

Date: 12.08.2024

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 ended June 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. Monday, August 12, 2024.

The same shall be uploaded on the website of the Company at [www.eldecogroup.com](http://www.eldecogroup.com)

You are requested to take the above information on record.

Thanking you,  
For Eldeco Housing and Industries Limited

Chandni Vij  
Company Secretary  
Mem. No. : A46897

**Eldeco Housing & Industries Ltd.**

# ELDECO

Eldeco Housing &  
Industries Limited (EHIL)

## Investor Presentation

Q1FY25 | August 2024

BSE: 523329 | NSE: ELDEHSG | [WWW.ELDECORGROUP.COM](http://WWW.ELDECORGROUP.COM)



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# ELDECO

EHIL

# Quarterly Overview

# Q1FY25 Operational Highlights



## Area Booked

**+ 36% Y-o-Y**

Area Booking of **93,197 sq.ft.**



## Construction Spend

**+105% Y-o-Y**

Spent **Rs. 35.6 crores**  
on construction



## Booking Value

**+ 89% Y-o-Y**

Booking of **Rs. 59.1 crores**



## Land Purchased

**6.56 acres**

Purchase of Land during quarter



# Management Commentary

## Commenting on the results

Mr. Pankaj Bajaj, Chairman & Managing Director said,

### *Marching Towards Growth*

*“During Q1FY25 we launched Eldeco Trinity, our first truly luxury project in Lucknow, with over 5 lakh sq.ft of saleable area. Although the initial bookings were slow, they have picked up momentum, with a cumulative booking value exceeding Rs. 100 crores till date, and the project will further enhance our brand's image.*

*Operationally, the company has performed well, with an 89% year-over-year increase in booking value to Rs. 59.1 crores in Q1FY25 and a 117% increase in collections to Rs. 55.3 crores. We also delivered 114 homes during the quarter. The Construction spending rose by 105% to Rs. 35.6 crores, and it is expected to accelerate as work on Eldeco Trinity progresses. Our construction operations in Lucknow remains crucial to our success.*

*On the business development side, we are in active process for aggregating land at three locations in Lucknow. The pace of work is moderate for two locations. However, till the quarter ended Q1FY25 we have successfully aggregated about 46 acres at third site for a new township project. We plan to submit designs for approval during Q2FY25 and are also preparing to submit plans for two other apartment projects totalling about 5 lakh sq.ft. Overall, the company is on a path of consistent and profitable growth.”*



**Mr. Pankaj Bajaj**

Chairman & Managing Director

# Consolidated Quarterly Operations Highlights (1/2)

Particulars	Q1 FY25	Q1 FY24	Q4 FY24
Amount spent on Construction (₹ Cr.)	35.6	17.4	34.7
Area Booked (sq. ft.)	93,197	68,686	4,59,582
Booking Value (₹ Cr)	59.1	31.4	253.5
Collections (₹ Cr)	55.3	25.5	38.3
Delivered Area (sq. ft.)	99,232	58,388	50,273



## Booking Value:

Saw a booking value of Rs. 59.1 crore in Q1FY25 against Rs. 31.4 crore in Q1FY24; **growth of 88.6% Y-o-Y**



## Collections

Rs 55.3 crore in Q1FY25 compared to Rs 25.5 crore in Q1FY24; **robust increase of 116.7% Y-o-Y**



## Deliveries

99,232 sq ft handed over in Q1FY25; i.e. 114 homes registered in favour of happy customers



## Construction Spend

Spent Rs. 35.6 crores compared to Rs. 17.4 crores; **a growth of 105.0% Y-o-Y**

# Consolidated Quarterly Operations Highlights (2/2)



## New Launch:

Launched **Eldeco Trinity** in **June 2024** and successfully achieved **booking of 34,666 sq.ft.**



## Land Acquisitions:

During Q1FY25, Purchased new land aggregating to **6.56 acres** which shall add to the pipeline of forthcoming projects in future



## Completion Certificate Received:

During Q1FY25 we have received completion certificate for the following projects: **Eldeco Saksham** in May 2024, **Eldeco Twin Tower** - Applied for CC for Tower A in June 2024



# Eldeco Trinity



**Type:** Residential towers: Luxury Apartments



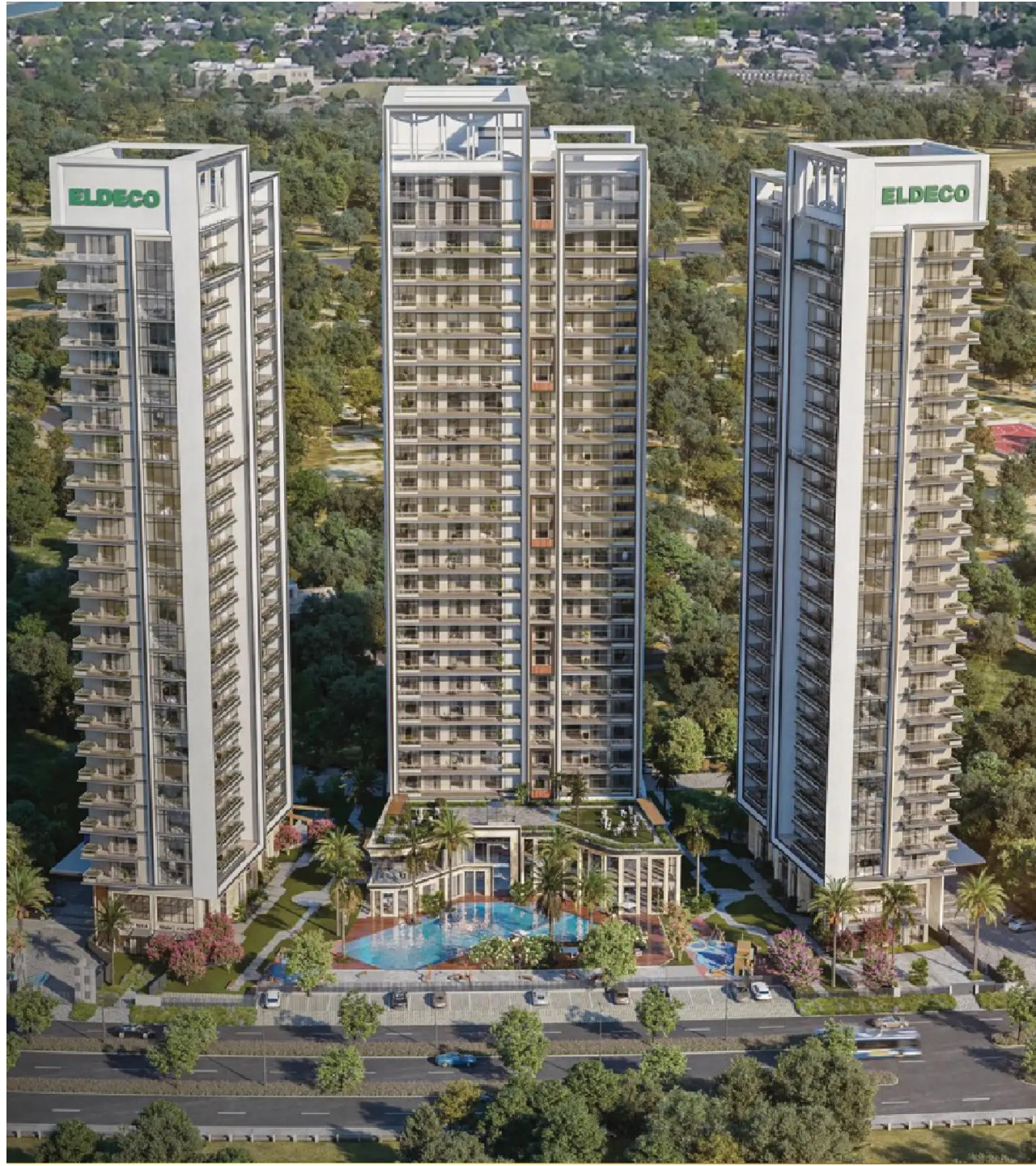
**Area:** Saleable area approx. 5,13,880 sq.ft.



**Booking (Q1FY25):** 34,666 sq.ft.



**Location:** Gomti Nagar Extension, Lucknow



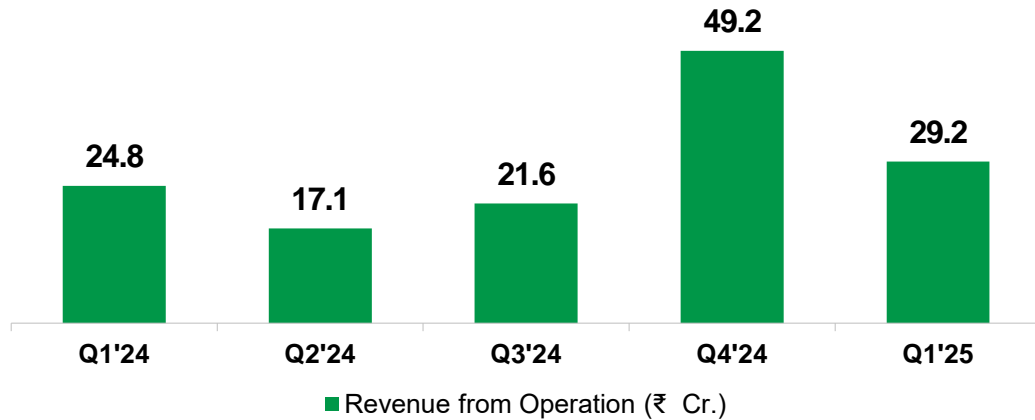
# Consolidated Financial Overview (Quarterly) (1/2)

Figures in Rs. Crores, except margins

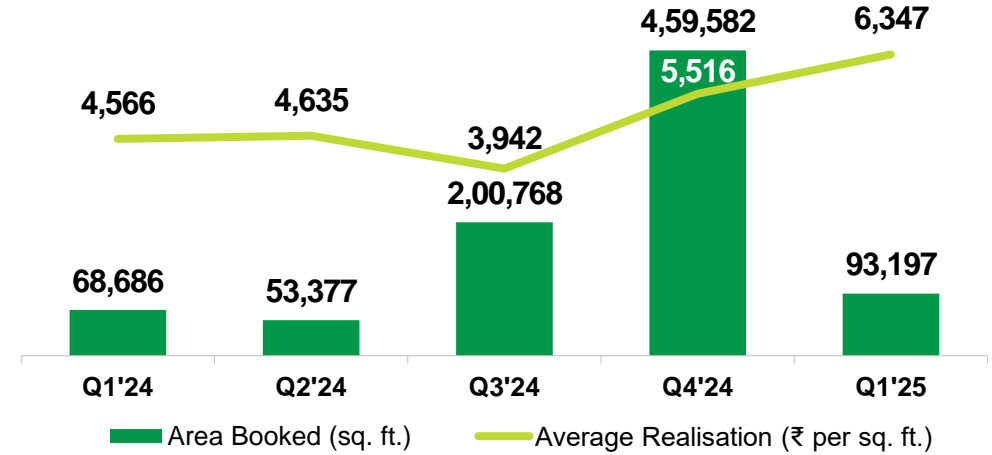
Particulars	Q1FY25	Q1FY24	YoY%
Revenue from Operations	29.2	24.8	17.5%
EBITDA	9.4	7.8	20.1%
Finance Cost	0.9	0.1	-
PBT	10.6	10.2	3.8%
PAT	8.0	7.6	4.8%
EBITDA Margin (%)	32.1%	31.4%	71 bps
PBT Margin (%)	36.5%	41.3%	(480) bps
PAT Margin (%)	27.4%	30.7%	(331) bps

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

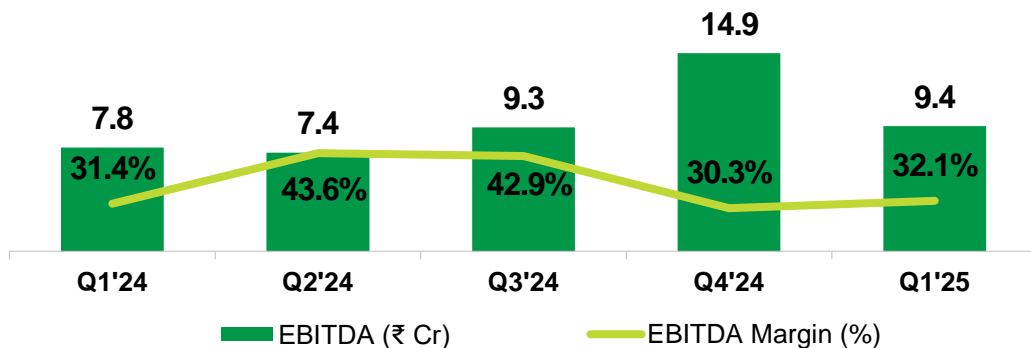
Revenue from Operations (₹ Cr.)



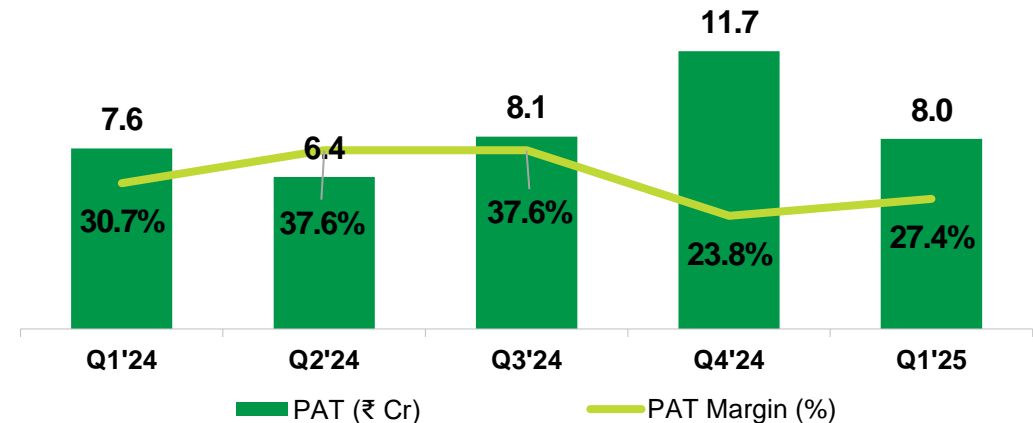
Area Booked (sq. ft.) and Average Realization (₹ per sq. ft.)



EBITDA (₹ Cr.) and EBITDA Margin (%)

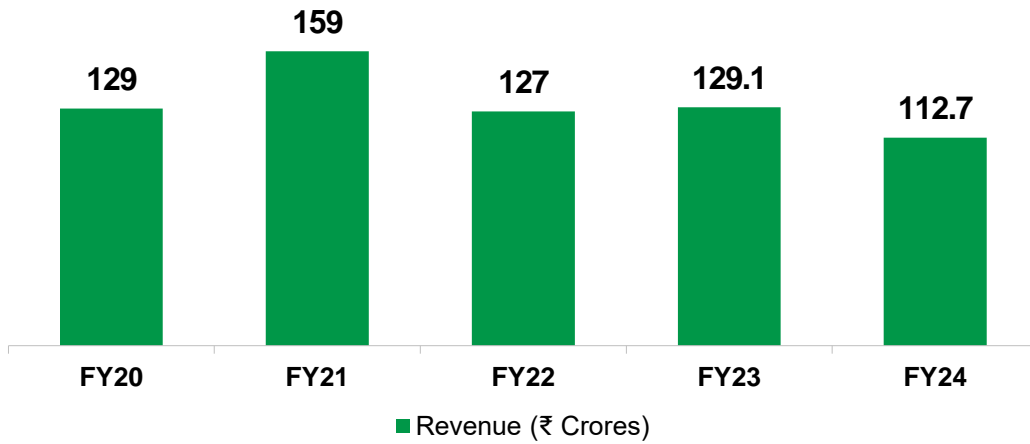


PAT (₹ Cr.) and PAT Margin (%)

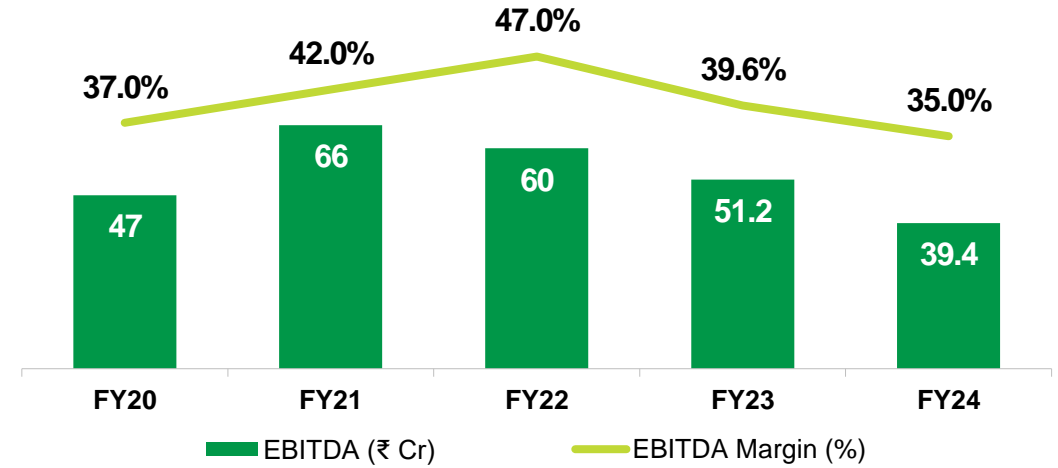


# Consolidated Financial Overview (Full Year) (1/2)

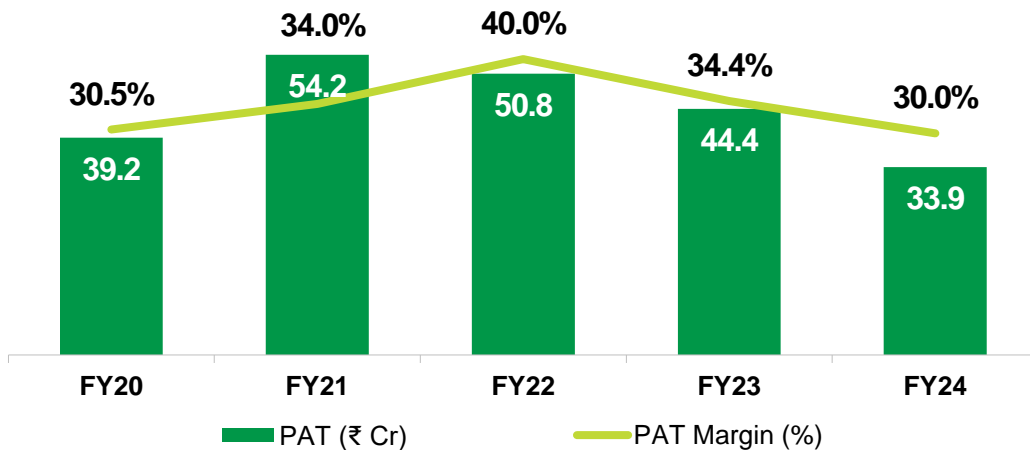
Revenue (₹ Cr.)



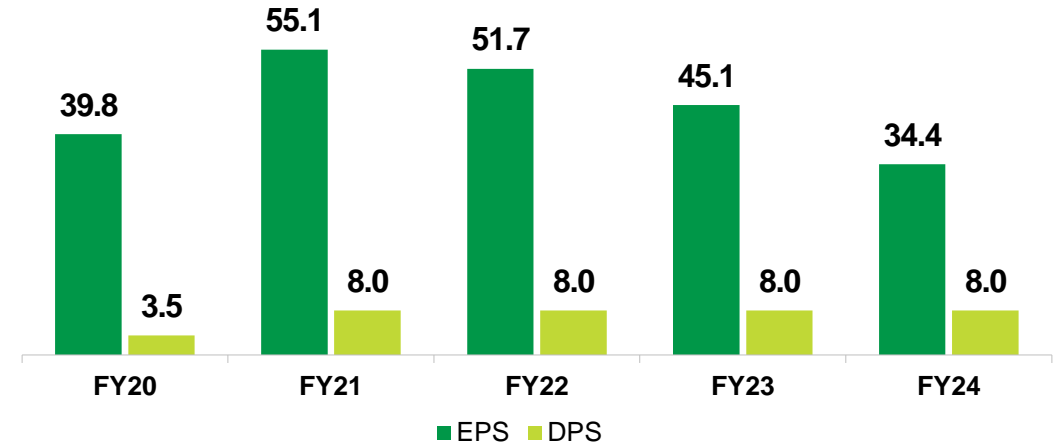
EBITDA (₹ Cr.) and EBITDA Margin (%)



PAT (₹ Cr.) and PAT Margin (%)

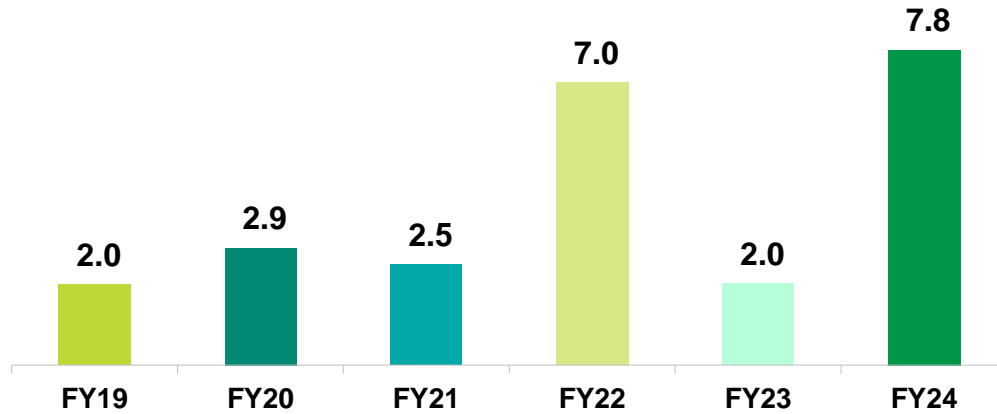


EPS & DPS\*

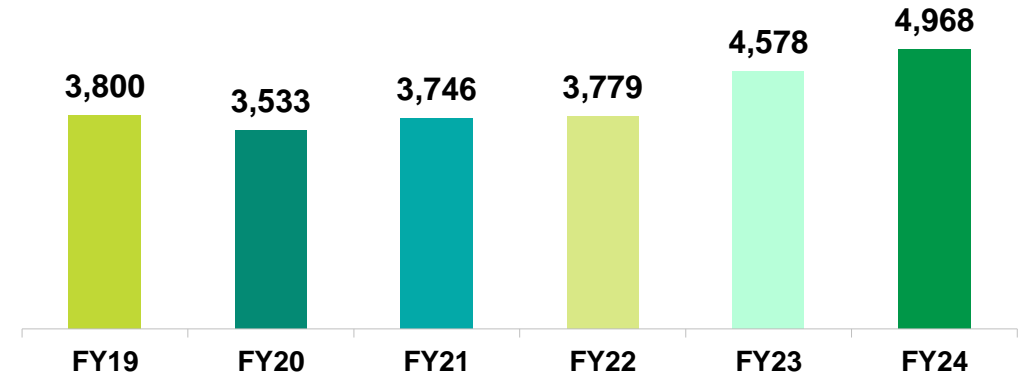


# Consolidated Operational Overview (Full Year) (2/2)

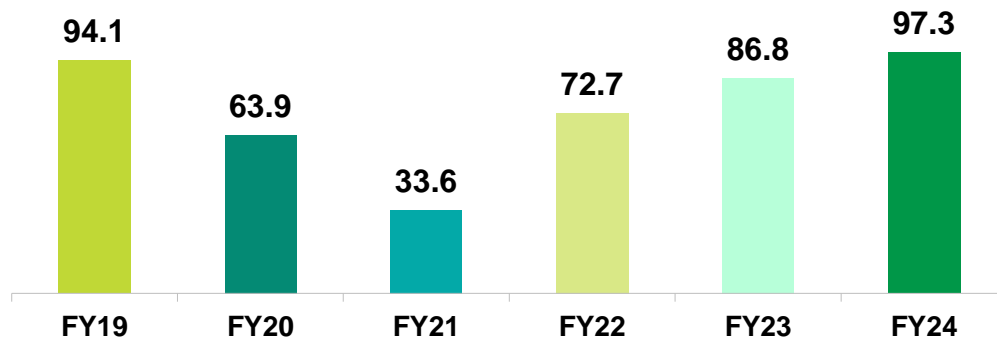
### Area Booked (Lakh Sq. Ft.)



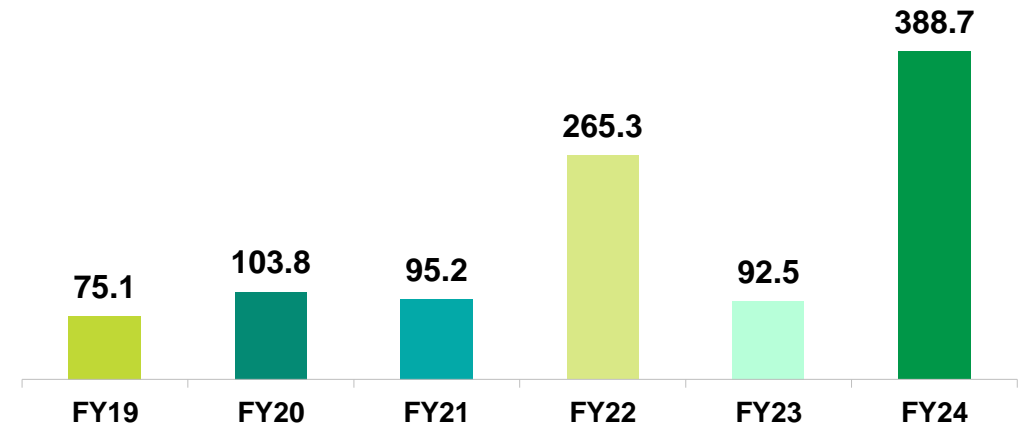
### Average Realization (₹ per sq. ft.)



### 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 Booked (sq. ft.)	Area Allotted to partner (sq. ft.)	Area Available (sq. ft.)	Value of Area Booked INR Cr.	Collection Received INR Cr.	Balance Pending INR Cr.	Expected Completion
1	Eldeco Select	24,068	63,932	63,932	-	0	27.1	27.1	0.0	Applied for CC
2	Eldeco Saksham	33,627	67,436	66,240	-	1,196	11.2	9.2	2.0	CC Received on May 31st ,2024.
3	Eldeco Twin Tower	70,327	1,56,526	1,36,464		20,062	58.6	44.3	14.3	Applied for CC for Tower A on 12.06.24
4	Eldeco City at Bareilly (50% Beneficial Interest)	15,51,394	8,73,549	6,06,016	-	2,67,533	188.5	167.7	20.8	Jun-26
5	Eldeco Latitude 27	1,53,767	5,16,712	2,26,834	44,200	2,45,678	115.5	27.1	88.4	Dec-26
6	Eldeco Imperia Phase 1	7,40,527	3,05,163	2,66,492	-	38,670	113.8	96.5	17.3	CC Received on 02.03.24; Handing over in process
7	Eldeco Imperia Phase 2	12,36,697	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	34,666	-	4,79,214	24.3	1.6	22.7	Jan-27
	<b>Total</b>	<b>39,45,394</b>	<b>31,28,594</b>	<b>18,79,621</b>	<b>44,200</b>	<b>12,04,772</b>	<b>787.2</b>	<b>416.9</b>	<b>370.3</b>	

# 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	GH-04	Group Housing	100%	2.5	3,23,953	Under planning
3	Eldeco Hanging Garden	Group Housing	100%	2.3	1,92,386	Under planning
<b>Total</b>				<b>7.7</b>	<b>5,98,607</b>	

## Land Bank for Forthcoming Projects Under Planning (Undisclosed Location)

Sr. No.	Project Name	Project Type	Economic Interest	Land Area (Acres)	Current Status
1	Undisclosed Location 1	Residential	100%	10.1	Under Planning
2	Undisclosed Location 2	Residential	100%	6.3	Under further aggregation
3	Undisclosed Location 3	Residential	100%	46.0	Under further aggregation
<b>Total</b>				<b>62.3</b>	

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 Eternia



Eldeco City



**Over 40 Years of Experience**

Eldeco City Dreams



**30,000+ Satisfied Customers**



**Key Player in UP Since 1985**



Eldeco Shaurya



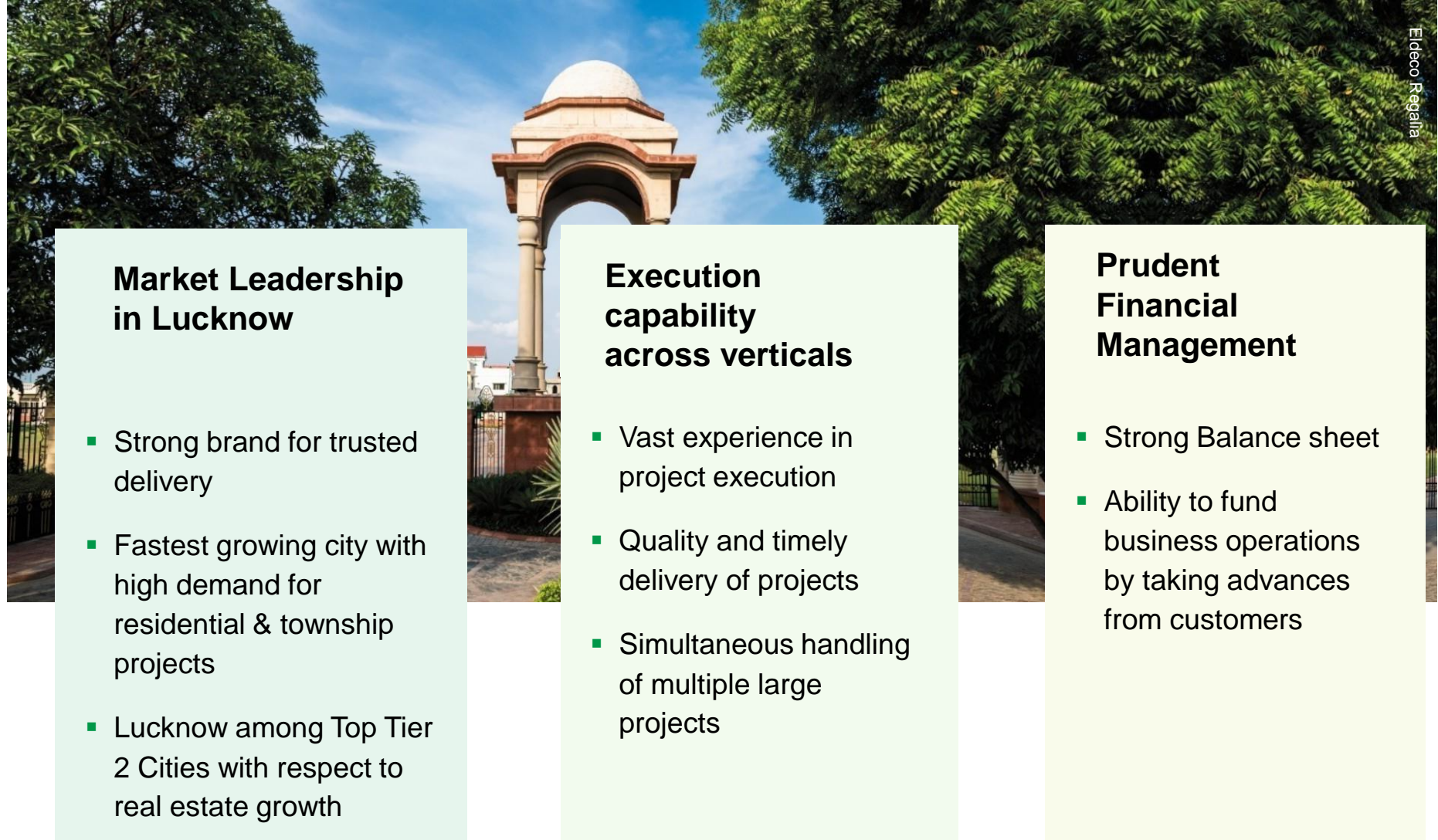
**200 Projects Delivered, 32 Under Execution**

Eldeco Regalia



# EHIL Overview

~**40**  
Years of  
**Experience**



**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

Eldeco Regalia

# 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



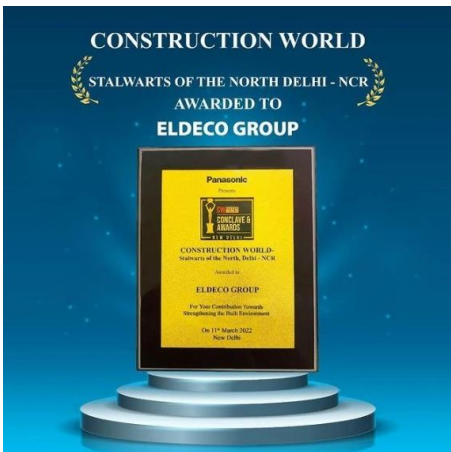
Eldeco Centre, New Delhi has been awarded as the 'Best Commercial Project' at CNBC AWAAZ Real Estate Awards 2023 - North Zone



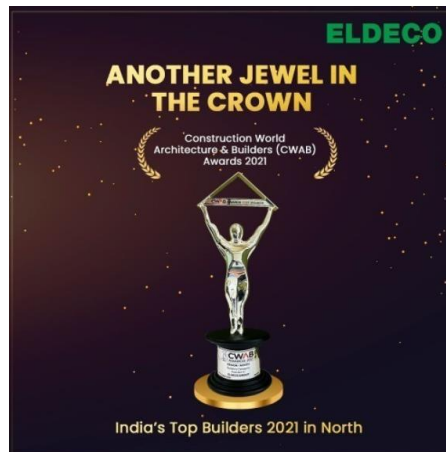
Eldeco Infrastructure & Properties Ltd. and Eldeco Centre has been awarded as 'Developer of the Year - Residential' and 'Commercial Project of the Year' respectively at 15th Realty+ Conclave & Excellence Awards - 2023 North



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

## Shareholding as on 30<sup>th</sup> June 2024

**Stock Price** ₹ 918

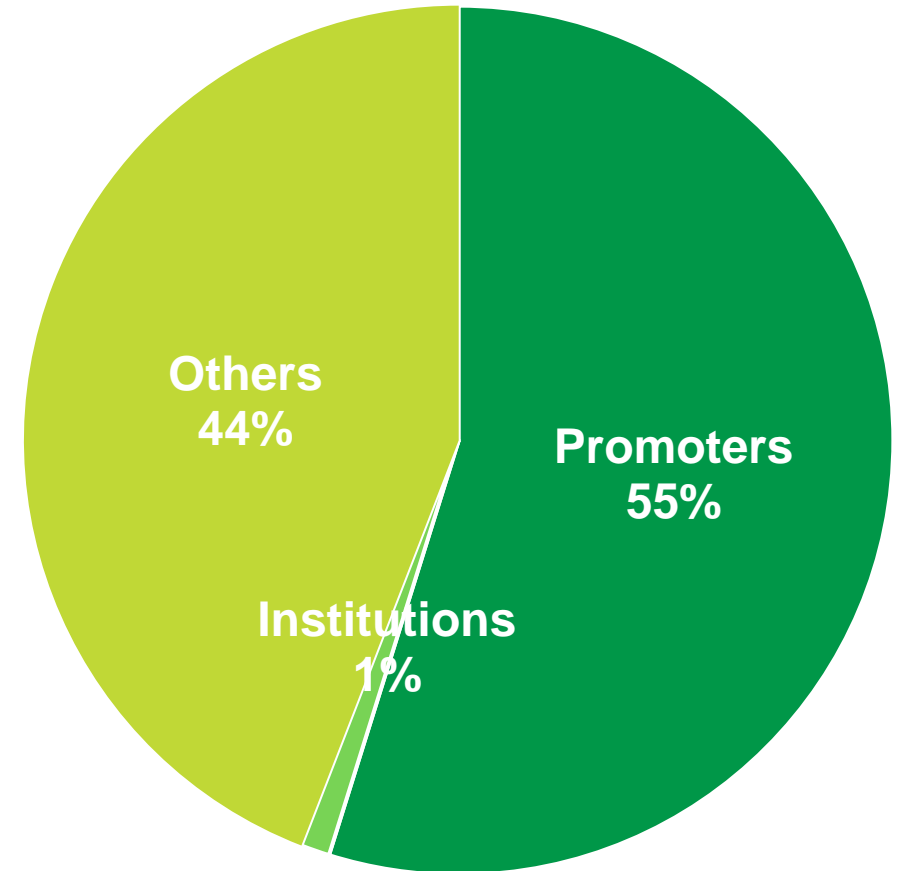
**52 Week High/Low** ₹ 1,172 / 630

**Market Capitalization** ₹ 903 Cr

**Shares Outstanding** 9.8 Mn

**Free Float** ₹ 388 Cr / 43%

*Note: Stock Prices as on 09<sup>th</sup> Aug 2024 & data source is BSE*





# 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**



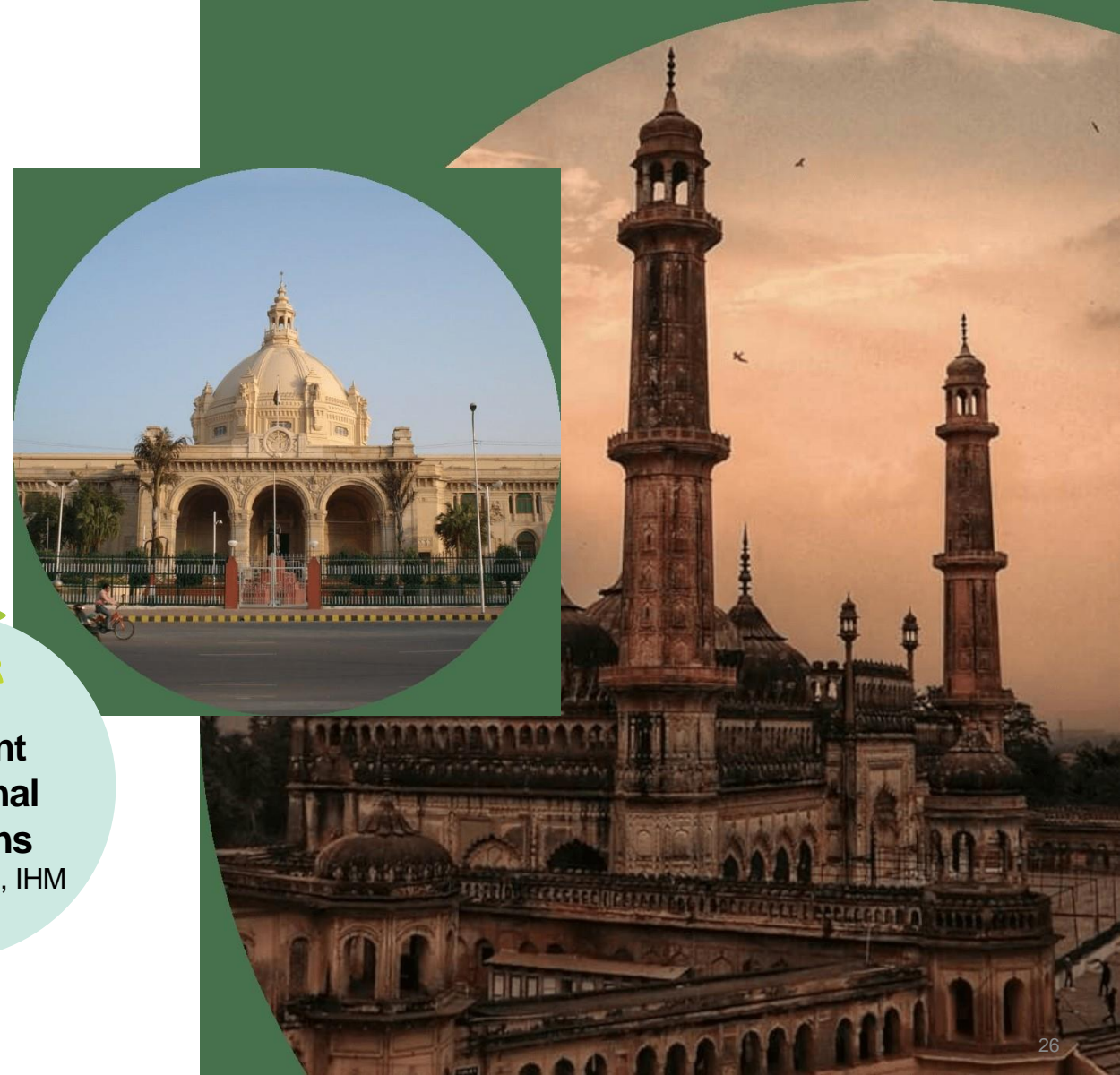
**Influx of population from Eastern UP and Bihar**



**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, 2<sup>nd</sup> Floor,  
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Gomti Nagar, Lucknow – 226010

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Fax : 0522 4039900

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[eldeco@eldecohousing.co.in](mailto:eldeco@eldecohousing.co.in)

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# Thank You