

REF.NO./GHCL/AHMD/2021-2022/363A
DATE: DECEMBER 16, 2021

To BSE Limited Corporate Relation Department Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001 ----- REF: Security Code No. 526367	To National Stock Exchange of India Ltd. Exchange Plaza, Plot No. C/1, G Block Bandra-Kurla Complex Bandra (E), Mumbai - 400 051 ----- REF: Company Symbol: GANESHHOUC
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SUB: - INTIMATION OF SCHEDULE OF ANALYST MEETING

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we give below the details of the Schedule of Analyst Meeting followed by site visit with the Company as under:

Date and Time of the Meeting	Name of Fund/Company	Type of Meeting/Interaction	Venue of the Meeting
December 18, 2021 (Saturday) Time : 10.30 a.m. onwards	Meeting shall be conducted by the Company – Invitation will be sent to various Analysts. Meeting will be followed by site visit.	Group Meeting	Ganesh Corporate House, 100 Feet Hebatpur – Thaltej Road, Near Sola Bridge, Off S.G Highway, Ahmedabad - 380054

The presentation to be made at the meeting shall be uploaded on the website of the Company www.ganeshhousing.com. A copy of the said presentation is attached.

Thanking you,

Yours faithfully,

For GANESH HOUSING CORPORATION LIMITED
JASMIN JANI
COMPANY SECRETARY &
COMPLIANCE OFFICER**Encl : As above****GANESH CORPORATE HOUSE**100 ft. Hebatpur-Thaltej Road,
Nr. Sola Bridge, Off. S.G. Highway,
Ahmedabad-380 054. Gujarat, India.
CIN : L45200GJ1991PLC015817**P** +91 79 6160 8888**F** +91 79 6160 8899**E** ganesh@ganeshhousing.com**W** www.ganeshhousing.com



**GANESH
HOUSING** 
CORPORATION LIMITED

GANESH HOUSING

AHMEDABAD SITE
VISIT

DECEMBER 2021

Disclaimer

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Snapshot : A Leading Real Estate Developer

1

Premium Ahmedabad focused developer with strong & differentiated brand that allows leadership position

2

Strong Brand Reputation built on transparency, trust, superior planning and timely execution

3

Balance sheet strengthening
Debt reduced 67% in past 2 years; deleveraging key focus

4

Large asset base

Over 500 acres of developable land bank across strategic locations

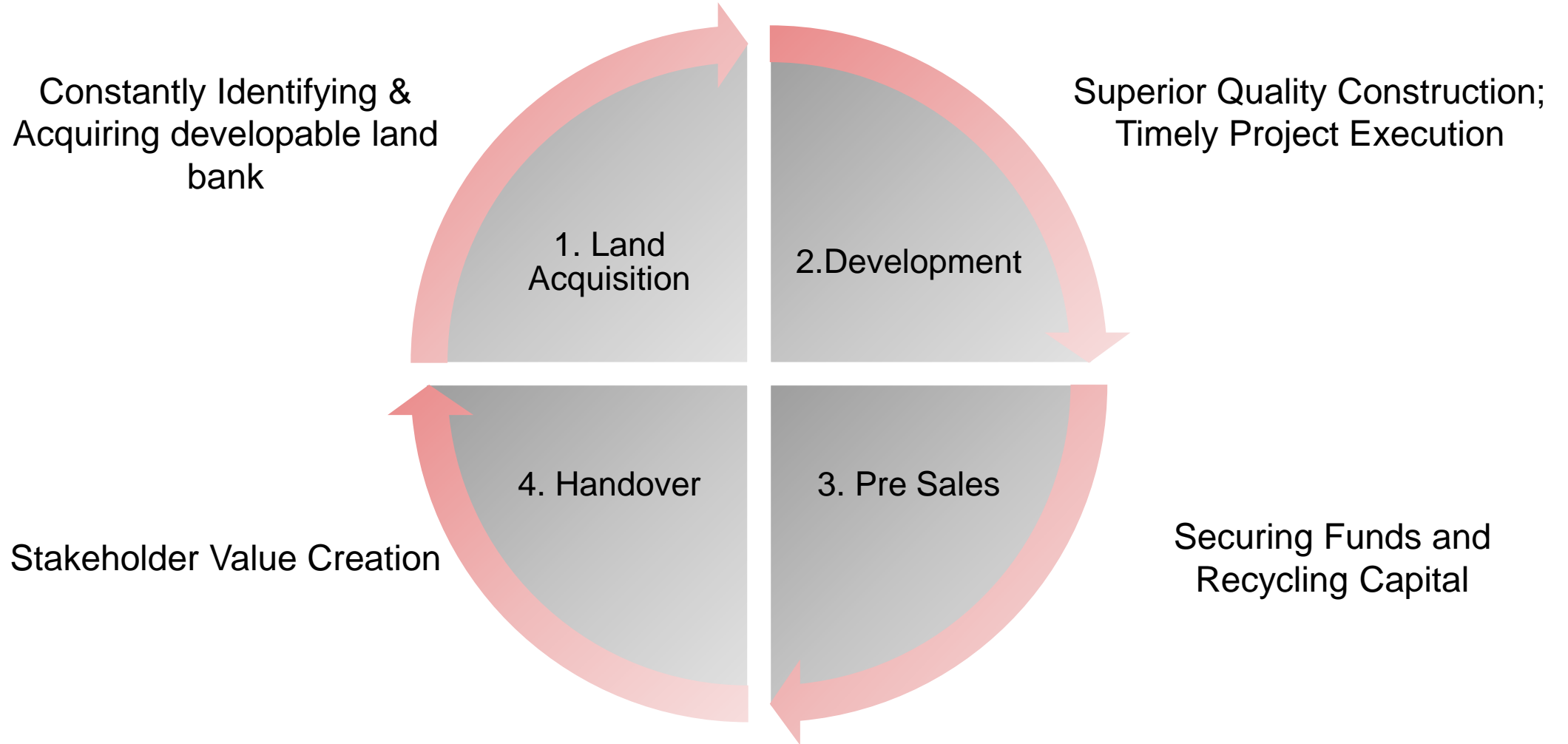
5

Strong Projection Execution Skills
Delivered 22msf of residential and commercial real estate in Ahmedabad till date

6

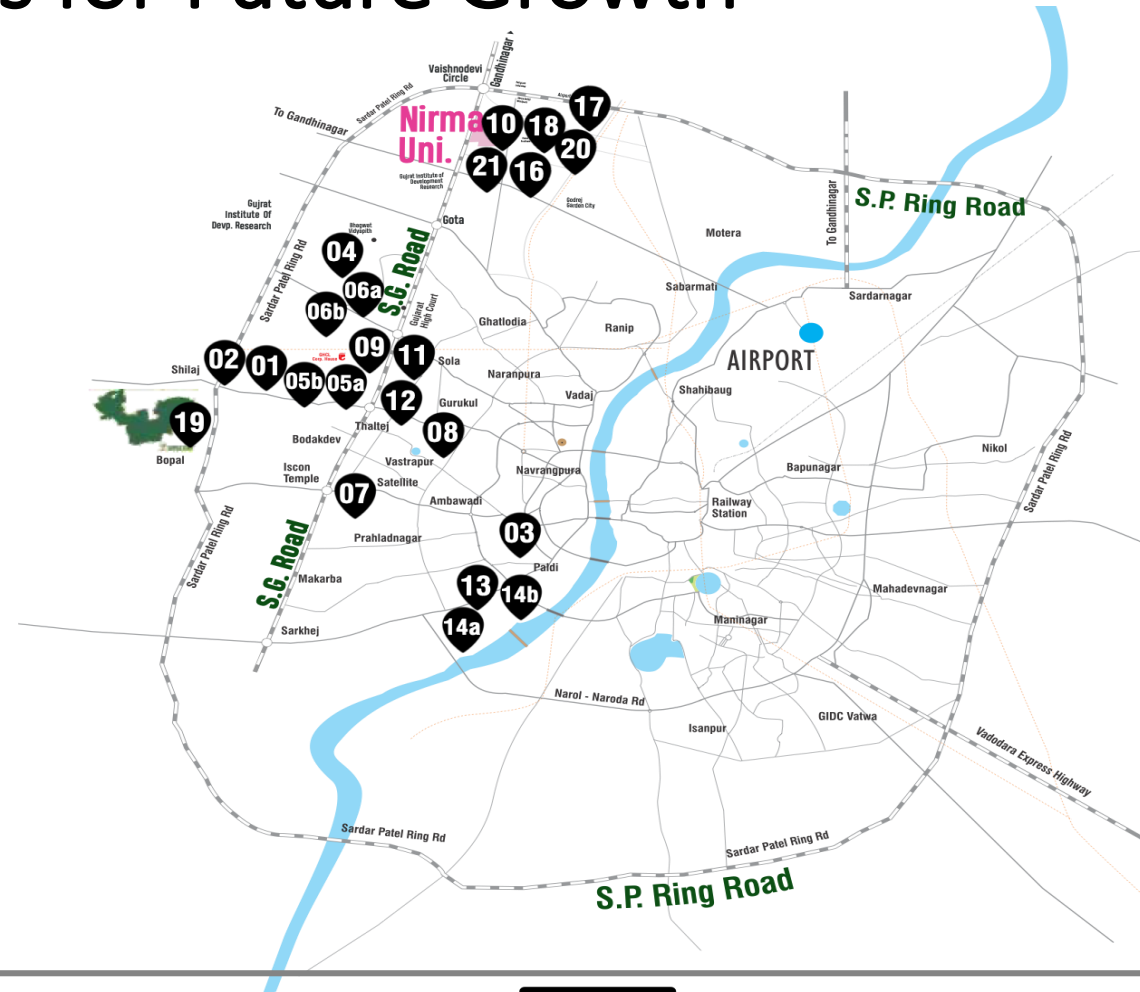
Leadership Team *with excellent domain knowledge and significant experience in Real Estate*

De-Risked Business Model



Significant Land Reserves for Future Growth

- ✓ ~500 acres of land reserves in strategic locations across Ahmedabad
- ✓ 36 msf of development potential
- ✓ Ability to take advantage of favourable market conditions by launching projects quickly without having to acquire land
- ✓ Rationalize land reserves in areas with limited potential and selectively replenish reserves in strategic locations



Our Completed Projects...

01 maple - I	02 maple - II	03	04 सुयोजन	09 MAGNET	10 malabar country	11 maple TRADE CENTER	12 maple tree	15 malabar country II	16 MAGNET
05 Shangri-La II	06	07	08	13 Ratnam APARTMENTS	14 Maniratnam				

Our Ongoing / Proposed Projects

17 malabar country III	18	19	20 malabar EXOTICA	21 RETREAT
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Proven Execution Track Record

Maple Tree: Speed of execution to enhance shareholder value

Feb'15



Land of ~ 10 acres identified

Apr'15



Project launched and construction start

2 month

Apr'16



Significant progress made in less than one year

12 months

Apr'17



Construction work completed in two towers

12 months

Jan'19



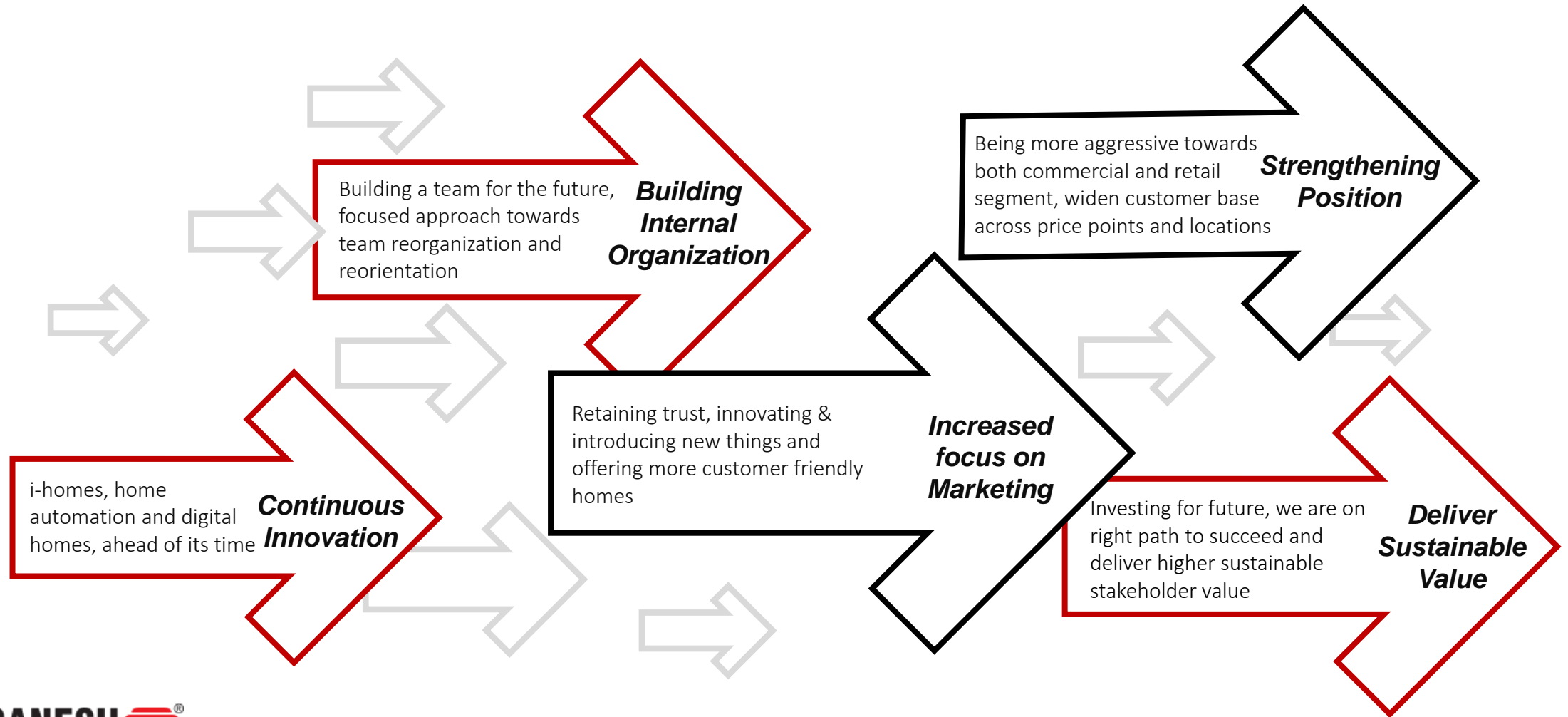
Completion

22 months

What Sets Us Apart



Strategic Priorities



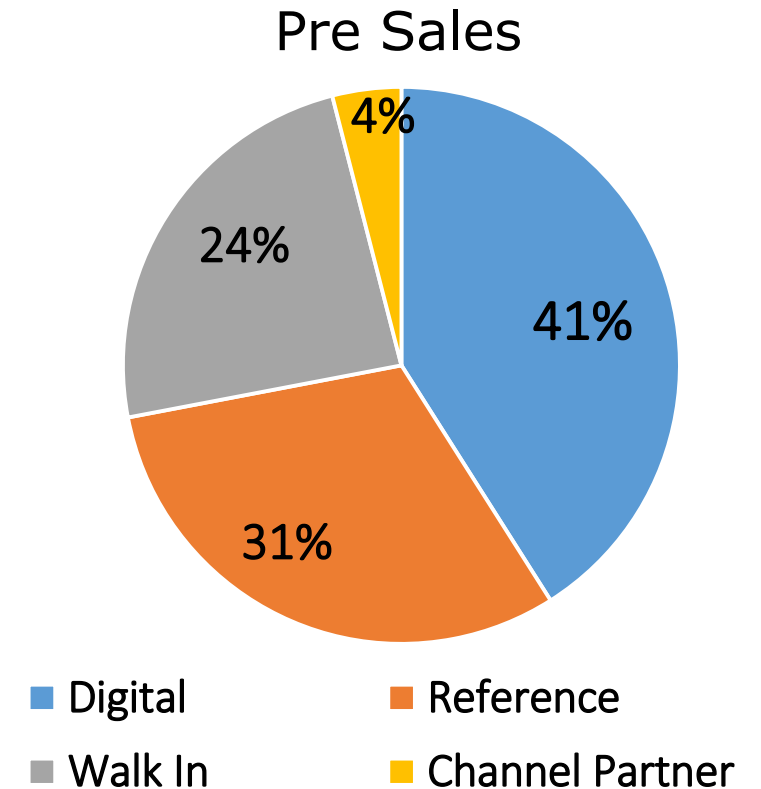
Focussed Marketing

- Brand Recognition
- Power of Digital Platform
- Strong Relationship with existing & past members
- Unique Design Scale

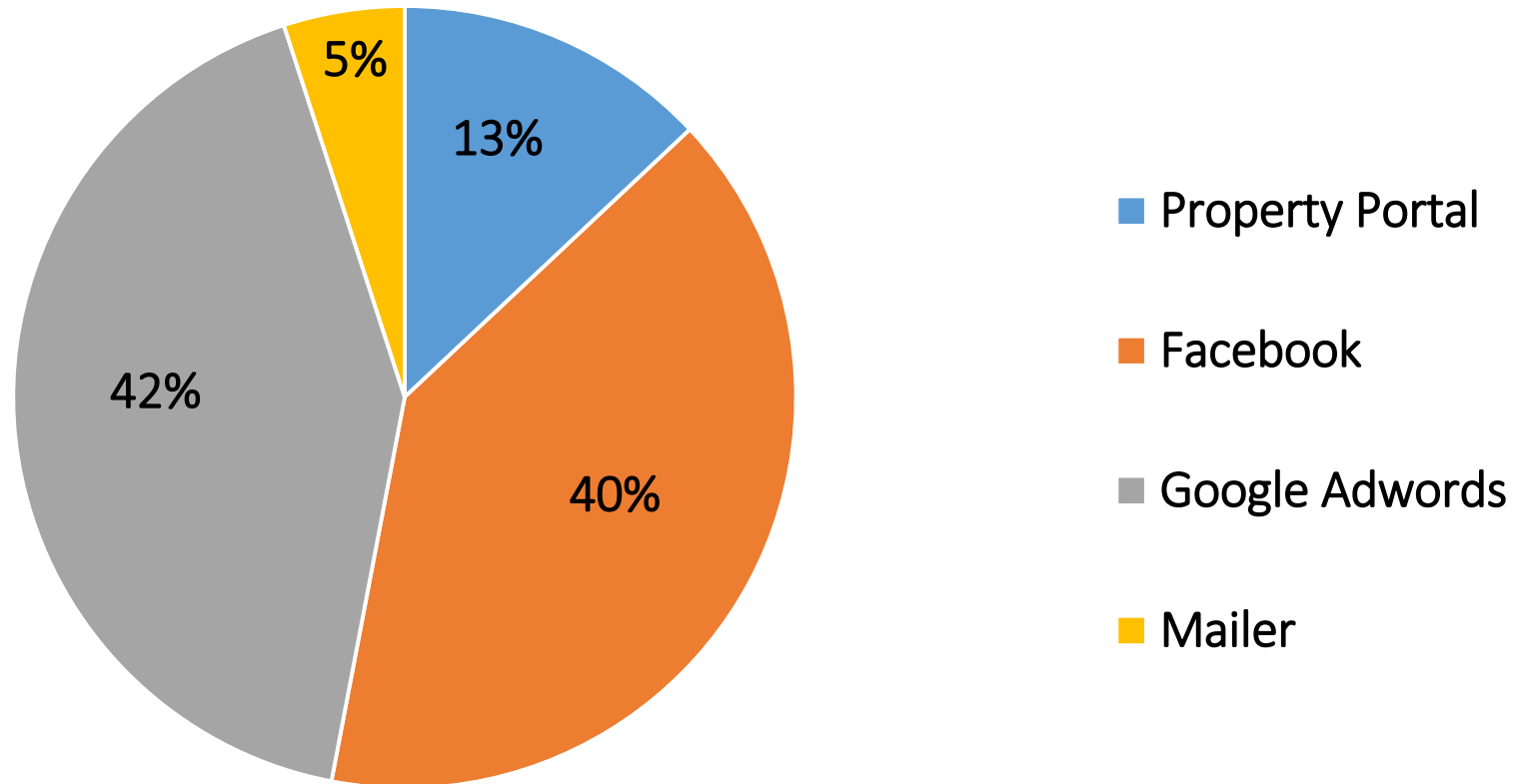
01-01-2021 to 30-09-2021			
Pre Sales Value (Rs mn)	Pre Sales Area (mn sq. ft)	Units (nos)	Marketing Expenses (Rs mn)
3078	0.8	480	15

Pre Sales Source

01-01-2021 to 30-09-2021				
Project Name	Pre Sales Value (Rs mn)	Pre Sales Area (mn sq ft)	Marketing Expense (Rs mn)	Units (nos)
Maple Tree	1036	0.22	2.2	89
Maple Trade Centre	88	0.02	0.8	9
Malabar County-III	1246	0.36	4.6	279
Malabar Exotica	709	0.20	7.4	103
TOTAL	3078	0.80	15.0	559



Digital Platforms



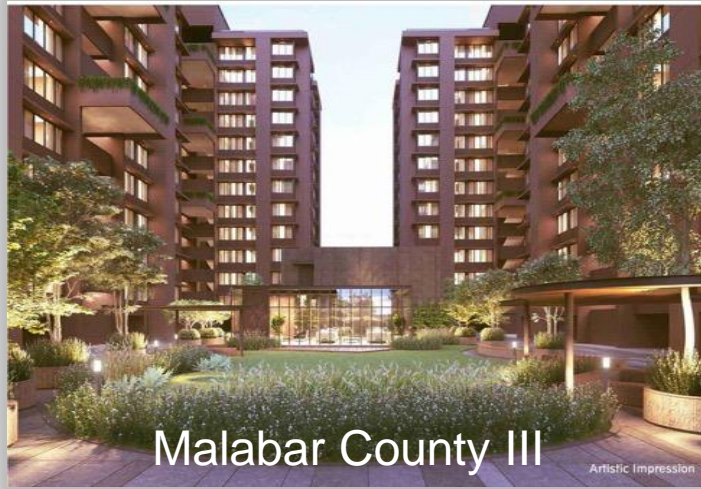
What we Have Achieved and What's Next

Particulars	Completed Projects	Ongoing Projects	Planned Projects
No. of projects	20	2	5
Type of projects	Residential - 16 Commercial – 4	Residential – 2	Residential - 3 Commercial – 2
Area in msf	22	0.9	4
Actual/Expected Start - Completion Date	Since 1991	Feb'21 - July'24	Jan'22 – Mar'26
Actual/Expected Sales Value (Rs mn)	~25,000	2,800	~19,100
Actual/Expected FCF (Rs mn)	~8,000	~970	~10,700
Names of some key projects	Maple Tree , Maple Trade Centre, Magnet Corporate Park, Malabar County I & II, Sundervan Epitome, Maple County I & II, GCP Business Center	Malabar County III Malabar Exotica	Malabar Retreat IT SEZ-Ph 1 (Commercial) IT SEZ-Ph 2 (Residential) IT SEZ-Ph 3(Commercial) IT SEZ-Ph 4 (Residential)

Roadmap To Growth

Project	Location	Land Area (acre)	Saleable Area (msft)	Expected Sale/lease per sqft
<i>RESIDENTIAL PROJECTS</i>				
Malabar County 3	Behind Nirma University	1.9	0.4	3,300
Malabar Exotica (4)	Behind Nirma University	1.9	0.4	3,600
Malabar Retreat (5)	Behind Nirma University	2	0.6	4,300
IT SEZ Phase 2	Behind Nirma University	3	0.8	4,500
IT SEZ Phase 4	Behind Nirma University	3	0.8	5,000
<i>COMMERCIAL</i>				
IT SEZ Phase 1	Behind Nirma University	3	0.8	4,200
IT SEZ Phase 3	Behind Nirma University	3	0.8	40

Ongoing/Upcoming Projects





**Q 2 F Y 2 2
H I G H L I G H T
S**

**Malabar
Country**

Q2FY22 : Key Business Highlights



Booked area of **2,74,784 sqft** across 4 projects, growth of **37% QoQ**



Value of sales at **INR 1,030mn**, registering a growth of **42% QoQ**



Collections stood at **INR 573mn**, **8% higher** than Q1FY22



External debt brought down to **INR 2,114mn** ending Q2FY22 vs **INR 5,076mn** ending Q2FY21



Debt/Equity at **0.4x ending Q2FY22** vs **0.9x ending Q2FY21**



Strong Cashflow visibility, new projects launch in pipeline to commence soon

Q2FY22 : Strong Financial Performance

Particulars (INR mn)	Q2FY22	Q2FY21	YoY (%)	Q1FY22	QoQ(%)	H1FY22	H1FY21	YoY (%)
Revenue	739	146	406%	793	(7%)	1532	155	888%
EBITDA	298	(90)	431%	210	42%	508	(487)	204%
EBITDA Margin (%)	40.3%	(61.6%)	102%	26.5%	13.8%	33.2%	(314.2%)	347.4%
PBT	198	(319)	162%	76	161%	274	(885)	131%
PAT	152	(238)	164%	54	181%	206	(696)	130%
PAT Margin (%)	20.5%	(163.0%)	183.6%	6.8%	13.8%	13.4%	(449.0%)	462.5%

A photograph of a modern building with a glass facade and a courtyard with trees. The building has a white facade with a glass facade on the right side. The courtyard has a paved walkway and a grassy area with several trees. The sky is overcast.

**THANK
YOU**