

October 25, 2024

To
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400 001
Scrip Code: 512008

Sub.: Investor Presentation.

Dear Sir/Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation on Q2/H1 of FY 2024-25.

Kindly take the above information on record.

Thanking You,
For EFC (I) Limited

Aman Gupta
Company Secretary

Encl: As above

EFC (I) Limited

Regd. Office: 6th Floor, VB Capitol Building, Range Hill Road, Opp. Hotel Symphony, Bhoslenagar, Shivajinagar,
Pune-411007, Maharashtra | CIN: L74110PN1984PLC216407

Tel.: 020 3502 6526 | Email Id: compliance@efclimited.in | Website: www.efclimited.in



EFC (I) LIMITED
PRESENTATION QUARTER 2 - FY 2025



MANAGED OFFICE



We proudly provide customized managed workspace solutions tailored to the specific needs of enterprises. Our fully serviced, aesthetically pleasing, and tech-enabled offices offer employees daily life and aspirational amenities.

INTERIOR



We go beyond aesthetics to create a soft touch of rich and classy interiors that justify your company's unique brand identity and culture.

FURNITURE



We excel in large-scale execution with precision and attention to detail, handling solid wood work, Metal work and designs. We are becoming pioneers in residential furniture and commercial office furniture.

CREATING SYNERGIES

INNOVATIVE AND COHESIVE SOLUTIONS WHICH ADAPT TO EVOLVING NEEDS OF THE REAL ESTATE ECO-SYSTEM.

DYNAMIC WORKSPACES

Versatile environments that evolve to meet the changing needs of modern businesses and professionals.

METICULOUS INTERIOR DESIGNS

Deliver precision-crafted environments that blend exceptional design with optimal functionality.

EXQUISITE FURNITURE

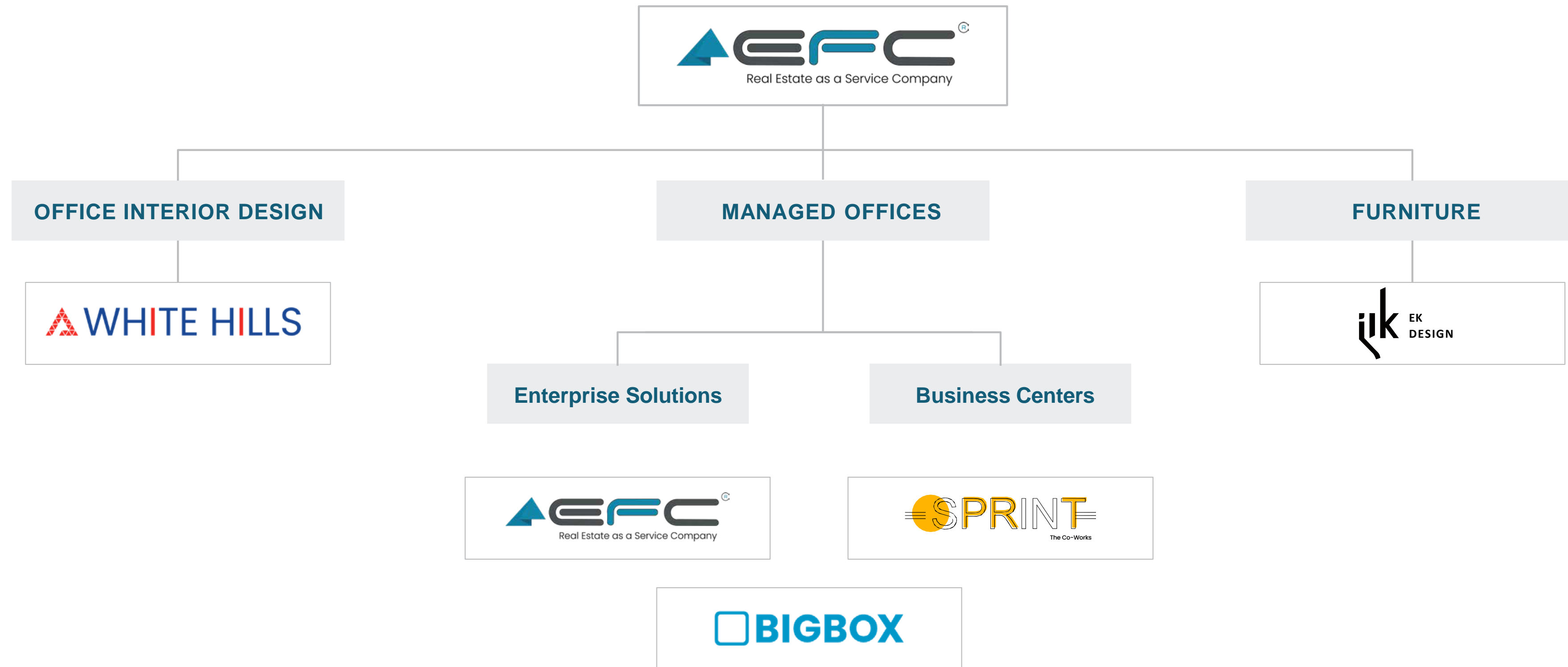
Combining exceptional Craftsmanship and high-quality Materials to redefine furniture.



**STRATEGIC
WORKPLACE
SOLUTIONS**

OUR BRANDS

We are dedicated to transforming real estate solutions, redefining modern workspaces, managing dynamic office environments, and crafting premium furniture. Our brands are committed to setting new standards and creating exceptional value, instilling confidence in our clients and partners.



KEY MANEGERIAL POSITIONS



Umesh Sahay
Managing Director & Chairman



Abhishek Narbaria
Director



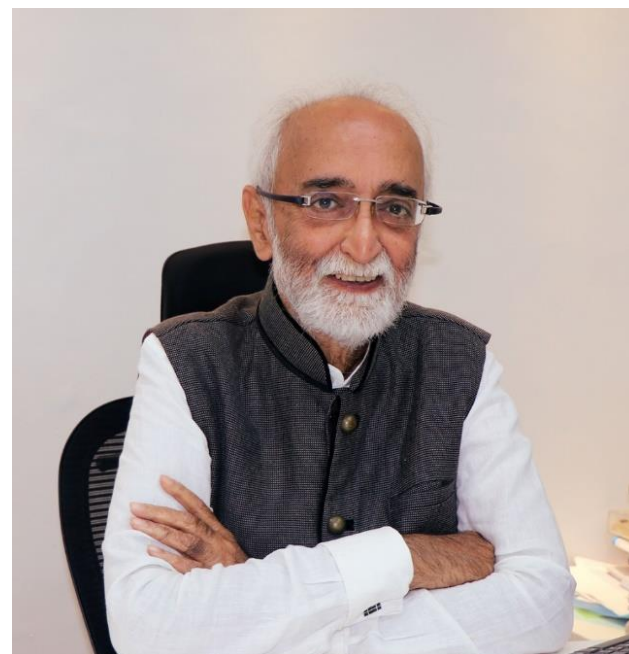
Nikhil Bhuta
Director



Uday Vora
CFO



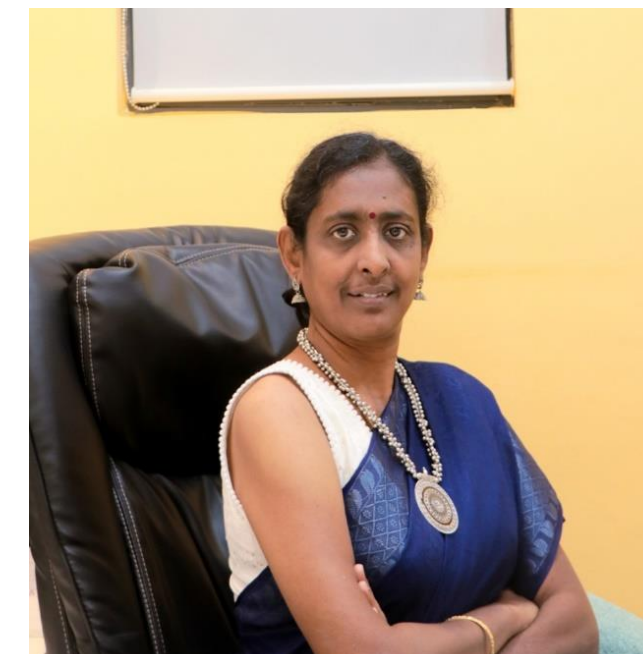
Aman Gupta
Company Secretary



Rajesh Vaishnav
Board of Director



Mangina Rao
Board of Director



Gayathri Iyer
Board of Director

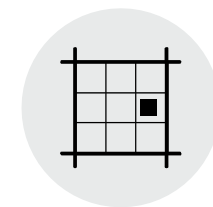
LEASING OF SPACES **AND ASSETS VERTICALS**



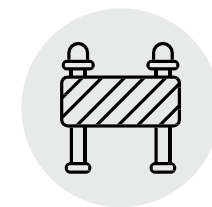
KEY BUSINESS - HIGHLIGHTS



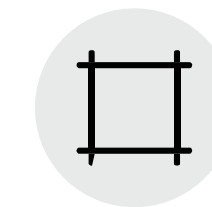
9 Cities



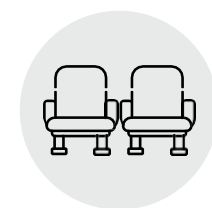
**2.4 million +
AUM in sq. ft.**



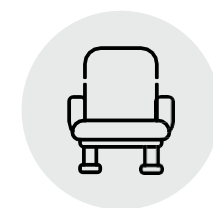
**61 Sites under
Management**



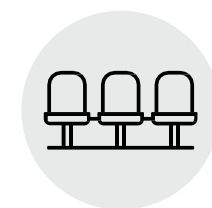
**35,000 to 40,000
Avg Sq. Ft. per Site**



**50,500
Seating
Capacities**



**6,250
Avg Rent per
Seat**



**45 : 1
Avg Sq. Ft. to Seat
Ratio**



**90%
Avg occupancy
Rate**



**3 TO 5 YEARS
Large Enterprise
Lease Period**



**5 YEARS (plus)
Landlord Lease
Period**



**45 : 100
Rentals Paid
to Received**



**25 : 100
EBITDA to
Rentals**

KEY FINANCIAL HIGHLIGHTS

Consolidated Figures.

FY25 Q2 – Financial Highlights

16,644 Lacs
Revenue

8,398 Lacs
EBITDA

3,656 Lacs
PAT

24 Lacs
AUM in Sq. ft.

FY25 Q2 Vs. FY24 Q2 – Highlights

72% ↑
Revenue

103% ↑
EBITDA

391% ↑
PAT

58% ↑
AUM in Sq. ft.

FY25 Q1 Vs. FY25 Q2 – Highlights

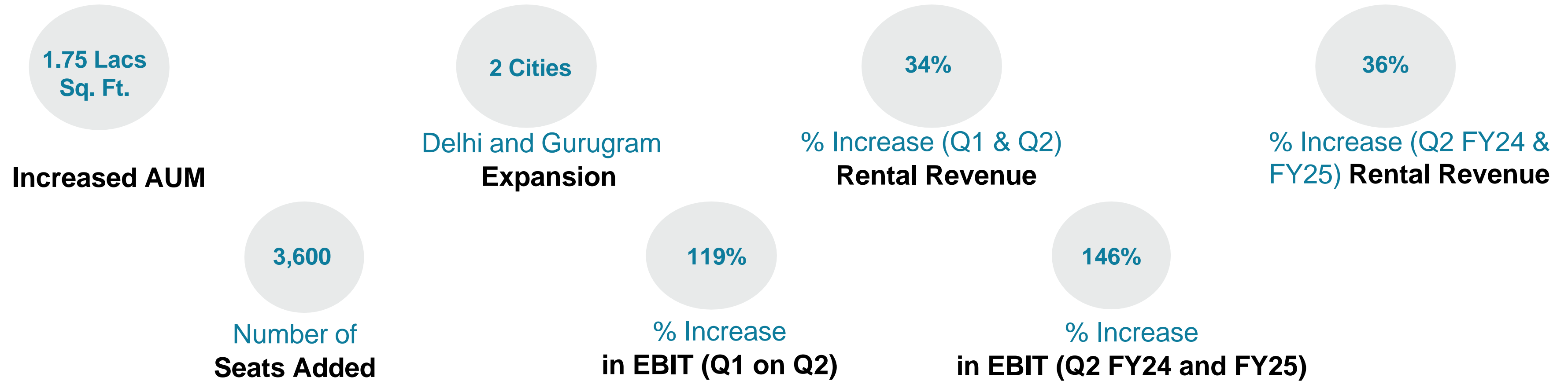
63% ↑
Revenue

69% ↑
EBITDA

131% ↑
PAT

7% ↑
AUM in Sq. ft.

EFC (I) LIMITED – Q2 FY 2025 – KEY UPDATES



New Clientele Added



DESIGN AND BUILD VERTICAL

Q2 FY2025 – KEY ACHIEVEMENTS D&B VERTICAL



D & B TURNKEY CONTRACTING BUSINESS

119%

% Increase in Revenue (Q1 & Q2)

131%

% Increase in Revenue (Q2 FY24 & FY25)

119%

% Increase in EBIT (Q1 to Q2)

146%

% Increase in EBIT (Q2 FY24 to FY25)

3,00,000+

Total Sq. Ft. Area Designed Built and Handover

4

Real estate, education, Data Centre, IT & ITES Sectors Catered

70 Crs.

Total Pipeline INR Whitehills Interior

ik EK
DESIGN



Q2 FY2025 – KEY UPDATES EK DESIGN

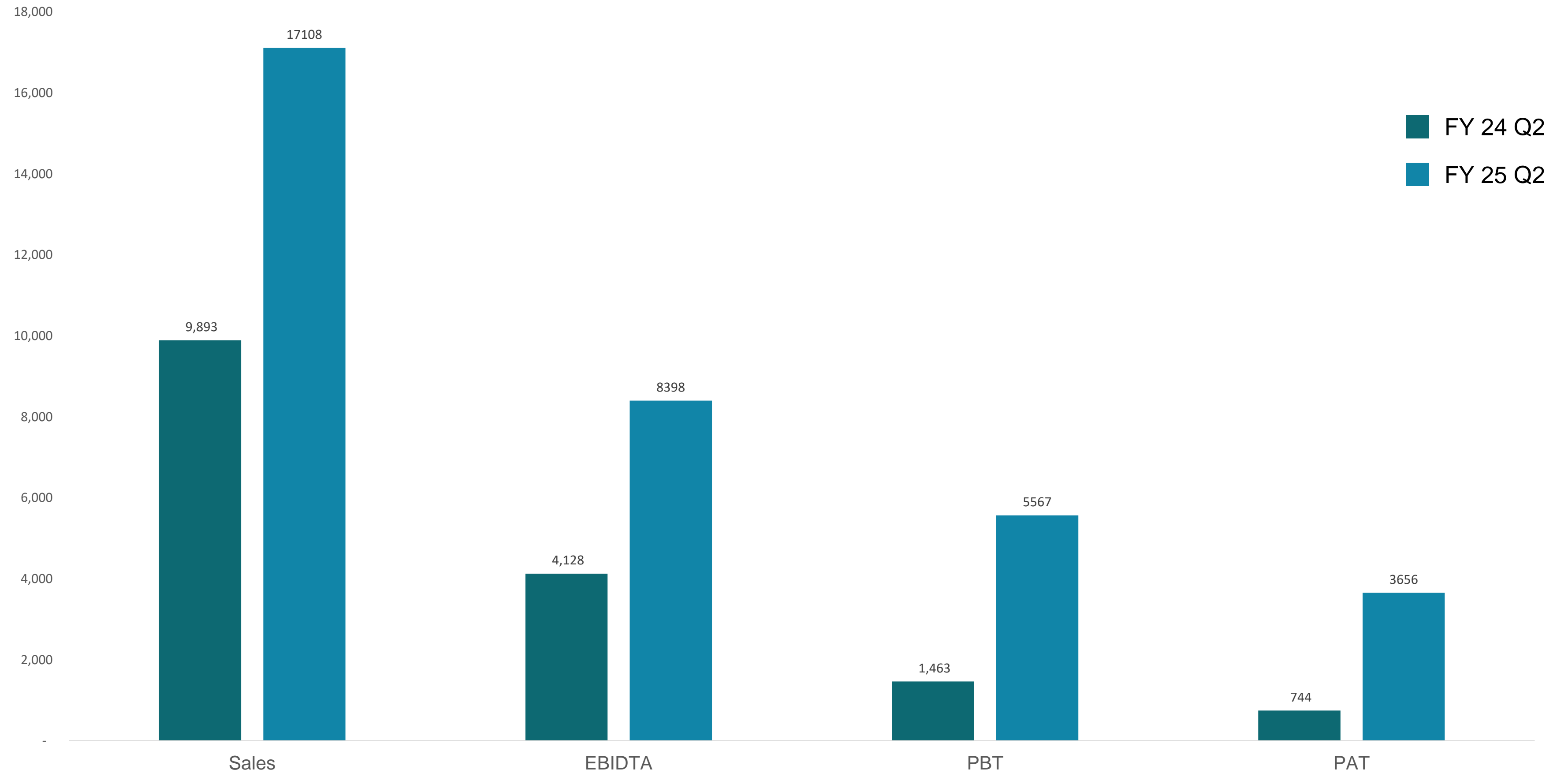
FURNITURE MANUFACTURING BUSINESS

- Commercial production commenced in **Sept' 2024**
- **1st order dispatched** to a client in Hyderabad catering to Hospitality Sector
- Forming **strategic partnership** with large furniture showrooms & stores to build PAN India Network
- **BIFMA** registration & **ISO** implementation for factory is in process
- Production lines established for Modular Furniture, Wood & Metal work and Seating Systems
- Sectors targeted are Office Infrastructure (including Flex Offices), Hospitality and Residential
- Developing **10,000 sq. ft. experience center** to display complete range of products

EFC (I) LTD
CONSOLIDATED FINANCIALS
FOR QUARTER 2 - FY 2025

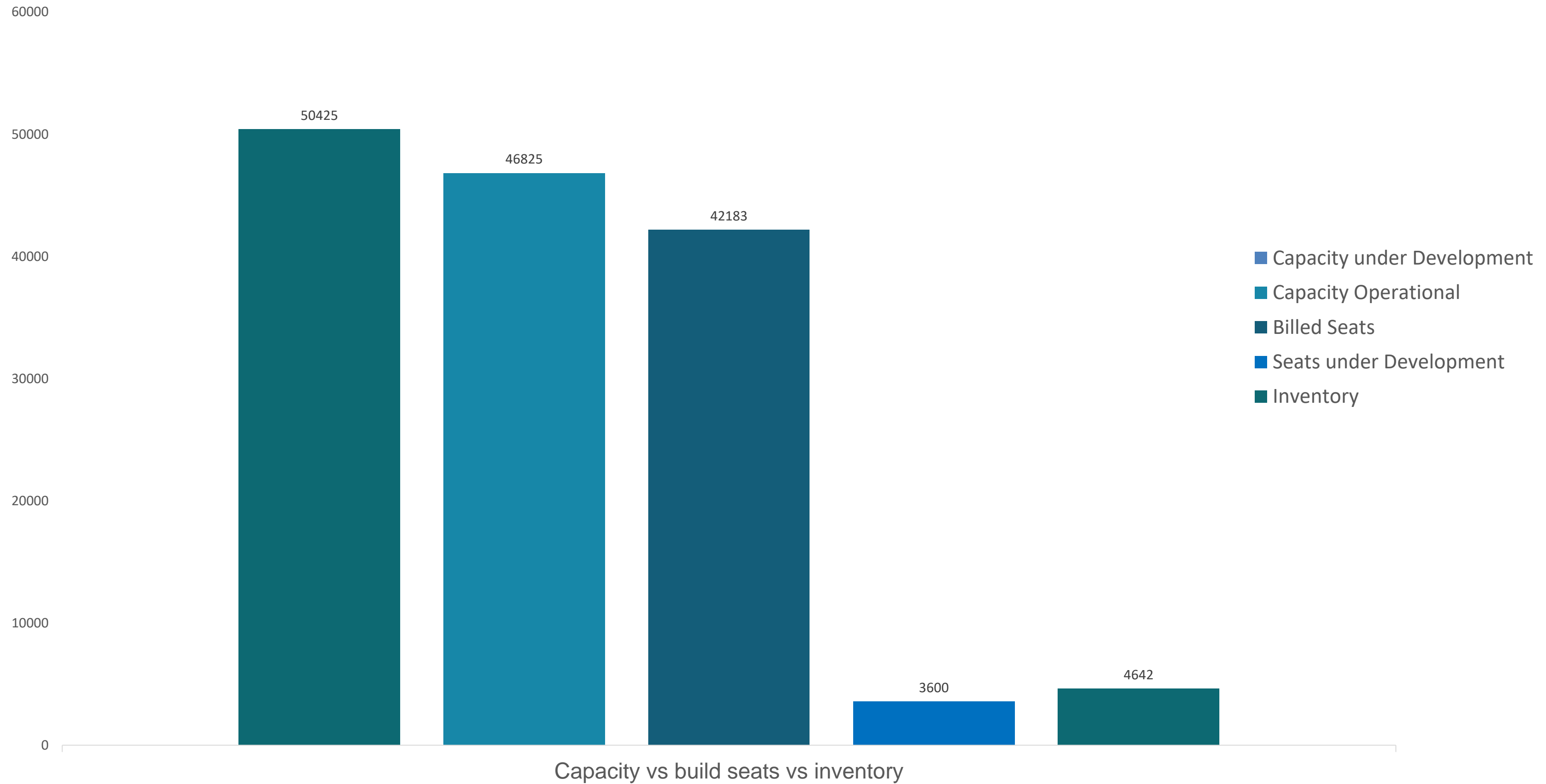


EFC (I) LTD – CONSOLIDATED FINANCIALS (IN LACS)
Q2 FY 24 VS Q2 FY 25



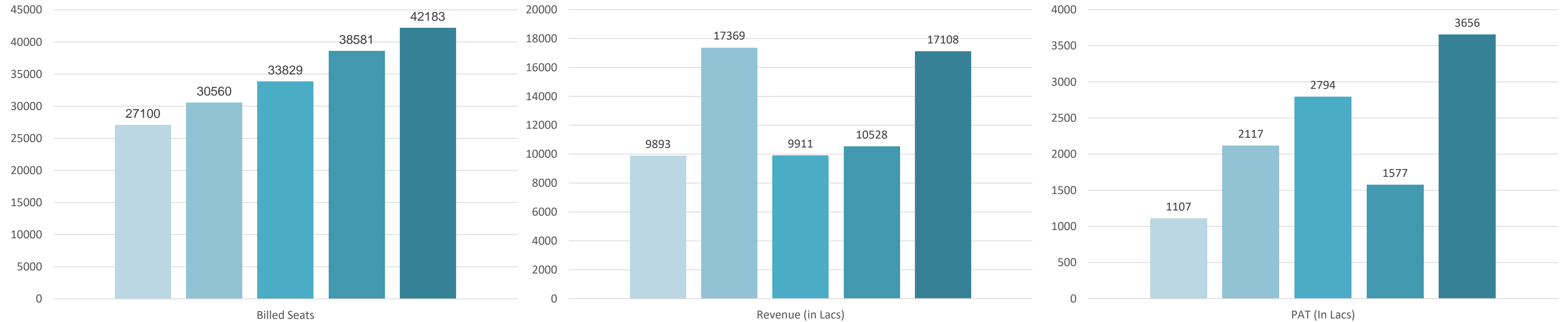
EFC (I) LTD – TOTAL AS ON 30.09.2025 (Q2 – FY 25)

CAPACITY VS BILLED SEATS VS INVENTORY



EFC (I) LTD – (CONSOLIDATED) – IN LACS / NOS

QUARTER ON QUARTER Q2FY24 TO Q2FY25



	BILLED SEATS	REVENUE (IN LACS)	PAT (IN LACS)
FY 24 Q2	27100	9893	1107
FY 24 Q3	30560	17369	2117
FY 24 Q4	33829	9911	2794
FY 25 Q1	38581	10528	1577
FY 25 Q2	42183	17108	3656

OUR CLIENTS



ESG GOALS

ESG GOALS



Environment

- Goal: Carbon Footprint reduction.
- Target: Achieve a 25% reduction in Scope 1 and Scope 2 emissions by 2030 from a 2024 baseline.
- Goal: Use of Renewable Source of Energy.
- Target: Source 50% of total energy consumption from renewable sources by 2030.



Social

- Goal: Enhance employee health and safety.
- Target: Achieve zero workplace accidents and provide mental health support programs to all employees by 2026.
- Goal: Increase community investment.
- Target: Invest 2% of annual profits in local community programs focused on education and healthcare by 2026.
- Goal: Improve workforce diversity.
- Target: Ensure 25% of leadership positions are held by women and underrepresented groups by 2026.



Governance

- Goal: Commit to regular and transparent ESG reporting.
- Target: Publish annual ESG reports in accordance with the relevant reporting framework starting in 2025.
- Goal: Strengthen ethical business practices.
- Target: Implement anti-corruption training for all employees and achieve 100% compliance by 2025.
- Goal: Enhance stakeholder engagement.
- Target: Conduct bi-annual stakeholder meetings to align ESG initiatives with stakeholder expectations starting in 2025.

BUSINESS VERTICALS



**LEASING OF SPACE
AND ASSETS**



**INTERIOR DESIGN AND
INTERIOR FIT-OUTS**

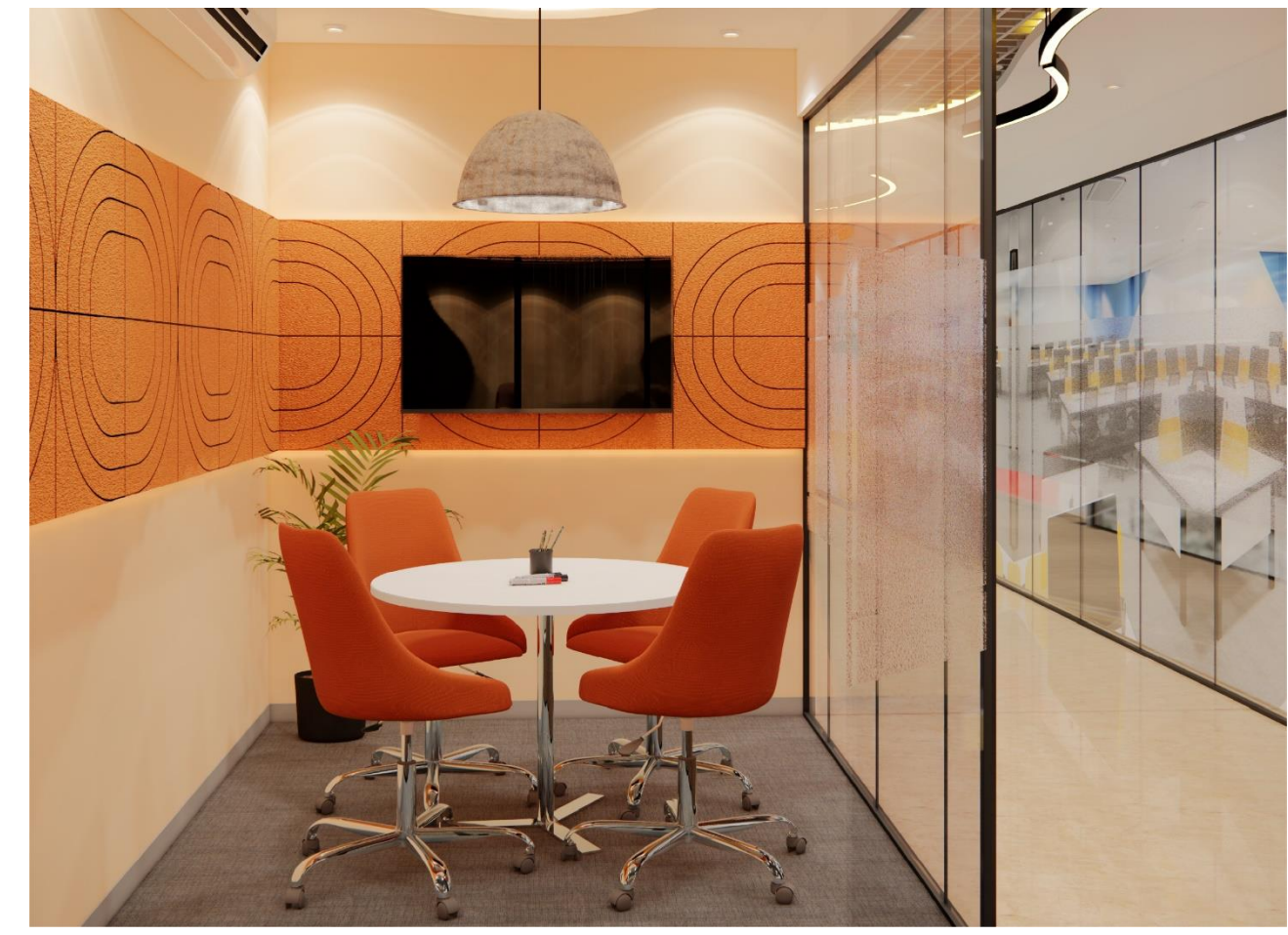
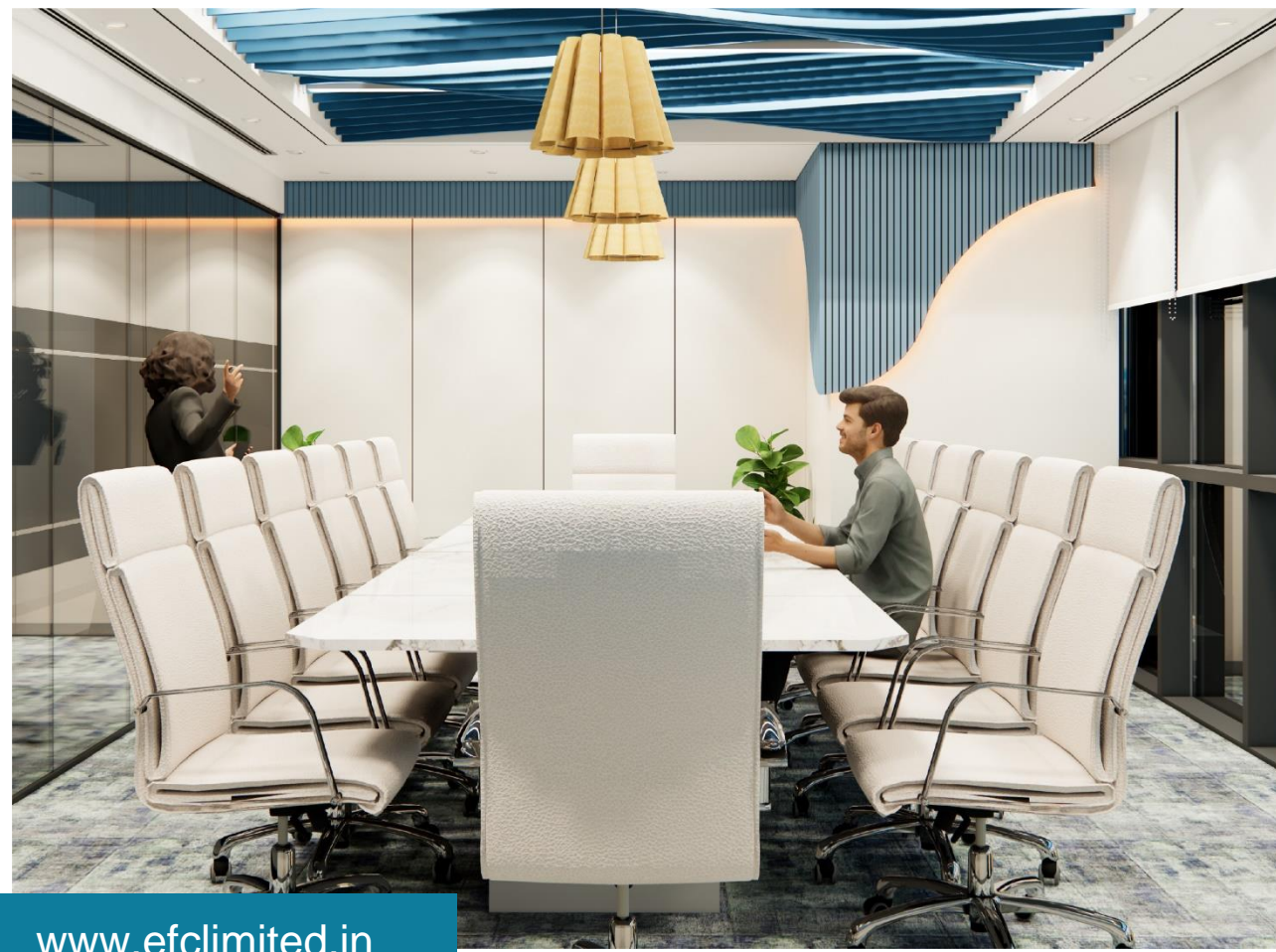
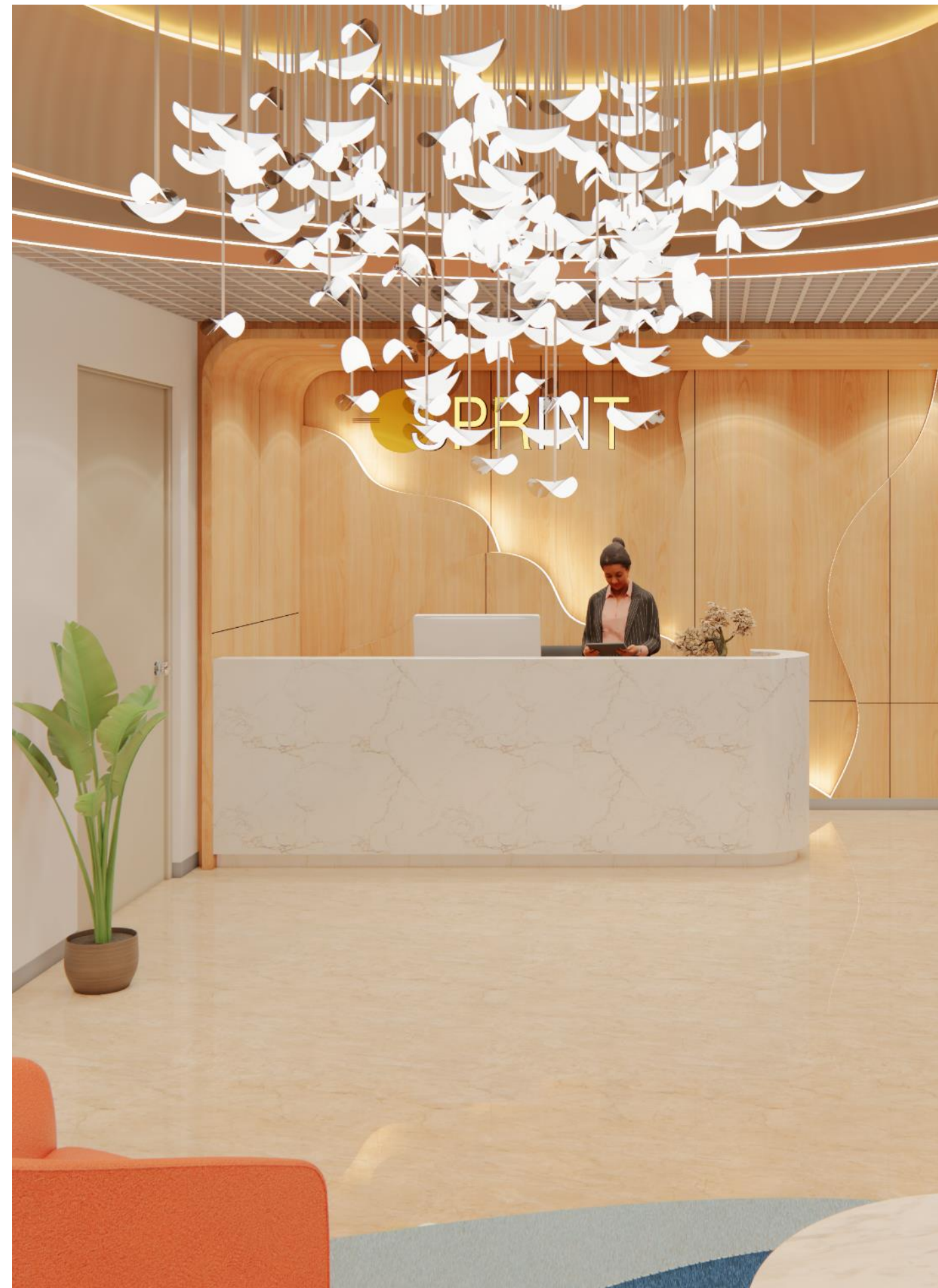


**MANUFACTURING / TRADING
OF FURNITURE**

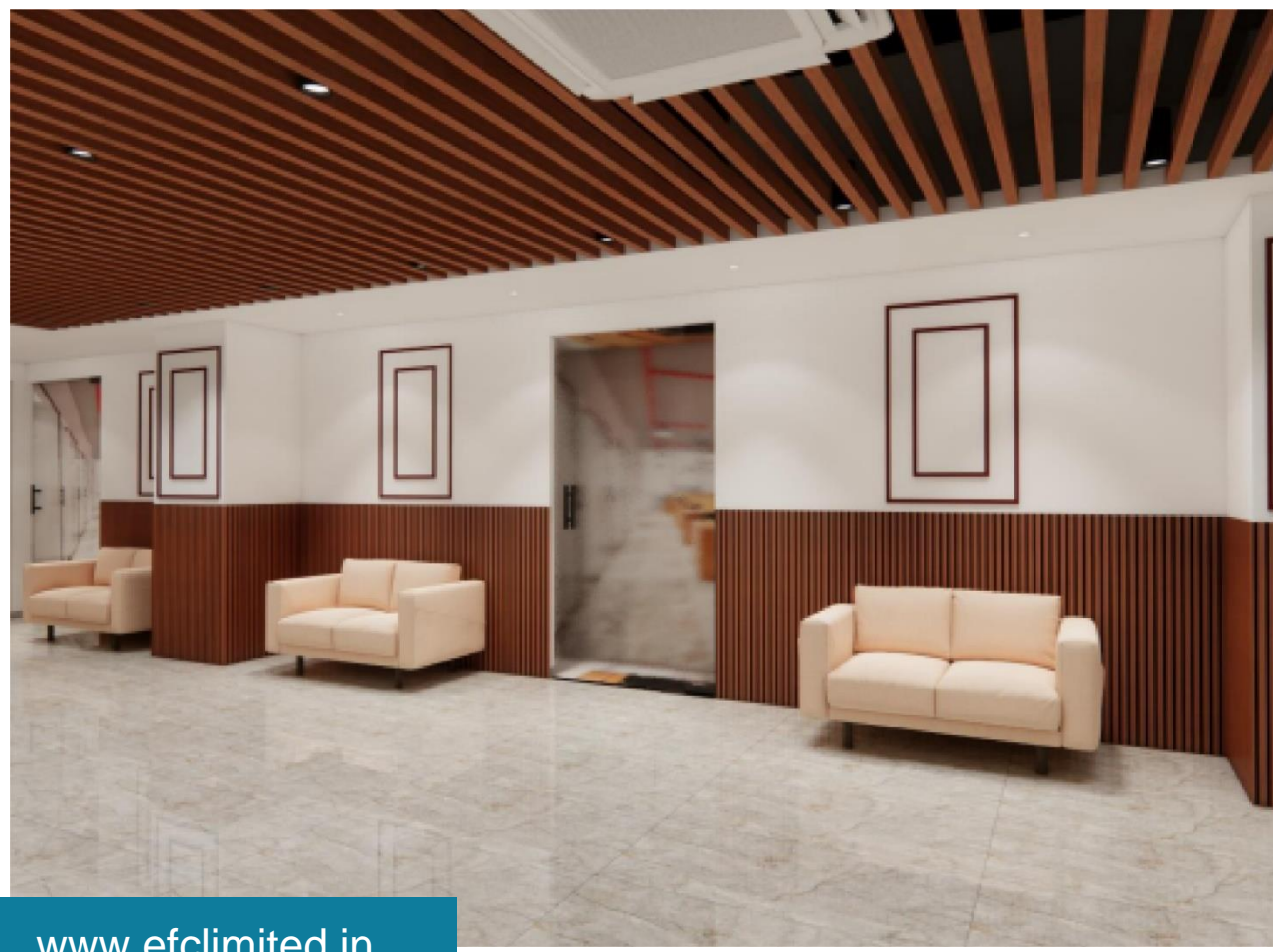
LEASING OF SPACES **AND ASSETS VERTICALS**



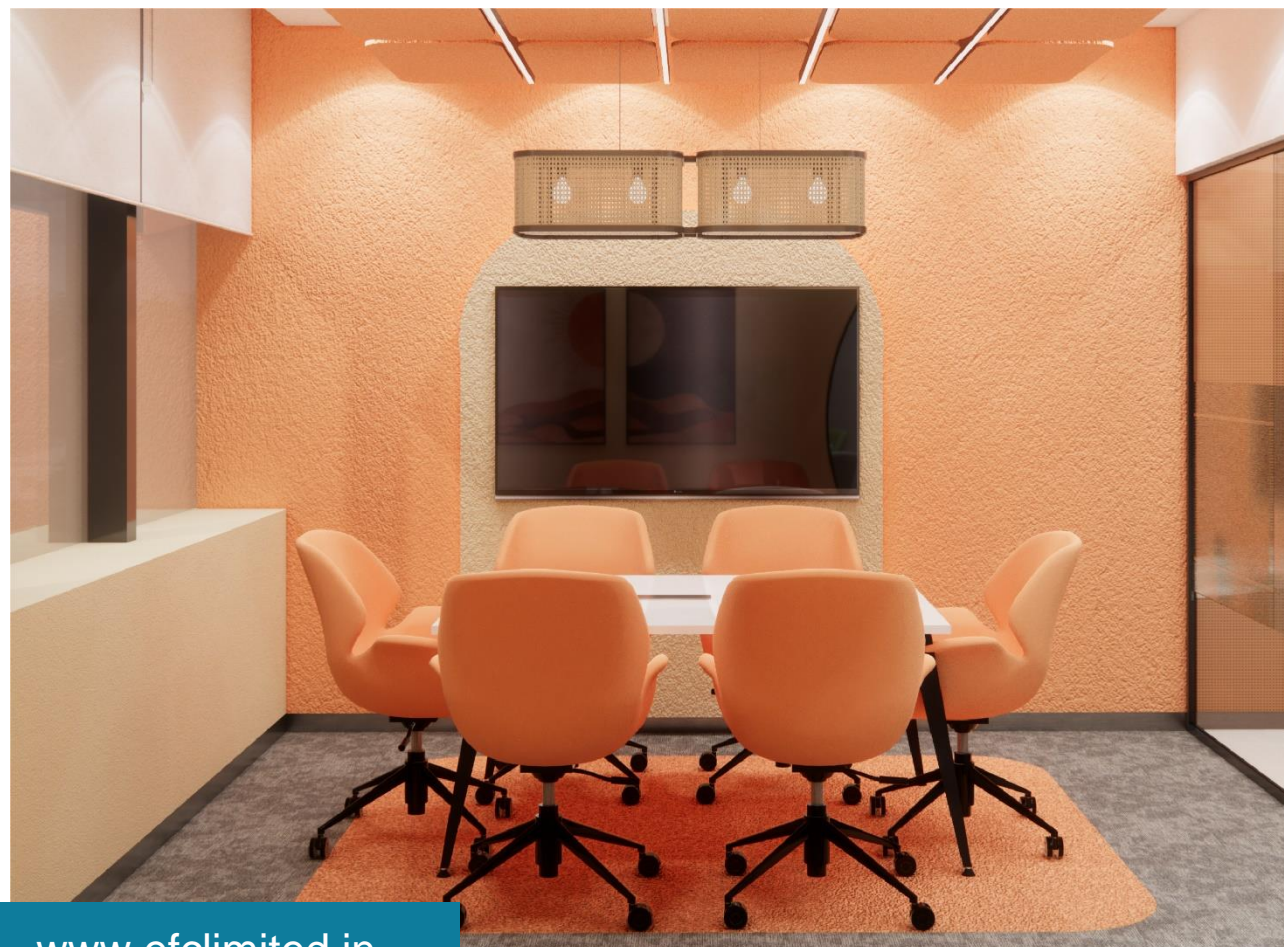
NEW SITES JDKD



NEW SITES BOOMERANG



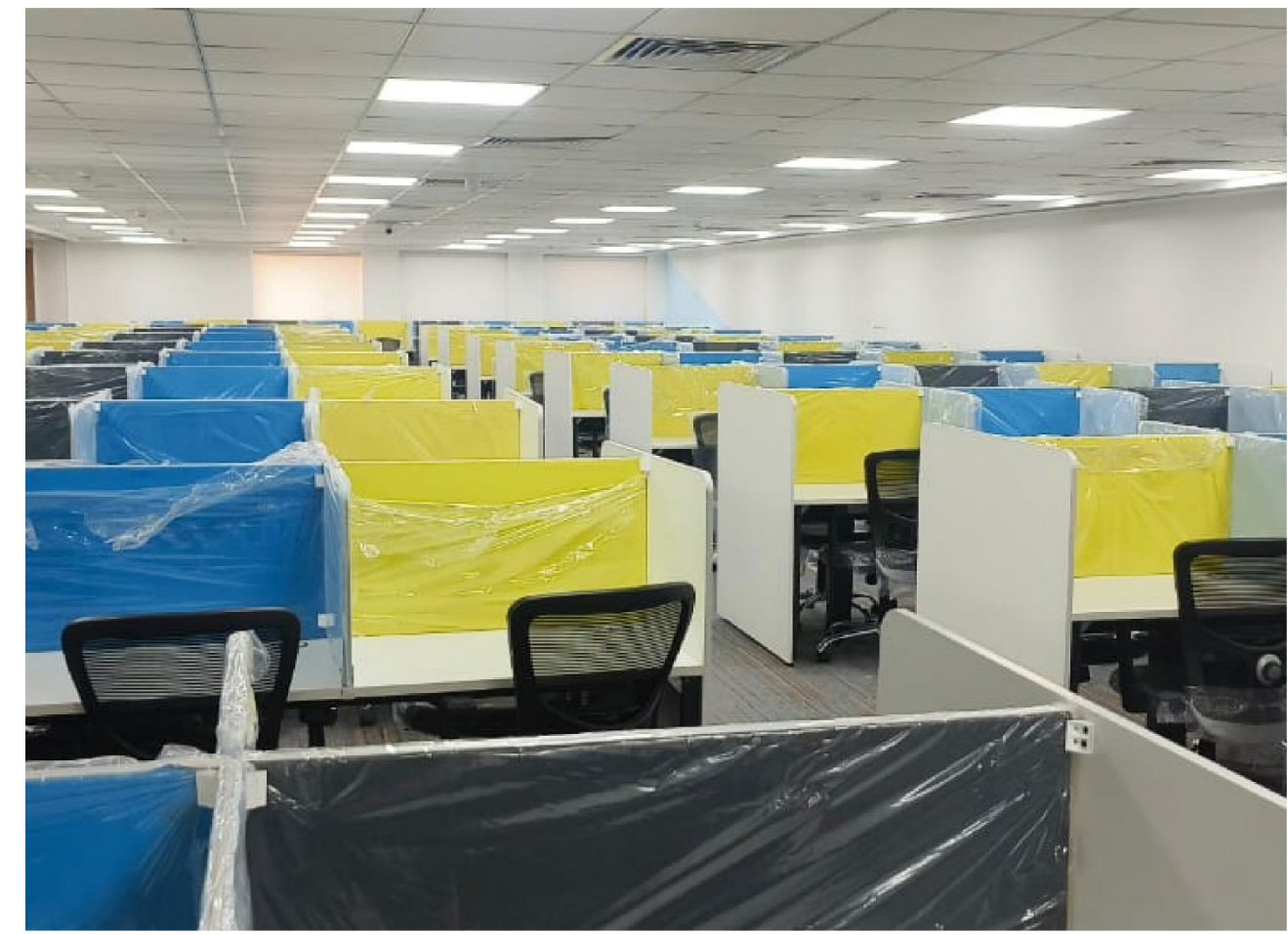
NEW SITES F1



NEW SITES SALISTER



NEW SITES CONNECT



DESIGN AND BUILD VERTICAL



CAPABILITIES



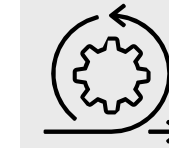
DESIGN

- Crafting distinct, bespoke interiors for diverse clients. From boutique offices to healthcare facilities and universities
- Ensures an exclusive and tailored experience



PRECISION

- Our design process comprises four phases: discussions with a designer, site visit, desk research, and initial framework.
- Followed by a second round of discussions, framework refinement, and finalization



AGILE DELIVERY

- Tackle each design element with efficiency and timeliness, aligning with our clients' schedules
- Engagement-focused approach and innovative concept-architecture



STRATEGIC DEVELOPMENT

- Diversity across 15+ industry sectors
- Leveraging our design experience and expertise to generate lasting, impactful results



EFFICIENT

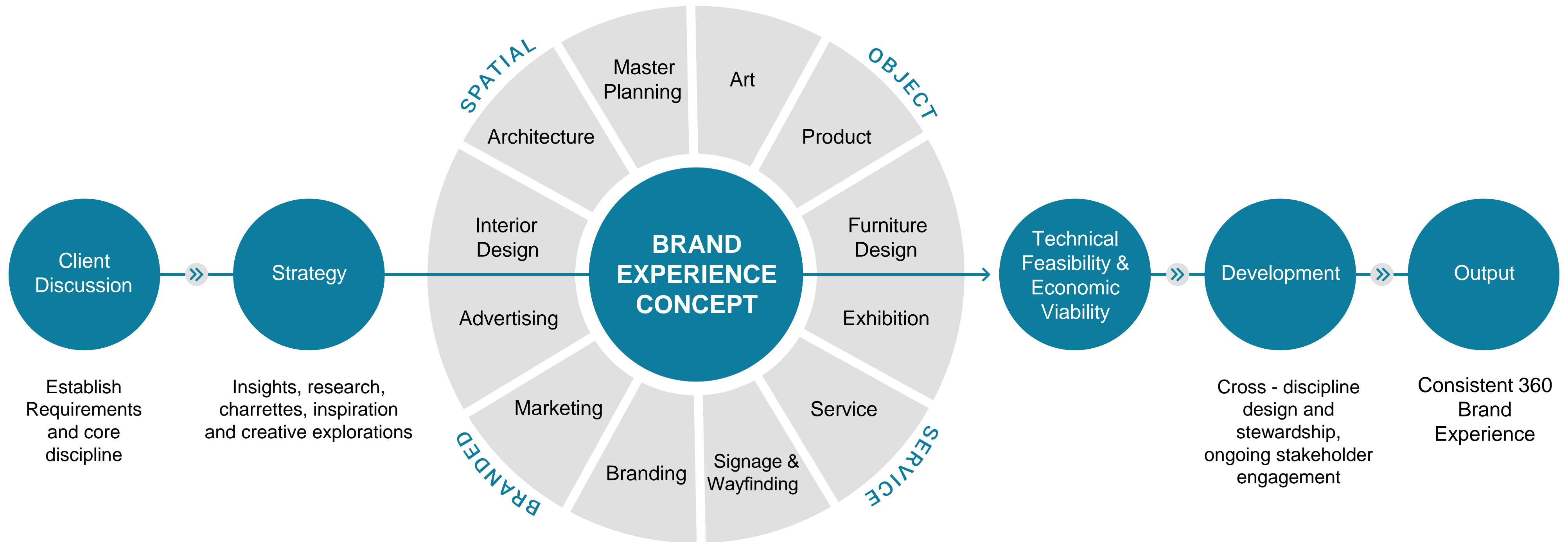
- Grasp office design metrics, spanning frictionless enterprises to niche markets, parallel tasking to bricks-and-clicks
- Transform visions into blueprints and reality



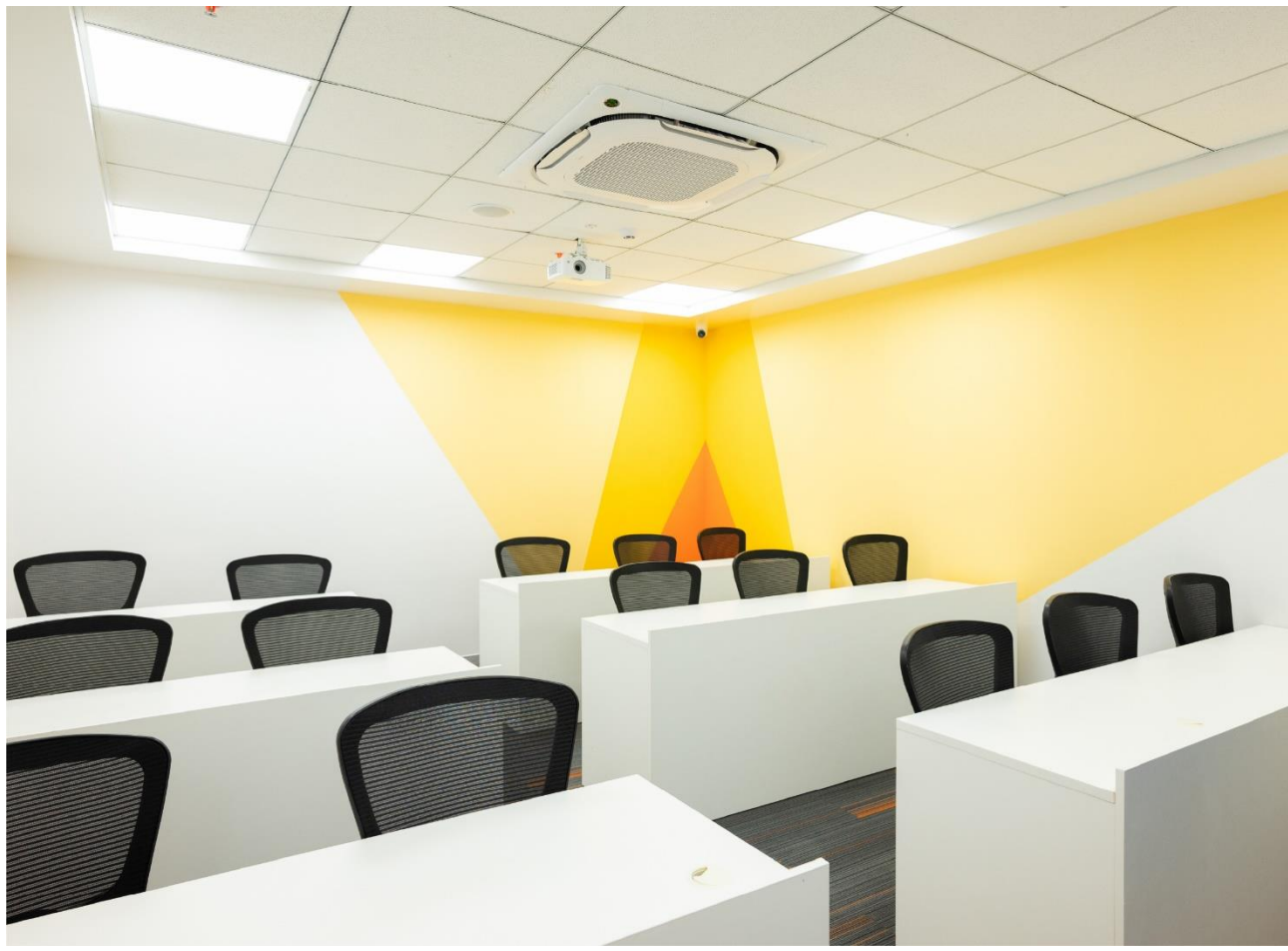
ECONOMICAL

- Swiftly address issues at all levels, innovating, integrating, and providing end-to-end interior solutions that are economically efficient

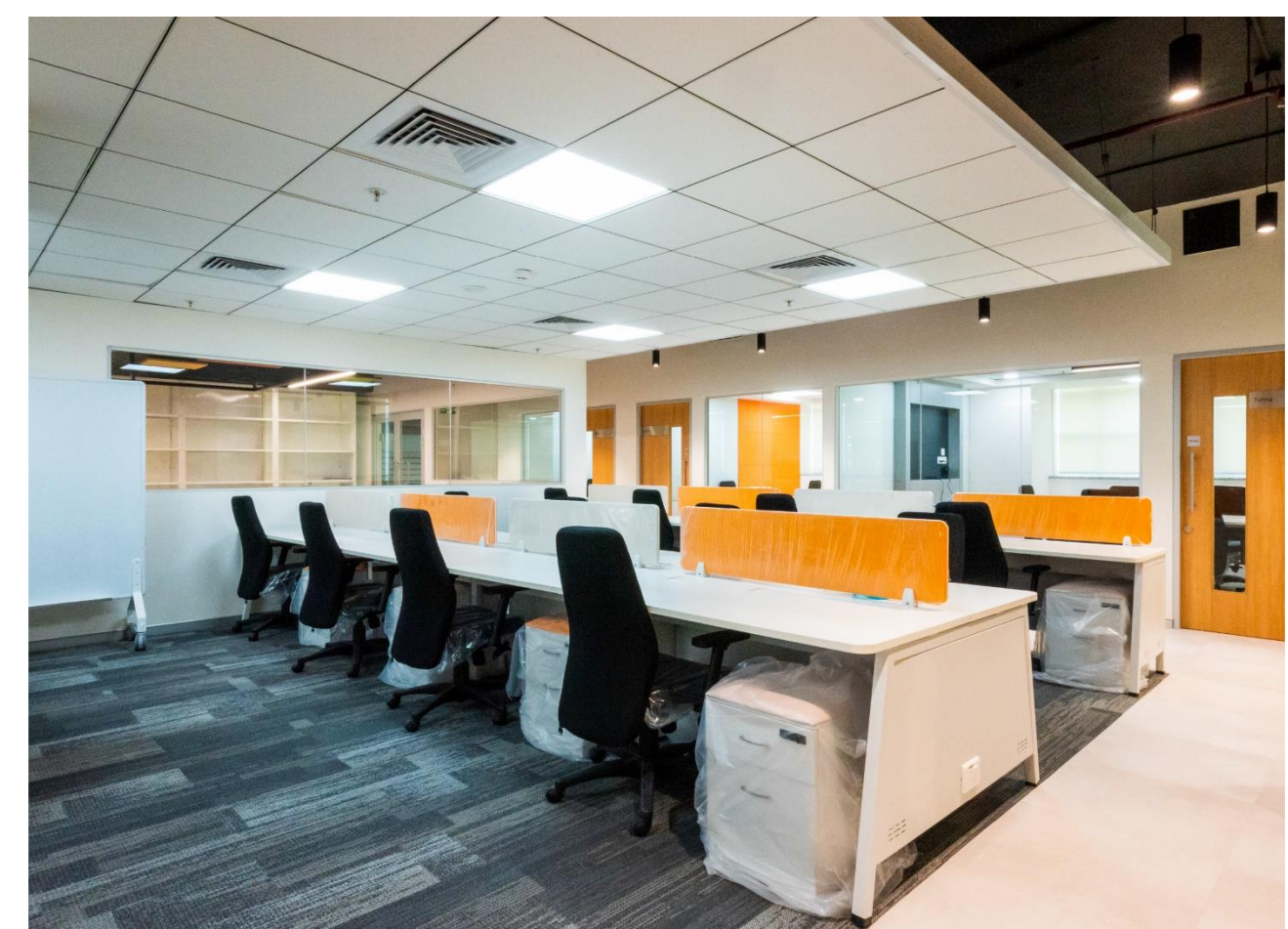
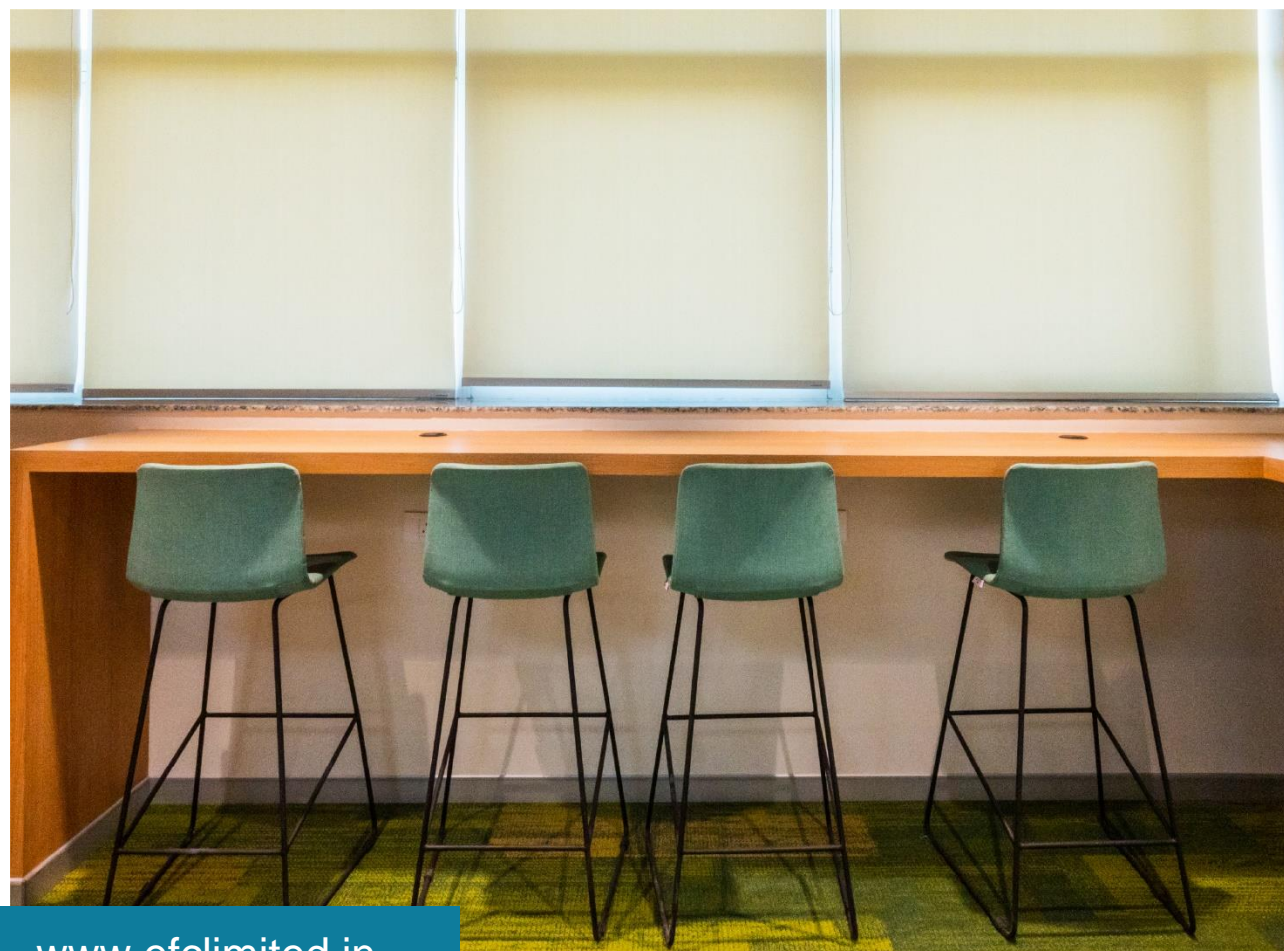
OUR PROCESS



PROJECT COMPLETED – TECH MAHINDRA



PROJECT COMPLETED - TCS



ik EK
DESIGN



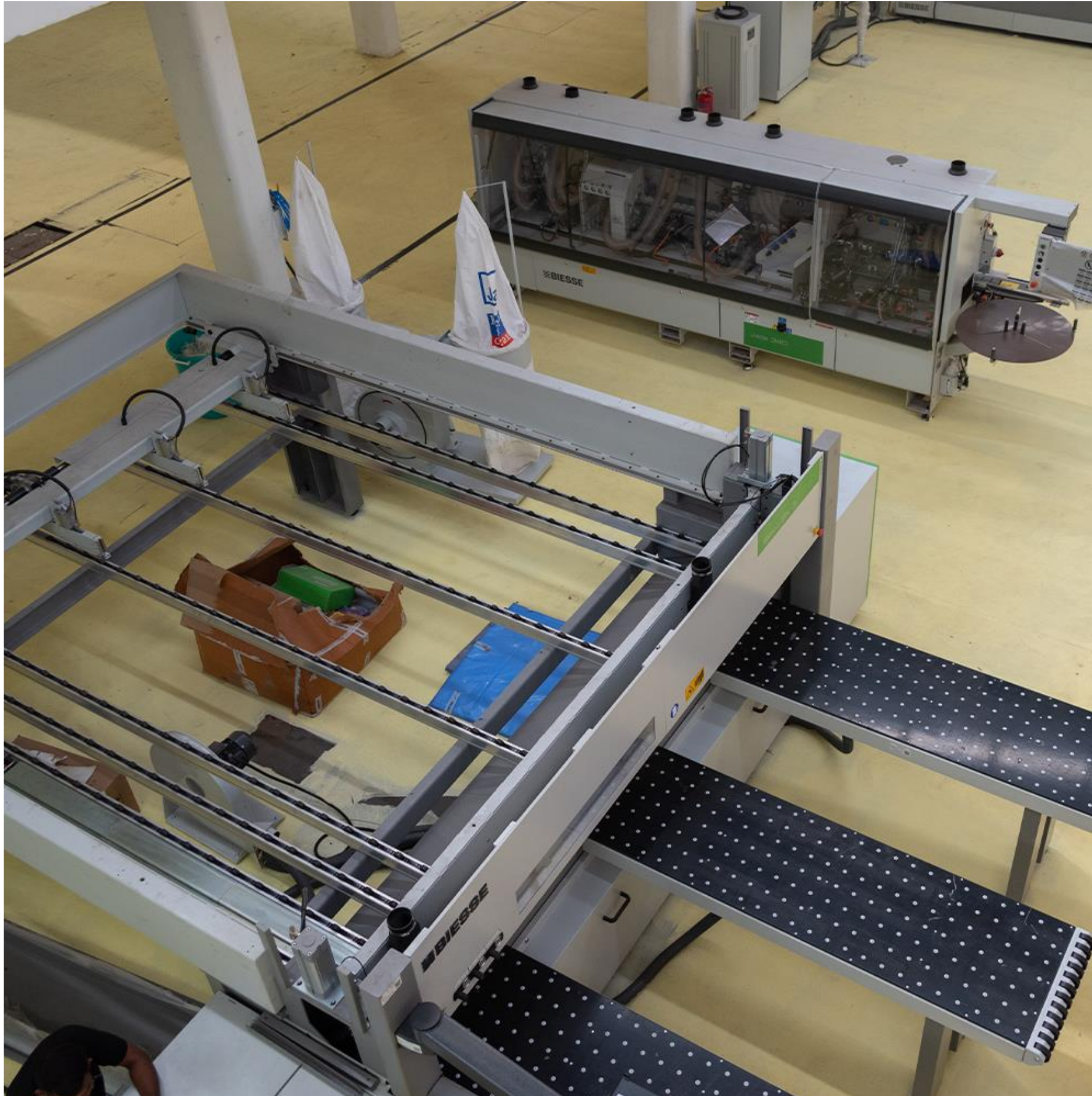
MANUFACTURING FACILITY

- 80,000+ sq.ft dedicated manufacturing floor area
- State of the art, latest machinery
- Subdivided into 5 Manufacturing Shop Floors
- Labour workforce of 150+ at full capacity
- Management workforce of 40+ at full capacity
- 10000+ sq.ft dedicated Experience Centre

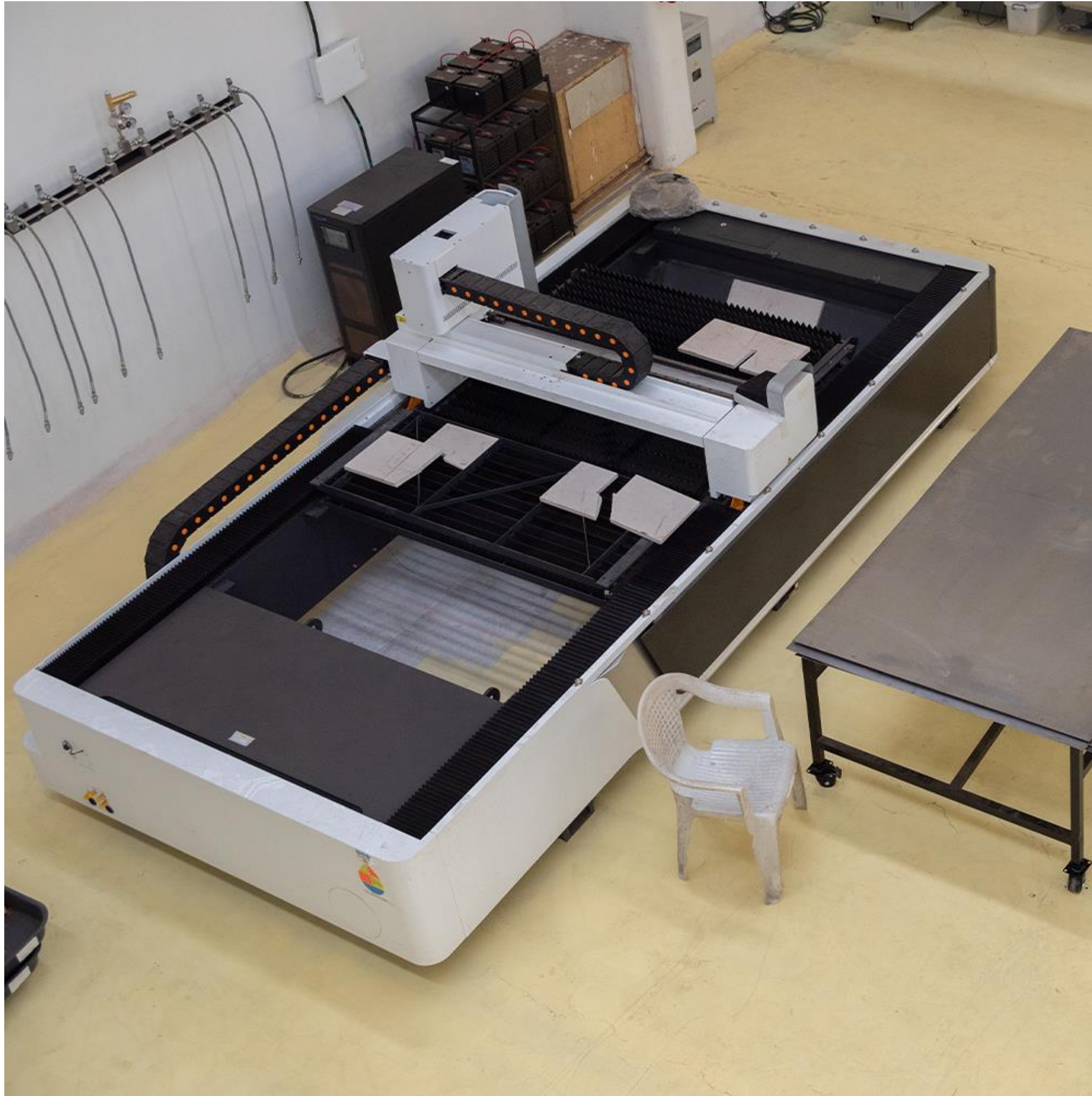
FACTORY LAYOUT



MACHINERY



MACHINERY



PRODUCT MIX



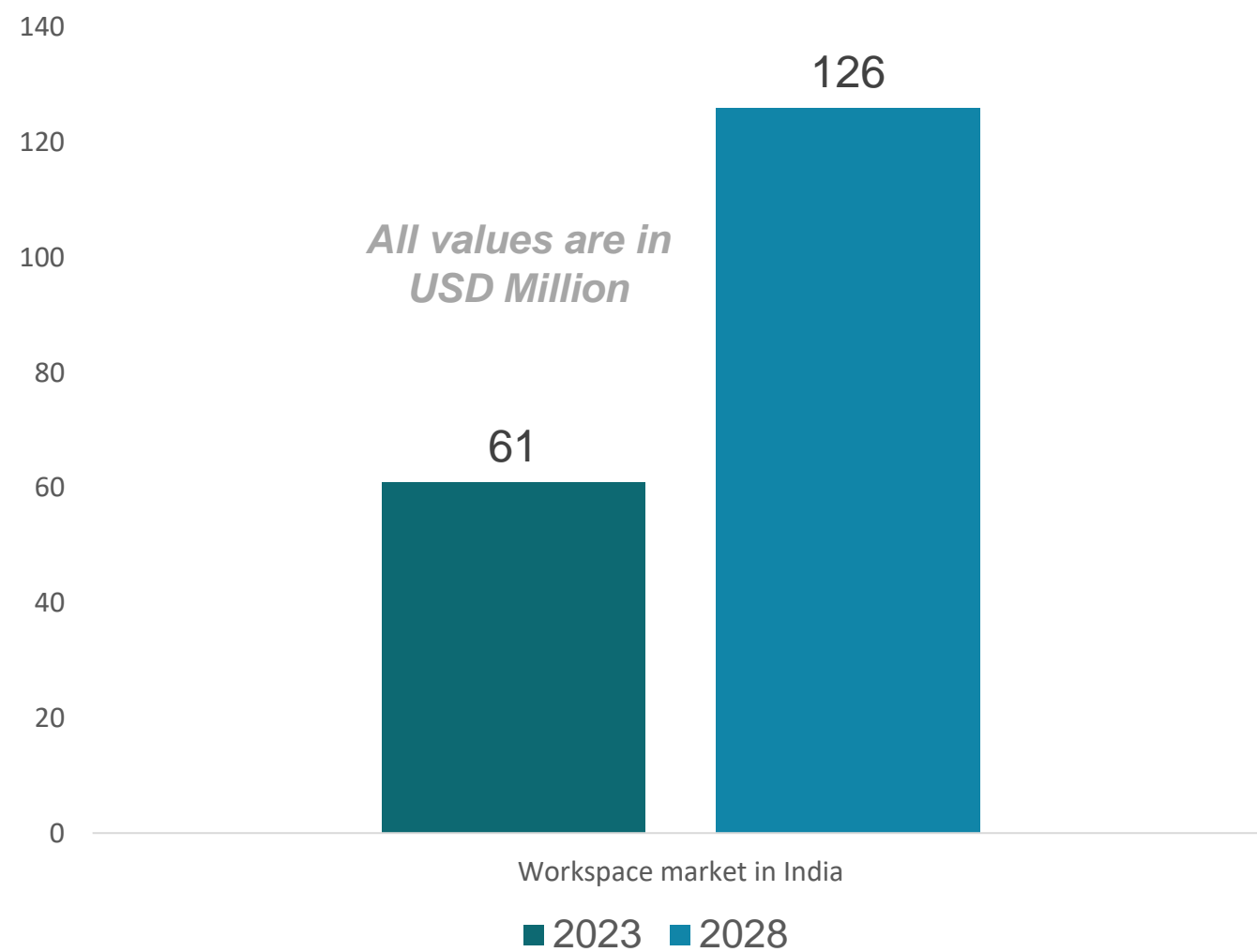
PRODUCT MIX – NEW SOFA LINE



MARKET RESEARCH

FLEXIBLE WORKSPACES – MARKET ANALYSIS

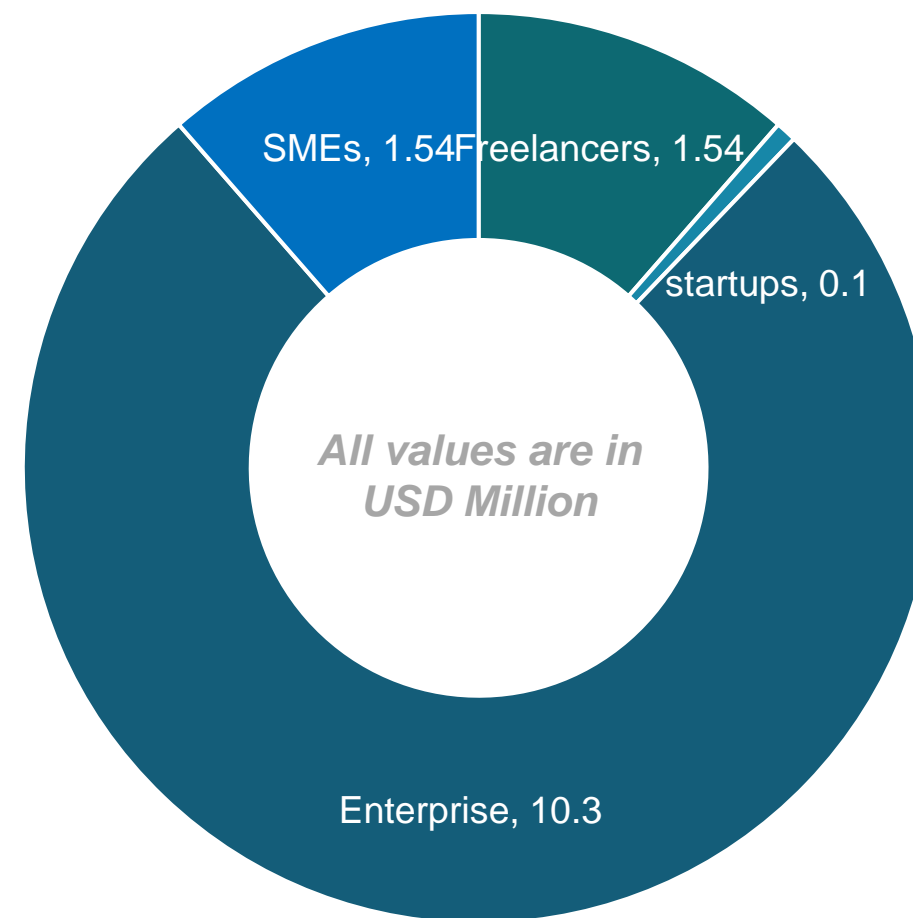
WORKSPACE MARKET IN INDIA



WORKSPACE MARKET

Source: bsc interiors

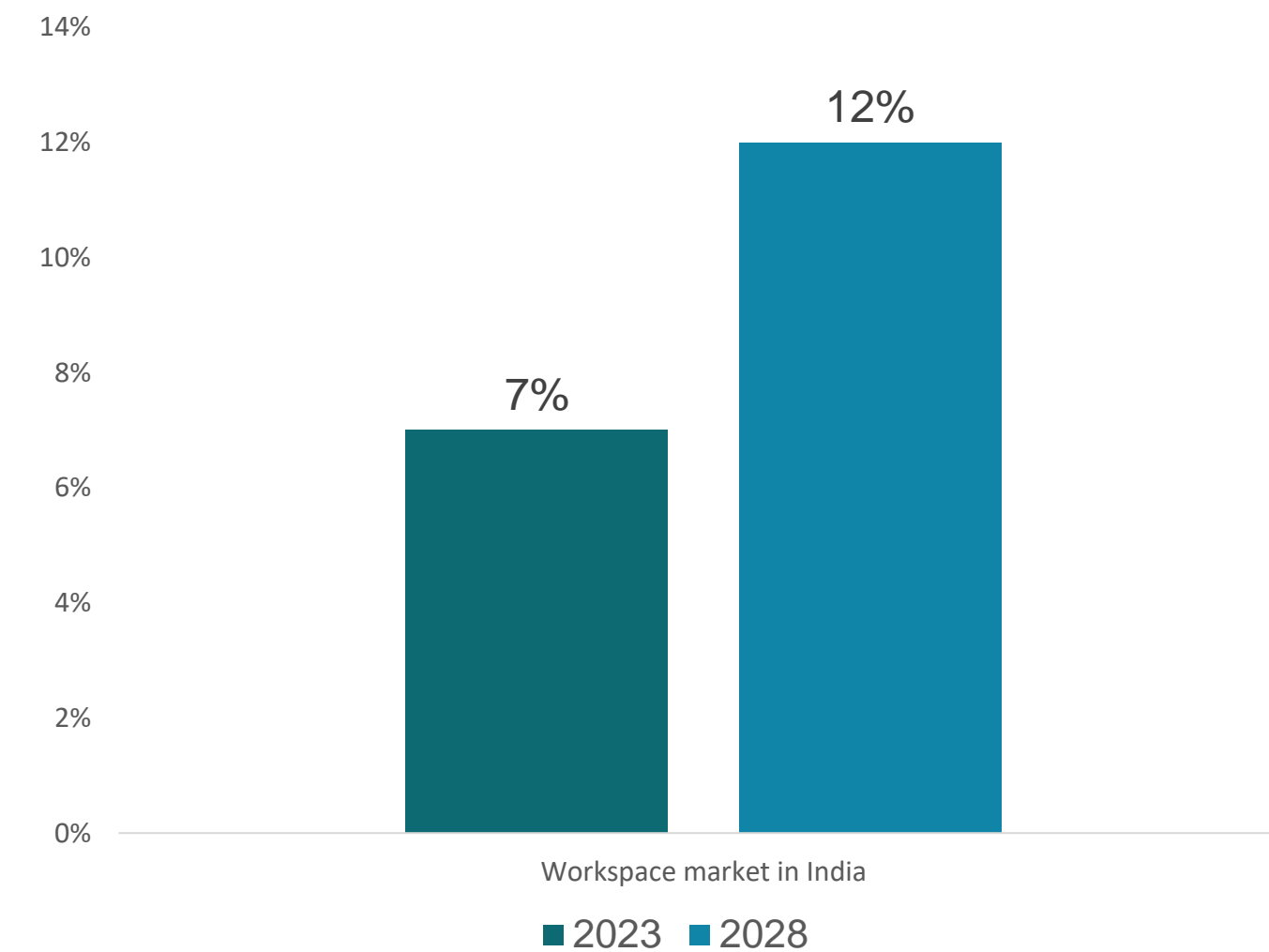
MARKET SIZE SEGMENTATION



POTENTIAL ADDRESSABLE MARKET INDIA

Source: JLL REPORTS

WORKSPACE MARKET GROWTH



INDIA WORKSPACE MARKET % GROWTH

Source: Livemint

INDIA WORKSPACES – MARKET PERFORMANCE

MARKET PERFORMANCE Q2 2024

53.8 MN SQ.FT
Absorption in 9M 2024

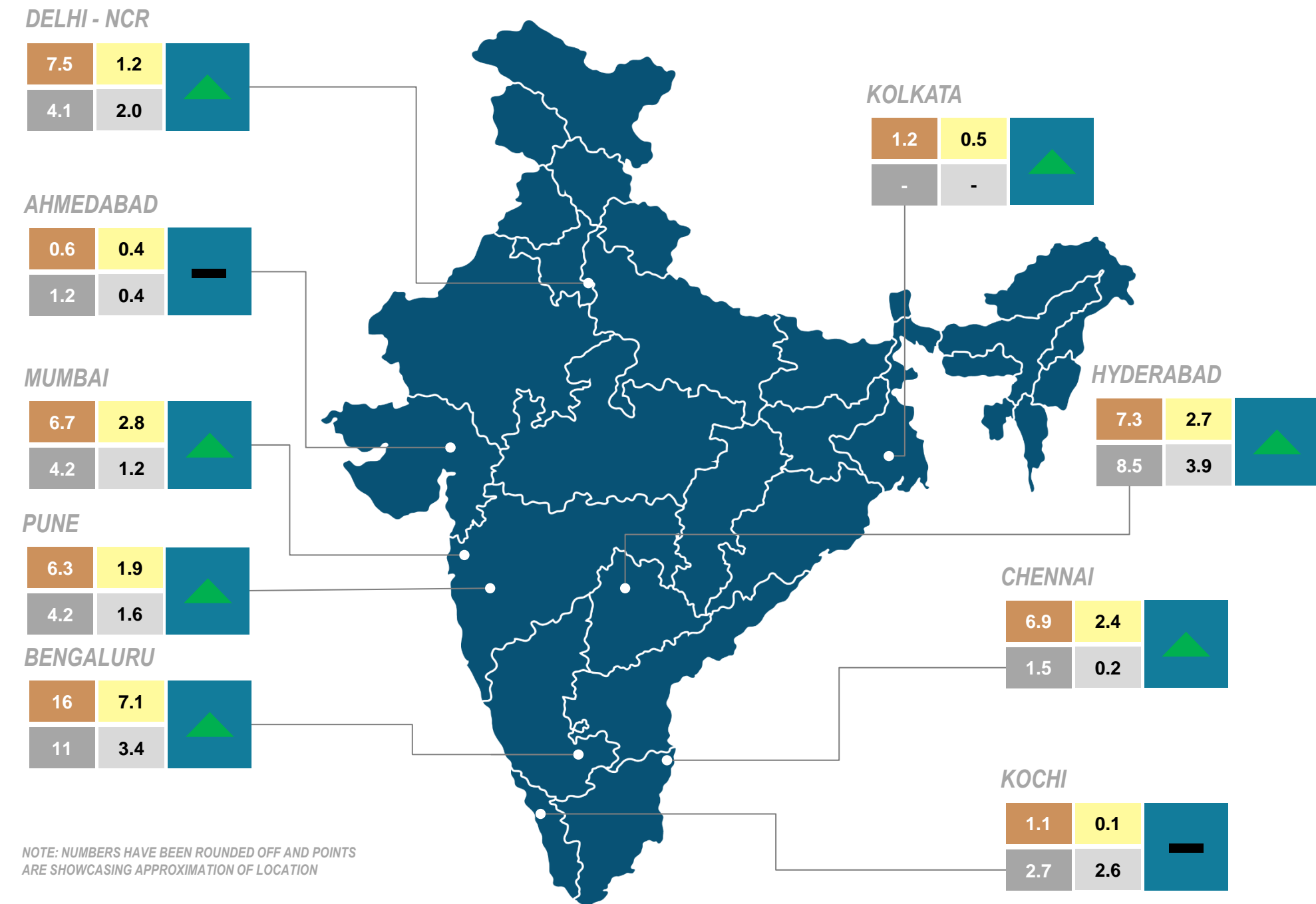
19.0 MN SQ.FT
Absorption in Q2 2024

37.5 MN SQ.FT
Supply in 9M 2024

15.3 MN SQ.FT
Supply in Q2 2024

■ Absorption in 9M 2024 ■ Absorption in Q2 2024
■ Supply in 9M 2024 ■ Supply in Q2 2024

Q2 RENTAL INDICATOR ARROWS (Q-o-Q)
▲ INCREASE — STABLE ▼ DECREASE



NOTE: NUMBERS HAVE BEEN ROUNDED OFF AND POINTS ARE SHOWCASING APPROXIMATION OF LOCATION

KEY SECTORS THAT DROVE LEASING ACTIVITY

Technology 19% Share in Q2 2024	Banking, Finance & Insurance 18% Share in Q2 2024
Flexible Space Operator 17% Share in Q2 2024	Engineering & Manufacturing 09% Share in Q2 2024
Life Sciences 08% Share in Q2 2024	E-commerce 07% Share in Q2 2024

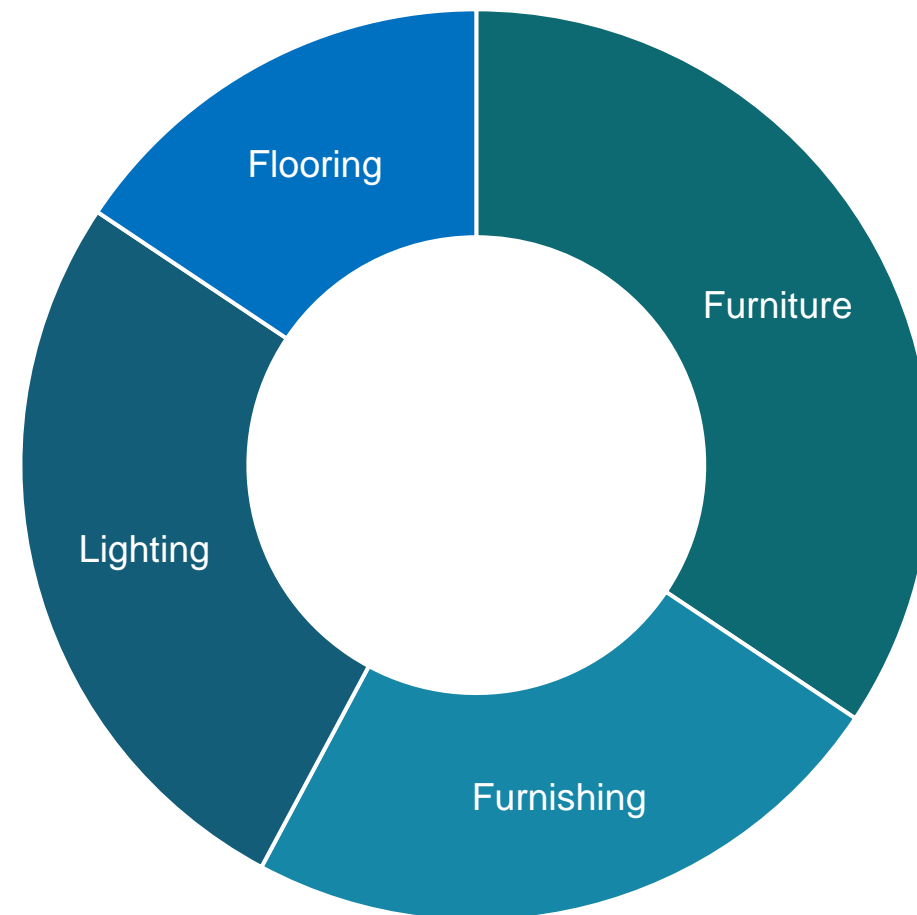
REGIONAL SHARE IN LEASING ACTIVITY

American Corporates	Domestic Corporates	EMEA Corporates	APAC Corporates
42% Share in Q2 2024	35% Share in Q2 2024	16% Share in Q2 2024	07% Share in Q2 2024

Source: CBRE

DESIGN AND BUILD – MARKET ANALYSIS

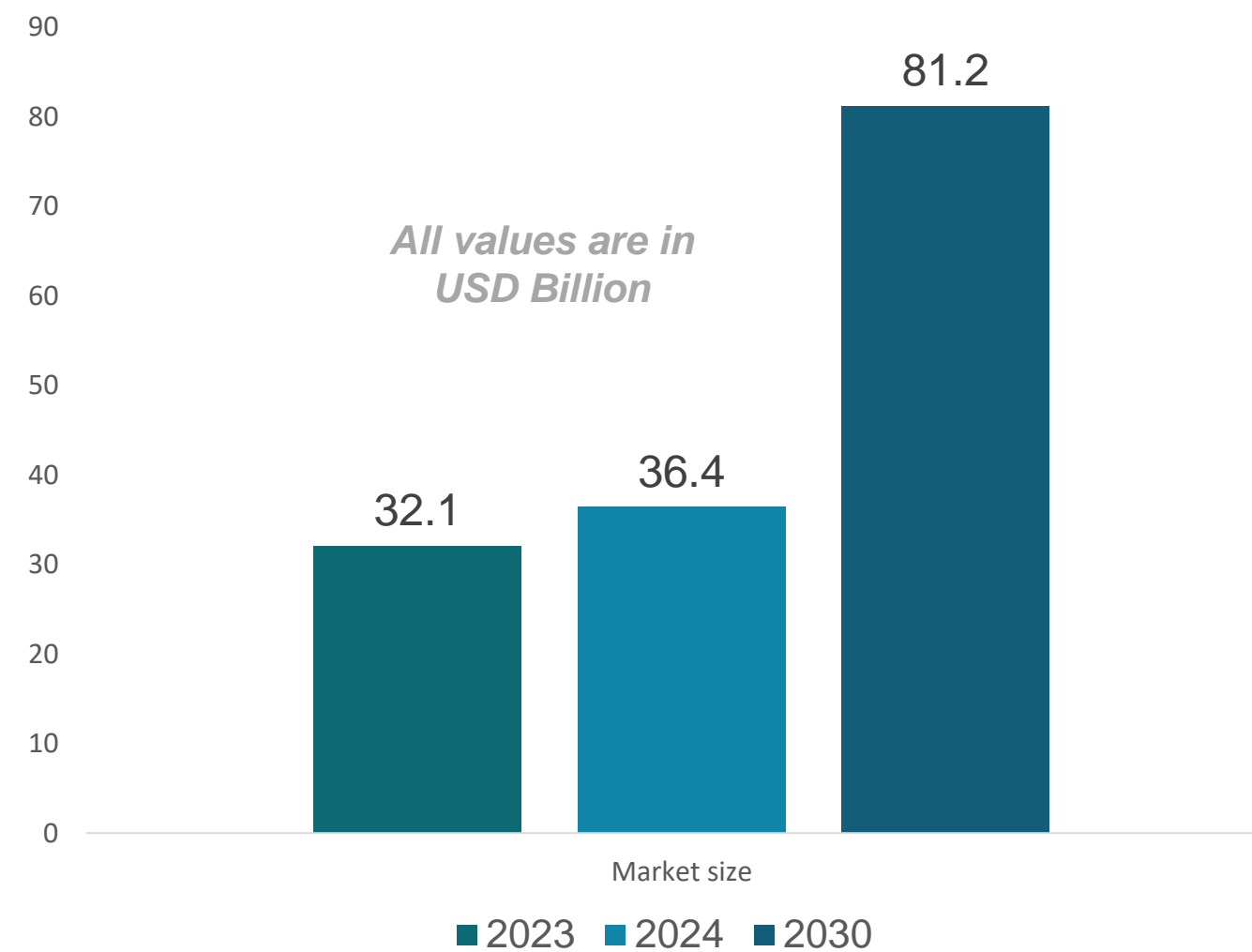
MARKET SEGMENTATION BY PRODUCT – 2023



INDIA INTERIOR PRODUCT MARKET

Source: Ken Research Analysis

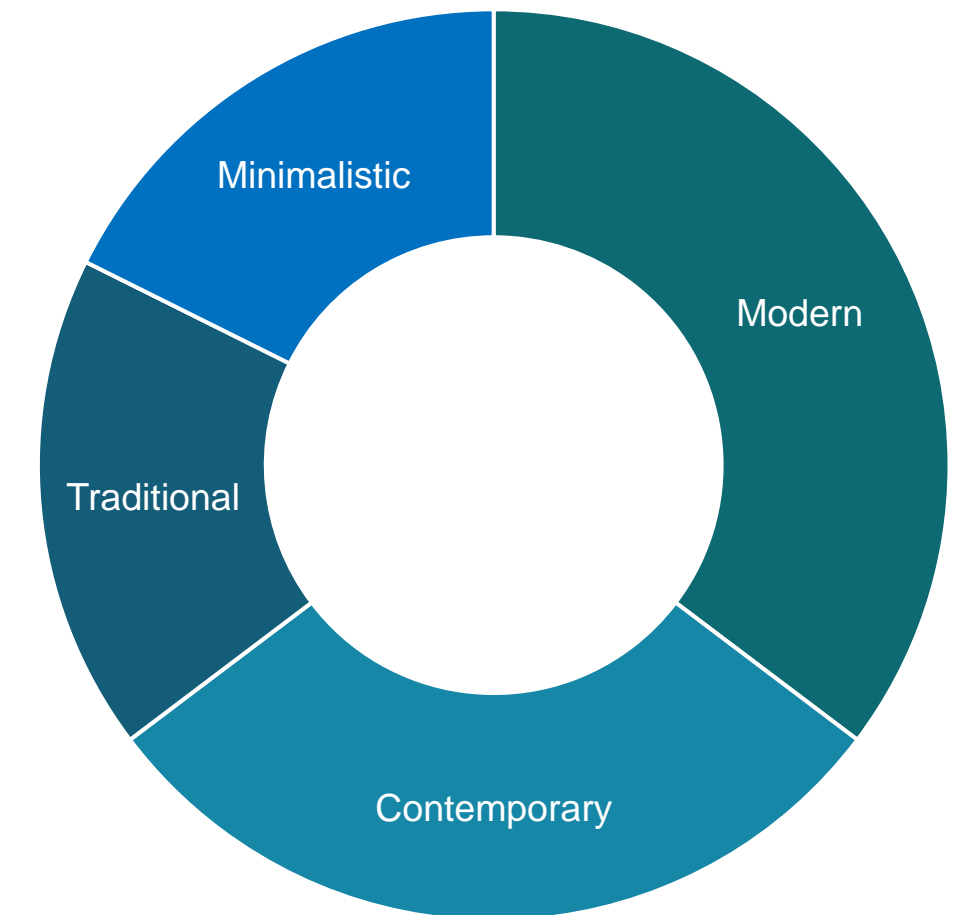
MARKET SIZE COMPARISON



INDIA INTERIOR DESIGN MARKET

Source: PS Market Research

MARKET SEGMENTATION BY DESIGN - 2023

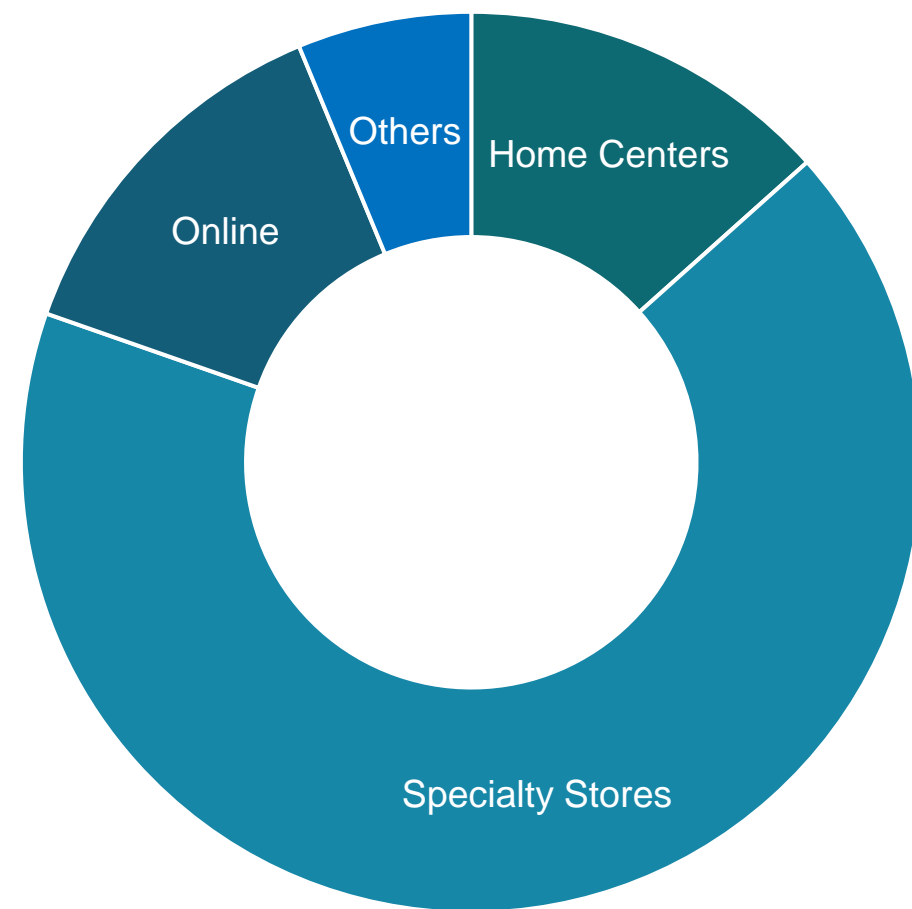


INDIA D&B MARKET BY APPLICATION

Source: Ken Research Analysis

FURNITURE MANUFACTURING – MARKET ANALYSIS

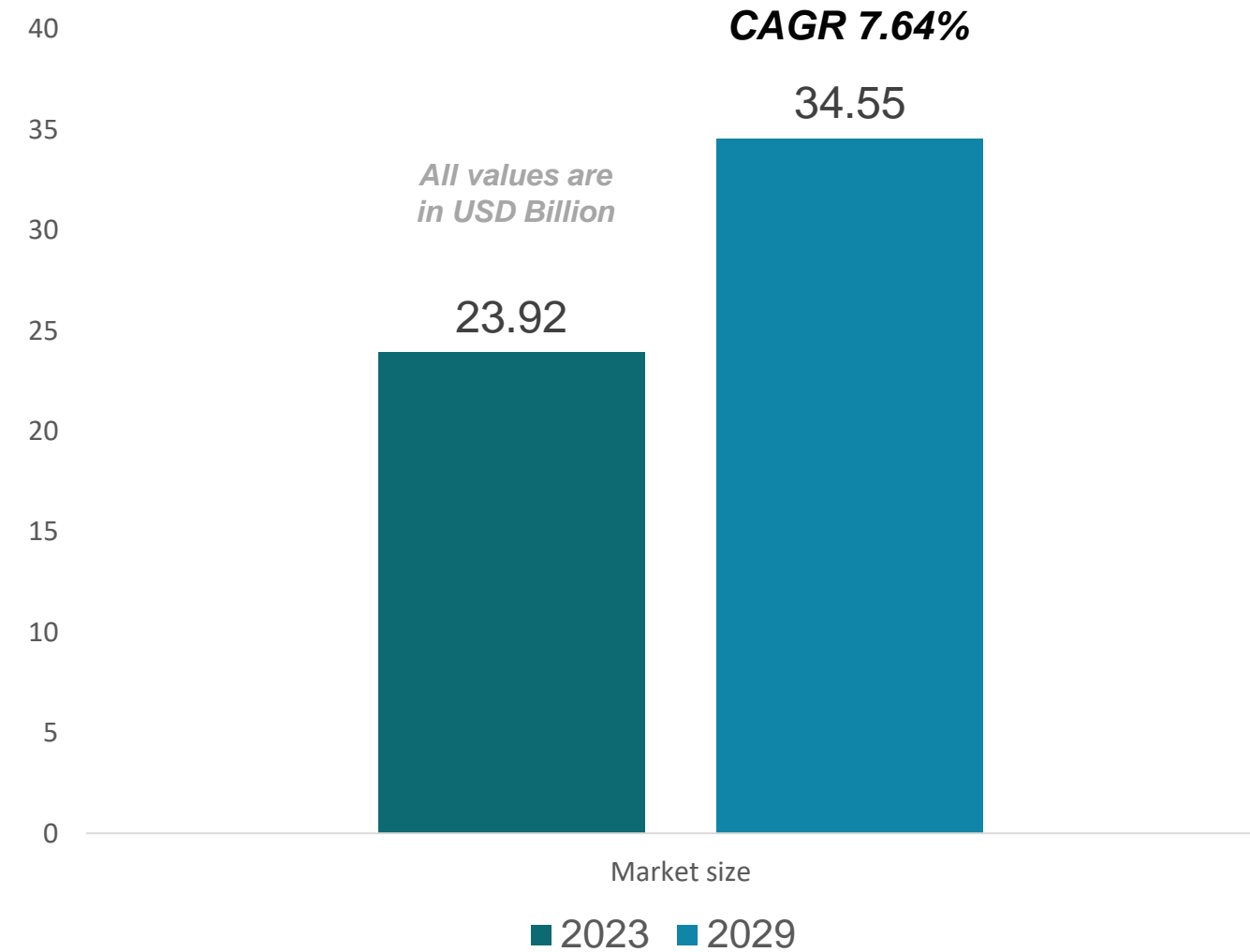
FURNITURE MARKET SHARE %



INDIA – DISTRIBUTION BY CHANNEL

Source: Mordor Intelligence

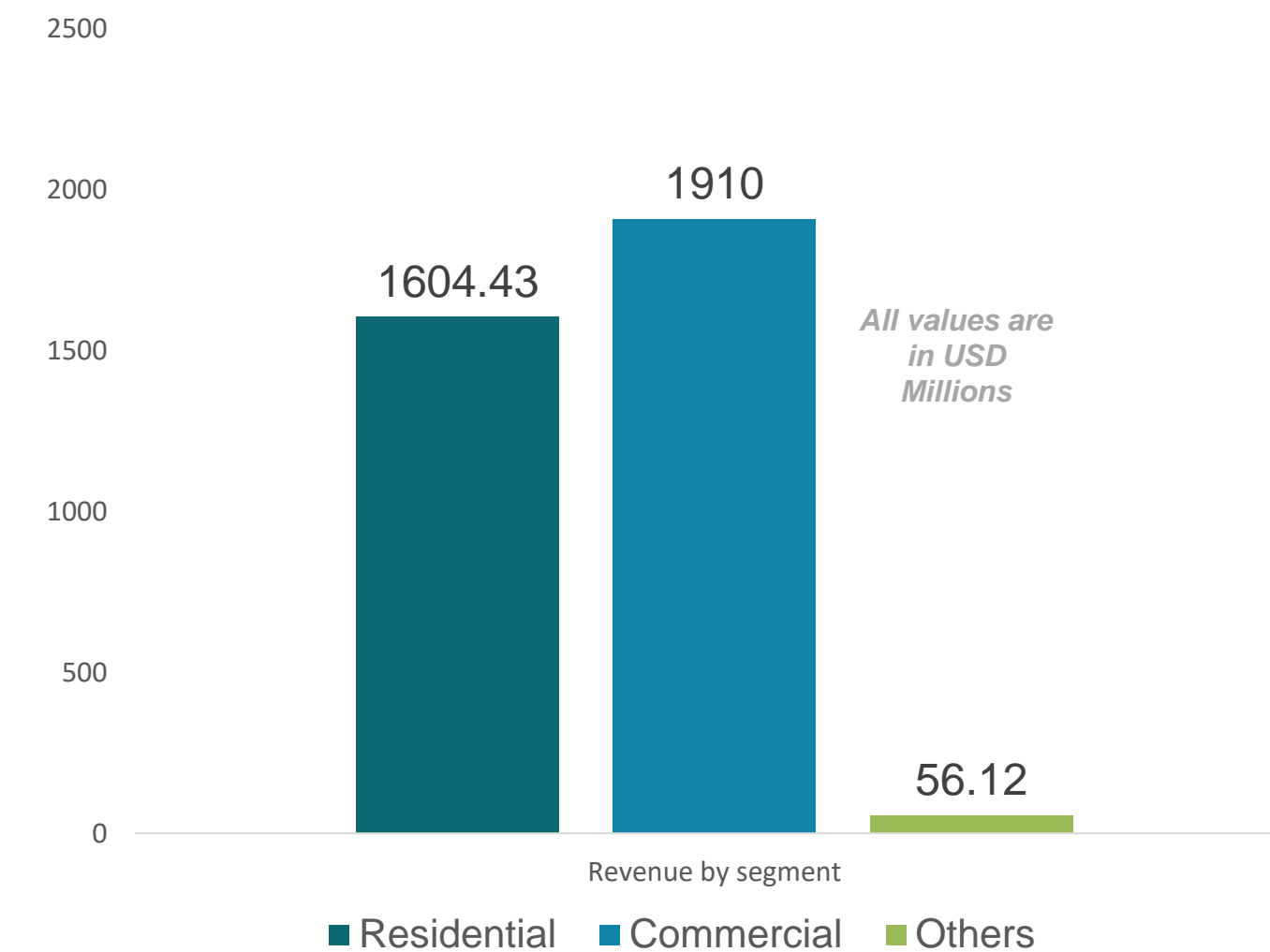
FURNITURE MARKET



INDIA MARKET GROWTH

Source: PS Market Research

REVENURE BY SEGMENT - 2023



WORLD FURNITURE MARKET REVENUE

Source: STATISTA

EVENTS



EVENT - IINFRA CORPORATE EXCELLENCE AWARDS



EVENT – INDIA DESIGN MUMBAI



EVENTS – EMPLOYEE ENGAGEMENT



A modern office environment with large windows, desks, and office chairs. The scene is dimly lit, suggesting an evening or night setting. The office is furnished with wooden desks, black office chairs, and computer monitors. The large windows offer a view of a city skyline.

**EMPOWERING WORLD
OF WORK FOR YOU**



THANK YOU

+91 7410723100

compliance@efclimited.in

6TH FLOOR, VB CAPITOL, SHIVAJINAGAR,
PUNE, MAHARASHTRA