

Date: 15.05.2023

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* for the Audited Financial Results of the Company for the quarter and year ended March 31, 2023.

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 on Monday, May 15, 2023.

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

Q4FY23 & FY23 | May 2023

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





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# ELDECO

EHIL

# Quarterly Overview

# FY23 – Year at Glance



## Focus on Building Supply:

- During FY23, The focus was on active Business Development to cater to the increased demand



## Added Additional Land Bank in FY23:

- Added land bank of 20.91 Acres between April'22 to March'23



## Increased Share in Bareilly Project:

- During FY23, the company increased its share from 40% to 50%



## New Launches:

- New launches of two residential projects underway and creating a healthy future pipeline

# Q4FY23 Key Operational Highlights

## Collection

Collection of  
**Rs. 23.6 crores**  
in Q4FY23

## Deliveries

**83,000 sq.ft**  
handed over in Q4FY23  
**60 homes**  
registered in Q4FY23

## Sales Booking

Sales Booking of  
**Rs. 24.8 crores**  
in Q4FY23

# Management Commentary

## Commenting on the results

Mr. Pankaj Bajaj, Chairman & Managing Director said,

### The demand is here to stay

During FY23, the real estate market, particularly residential real estate, continued on its strong growth trajectory after the pandemic. Although the second half of the fiscal saw various macroeconomic developments which impacted the global real estate demand, the impact on real estate demand in India was negligible. The industry size, which had been flat for nearly 10 years, is looking set to double in the next 3 to 4 years. The underlying reasons of rising incomes, positive demographics, and rapid urbanisation remain intact. The customer, particularly in smaller towns, is also showing a certain insensitivity to interest rate movements, probably due to low mortgage levels overall.

Eldeco has not had a particularly great year in terms of fresh sales in FY23. The sales were down due to the absence of new launches. The land assembly and approval process took longer than anticipated. We expect these issues to be resolved in the first or second quarter of the current financial year. The positive side of this delay is that the prices have firmed up in our micro markets and the launches will happen at price points higher than our initial underwriting.

We delivered ~4.15 lakh sq.ft and successfully registered 322 homes in FY23. The collections for FY23 stood at Rs. 158 crores. All our current projects are running on time or before time.

On the new projects, we have received RERA registration for our new residential project Latitude 27 and construction has commenced. We plan to formally launch it by the end of May 2023. We expect strong sales from Eldeco Imperia Phase II, which we will launch during H2FY24. Apart from these, we have signed two new projects where land assembly and approvals are under process. We hope to be able to formally announce the next quarter.

We will look at an optimum mix of external debt and internal equity to finance all this business development. Furthermore, we plan to raise debt against existing and new projects this year. We feel that the time is right to invest at this stage of the real estate cycle.



**Mr. Pankaj Bajaj**  
Chairman & Managing Director

# Consolidated Quarterly Operations Highlights

Particulars	Q4 FY23	Q4 FY22	Q3 FY23
Amount spent on Construction (₹ Cr.)	22.9	27.8	20.2
Area Booked (sq. ft.)	50,889	85,157	47,443
Booking Value (₹ Cr)	24.9	25.9	22.0
Collections (₹ Cr)	23.6	36.6	37.8



## Construction Spend:

Saw a booking of Rs. 24.9 crore in Q4FY23



## Collections

Rs 23.6 crore in Q4FY23, decreased from the previous year on account of new project launches in Q4FY22



## Deliveries

83,000 sq ft handed over in Q4FY23; i.e 60 homes registered in favour of happy customers



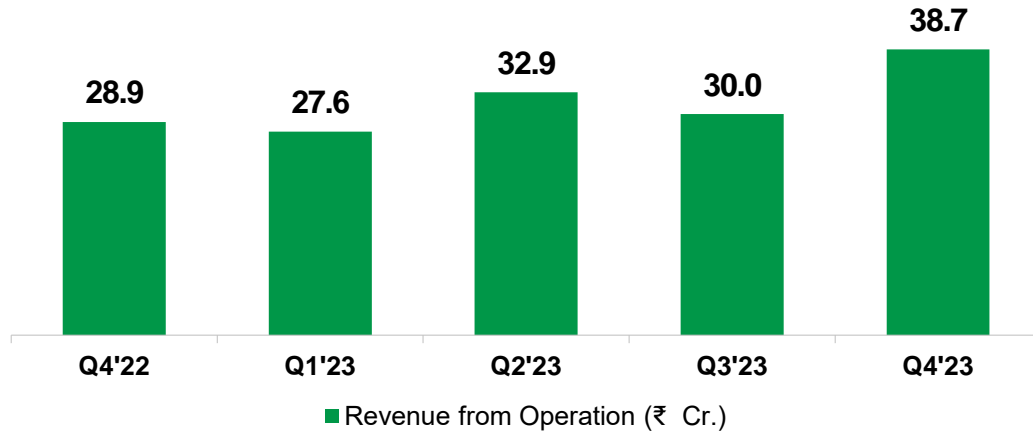
# Consolidated Financial Overview (Quarterly) (1/2)

Figures in Rs. Crores, except margins

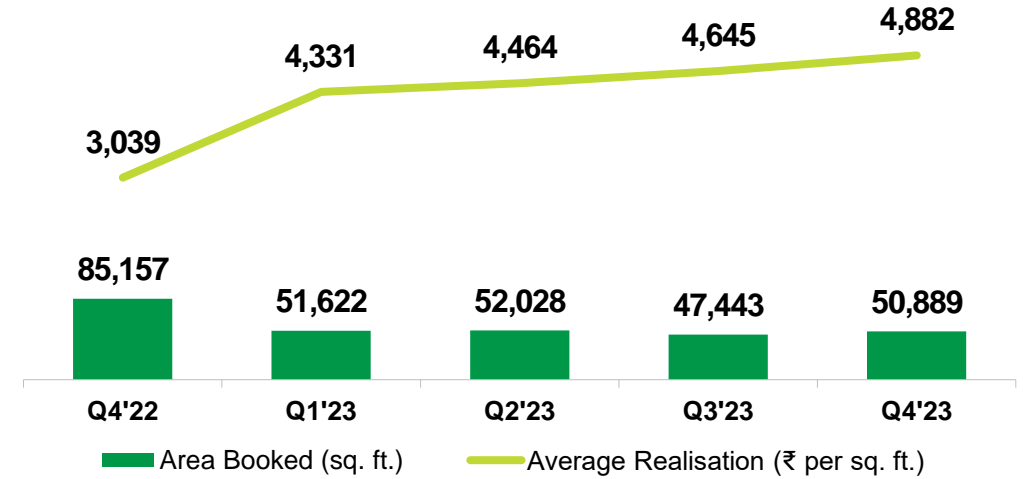
Particulars	Q4FY23	Q4FY22	Q3FY23	FY23	FY22
<b>Revenue from Operations</b>	<b>38.7</b>	28.9	30.0	<b>129.1</b>	126.9
<b>EBITDA</b>	<b>18.1</b>	15.6	12.2	<b>51.2</b>	59.7
<b>Finance Cost</b>	<b>0.5</b>	0.7	0.7	<b>1.7</b>	1.0
<b>PBT</b>	<b>20.7</b>	19.8	14.1	<b>60.3</b>	68.3
<b>PAT</b>	<b>14.9</b>	14.5	10.5	<b>44.4</b>	50.8
<b>EBITDA Margin (%)</b>	<b>46.8%</b>	54.0%	40.7%	<b>39.6%</b>	47.0%
<b>PBT Margin (%)</b>	<b>53.5%</b>	68.5%	47.1%	<b>46.7%</b>	53.8%
<b>PAT Margin (%)</b>	<b>38.5%</b>	50.2%	35.0%	<b>34.4%</b>	40.0%

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

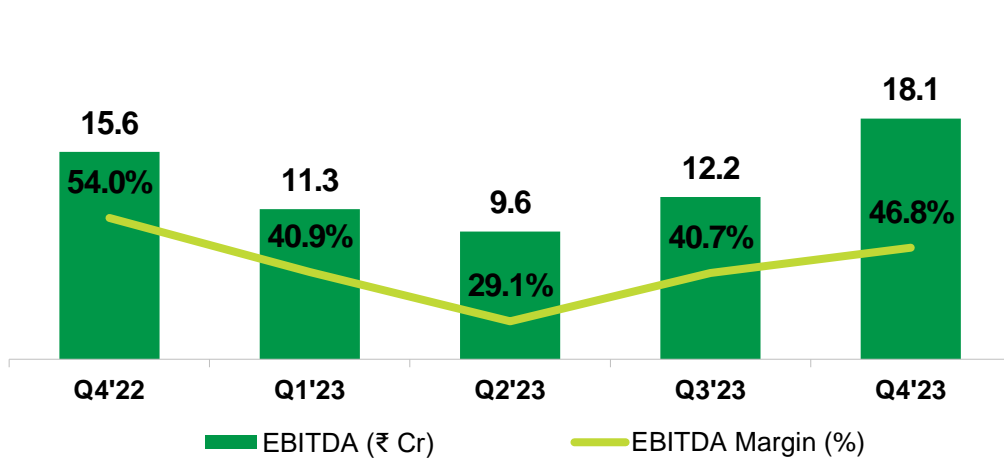
Revenue from Operations (₹ Cr.)



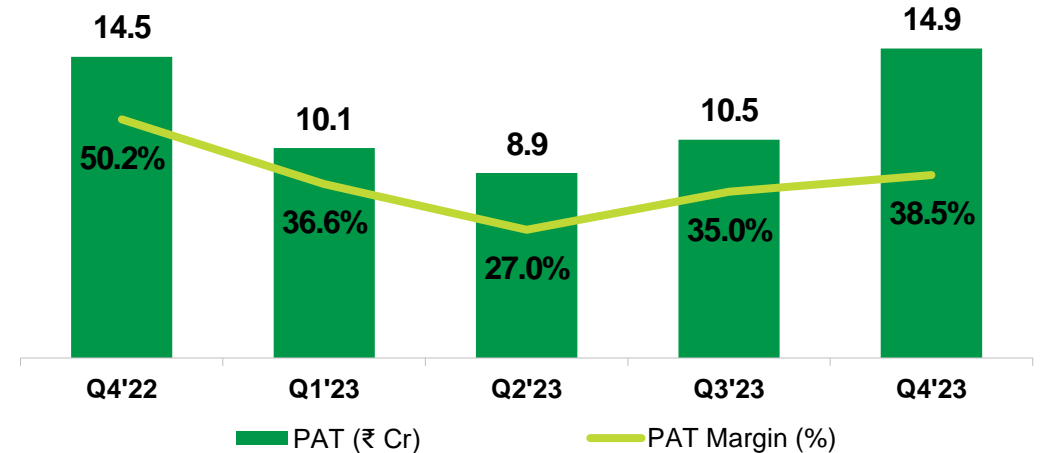
Area Booked (sq. ft.) and Average Realization (₹ per sq. ft.)



EBITDA (₹ Cr.) and EBITDA Margin (%)



PAT (₹ Cr.) and PAT Margin (%)



# ELDECO

EHIL

# Corporate Overview

# Group Overview



**High Brand Recall in North India**

Eldeco Eternia



Eldeco City



**Over 40 Years of Experience**

Eldeco City Dreams



**25,000+ Satisfied Customers**



**Key Player in UP Since 1985**



Eldeco Shaurya



**200 Projects Delivered, 32 Under Execution**

Eldeco Regalia



# EHIL Overview

~40

Years of  
Experience

Focus  
on Middle  
Income Segment

59

Projects  
Completed

10

Projects  
On-Going



## 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
- 53 projects completed till date

## Prudent Financial Management

- Long term Debt free Company
- Ability to fund business operations by taking advances from customers
- Consistent growth in PAT and healthy return ratios

# The Management



**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.

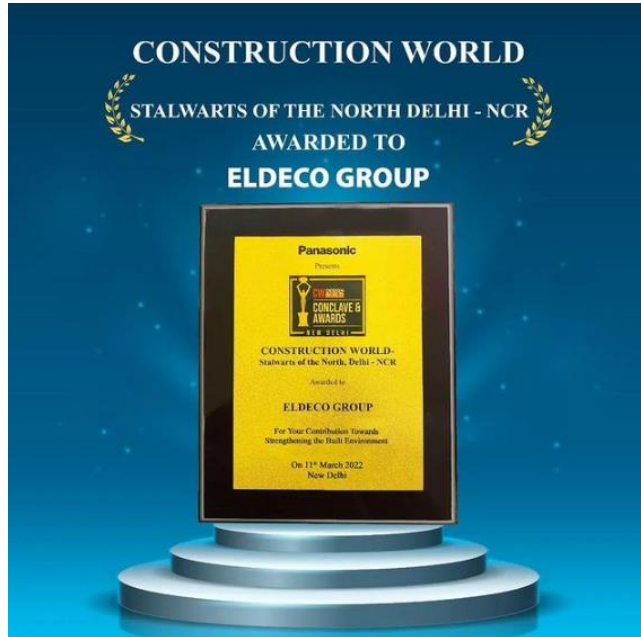


**Mr. Sanjay Aggarwal**  
Group, Vice President (Accounts & Taxation)

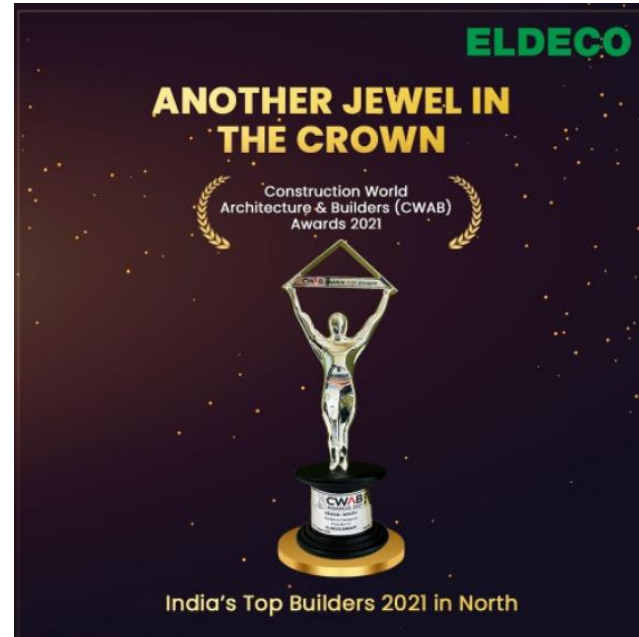
- Post qualification experience of 25 years
- B.Com (Hons) from Delhi University
- Fellow member of ICAI
- Worked with Ansal API & Suncity in previous stints
- Looks over the accounting & taxation functions of the Company



# Accolades Won by Eldeco Group



Eldeco 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)'

# ELDECO

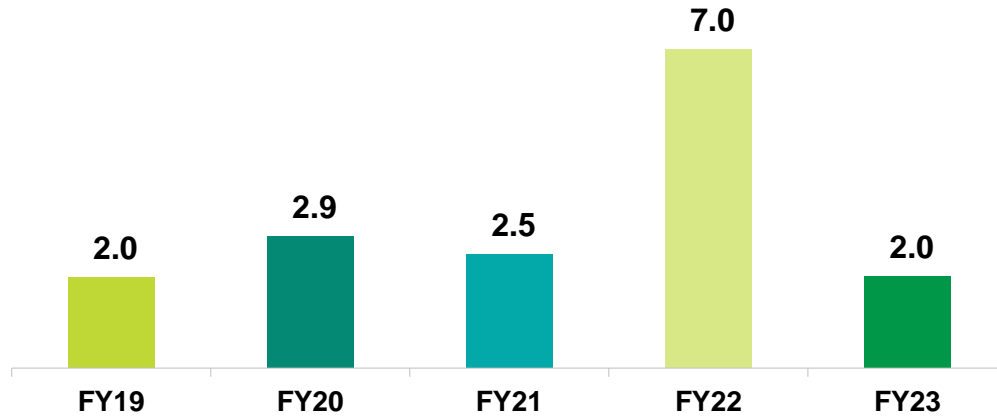
EHIL

# Operational Overview

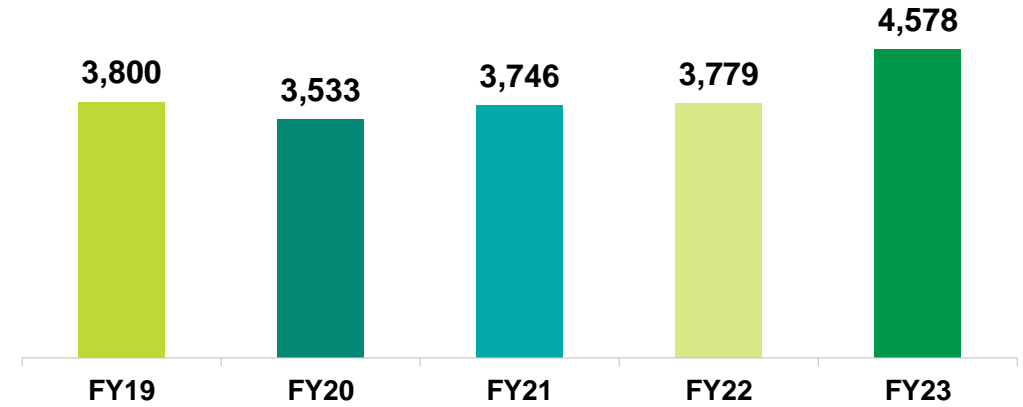


# Operational Track Record

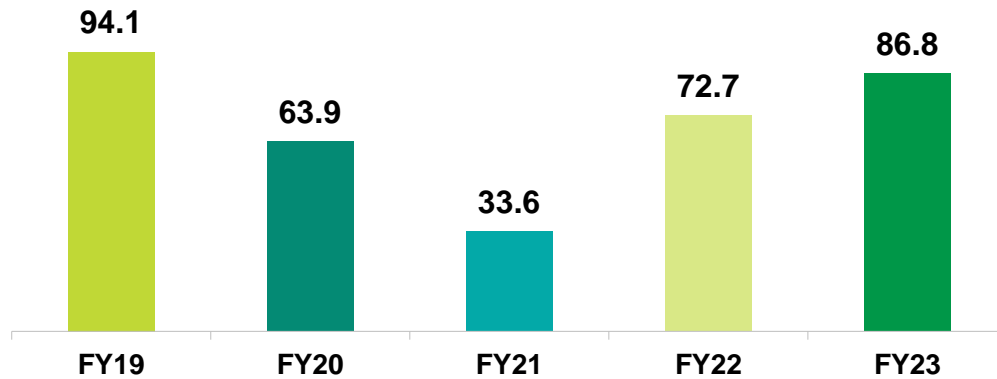
Area Booked (Lakh Sq. Ft.)



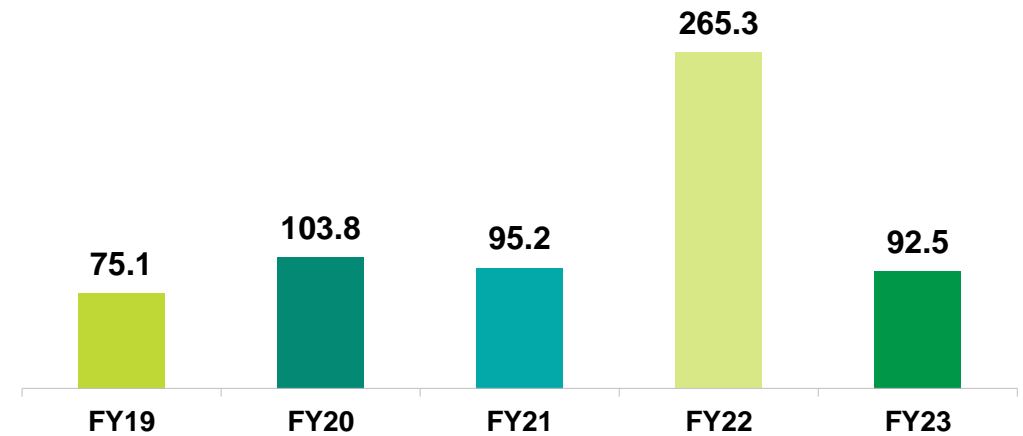
Average Realization (₹ per sq. ft.)



Value of Construction (₹ Crores)



Value of Area Booked (₹ Crores)



# 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 Regalia Arcade	19,698	17,759	14,190	-	3,569	8.3	7.0	1.3	Sep-23
2	Eldeco Select	24,068	63,932	61,336	-	2,596	26.3	25.9	0.4	Applied for CC on 21-Aug-21
3	Eldeco Inner Circle	83,367	41,735	41,735	-	0	13.0	12.9	0.1	Applied for CC on 01-Sep-22
4	Eldeco Shaurya Arcade	24,219	20,336	14,829	-	5,507	11.1	9.1	2.0	Mar-24
5	Eldeco East End	1,31,106	62,628	49,135	-	13,493	15.1	13.0	2.1	Jun-23
6	Eldeco Saksham	33,627	67,436	67,436	-	0	11.4	6.2	5.1	Mar-24
7	Eldeco Twin Tower	70,327	1,56,526	1,04,277	-	52,249	43.1	24.0	19.1	Sep-25
8	Eldeco City at Bareilly (50% Beneficial Interest)	15,51,394	8,73,549	5,83,790	-	2,89,759	172.7	133.7	39.0	Jun-26
9	Eldeco Imperia Phase I	7,40,527	3,05,163	2,12,954	-	92,209	98.2	60.9	37.3	Dec-24
10	Eldeco Latitude 27	1,55,161	5,16,712	9,712	44,600	4,62,400	5.1	0.1	5.0	Mar-27
	<b>Total</b>	<b>28,33,494</b>	<b>21,25,776</b>	<b>11,59,394</b>	<b>44,600</b>	<b>9,21,782</b>	<b>404.3</b>	<b>292.8</b>	<b>111.4</b>	

# Forthcoming Projects

Sr. No.	Project Name	Project Type	Economic Interest	Land Area (Acres)	Saleable Area (Sq.ft)	Current Status
1	Eldeco Imperia Phase II	Township	100%	28.39	6,33,732	Under planning
2	Eldeco City Plaza	Commercial	100%	0.22	11,383	RERA approval received, construction started
3	Eldeco City Commercial	Commercial	100%	2.88	1,25,476	Under planning
4	GH-04	Group Housing	100%	2.48	3,23,953	Under planning
<b>Total</b>				<b>33.97</b>	<b>10,94,544</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	1,00,763.31
2	Eldeco Kusha Mini Villa	Puraniya Chauraha, Lucknow	Commercial cum GH	11,635.88
3	Eldeco Udyan I	Bangla Bazar, Lucknow	Township	15,29,849.54
4	Eldeco Fountain Plaza	Bangla Bazar, Lucknow	Local Shopping	33,523.61
5	Eldeco Harmony Enclave	Bangla Bazar, Lucknow	Township	81,804.89
6	Eldeco Udyan II	Raibareilly Road, Lucknow	Township	24,59,713.93
7	Eldeco Sanskriti Enclave	Raibareilly Road, Lucknow	Township	1,23,307.00
8	Eldeco Suraksha Enclave - I	Raibareilly Road, Lucknow	Township	3,80,326.35
9	Eldeco Suraksha Enclave - II	Raibareilly Road, Lucknow	Township	3,05,445.29
10	Eldeco Samridhi	Raibareilly Road, Lucknow	Township	5,84,948.05
11	Eldeco Ashray	Raibareilly Road, Lucknow	EWS	3,40,917.41
12	Eldeco Ashray Bazar	Raibareilly Road, Lucknow	Local Shopping	12,416.44
13	Eldeco Utsav Plaza	Raibareilly Road, Lucknow	Local Shopping	9,481.79
14	Eldeco Udyan Plaza	Raibareilly Road, Lucknow	Local Shopping	35,426.48
15	Eldeco Highway Plaza	Raibareilly Road, Lucknow	Commercial	34,547.79
16	Eldeco Highway Annexy	Raibareilly Road, Lucknow	Commercial	14,905.29
17	Eldeco Express Plaza	Raibareilly Road, Lucknow	Commercial	1,07,196.65
18	Eldeco Heritage	Park Road, Hazrat Ganj, Lucknow	GH	48,385.26
19	Eldeco Emperur	New Hyderabad, Lucknow	GH	94,183.82
20	Eldeco Eden Park Estate	Kursi Road, Lucknow	GH	1,95,126.13
21	Eldeco Park View	Sitapur Road, Lucknow	GH	1,82,694.47
22	Eldeco Basera Palash	New Hyderabad, Lucknow	GH	65,122.20
23	Eldeco Basera Palash Annexy	New Hyderabad, Lucknow	GH	
24	Eldeco Kusum Deep	Chowk, Lucknow	Commercial cum GH	62,883.29
25	Eldeco Saraswati Apartment	Chand Ganj Garden, Lucknow	GH	16,806.16
26	Eldeco Savitri Sahni Enclave	New Hyderabad, Lucknow	GH	23,258.64
27	Eldeco Kusum Villa	Mahanagar, Lucknow	GH	22,408.28
28	Eldeco Greens	Gomti Nagar, Lucknow	Township	8,39,454.65
29	Eldeco Greens Apartment	Gomti Nagar, Lucknow	GH	2,28,339.10
30	Eldeco Magnum Plaza	Gomti Nagar, Lucknow	Commercial	84,120.66

S No	Project	Location	Type	Saleable Area (sq ft)
31	Eldeco Corporate Chamber I	Vibhuti Khand, Gomti Nagar, Lucknow	Commercial	97,861.87
32	Eldeco Corporate Chamber II	Vibhuti Khand, Gomti Nagar, Lucknow	Commercial	1,11,735.49
33	Eldeco Corporate Tower	Vibhuti Khand, Gomti Nagar, Lucknow	Commercial	1,07,804.58
34	Eldeco Elegance	Vibhuti Khand, Gomti Nagar, Lucknow	GH	8,05,122.77
35	Eldeco Elegante	Vibhuti Khand, Gomti Nagar, Lucknow	Commercial	53,033.37
36	Eldeco Greenwood	Vikalp Khand, Gomti Nagar, Lucknow	Township	86,188.75
37	Eldeco Greenwood Arcade	Vikalp Khand, Gomti Nagar, Lucknow	Local Shopping	5,358.64
38	Eldeco Kusum Plaza	Nishat Ganj, Lucknow	Commercial	19,918.78
39	Eldeco Shivani Plaza	Near Kapoorthala, Lucknow	Commercial	17,652.96
40	Eldeco Towne	IIM Road, Lucknow	Township	3,29,653.64
41	Eldeco Eternia	Sitapur Road, Lucknow	GH	3,67,128.00
42	Eldeco Regalia	Off IIM Road, Lucknow	Township	6,93,365.00
43	Eldeco City	IIM Road, Lucknow	Township	21,87,684.00
44	Eldeco City Breeze	IIM Road, Lucknow	GH	2,17,536.00
45	Eldeco Sukriti	IIM Road, Lucknow	LIG	1,24,416.00
46	Eldeco Sukriti Premium	IIM Road, Lucknow	GH	28,512.00
47	Eldeco Kuteer	IIM Road, Lucknow	EWS	66,240.00
48	Eldeco City Arcade I	IIM Road, Lucknow	Local Shopping	13,983.00
49	Eldeco City Arcade II	IIM Road, Lucknow	Local Shopping	16,074.00
50	Eldeco Sukriti Arcade	IIM Road, Lucknow	Local Shopping	3,327.00
51	Eldeco Saubhagyam	Vrindavan Yojna, Lucknow	GH	12,04,533.00
52	Eldeco Saubhagyam Arcade	Vrindavan Yojna, Lucknow	Local Shopping	7,227.00
53	Eldeco Shaurya	Bijnore Road, Lucknow	Township	6,39,936.00
54	Eldeco Uday/Joy	IIM Road, Lucknow	GH (EWS/LIG)	30,560.00
55	Eldeco City Dreams	IIM Road, Lucknow	GH	72,756.00
56	Eldeco South Block	Bijnore Road, Lucknow	Villas	16,330.00
57	Eldeco North Block	Bijnore Road, Lucknow	Plots	50,044.00
58	Eldeco Luxa	Sitapur Road, Lucknow	GH	1,32,736.00
59	Eldeco Arcade	IIM Road, Lucknow	Local Shopping	1,728

**Total: 1,55,37,438 Sq Ft.**

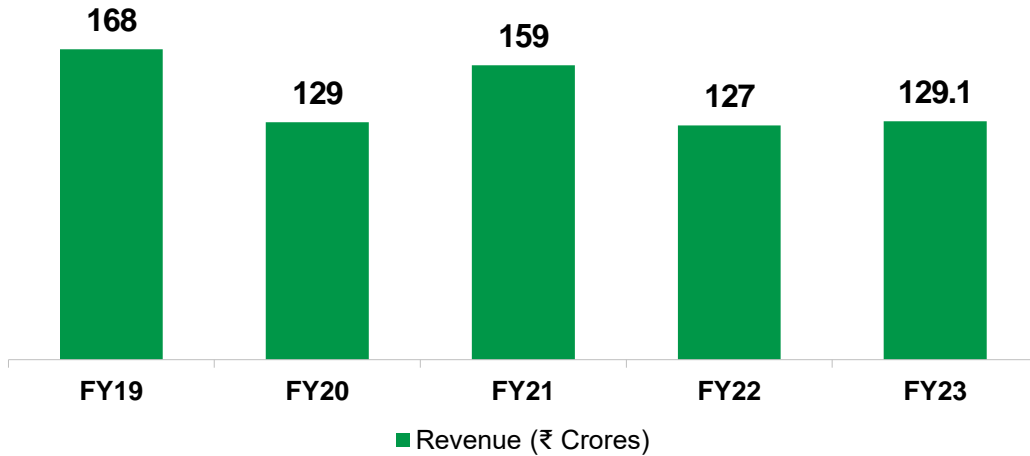
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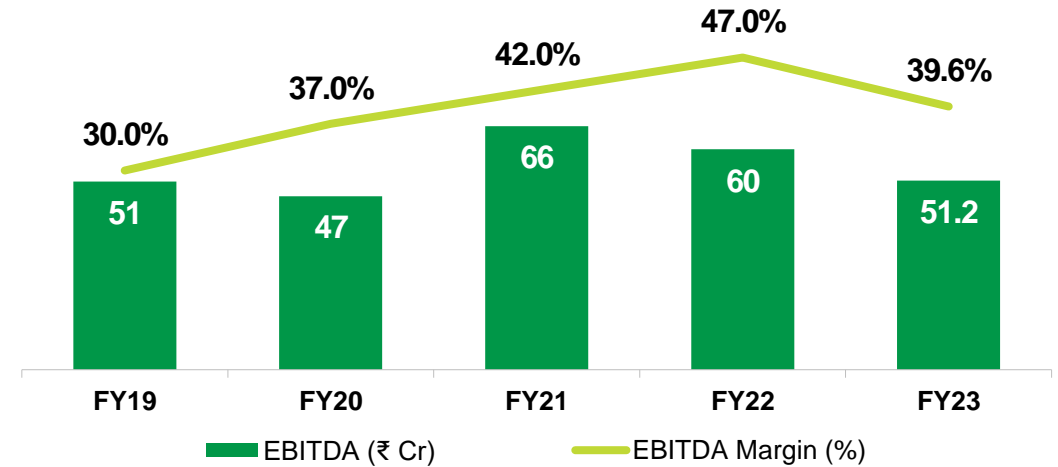
# Financial Overview

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

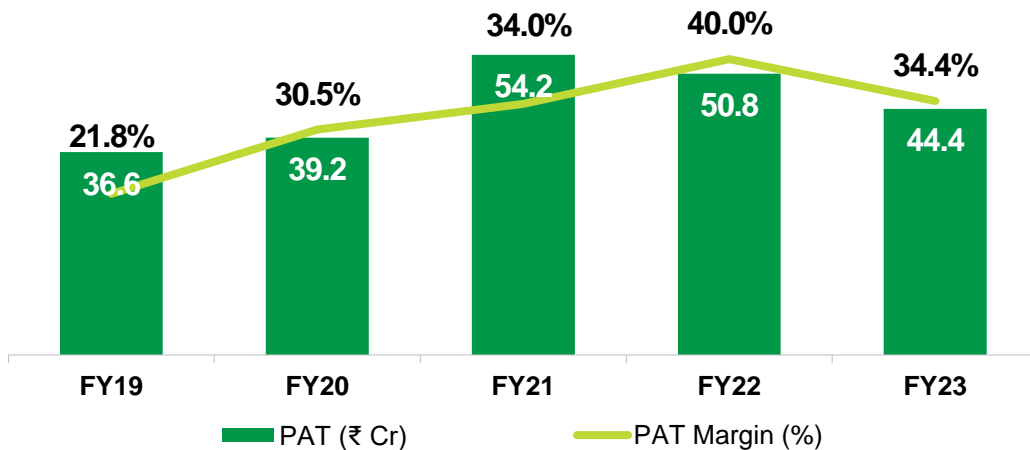
Revenue (₹ Cr.)



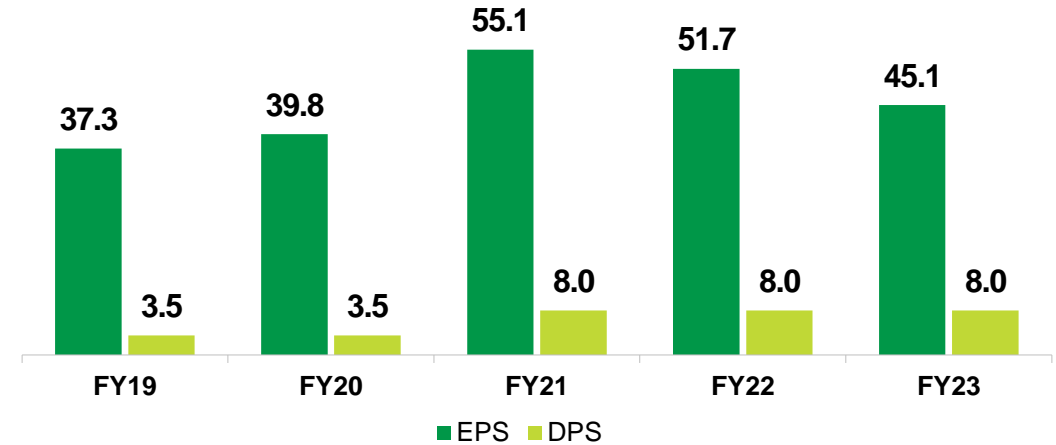
EBITDA (₹ Cr.) and EBITDA Margin (%)



PAT (₹ Cr.) and PAT Margin (%)

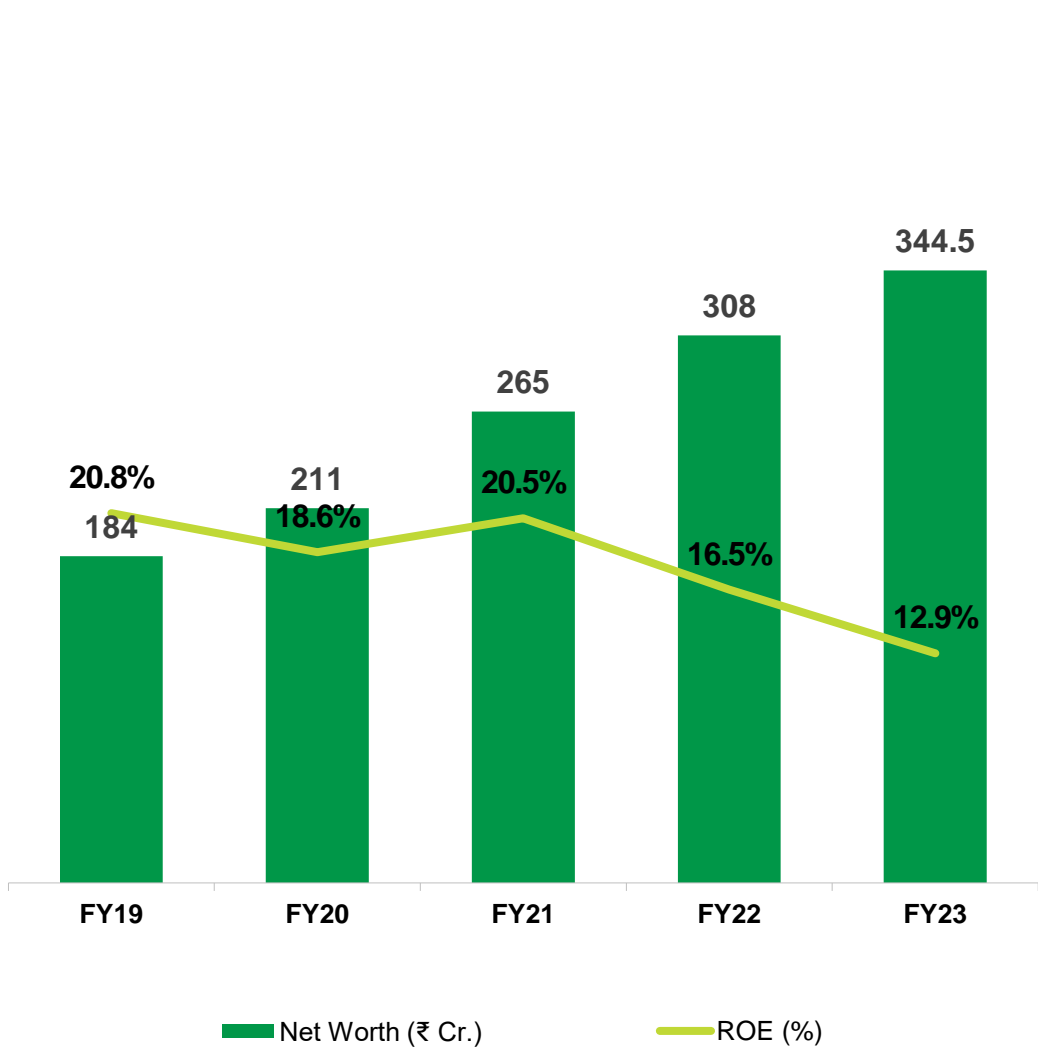


EPS & DPS\*

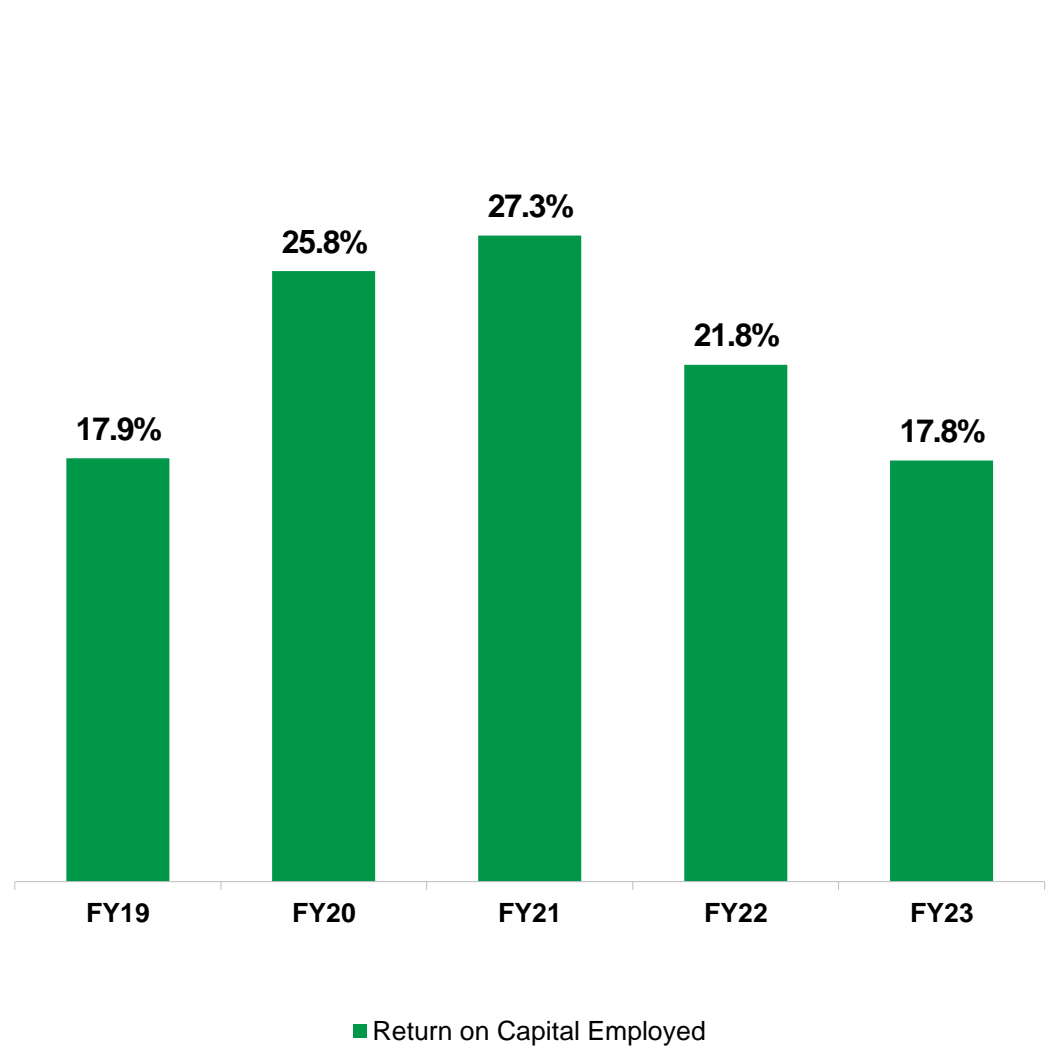


# Consolidated Financial Overview (Full Year) (2/2)

Net Worth (₹ Cr.) and ROE (%)



Return on Capital Employed





# ELDECO

Investor Presentation

# Annexure



# Stock Data

## Stock Information

## Shareholding as on 31<sup>st</sup> March 2023

**Stock Price** ₹ 621

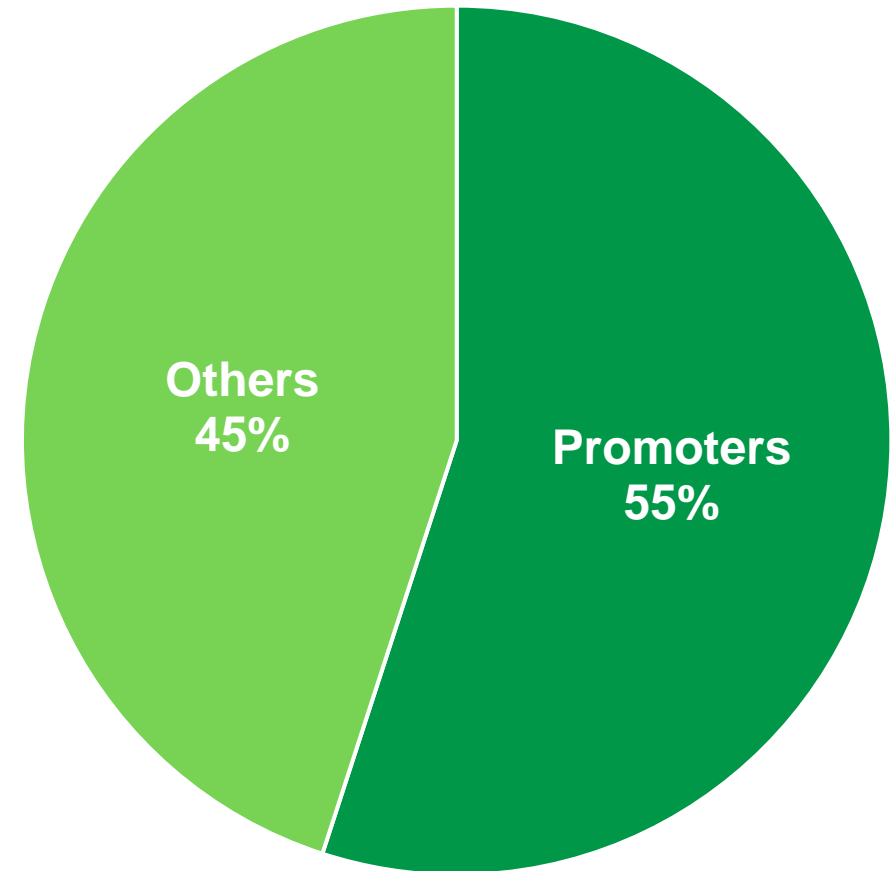
**52 Week High/Low** ₹ 740 / 498

**Market Capitalization** ₹ 611 Cr

**Shares Outstanding** 9.8 Mn

**Free Float** ₹ 263 Cr / 43%

*Note: Stock Prices as on 15 May 2023 & data source is BSE*



# CSR Initiatives

## Resident Care

- **Battery-operated eRickshaw** across Eldeco townships to reduce carbon footprint and each one with 5-6 pax capacity

## 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.

## 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



## 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



Helping the less privileged *Live Better.*

**Gayatri Pariwar Trust**

**Ananda Marga Pracaraka Samgha**

**Bharat Lok Shiksha Parishad**

- : Construction of the Health Institute
- : Construction of Hall to provide Education
- : Running of 50 Ekal Vidyalayas to provide Education

**Cheshire Care Homes**

Construction of Rooms for the elderly



**Ummeed Ashrayagrah**

Construction of Rooms for the destitute



# 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**



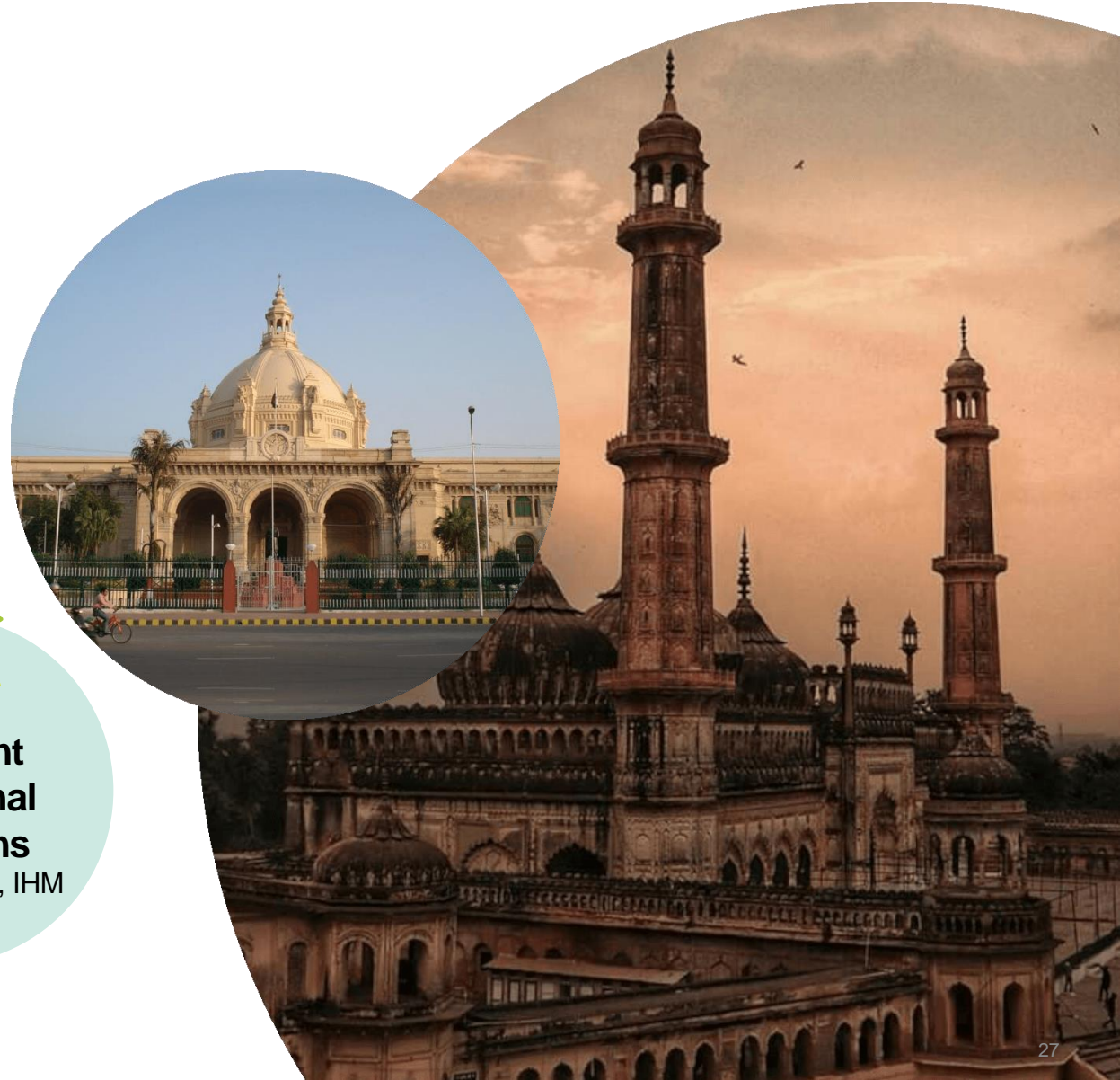
**Influx of  
population  
from Eastern UP  
and Bihar**



**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,  
Vibhuti Khand, (Opp. Mandi Parishad ),  
Gomti Nagar, Lucknow – 226010

Tel : 0522 4039999

Fax : 0522 4039900

[www.eldecogroup.com](http://www.eldecogroup.com)

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

### For IR Contact:

**Abhishek Bhatt**

[abhishek.bhatt3@in.ey.com](mailto:abhishek.bhatt3@in.ey.com)



# Thank You