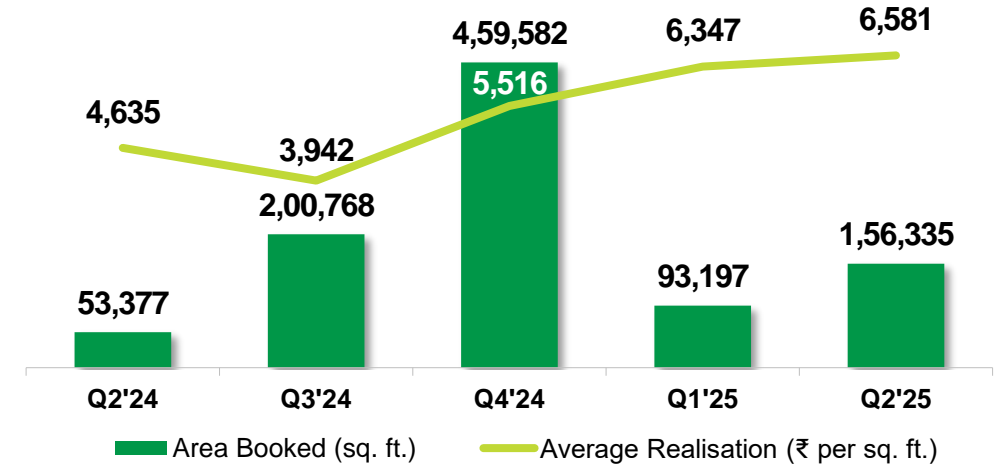
Particulars	Q2FY25	Q2FY24	YoY Change	H1FY25	H1FY24	YoY Change
Total Income	36.4	18.7	95.1%	68.0	46.2	47.2%
EBITDA	7.9	9.0	-12.1%	19.7	19.5	1.0%
Finance Cost	1.3	0.1	936.1%	2.2	0.2	1054.8%
PBT	6.4	8.7	-26.3%	17.1	19.0	-10.0%
PAT	4.5	6.4	-29.7%	12.5	14.0	-11.0%
EBITDA Margin (%)	21.8%	48.4%		29.0%	42.3%	
PBT Margin (%)	17.7%	46.8%		25.1%	41.1%	
PAT Margin (%)	12.4%	34.4%		18.4%	30.4%	

Consolidated Financial & Operational Overview (Quarterly) (2/2)

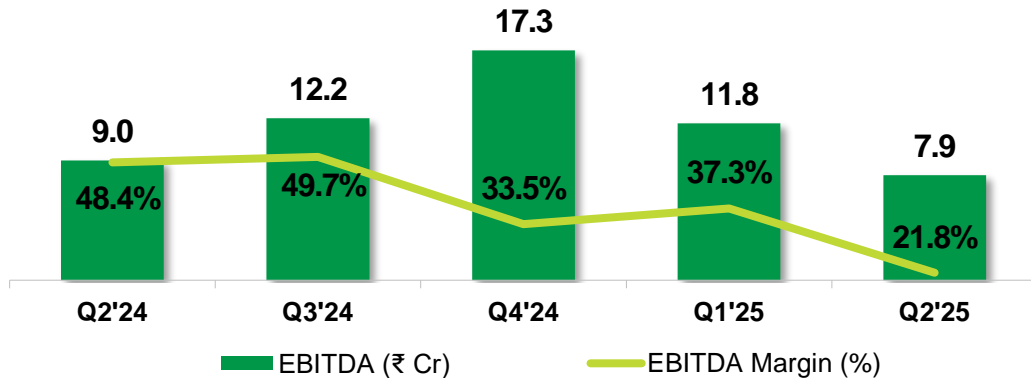
Total Income (₹ Cr.)



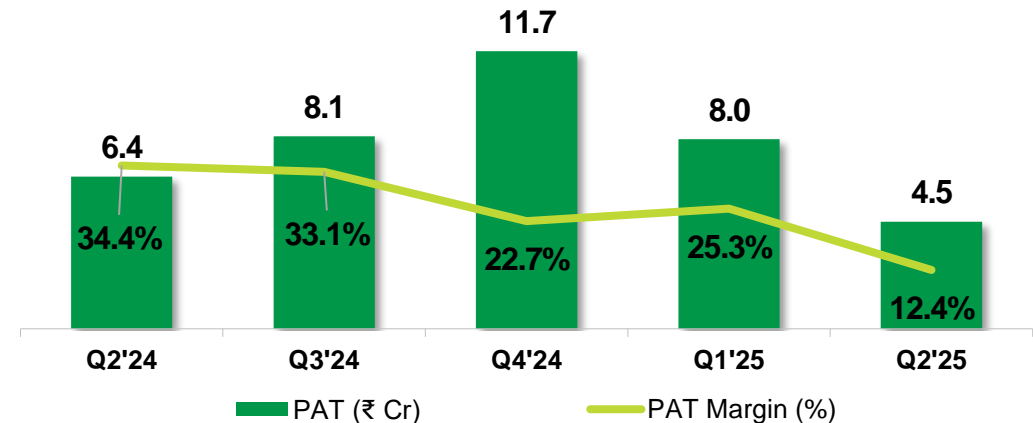
Area Booked (sq. ft.) and Average Realization (₹ per sq. ft.)



EBITDA (₹ Cr.) and EBITDA Margin (%)

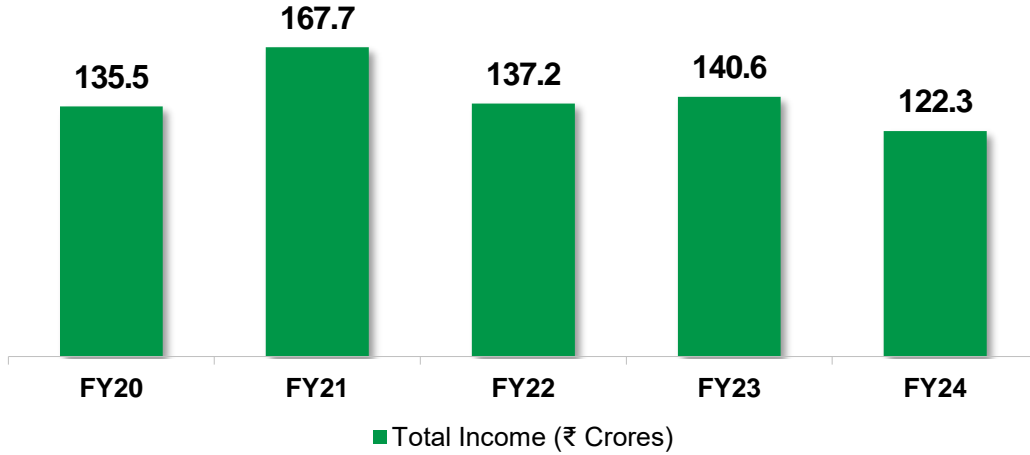


PAT (₹ Cr.) and PAT Margin (%)

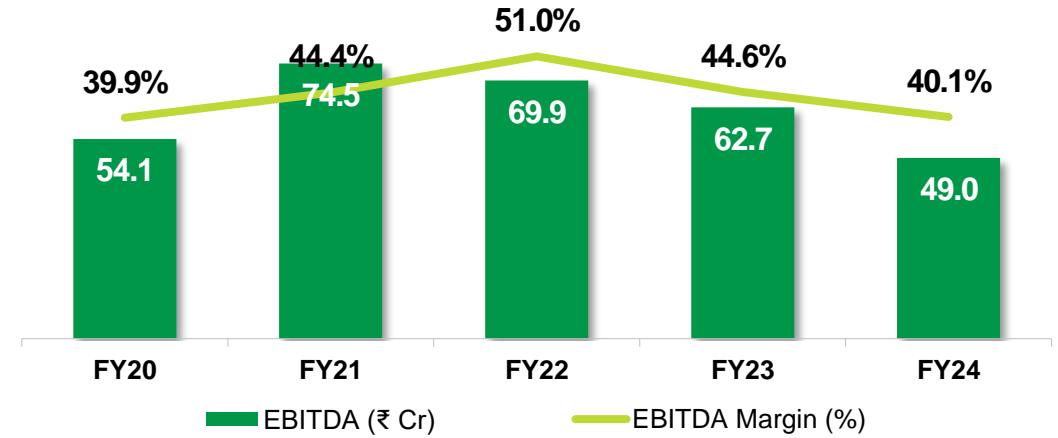


Consolidated Financial Overview (Full Year) (1/2)

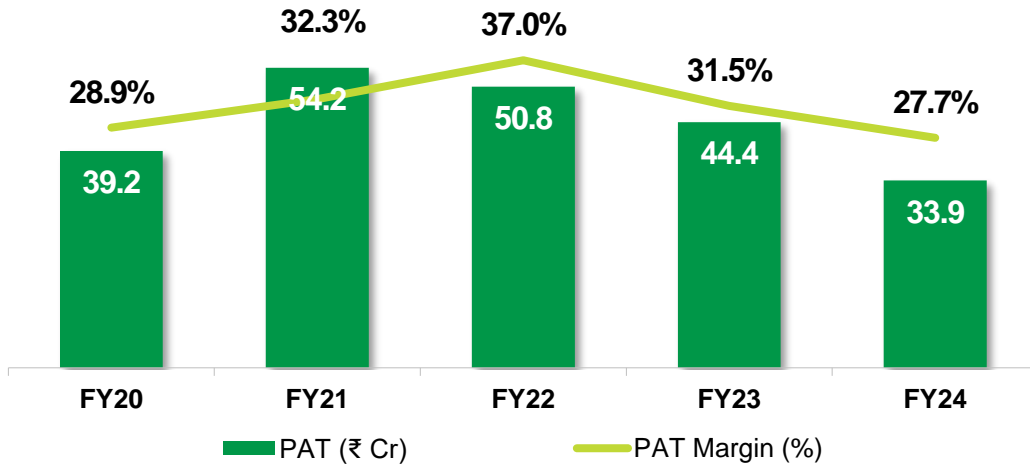
Total Income (₹ Cr.)



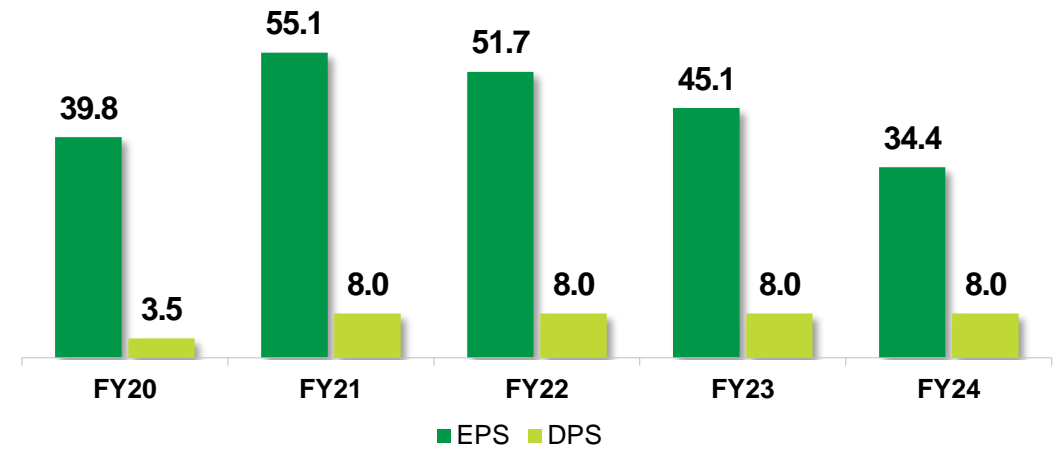
EBITDA (₹ Cr.) and EBITDA Margin (%)



PAT (₹ Cr.) and PAT Margin (%)

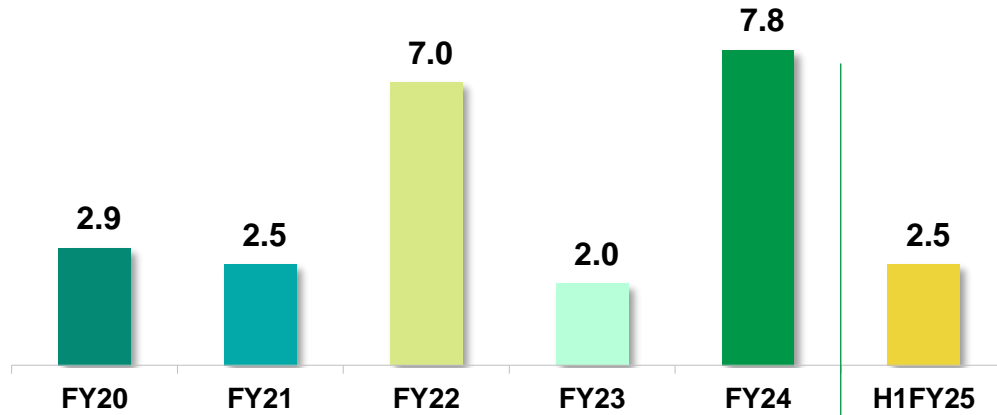


EPS & DPS**

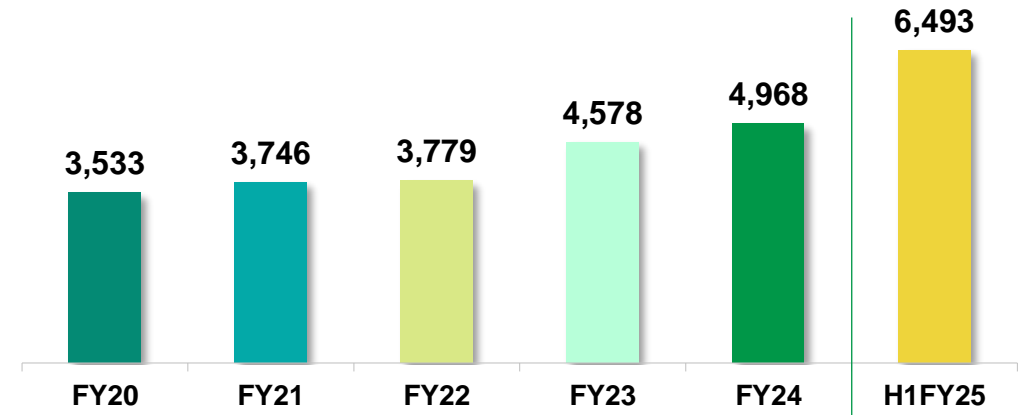


Consolidated Operational Overview (Full Year) (2/2)

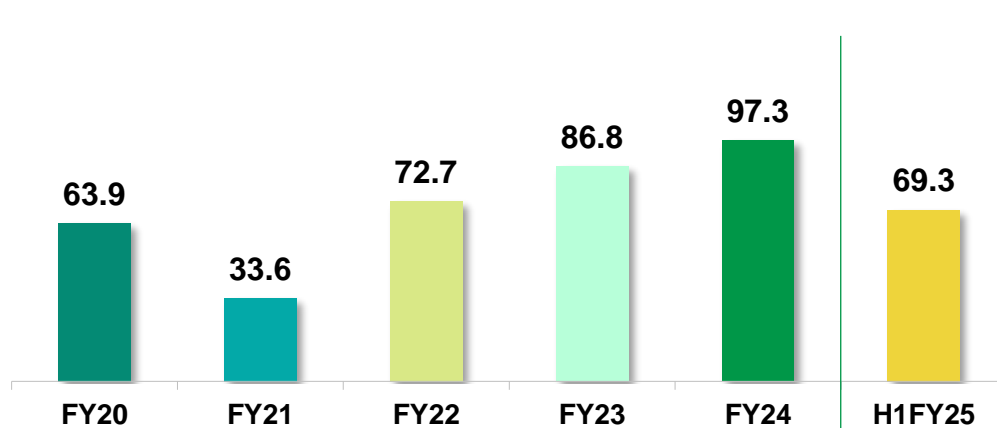
Area Booked (Lakh Sq. Ft.)



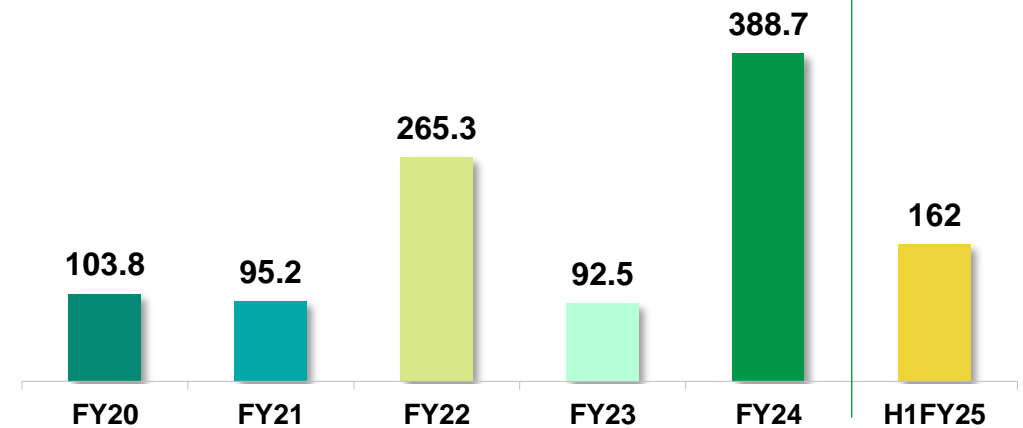
Average Realization (₹ per sq. ft.)



Value of Construction (₹ Crores)



Value of Area Booked (₹ Crores)



ELDECO

EHIL

Operational Snapshot

On-Going Projects

Sr No	Ongoing Projects	Project Area (sq. ft.)	Saleable Area (sq. ft.)	Area Launched (sq. ft.)	Area Booked (sq. ft.)	Area Allotted to partner (sq. ft.)	Area Available (sq. ft.)	Value of Area Booked ₹ Cr.	Collection Received ₹ Cr.	Balance Pending ₹ Cr.	Expected Completion
1	Eldeco Select	24,068	63,932	63,932	63,932	-	0	27.1	27.1	0.0	Applied for CC
2	Eldeco Saksham	33,627	67,436	67,436	66,240	-	1,196	11.0	10.2	0.8	CC Received on May 31st ,2024. Possession as per LDA norms
3	Eldeco Twin Tower	70,327	1,56,526	1,56,526	1,42,486	-	14,040	62.0	50.3	11.7	Applied for CC for Tower A dated June 12th, 2024
4	Eldeco City at Bareilly (50% Beneficial Interest)	15,51,394	8,73,549	8,73,549	6,16,305	-	2,57,244	194.0	172.6	21.4	Jun-26
5	Eldeco Latitude 27	1,53,767	5,16,712	4,47,472	2,55,818	44,200	2,16,694	130.4	32.7	97.6	Dec-26
6	Eldeco Imperia Phase 1	7,40,527	3,05,163	3,05,163	2,66,492	-	38,670	113.8	96.5	17.3	CC Received on March 2nd ,2024. Handing over in process
7	Eldeco Imperia Phase 2	12,36,697	6,31,396	6,31,396	4,78,977	-	1,52,419	248.2	43.4	204.8	Apr-27
8	Eldeco Trinity	1,34,987	5,13,880	3,76,666	1,18,226	-	3,95,654	89.4	9.6	79.8	Jan-27
Total		39,45,394	31,28,594	29,22,140	20,08,477	44,200	10,75,917	875.9	442.5	433.5	

Forthcoming Projects

Sr. No.	Project Name	Project Type	Economic Interest	Land Area (Acres)	Saleable Area (Sq.ft)	Current Status
1	Eldeco City Commercial	Commercial	100%	2.9	82,268	Under Planning
2	Eldeco Skywalk	Group Housing	100%	2.5	3,77,142	Under Planning
3	Eldeco Hanging Garden	Group Housing	100%	2.3	1,92,386	Under Planning
Total				7.7	6,51,796	

Land Bank for Forthcoming Projects Under Planning

Sr. No.	Project Name	Project Type	Economic Interest	Land Area (Acres)	Area (in Sq.ft)	Current Status
1	Undisclosed Location 1	Residential	100%	10.1	4,39,258	Under further Aggregation
2	Undisclosed Location 2	Residential	100%	6.3	2,72,368	Under further Aggregation
3	New Jail Road	Residential	100%	49.1	21,41,874	Under further Aggregation
Total				65.5		

Forthcoming Projects: Projects yet to be launched for booking

Completed Projects

S No	Project	Location	Type	Saleable Area (sq ft)
1	Eldeco Pragati Kendra	Kapoorthala - Lucknow	Commercial	1,00,763
2	Eldeco Kusha Mini Villa	Puraniya Chauraha, Lucknow	Commercial cum GH	11,636
3	Eldeco Udyan I	Bangla Bazar, Lucknow	Township	15,29,850
4	Eldeco Fountain Plaza	Bangla Bazar, Lucknow	Local Shopping	33,524
5	Eldeco Harmony Enclave	Bangla Bazar, Lucknow	Township	81,805
6	Eldeco Udyan II	Raibareilly Road, Lucknow	Township	24,59,714
7	Eldeco Sanskriti Enclave	Raibareilly Road, Lucknow	Township	1,23,307
8	Eldeco Suraksha Enclave - I	Raibareilly Road, Lucknow	Township	3,80,326
9	Eldeco Suraksha Enclave - II	Raibareilly Road, Lucknow	Township	3,05,445
10	Eldeco Samridhi	Raibareilly Road, Lucknow	Township	5,84,948
11	Eldeco Ashray	Raibareilly Road, Lucknow	EWS	3,40,917
12	Eldeco Ashray Bazar	Raibareilly Road, Lucknow	Local Shopping	12,416
13	Eldeco Utsav Plaza	Raibareilly Road, Lucknow	Local Shopping	9,482
14	Eldeco Udyan Plaza	Raibareilly Road, Lucknow	Local Shopping	35,426
15	Eldeco Highway Plaza	Raibareilly Road, Lucknow	Commercial	34,548
16	Eldeco Highway Annexy	Raibareilly Road, Lucknow	Commercial	14,905
17	Eldeco Express Plaza	Raibareilly Road, Lucknow	Commercial	1,07,197
18	Eldeco Heritage	Park Road, Hazrat Ganj, Lucknow	GH	48,385
19	Eldeco Emperur	New Hyderabad, Lucknow	GH	94,184
20	Eldeco Eden Park Estate	Kursi Road, Lucknow	GH	1,95,126
21	Eldeco Park View	Sitapur Road, Lucknow	GH	1,82,694
22	Eldeco Basera Palash	New Hyderabad, Lucknow	GH	65,122
23	Eldeco Basera Palash Annexy	New Hyderabad, Lucknow	GH	
24	Eldeco Kusum Deep	Chowk, Lucknow	Commercial cum GH	62,883
25	Eldeco Saraswati Apartment	Chand Ganj Garden, Lucknow	GH	16,806
26	Eldeco Savitri Sahni Enclave	New Hyderabad, Lucknow	GH	23,259
27	Eldeco Kusum Villa	Mahanagar, Lucknow	GH	22,408
28	Eldeco Greens	Gomti Nagar, Lucknow	Township	8,39,455
29	Eldeco Greens Apartment	Gomti Nagar, Lucknow	GH	2,28,339
30	Eldeco Magnum Plaza	Gomti Nagar, Lucknow	Commercial	84,121
31	Eldeco Corporate Chamber I	Vibhuti Khand, Lucknow	Commercial	97,862
32	Eldeco Corporate Chamber II	Vibhuti Khand, Lucknow	Commercial	1,11,735
33	Eldeco Corporate Tower	Vibhuti Khand, Lucknow	Commercial	1,07,805

S No	Project	Location	Type	Saleable Area (sq ft)
34	Eldeco Elegance	Vibhuti Khand, Gomti Nagar, Lucknow	GH	8,05,123
35	Eldeco Elegante	Vibhuti Khand, Gomti Nagar, Lucknow	Commercial	53,033
36	Eldeco Greenwood	Vikalp Khand, Gomti Nagar, Lucknow	Township	86,189
37	Eldeco Greenwood Arcade	Vikalp Khand, Gomti Nagar, Lucknow	Local Shopping	5,359
38	Eldeco Kusum Plaza	Nishat Ganj, Lucknow	Commercial	19,919
39	Eldeco Shivani Plaza	Near Kapoorthala, Lucknow	Commercial	17,653
40	Eldeco Towne	IIM Road, Lucknow	Township	3,29,654
41	Eldeco Eternia	Sitapur Road, Lucknow	GH	3,67,128
42	Eldeco Regalia	Off IIM Road, Lucknow	Township	6,93,365
43	Eldeco City	IIM Road, Lucknow	Township	21,87,684
44	Eldeco City Breeze	IIM Road, Lucknow	GH	2,17,536
45	Eldeco Sukriti	IIM Road, Lucknow	LIG	1,24,416
46	Eldeco Sukriti Premium	IIM Road, Lucknow	GH	28,512
47	Eldeco Kuteer	IIM Road, Lucknow	EWS	66,240
48	Eldeco City Arcade I	IIM Road, Lucknow	Local Shopping	13,983
49	Eldeco City Arcade II	IIM Road, Lucknow	Local Shopping	16,074
50	Eldeco Sukriti Arcade	IIM Road, Lucknow	Local Shopping	3,327
51	Eldeco Saubhagyam	Vrindavan Yojna, Lucknow	GH	12,04,533
52	Eldeco Saubhagyam Arcade	Vrindavan Yojna, Lucknow	Local Shopping	7,227
53	Eldeco Shaurya	Bijnore Road, Lucknow	Township	6,39,936
54	Eldeco Uday/Joy	IIM Road, Lucknow	GH (EWS/LIG)	30,560
55	Eldeco City Dreams	IIM Road, Lucknow	GH	72,756
56	Eldeco South Block	Bijnore Road, Lucknow	Villas	16,330
57	Eldeco North Block	Bijnore Road, Lucknow	Plots	50,044
58	Eldeco Luxa	Sitapur Road, Lucknow	GH	1,32,736
59	Eldeco Luxa Arcade	Sitapur Road, Lucknow	Commercial	1,728
60	Regalia Arcade	IIM Road, Lucknow	Commercial	17,759
61	Eldeco Shaurya Arcade	Bijnore Road, Lucknow	Commercial	20,336
62	Eldeco City Plaza	IIM Road, Lucknow	Commercial	11,383
63	Eldeco Inner Circle at Eldeco Shaurya	Bijnore Road, Lucknow	Plots & Villas	41,735
64	Eldeco East End at Eldeco Shaurya	Bijnore Road, Lucknow	Plots	62,628
65	Eldeco Imperia Phase I	Sysandi Road, Lucknow	Plots & Villas	3,05,163

Total: 1,59,96,442 Sq Ft.

ELDECO

EHIL

Corporate Overview

Group Overview



High Brand Recall in North India

Eldeco City



Over 40 Years of Experience

Eldeco City Dreams



30,000+ Satisfied Customers

Eldeco Eternia



Key Player in UP Since 1985



Eldeco Shaurya



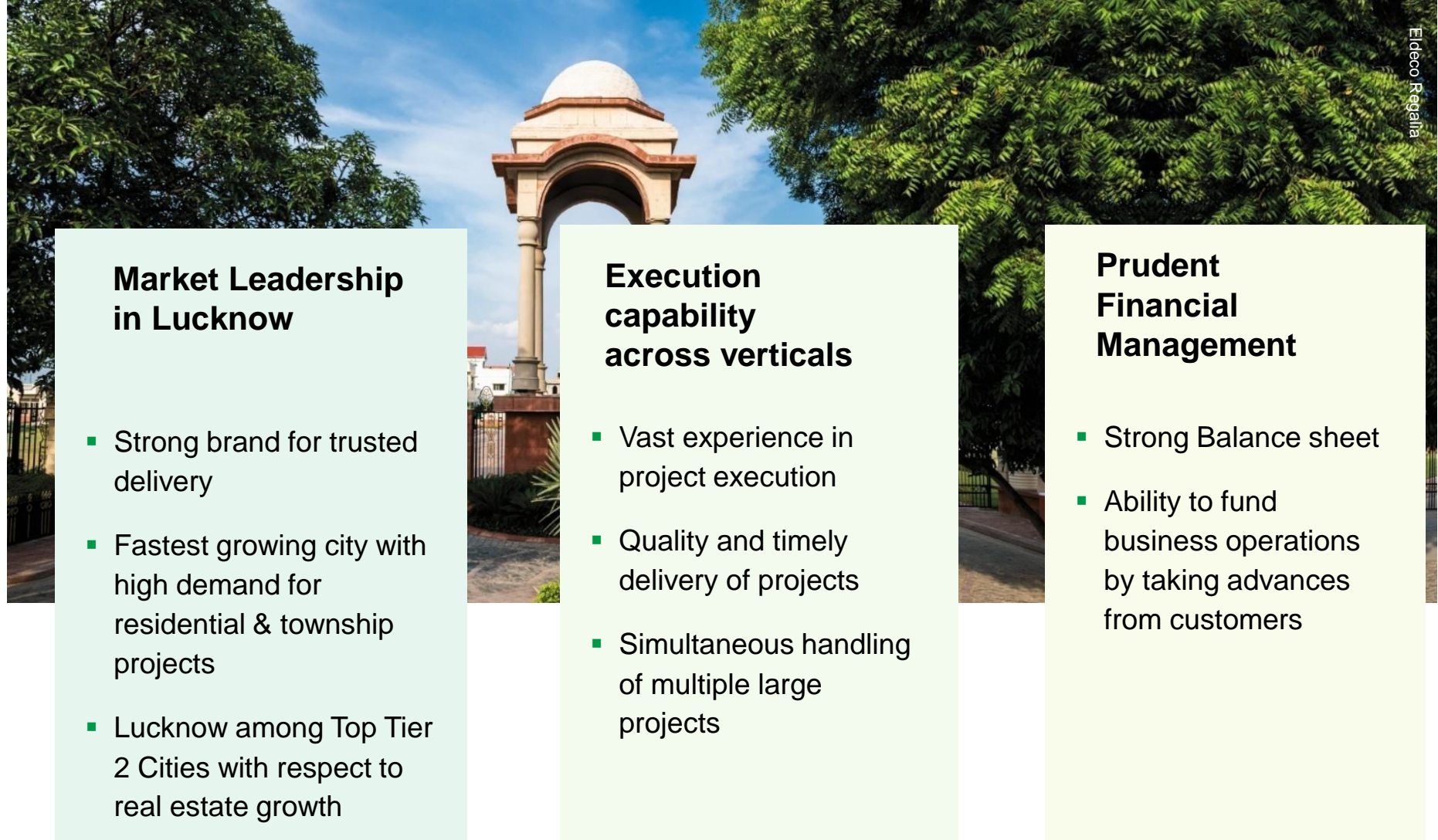
200 Projects Delivered, 32 Under Execution

Eldeco Regalia



EHIL Overview

~**40**
Years of
Experience



Eldeco Regalia

Market Leadership in Lucknow

- Strong brand for trusted delivery
- Fastest growing city with high demand for residential & township projects
- Lucknow among Top Tier 2 Cities with respect to real estate growth

Execution capability across verticals

- Vast experience in project execution
- Quality and timely delivery of projects
- Simultaneous handling of multiple large projects

Prudent Financial Management

- Strong Balance sheet
- Ability to fund business operations by taking advances from customers

Experienced Leadership



Mr. Pankaj Bajaj
Chairman & Managing Director

- Over 25 years of experience in construction & real estate development
- B.Com (Honors) from SRCC
- PGDM (MBA) from IIM, Ahmedabad
- President of CREDAI NCR (Confederation of Real Estate Developers Association of India)



Mr. SK Jaggi
EHIL COO

- Over 30 years experience in real estate previously with Ansal Group, Emaar MGF and Eldeco Infra in various capacities
- Attended IIM B CREDAI Business Leadership
- Program and Post Graduate from Kanpur University

Mr. Manish Jaiswal
Group COO

- 15+ years of Real Estate experience
- B.E., NSIT, Delhi University
- PGDM (MBA), IIM Calcutta
- Leading revenue and expansion
- Previous associated with real estate organizations such as Unitech, M3M, Tribeca etc.

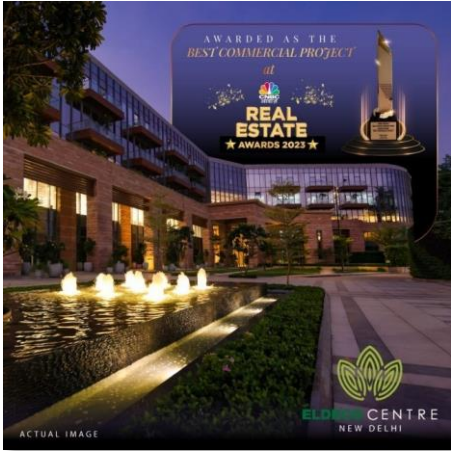


Mr. Sanjay Aggarwal
Group, President (Accounts & Taxation)

- Post qualification experience of 25 years
- B.Com (Hons) from Delhi University
- Fellow member of ICAI
- Worked with Ansal API & Suncity in previous stints
- Looks over the accounting & taxation functions of the Company



Accolades Won by Eldeco Group



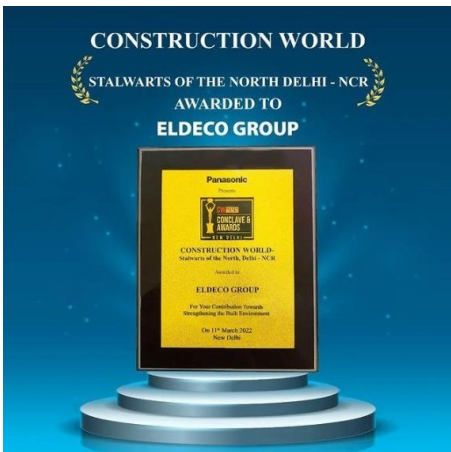
Eldeco Centre, New Delhi has been awarded as the **'Best Commercial Project'** at CNBC AWAAZ Real Estate Awards 2023 - North Zone



Eldeco Infrastructure & Properties Ltd. and Eldeco Centre has been awarded as **'Developer of the Year - Residential'** and **'Commercial Project of the Year'** respectively at 15th Realty+ Conclave & Excellence Awards - 2023 North



Eldeco Centre and Terra Grande has been awarded as **'Commercial Project - Mixed Use'** and **'Residential Project - Villa'** respectively at ET Real Estate Awards 2024



Eldeco has been awarded the **'Stalwarts of the North Delhi NCR'** for contribution towards strengthening the built environment



Eldeco has been awarded the **'Construction World Architecture & Builders (CWAB) Awards 2021'** in the category - **'India's Top Builders 2021 in the North'**



Eldeco has been awarded the **'Business Leadership Awards 2021'** under the category **'Developer of The Year (Residential)'**

Stock Data

Stock Information

Stock Price ₹ 817

52 Week High/Low ₹ 1,172 / 695

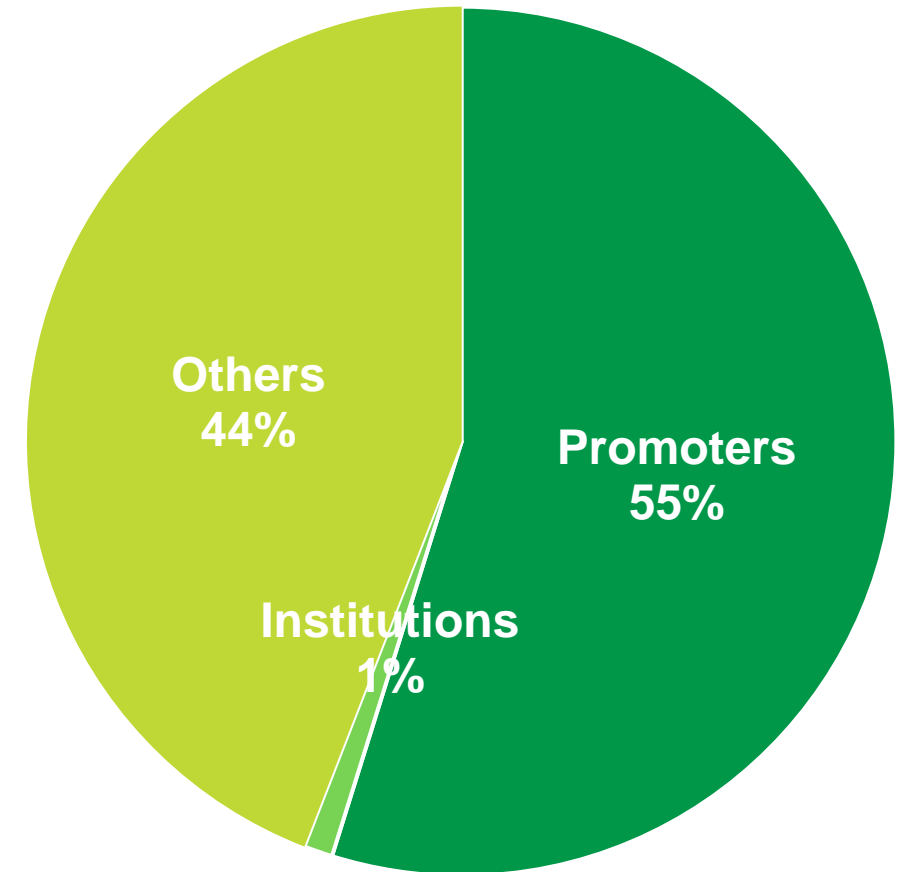
Market Capitalization ₹ 803 Cr

Shares Outstanding 9.8 Mn

Free Float ₹ 345 Cr / 43%

Note: Stock Prices as on 12th November 2024 & data source is BSE

Shareholding as on 30th September 2024





ELDECO

Investor Presentation

Annexure

Helping the less privileged *Live Better.*



- 1 The Akshayapatra Foundation**
Empowering Children through the Mid-Day meal
- 2 Help U Educational and Charitable Trust**
Promotion of sanitation in govt. schools
- 3 Bharat Lok Shiksha Parishad**
Running of 50 Ekal Vidyalayas to provide Education
- 4 Cheshire Care Homes**
Construction of Rooms for the elderly
- 5 Ummeed Ashrayagrah**
Construction of Rooms for the destitute

CSR Initiatives

Environment

- **Sewerage Treatment Plant** that recycles approx. 80% of waste water; helps in reduced use of ground water; manure produced in filtration deployed in horticulture
- **Rain Water Harvesting** implemented during project development; collected water is used to recharge groundwater through ground water pits

Resident Care

- **Battery-operated eRickshaw** across Eldeco townships to reduce carbon footprint and each one with 5-6 pax capacity

Education

- Financial Literacy, Skill Development, Value Education, amongst youth of Martinpurva Village for Financial empowerment

Creche for Construction Labour's Children

- More than 500 Children across Eldeco Construction sites receive free meals, taught basic hygiene and are imparted elementary education

Solar Panel

- **Solar panels** have been installed at various Eldeco townships and group housing projects that helps in cutting down energy bills by 15%
- At present, **solar water heaters** are installed at Eldeco Estate One-Panipat, Eden Park-Neemrana and Estate One- Ludhiana.

Waste Management

- **Segregation of waste** and conversion of biodegradable waste into manure; Processed compost used within townships to maintain and develop greenery
- Non-Organic waste taken off-site for further processing and recycling

Health Care

- Construction of First floor of the Institute which will serve a complete health solution to rural population of the State



Lucknow Real Estate Market

Rapid Urbanization and Infrastructure development pushing Lucknow's growth



Capital of UP



Direct air connectivity
with all major cities



Hub of services in Central and Eastern UP



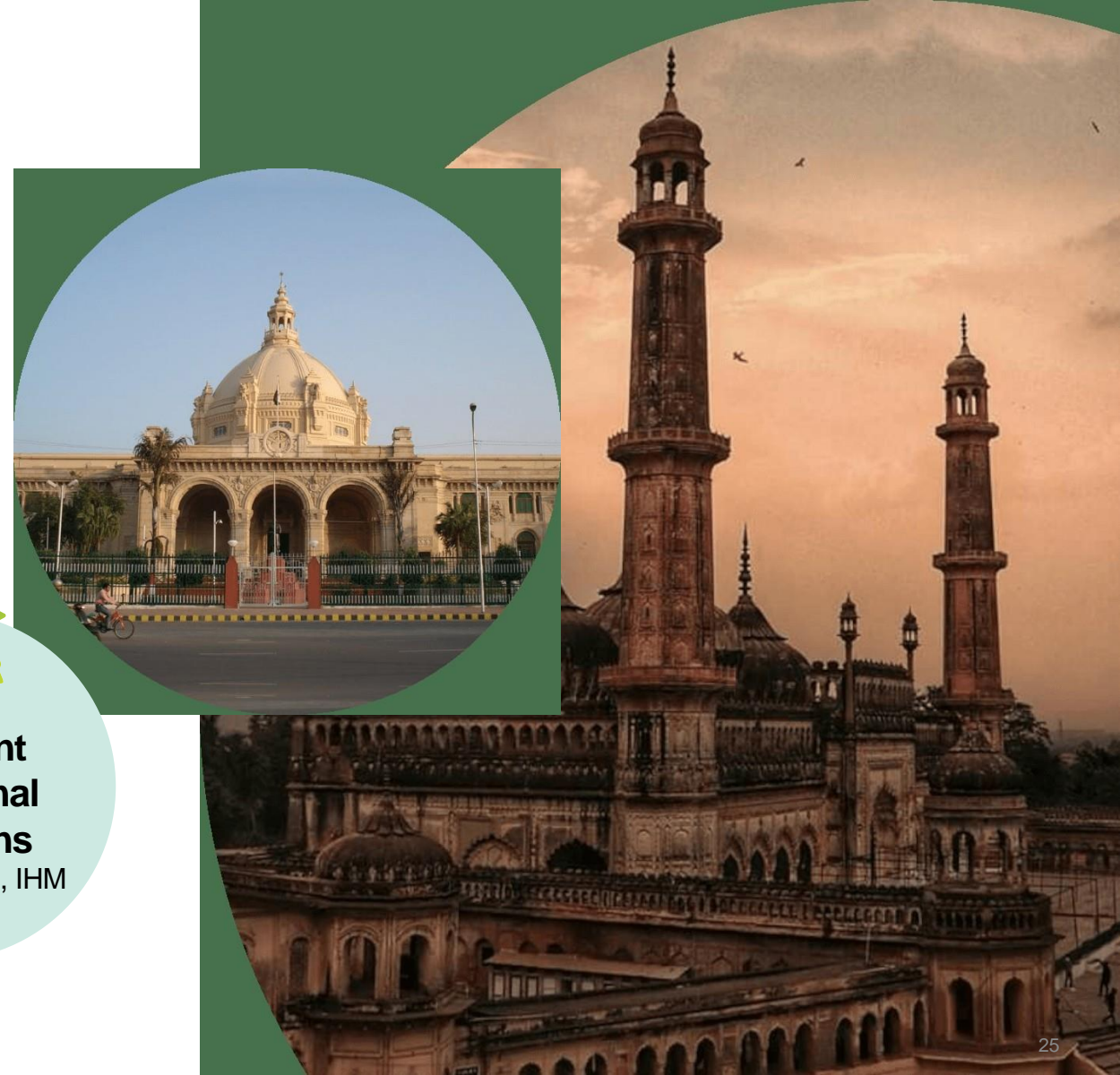
Influx of population from Eastern UP and Bihar



Metro Rail Network



Prominent Educational Institutions
like IIM-L, NLU, IHM



ELDECO

Eldeco Housing & Industries Ltd.

Registered Office and Corporate Office:

Eldeco Corporate Chamber-1, 2nd Floor,
Vibhuti Khand, (Opp. Mandi Parishad),
Gomti Nagar, Lucknow – 226010

Tel : 0522 4039999
Fax : 0522 4039900

www.eldecogroup.com
eldeco@eldecohousing.co.in

For IR Contact:

Abhishek Bhatt
abhishek.bhatt3@in.ey.com

Shrishti Tandon
Shrishti.tandon@in.ey.com



Thank You