

August 16, 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 Q1 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

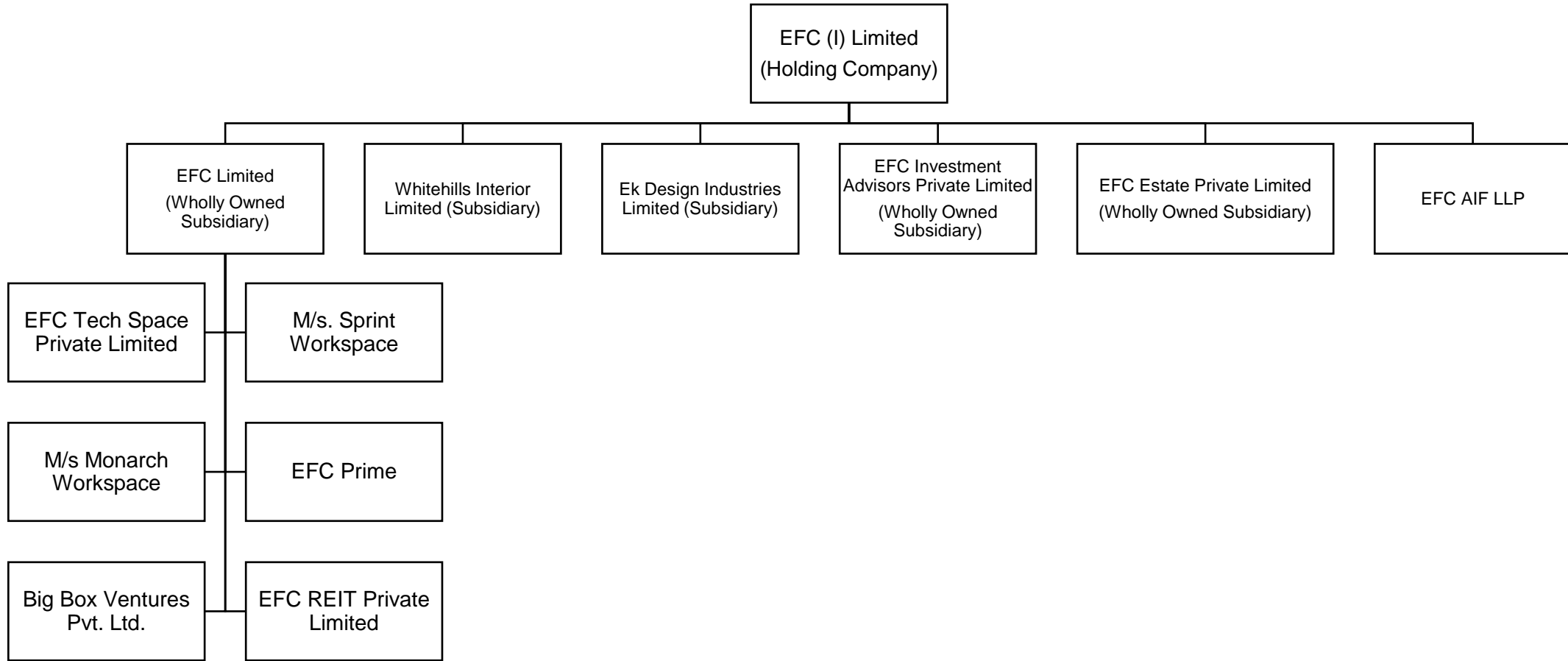
Presentation
Quarter 1 of FY 2025

An illustration of a modern office environment. A large, grey, dome-shaped pendant light hangs from the ceiling, casting a bright, conical beam of light onto a long, light purple desk. Three people are seated at the desk, each working on a laptop. From left to right: a man with a beard wearing a white shirt and black pants; a man wearing a yellow shirt and blue pants; and a woman wearing a blue shirt and black pants. A blue briefcase sits on the floor under the desk. To the left of the desk is a stylized, teal-colored potted plant. The background is a light grey gradient.

ENTERPRISE
FACILITATION
CENTRE



EFC (I) Limited - Share Holding Structure



REAL ESTATE

— AS A SERVICE —



REAL ESTATE

INTERIOR

FURNITURE



REAL ESTATE

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.





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.



Office Interior Design



Managed Offices

Enterprise Solutions



Business Centers



Furniture Mfg.



Leasing of Spaces & Assets Vertical

Managed Office Business - Snapshot

 **BIGBOX**

 **SPRINT**
The Co-Works

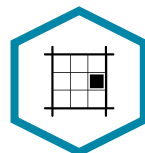
 **EFC**[®]
Real Estate as a Service Company

 **WHITE HILLS**

 **EK DESIGN**



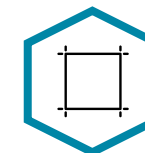
7
Cities



2.25 million +*
AUM in sq. ft.



57
Sites under Management



25,000 to 30,000
Avg Sq. Ft. per Site



47,000*
Seating Capacities



6,250
Avg Rent per Seat



40 : 1
Sq. Ft. to Seat Ratio



3 YEARS
Avg Lease Period



3 TO 5 YEARS
Large Enterprise Lease
Period



5 YEARS (plus)
Landlord Lease Period



40 : 100
Rentals Paid to Received



25 : 100
EBITDA to Rentals

** data as on 30th June 2024

Q1 FY2025 – EFC(I) Key Achievements

Managed Office Business:

- **Capacity Enhancement:** Increment in leasehold area by 300,000 sq. ft., 7,000+ seats, 7 centers across 4 existing cities
- **Property Acquisition:** Acquired about 80,000+ sq. ft. of prime Property in Pune for developing and leasing out under Managed Office Business Model (**Potential to generate annual revenue of Rs. 14.40 crores**)

New Clients:



Acquisition of Big Box Ventures: EFC Limited, a material unlisted subsidiary of the company, acquired 51% stake in Bigbox Ventures Private Limited, which is now a step-down subsidiary of EFC (I) Limited. Big Box operates 3,000+ Seats in the city of Pune and expanding to NCR Region, Ahmedabad and in Kolkata

Our Brands:



Q1 FY2025 – EFC(I) Key Updates

Alternate Structure

- Incorporation of Real Estate Investment Trust to set up SM REIT with Corpus of Rs. 499 crores



ESG Compliance and BRSR (Business Responsibility & Sustainability Reporting)

- ESG GAP Audit was conducted to identify the area for improvement
- ESG Team appointed to carry out necessary compliances, starting with establishing highest level of Governance (“G”)
- Initiatives taken to reduce GHG emission by consuming green power and establishing tools for consumption controls

Interior Design & Fit Outs Vertical

Q1 FY2025 – EFC(I) Key Achievements

- D & B Turnkey Contracting Business:
 - Won Contracts worth over Rs. 75 crores with customers from various business sectors, including:



- Contracts under negotiation over Rs. 100 crores

- Successfully completed 1,00,000 Sq. Ft. Project for Coforge in 62 days





ik **EK**
DESIGN

Q1 FY2025 – EFC(I) Key Updates

- **Furniture Manufacturing Business**

- Obtained Regulatory Permissions to establish the manufacturing facility at Fursungi, Haveli Taluka, Pune
- Set up the Manufacturing Facility with Office Infrastructure for Operation and Management of Factory Premise
- Total Workforce of 200+
- Plant & Machineries installed to achieve highest level of operational efficiencies

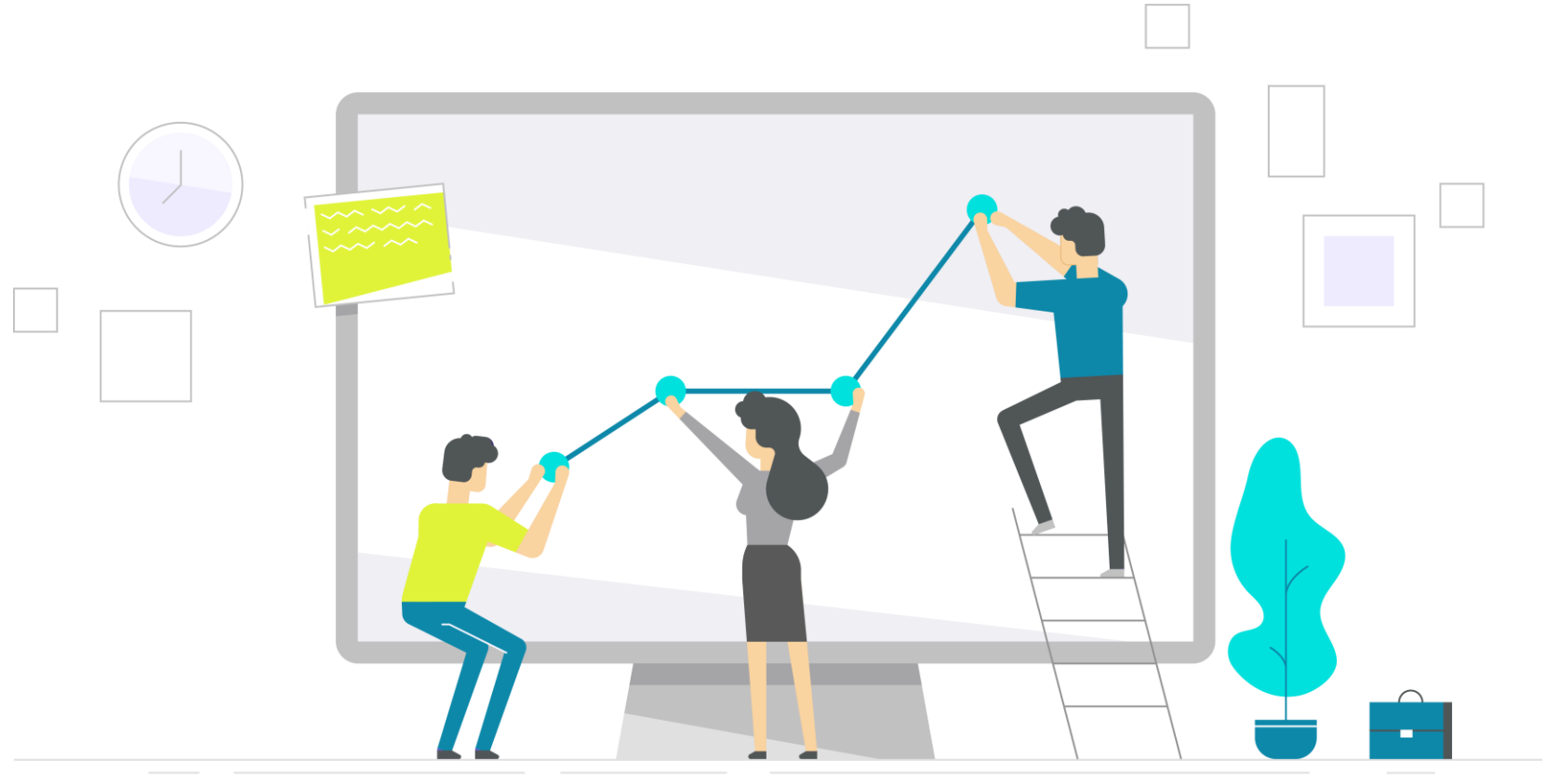


ENERGYMISSION
MACHINERIES (INDIA) LIMITED



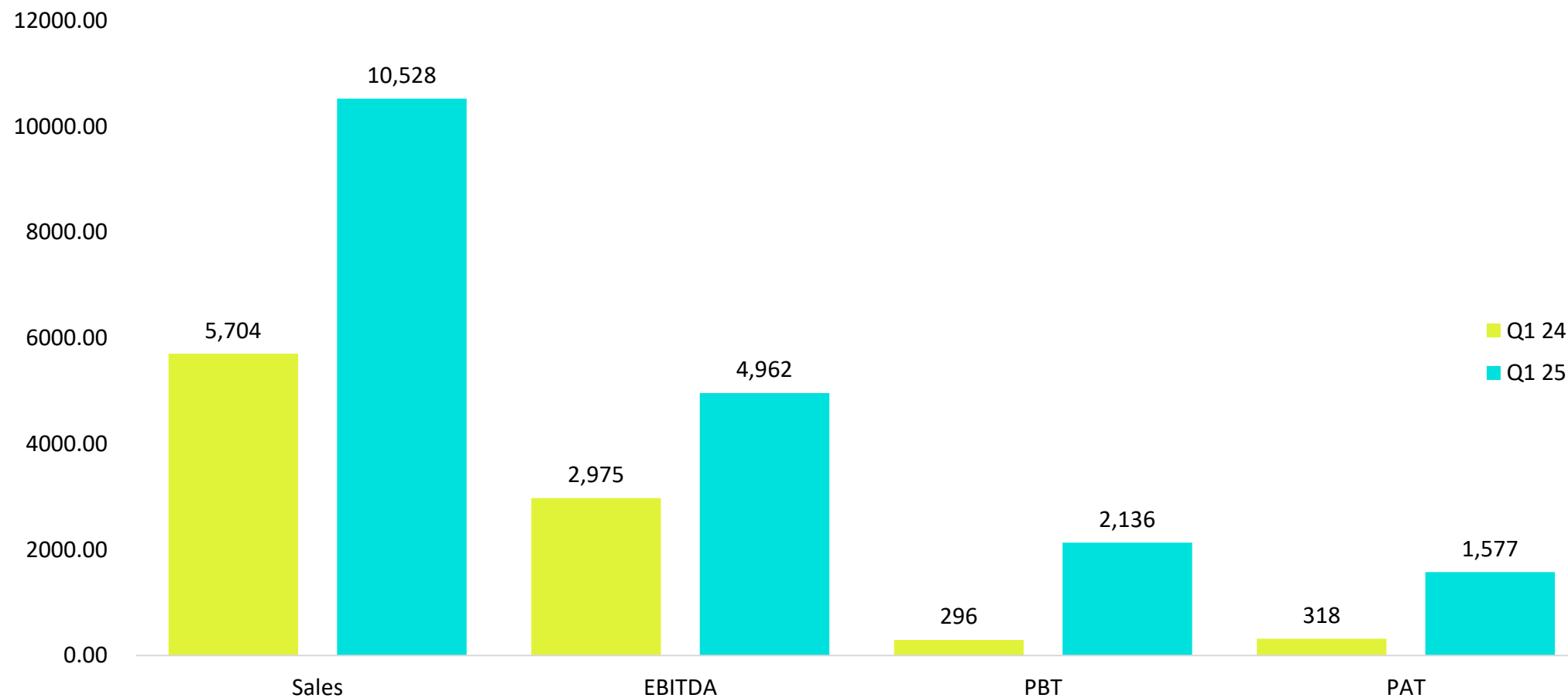
- Production trials to commence by Aug' 2024
- Commercial Production to start by Sept'2024

EFC (I) Ltd Consolidated Financials for Quarter 1 - FY 2025



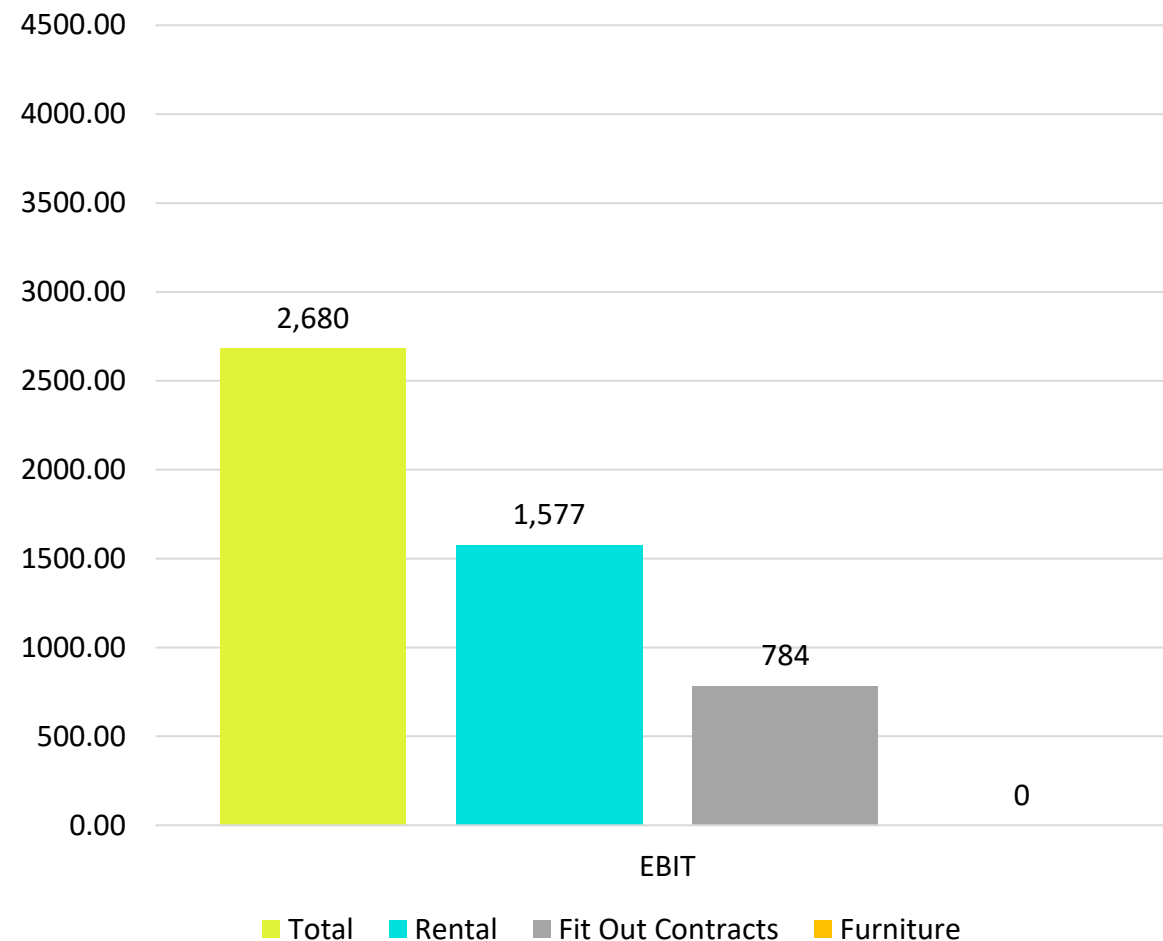
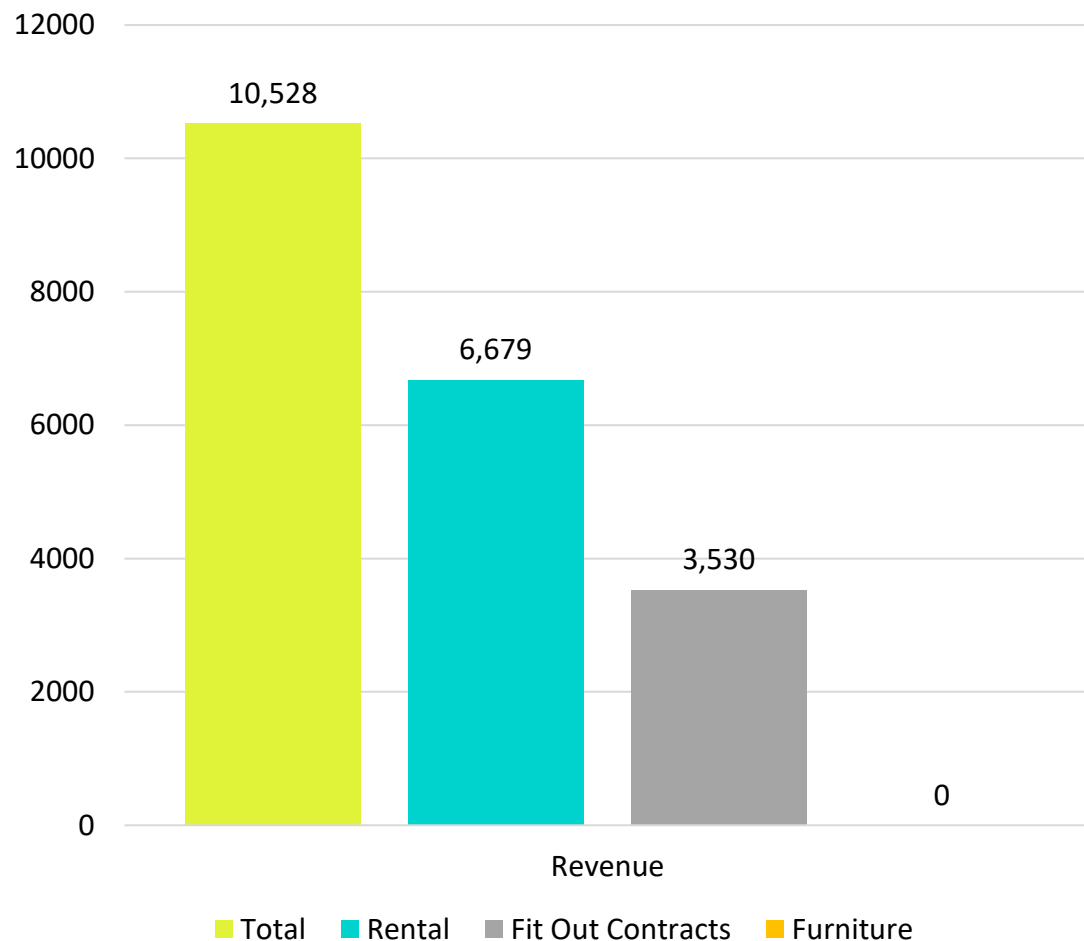
EFC (I) Ltd – Consolidated Financials (In Lacs)

Q1 FY 24 vs Q1 FY 25



EFC (I) Ltd – Consolidated Financials (In Lacs)

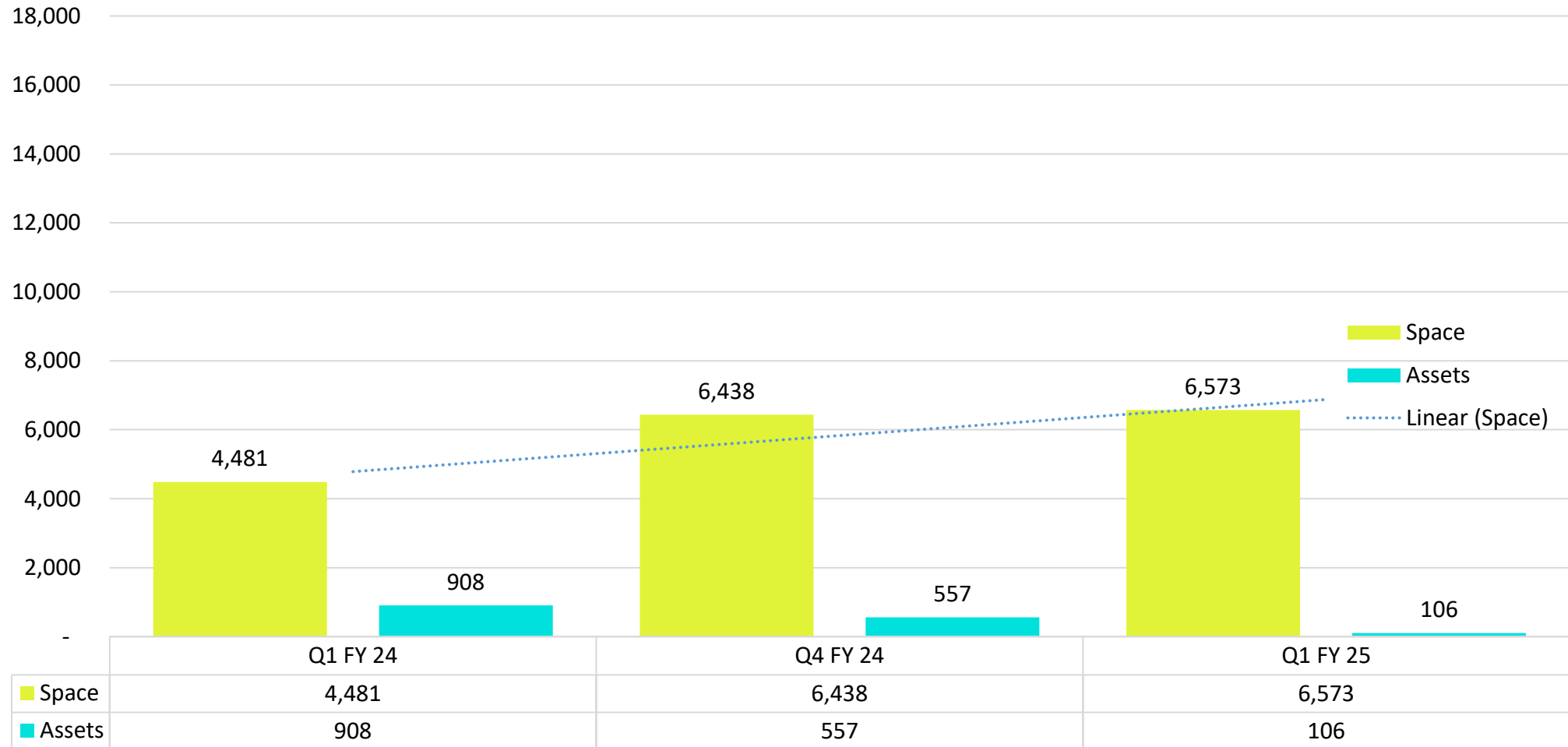
Segment-wise Revenue for Q1 FY 25





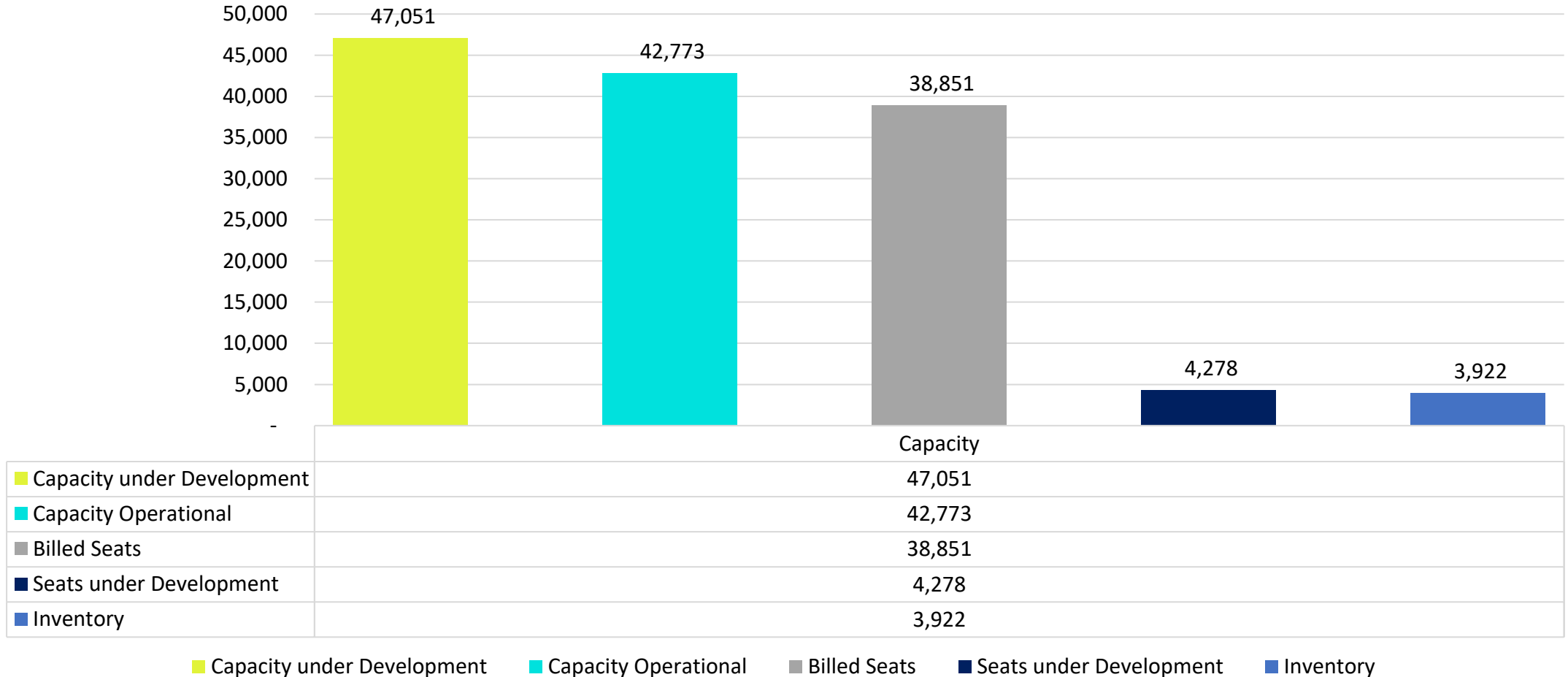
EFC (I) Ltd – Consolidated Financials (In Lacs)

Rental Income Break-up – Space vs Assets



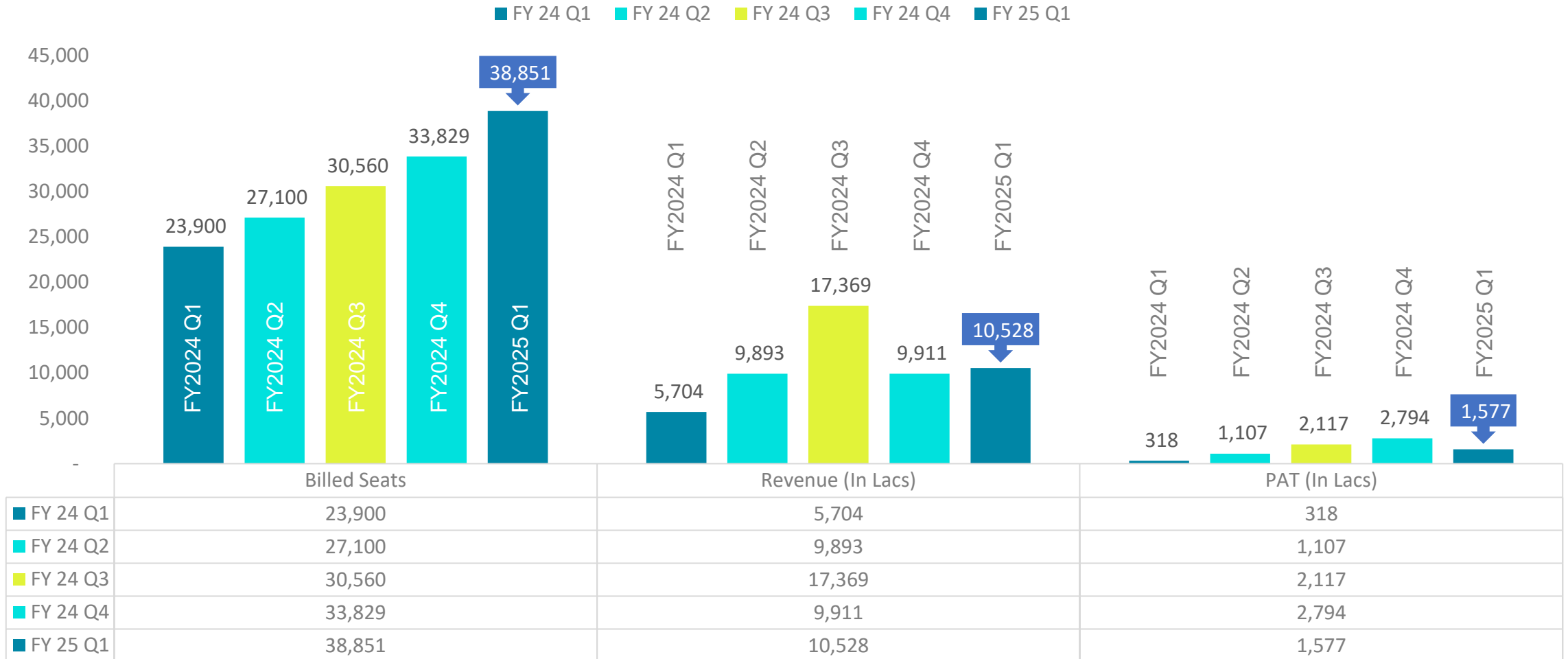
EFC (I) Ltd – Total as on 30.06.2025 (Q1 – FY 25)

Capacity vs Billed Seats vs Inventory



EFC (I) Ltd – (Consolidated) – In Lacs / Nos

Quarter on Quarter FY 24 to FY 25



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Our
Customers



& Many More



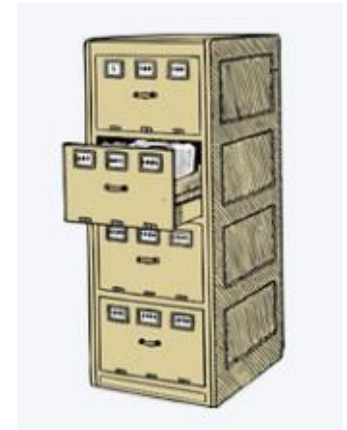
Business Verticals



Leasing of Space
and Assets



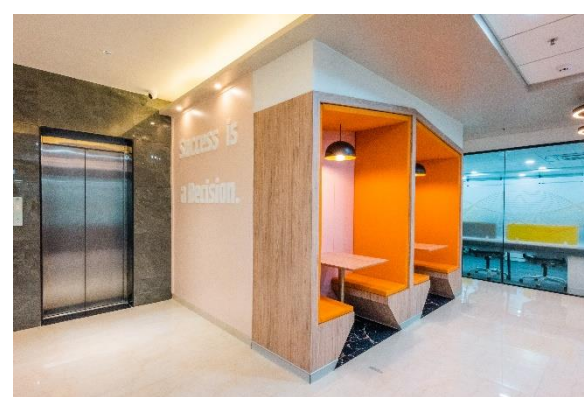
Interior Design and
Interior Fit-Outs



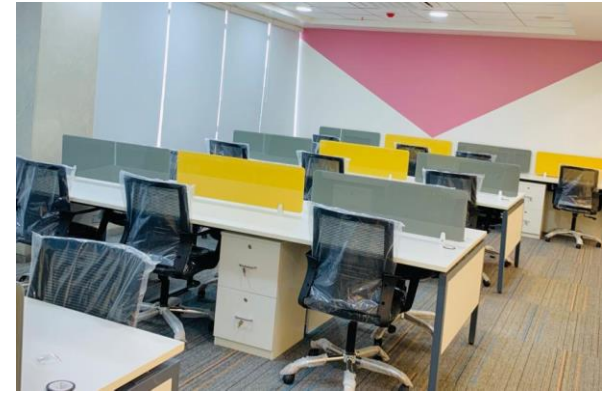
Manufacturing/Trading
of Furniture

Leasing of Spaces & Assets Vertical

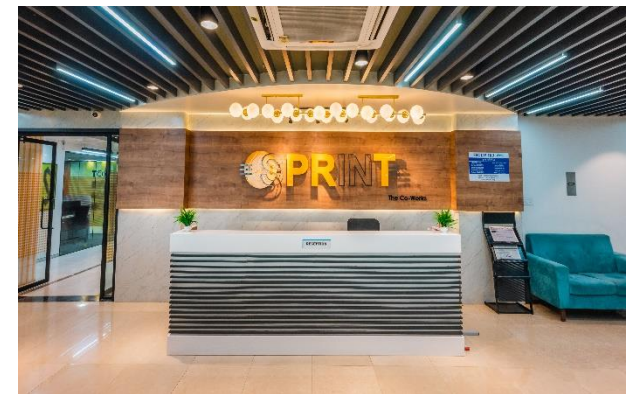
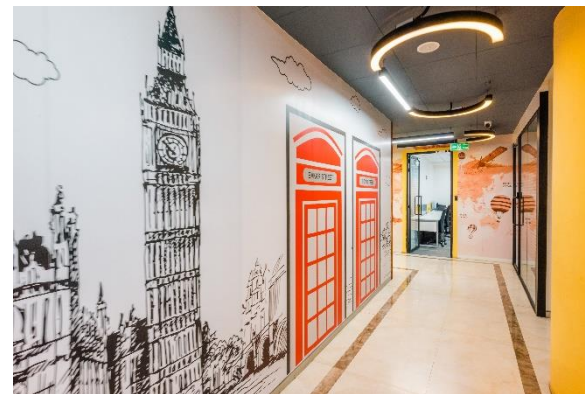
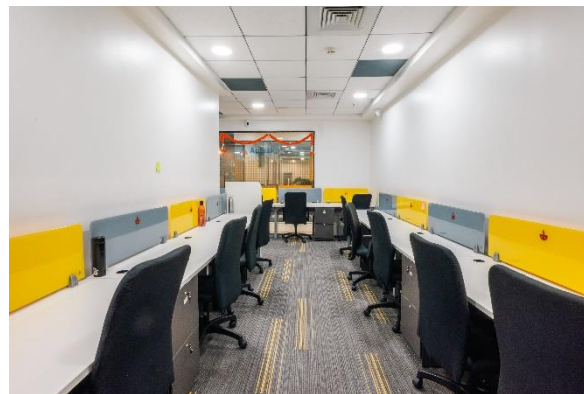
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New Sites
Sprint Antaaya Baner



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New Sites
Sprint Kharadi



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New Sites
Sprint Almonte Kharadi

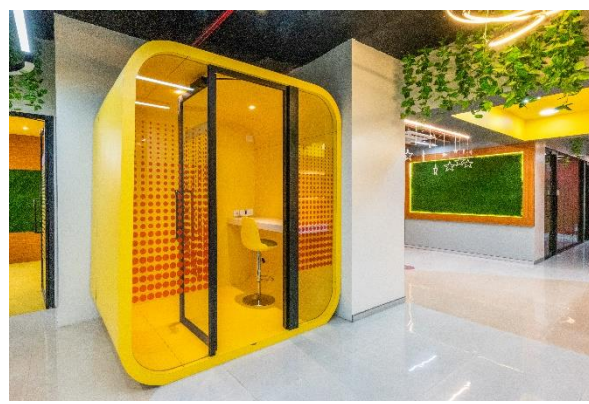
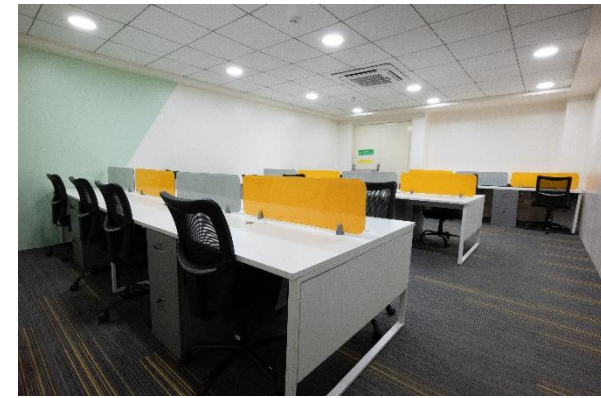
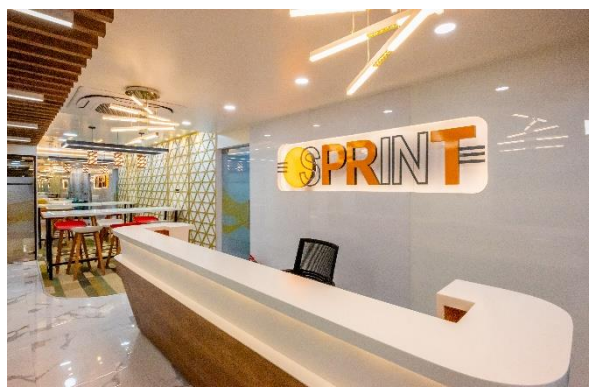


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New Sites

Sprint Hyderabad

(3 Floors)



Interior Design & Fit Outs Vertical



Capabilities



Design

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



Strategic Development

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



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



Efficient

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



Agile Delivery

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

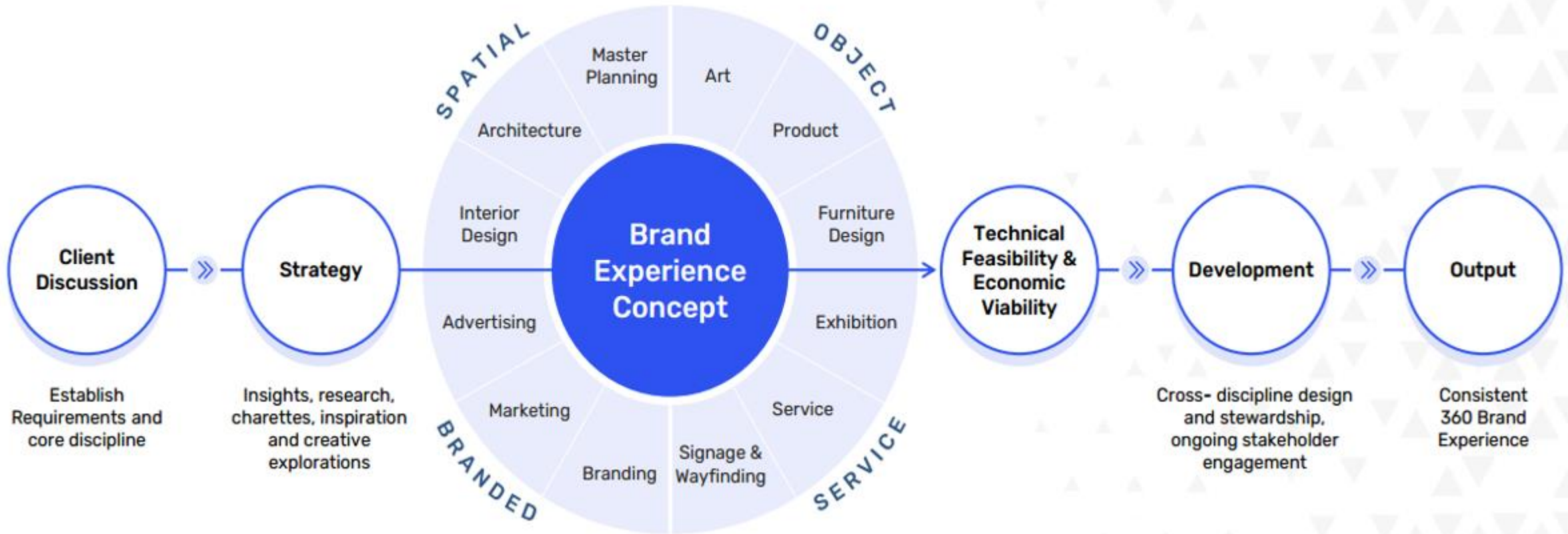


Economical

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

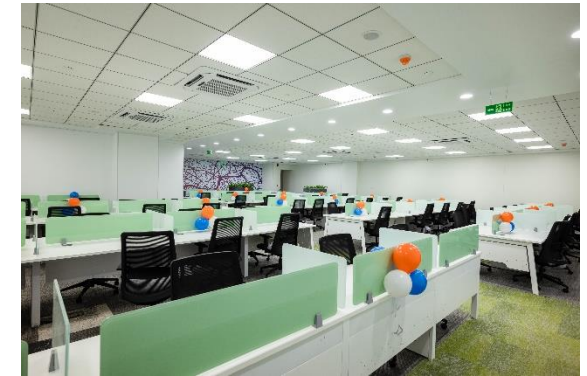


Our Process

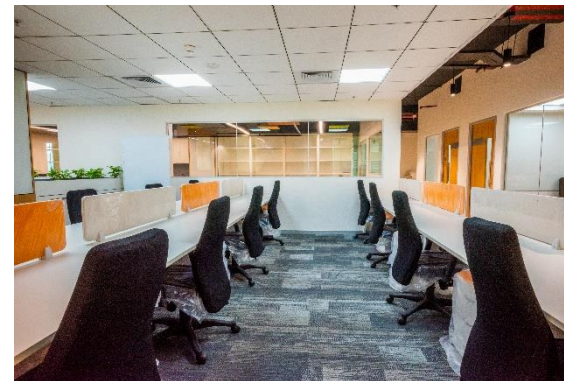
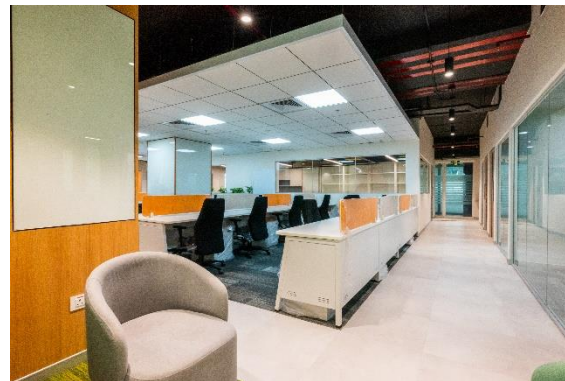
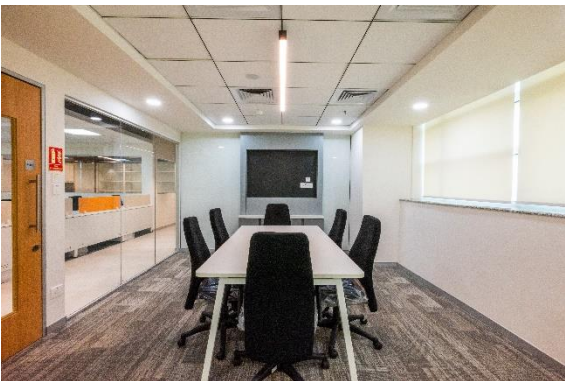
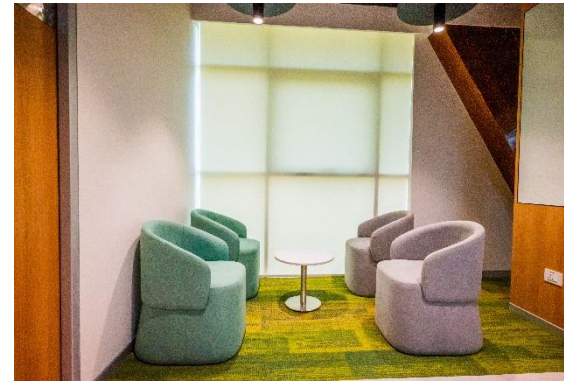




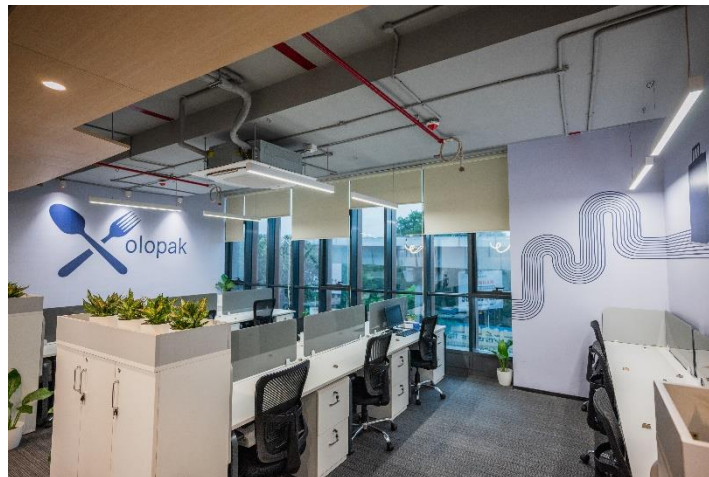
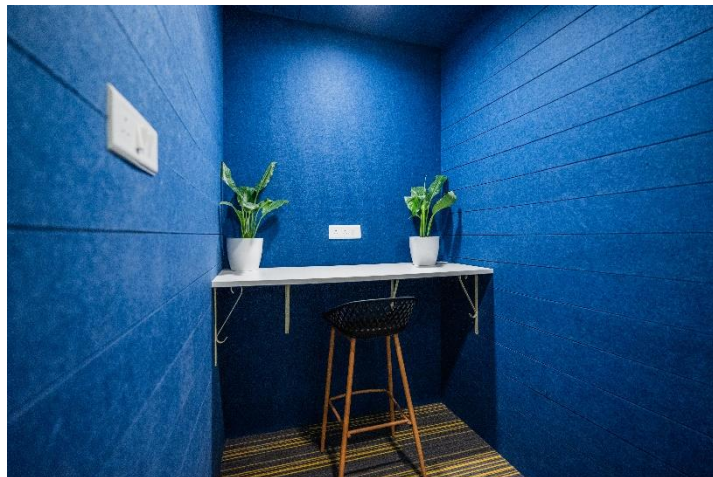
Project Completed -Coforge



Project Completed -TCS



Project Completed – Xolopak





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DESIGN

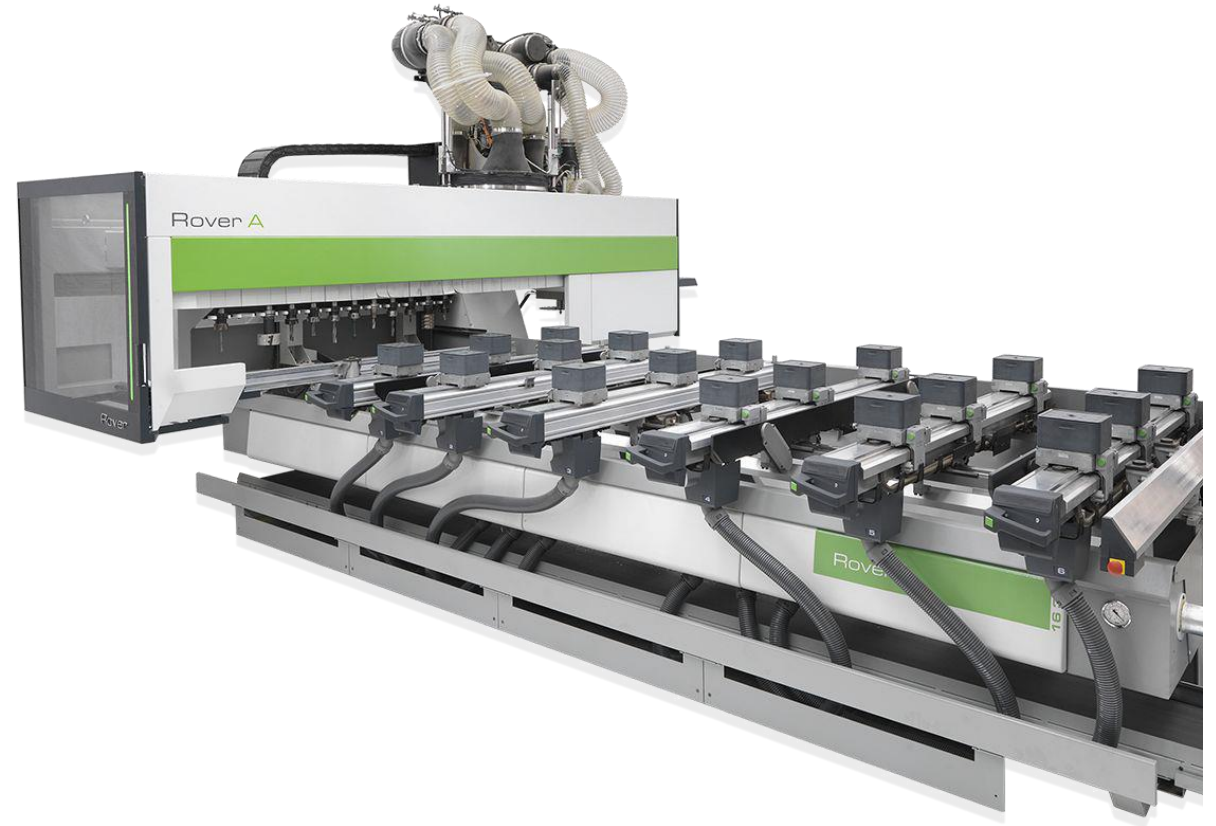
Manufacturing Facility

- Facility over 3 acres of Land along with Customer Experience centre
- State of the art latest machinery & QC Lab.
- Subdivided into 5 Manufacturing Shop Floors
- Total Workforce of 200+



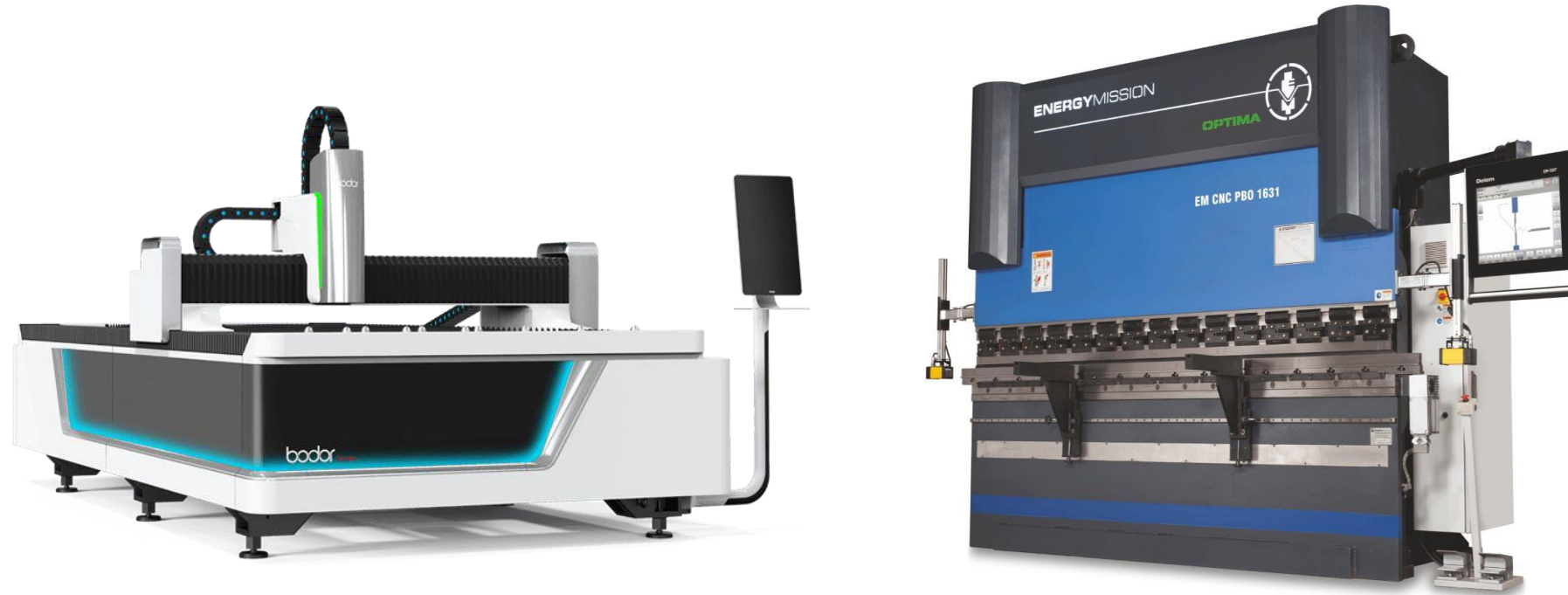


Machinery





Machinery





Machinery



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**Product
Mix**

- Design led practice to ensure constant flow of unique and novel designs
- 300+ unique SKUs ready for pushing into the market
- Ready to Serve in the Commercial as well as Residential markets
- Online + Offline Sales Channels



◆ ◆ ◆ ◆
Product Mix
Residential



◆ ◆ ◆ ◆
Product Mix
Hospitality





Product Mix Office Furniture



**EMPOWERING
WORLD OF WORK
FOR YOU**



THANK YOU

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