

Date: 16.05.2024

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 *inter alia* on the Audited Financial Results of the Company for the quarter and year ended March 31, 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. Thursday, May 16, 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
Company Secretary
Mem. No. : A46897

Eldeco Housing & Industries Ltd.

ELDECO

Eldeco Housing &
Industries Limited (EHIL)

Investor Presentation

Q4 & FY24 | May 2024

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





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ELDECO

EHIL

Annual & Quarterly Overview

Key Annual Operational Highlights (FY24)

Area Booked

287% Y-o-Y

Area Booking of
7,82,413 sqft
in FY24

Booking Value

320% Y-o-Y

Booking of
Rs. 388.7 crores
in FY24

Construction Spend

12% Y-o-Y

Spent
Rs. 97.3 crores
on const. in FY24

Purchased 65.2 acres of Land during FY24

Management Commentary

Commenting on the results

Mr. Pankaj Bajaj, Chairman & Managing Director said,

Highest Ever Booking Value in FY24, Trend to Continue in FY25

Lucknow real estate market continues to be strong. The trends of premiumisation and consolidation of the market in favour of bigger and branded developers have gathered momentum in Lucknow too.

The fiscal year 2024 was a significant year for us on two counts- One, we received our highest ever bookings in terms of sales value and Two, we were finally able to break the logjam of fresh land bank acquisition and add to our project pipeline.

*In terms of bookings, the total area booked during the year skyrocketed by 287% year-over-year to 782,413 square feet in terms of area and Rs 388 crores in terms of value. **Both the numbers are the highest in the Company's history.** The fourth quarter itself saw a booking value of Rs. 254 crores compared to Rs. 25 crores in Q4FY23, largely driven by the successful launch of Imperia Phase 2 project. We were in fact able to sell out almost the entire inventory at Imperia 2 within a couple of weeks of launch.*

The other highlight was our fresh land acquisition of about 60.9 acres spread over 3 locations in Lucknow. In all three locations we are still aggregating more land. We hope to be able to launch at least 2 of these projects within the FY 24-25. This is in addition to the forthcoming launch of our luxury project- Eldeco Trinity- which will happen within the first quarter of FY25. With these launches in FY25 we hope to be able to match or exceed the record sales of FY24.



Mr. Pankaj Bajaj
Chairman & Managing Director

Consolidated Quarterly Operations Highlights (1/3)

| Particulars | Q4 FY24 | Q4 FY23 | Q3 FY24 |
|--------------------------------------|----------|---------|----------|
| Amount spent on Construction (₹ Cr.) | 34.7 | 22.9 | 24.4 |
| Area Booked (sq. ft.) | 4,59,582 | 50,889 | 2,00,768 |
| Booking Value (₹ Cr) | 253.5 | 24.9 | 79.1 |
| Collections (₹ Cr) | 38.3 | 23.6 | 31.6 |
| Delivered Area (sq. ft.) | 50,273 | 83,097 | 56,612 |



Booking Value:

Saw a booking value of Rs. 253.5 crore in Q4FY24 against 24.9 crore in Q4FY23



Collections

Rs 38.3 crore in Q4FY24 compared to Rs 23.6 crore in Q4FY23; an increase of 62% Y-o-Y



Deliveries

50,273 sq ft handed over in Q4FY24; i.e. 58 homes registered in favour of happy customers

Consolidated Quarterly Operations Highlights (2/3)



New Launch:

Launched **Imperia Phase 2** on **05.01.2024** translating to sale of 275 units and booking of 3,50,527 sqft



Land Acquisitions:

During Q4FY24, Purchased new land aggregating to **1.5 acres** which shall add to the pipeline of forthcoming projects in future



Completion Certificate Received:

During Q4FY24 we have received completion certificate for the following projects:
Eldeco East End at Eldeco Shaurya - 22.02.2024, **Imperia Phase 1** - 2.03.2024,
Eldeco Shaurya Arcade - 2.03.2024, **Eldeco City Plaza** - 9.03.2024



New Approvals:

During Q4FY24, RERA registration received for **Eldeco Trinity** on **10.01.2024**

Completion Certificate Received for Projects in Q4FY24 (3/3)

Imperia Phase 1



- Project Type: Plots & Villas
- Saleable Area: 3,05,163 sq.ft
- Area Booked: 2,47,947 sq.ft

Eldeco East End at Eldeco Shaurya



- Project Type: Plots
- Saleable Area: 62,628 sq.ft
- Area Booked: 49,135 sq.ft

Eldeco Shaurya Arcade



- Project Type: Shops
- Saleable Area: 20,336 sq.ft
- Area Booked: 14,829 sq.ft

Eldeco City Plaza



- Project Type: Shops
- Saleable Area: 11,383 sq.ft
- Area Booked: 302 sq.ft

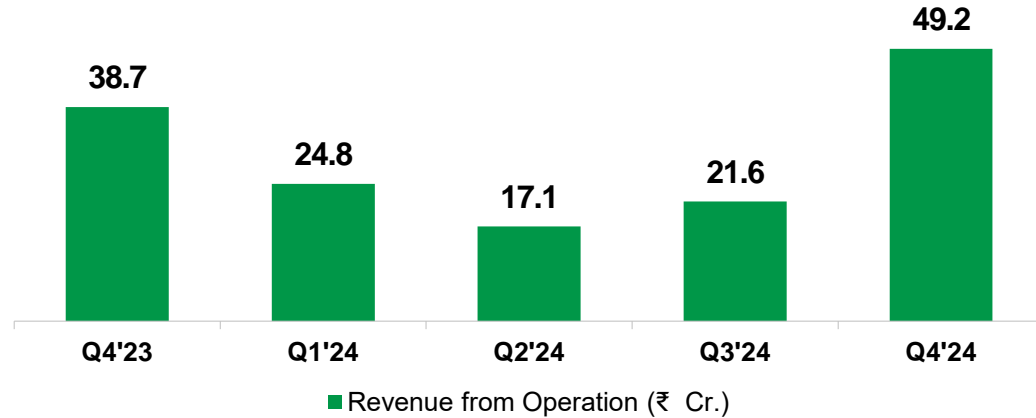
Consolidated Financial Overview (Quarterly) (1/2)

Figures in Rs. Crores, except margins

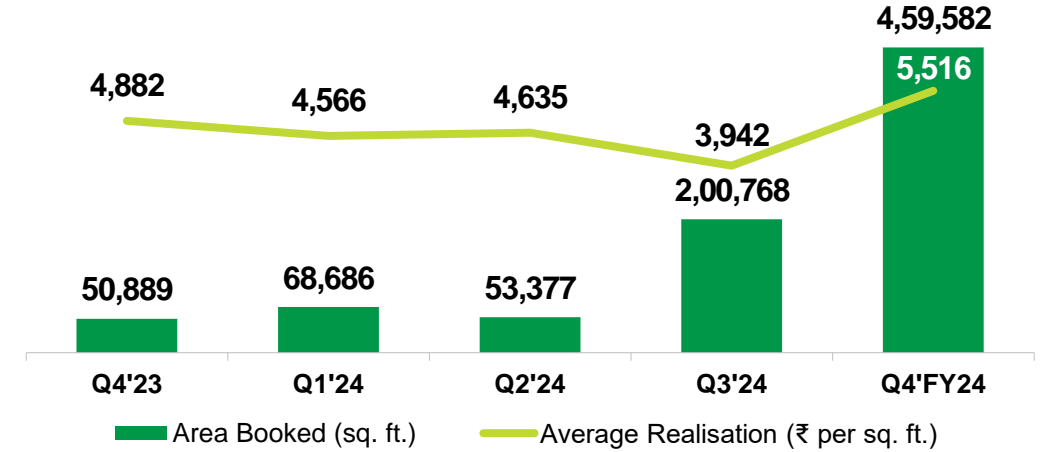
| Particulars | Q4FY24 | Q4FY23 | FY24 | FY23 |
|-------------------------|--------|--------|-------|-------|
| Revenue from Operations | 49.2 | 38.7 | 112.7 | 129.1 |
| EBITDA | 14.9 | 18.1 | 39.4 | 51.2 |
| Finance Cost | 1.6 | 0.5 | 2.9 | 1.7 |
| PBT | 15.4 | 20.7 | 45.3 | 60.3 |
| PAT | 11.7 | 14.9 | 33.9 | 44.4 |
| EBITDA Margin (%) | 30.3% | 46.8% | 35.0% | 39.6% |
| PBT Margin (%) | 31.3% | 53.5% | 40.2% | 46.7% |
| PAT Margin (%) | 23.8% | 38.5% | 30.0% | 34.4% |

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

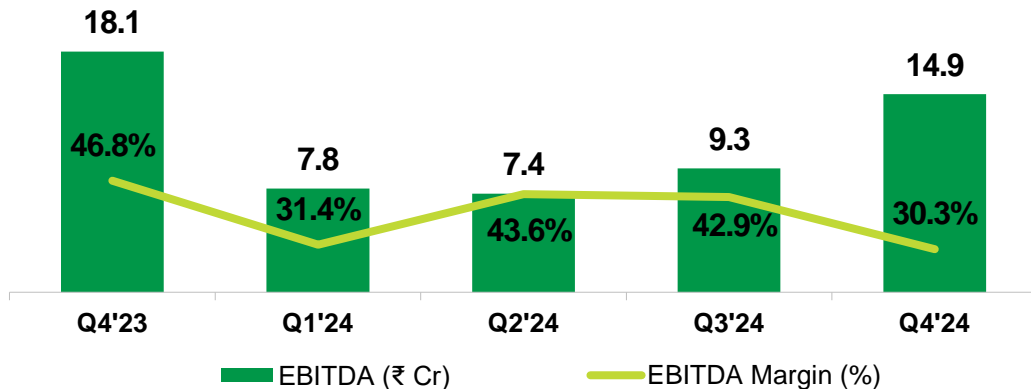
Revenue from Operations (₹ Cr.)



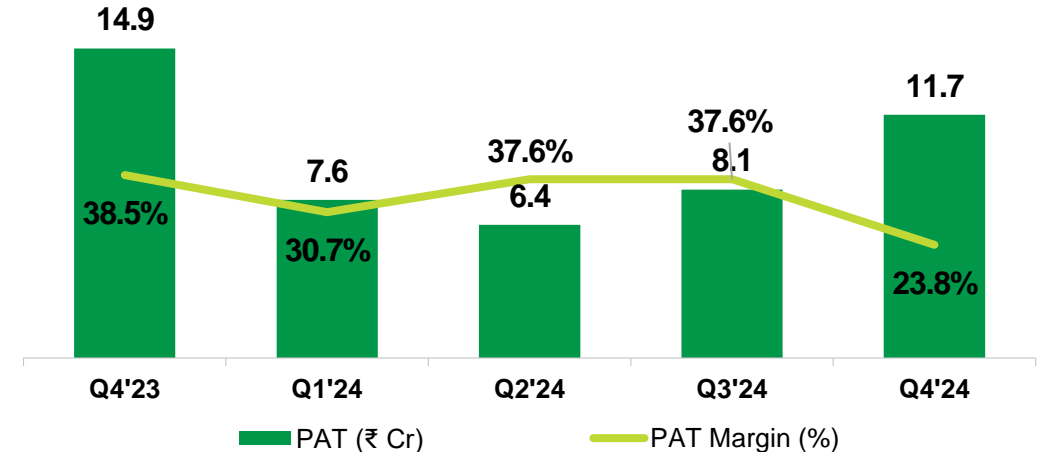
Area Booked (sq. ft.) and Average Realization (₹ per sq. ft.)



EBITDA (₹ Cr.) and EBITDA Margin (%)

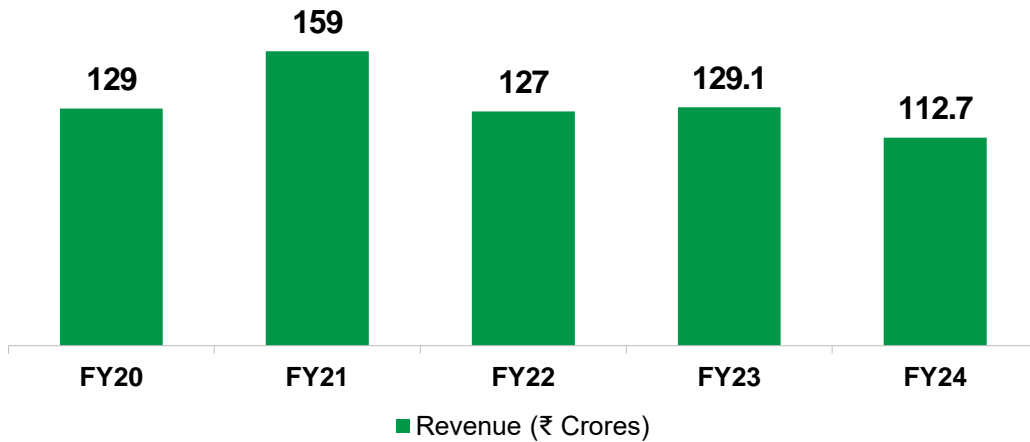


PAT (₹ Cr.) and PAT Margin (%)

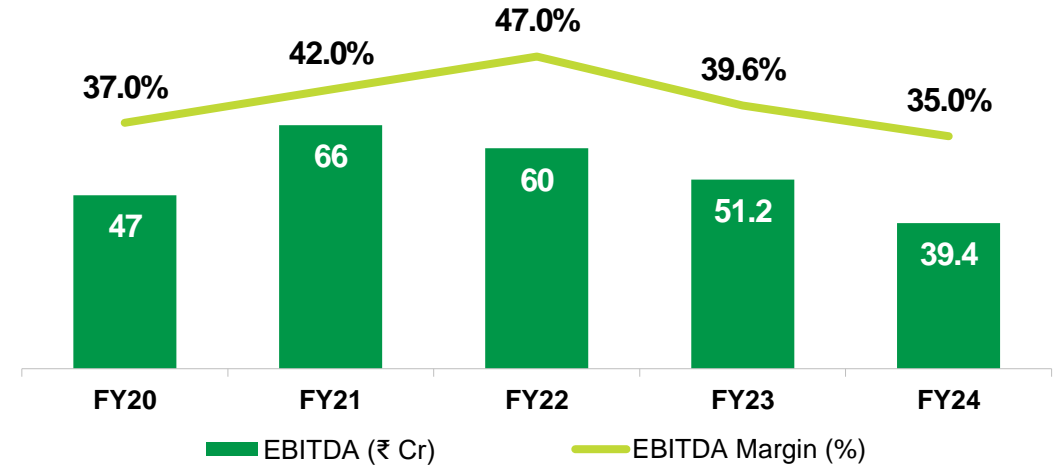


Consolidated Financial Overview (Full Year) (1/2)

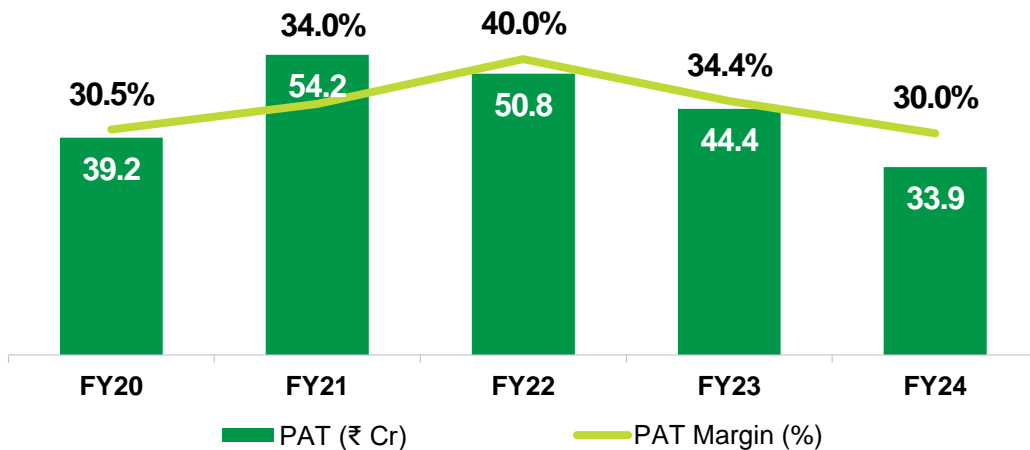
Revenue (₹ Cr.)



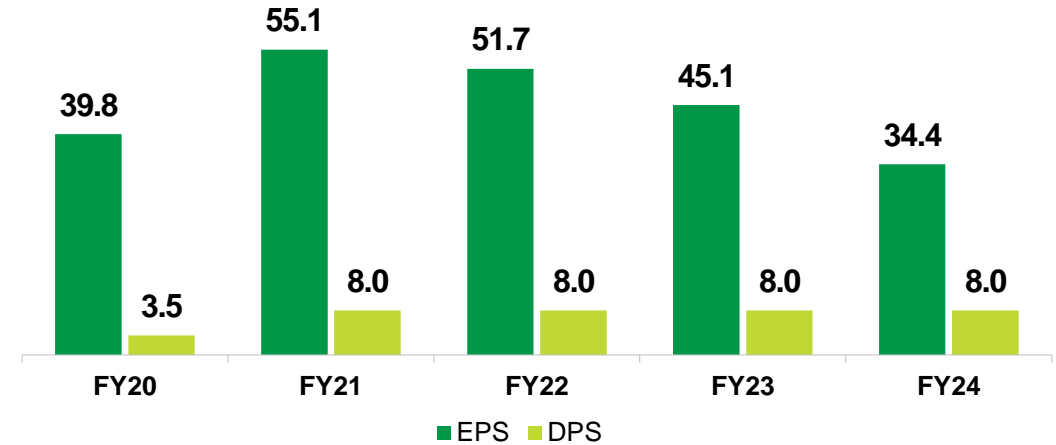
EBITDA (₹ Cr.) and EBITDA Margin (%)



PAT (₹ Cr.) and PAT Margin (%)

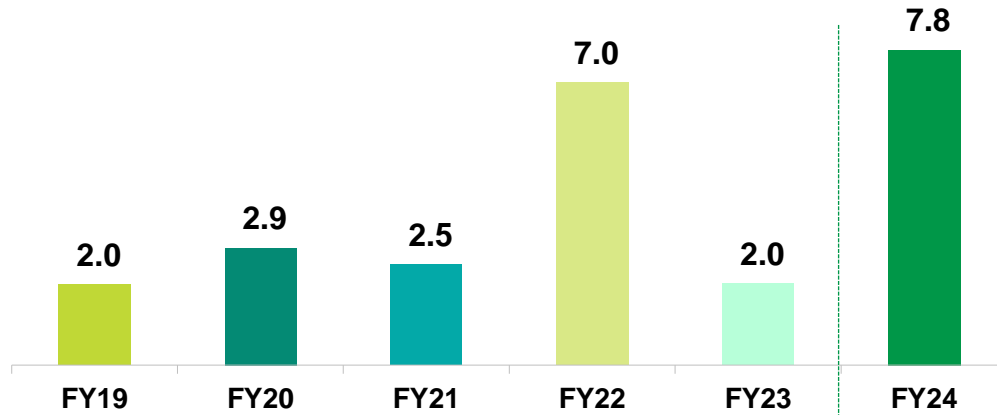


EPS & DPS*

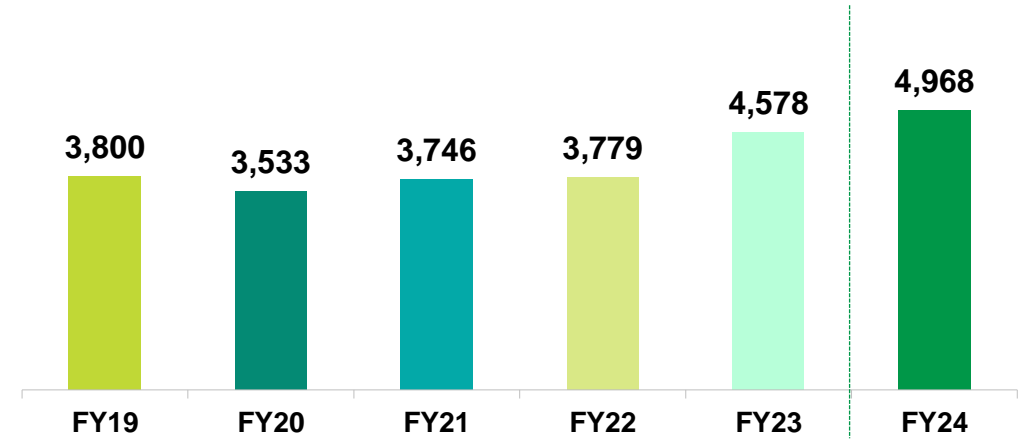


Consolidated Operational Overview (Full Year) (2/2)

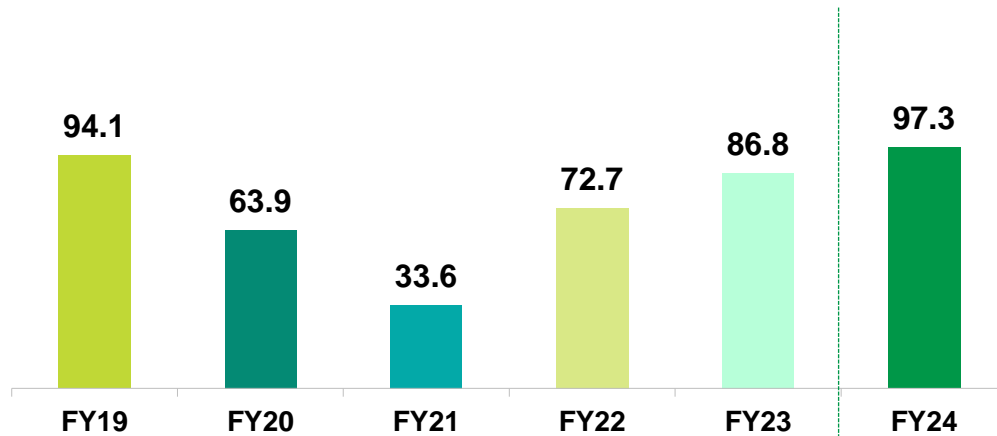
Area Booked (Lakh Sq. Ft.)



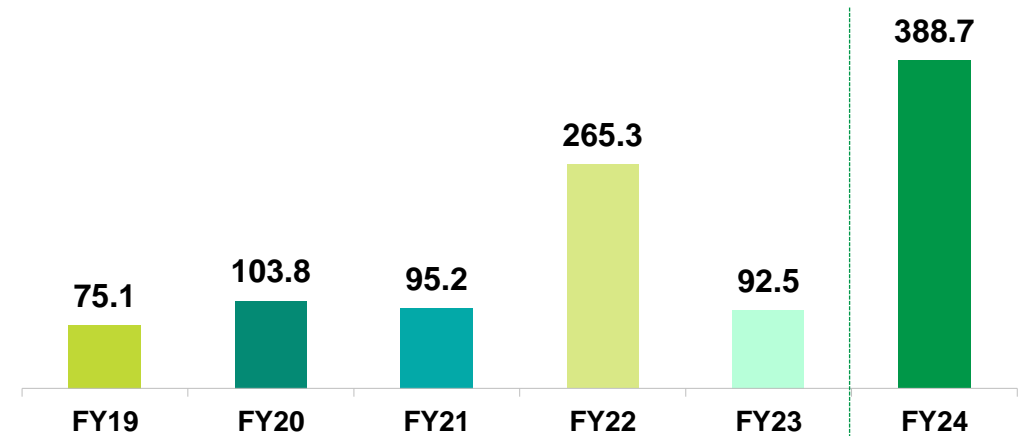
Average Realization (₹ per sq. ft.)



Value of Construction (₹ Crores)



Value of Area Booked (₹ Crores)



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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 | - | - | 27.1 | 27.1 | - | Applied for CC |
| 2 | Eldeco Saksham | 33,627 | 67,436 | 66,240 | - | 1,196 | 9.0 | 8.5 | 0.5 | Jul-24 |
| 3 | Eldeco Twin Tower | 70,327 | 1,56,526 | 1,28,174 | | 28,352 | 54.0 | 44.9 | 9.3 | Jul-24 |
| 4 | Eldeco City at Bareilly (50% Beneficial Interest) | 15,51,394 | 8,73,549 | 5,95,434 | - | 2,78,115 | 182.9 | 158.6 | 24.4 | Jun-26 |
| 5 | Eldeco Latitude 27 | 1,53,767 | 5,16,712 | 1,74,257 | 44,200 | 2,98,255 | 86.2 | 15.5 | 70.6 | Dec-26 |
| 6 | Eldeco Imperia Phase 2 | 12,36,697 | 6,31,396 | 3,00,720 | - | 3,30,676 | 123.8 | 14.6 | 109.2 | Apr-27 |
| 7 | Eldeco Trinity | 1,34,987 | 5,13,880 | - | - | 5,13,880 | - | - | - | Jan-27 |
| | Total | 32,04,867 | 28,23,431 | 13,28,757 | 44,200 | 14,50,474 | 483.0 | 269.2 | 214.0 | |

Major Receivables from Few Completed Projects

| Sr No | Completed Projects | Area against Receivables are yet to be received as on 31.03.2024 (sq.ft.) | Receivables from Sold units as on 31.03.2024 (INR Cr.) |
|-------|--------------------|---|--|
| 1 | Imperia Phase 1 | 57,215.2 | 18.7 |
| 2 | Twin Tower | 28,352.0 | 9.3 |
| 3 | City | 54,632.0 | 4.3 |
| 4 | Uday-Joy | 2,329.0 | 2.6 |
| 5 | Luxa | 4,758.0 | 1.6 |
| 6 | Regalia | 38,465.0 | 1.3 |
| 7 | Shaurya Arcade | 5,507.0 | 1.2 |
| 8 | Samridhi | 2,323.0 | 0.6 |
| | Total | 1,93,581.2 | 39.6 |

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 |
| Total | | | | 5.4 | 4,06,221 | |

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% | 5.9 | Under further aggregation |
| 3 | Undisclosed Location 3 | Residential | 100% | 44.9 | Under further aggregation |
| Total | | | | 60.9 | |

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



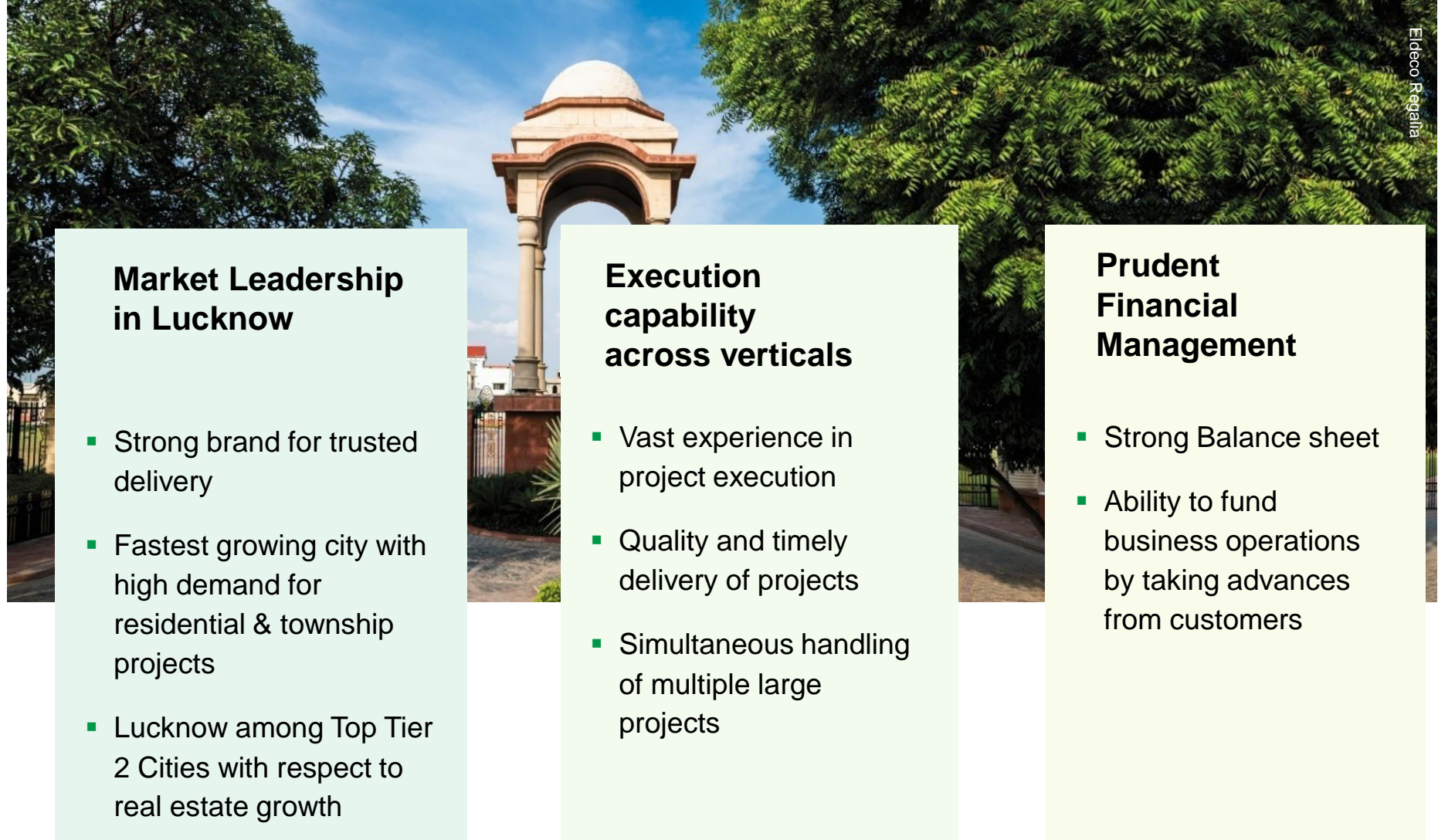
200 Projects Delivered, 32 Under Execution

Eldeco Regalia



EHIL Overview

~**40**
Years of
Experience



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.

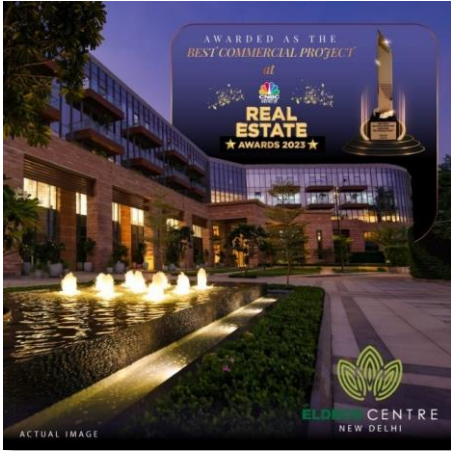


Mr. Sanjay Aggarwal
Group, President (Accounts & Taxation)

- 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



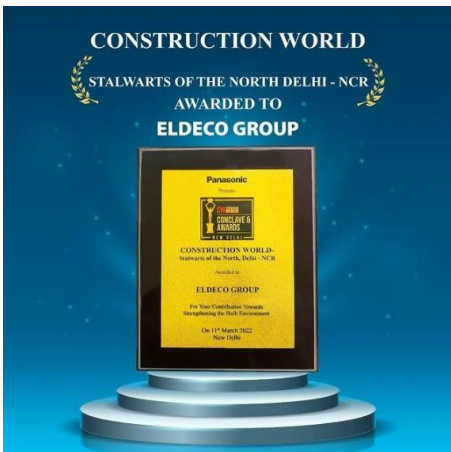
Eldeco Centre, New Delhi has been awarded as the **'Best Commercial Project'** at CNBC AWAAZ Real Estate Awards 2023 - North Zone



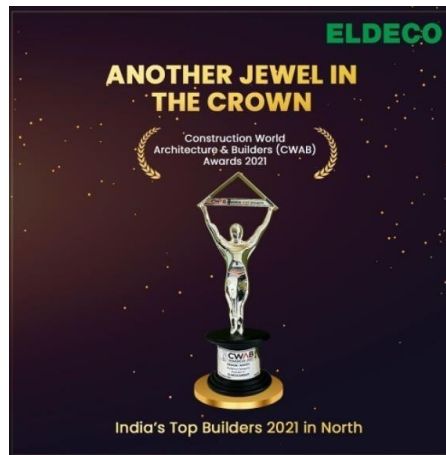
Eldeco Infrastructure & Properties Ltd. and Eldeco Centre has been awarded as **'Developer of the Year - Residential'** and **'Commercial Project of the Year'** respectively at 15th Realty+ Conclave & Excellence Awards - 2023 North



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 31st March 2024

Stock Price ₹ 1,049

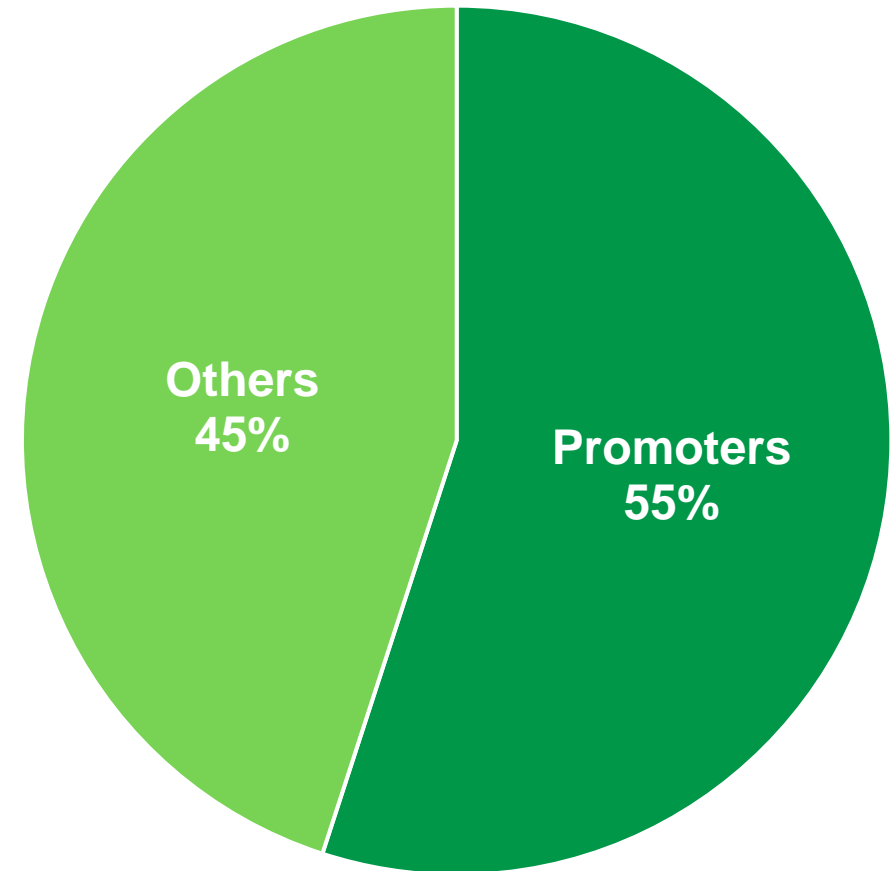
52 Week High/Low ₹ 1,172 / 528

Market Capitalization ₹ 1,032 Cr

Shares Outstanding 9.8 Mn

Free Float ₹ 443 Cr / 43%

Note: Stock Prices as on 15th May 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



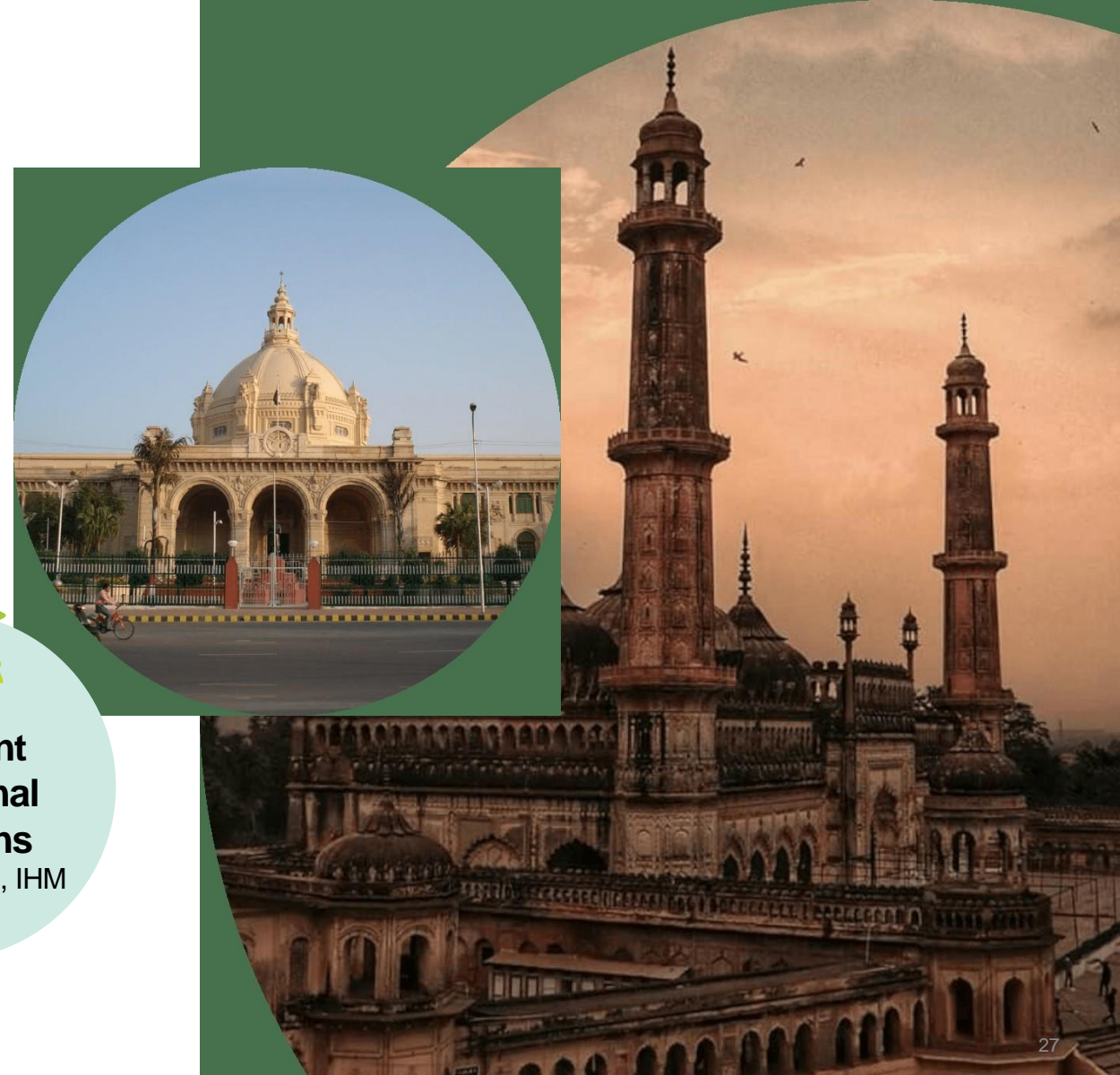
Influx of population from Eastern UP and Bihar



Metro Rail Network



Prominent Educational Institutions
like IIM-L, NLU, IHM





Eldeco Housing & Industries Ltd.

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Thank You