

Date: 13.02.2023

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 *inter alia* for the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2022.

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, February 13, 2023.

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

Q3FY23 | February 2023

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





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Quarterly Overview

Q3FY23 Key Operational Highlights

Land Purchase

Purchased land of additional
16.52 Acres
from April'22 to Dec'22

Deliveries

1,09,214 sq.ft
handed over in Q3FY23
100 homes
registered in Q3FY23

Sales Booking

Sales Booking of
Rs. 22.3 crores
in Q3FY23

Management Commentary

Commenting on the results,
Mr. Pankaj Bajaj, Chairman & Managing Director said,

The demand is here to stay,

The residential sector had a revival in demand last year as a result of low home loan rates and decade long stagnant prices. This year both interest rates and house prices have increased, but there is continued demand even at current price points as the long term CAGR of house prices is still reasonable. Overall, the Indian real estate is expected to continue its growth due to the government's large infrastructure push, robust end-user demand, and the low-base effect.

In Lucknow, the demand for residential real estate remained high. From a stagnant inventory situation, it is now a supply starved environment. New projects are taking time to hit the market, reflected in muted numbers. In the third quarter, the company handed over 1,09,214 sq.ft, a successful registration of 100 homes compared to 84 homes sequentially. The collections for the quarter remained at Rs. 38 crores.

We are constantly working to boost supply in order to meet the demand. We acquired a total of 16.52 acres of land between April 22 and December 22 period. We have successfully raised our beneficial share of the Bareilly project from 40% to 50%. Furthermore, by the end of the current fiscal, we plan to launch two additional residential projects. We are also in early term sheet stage negotiations for a two more projects which will get launched in the next financial year.”



Mr. Pankaj Bajaj
Chairman & Managing Director

Consolidated Quarterly Operations Highlights

Particulars	Q3 FY23	Q3 FY22	Q2 FY23
Amount spent on Construction (₹ Cr.)	20.2	19.9	20.4
Area Booked (sq. ft.)	47,443	2,56,190*	52,028
Booking Value (₹ Cr)	22.0	108.4	23.2
Collections (₹ Cr)	37.8	56.4	48.3

*During Q3FY22 the company witnessed high amount of bookings from its Imperia Project, elevating the overall bookings during the period



Construction Spend:

Saw a booking of Rs. 22.3 crore in Q3FY23



Collections

Rs 37.8 crore in Q3FY23 decreased from the previous year due to new project launches in Q3FY22



Deliveries

1,09,214 sq ft handed over in Q3FY23; i.e 100 homes registered in favour of happy customers

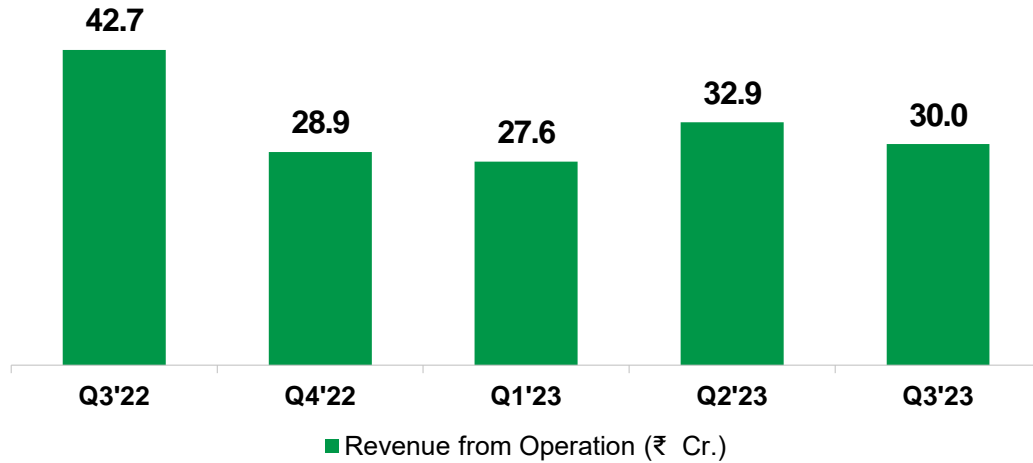
Consolidated Financial Overview (Quarterly) (1/2)

Figures in Rs. Crores, except margins

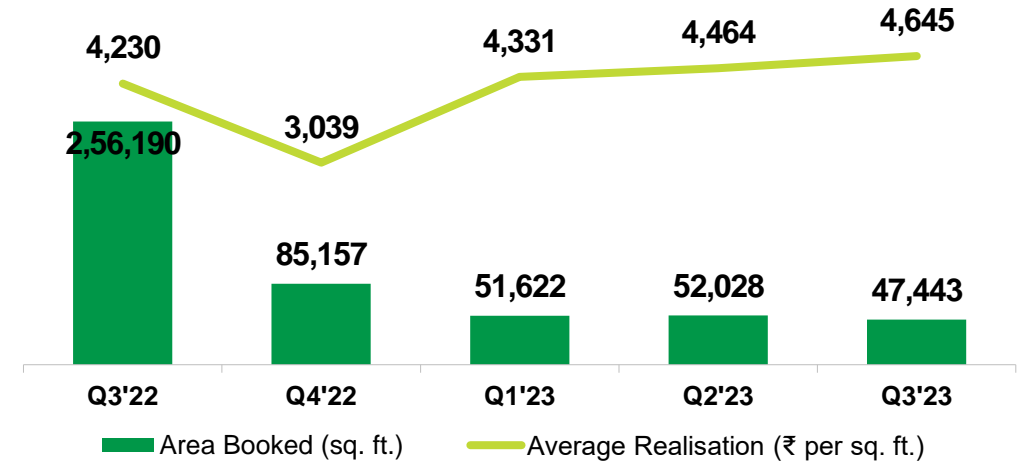
Particulars	Q3FY23	Q3FY22	Q2FY23	9MFY23	9MFY22
Revenue from Operations	30.0	42.7	32.9	90.4	97.9
EBITDA	12.2	17.1	9.6	33.1	44.0
Finance Cost	0.7	0.1	0.4	1.1	0.4
PBT	14.1	19.9	12.0	39.6	48.4
PAT	10.5	14.9	8.9	29.5	36.3
EBITDA Margin	40.7%	40.1%	29.1%	36.6%	45.0%
PBT Margin	47.1%	46.6%	36.5%	43.8%	49.5%
PAT Margin	35.0%	34.8%	27.0%	32.6%	37.0%

Consolidated Financial Overview (Quarterly) (2/2)

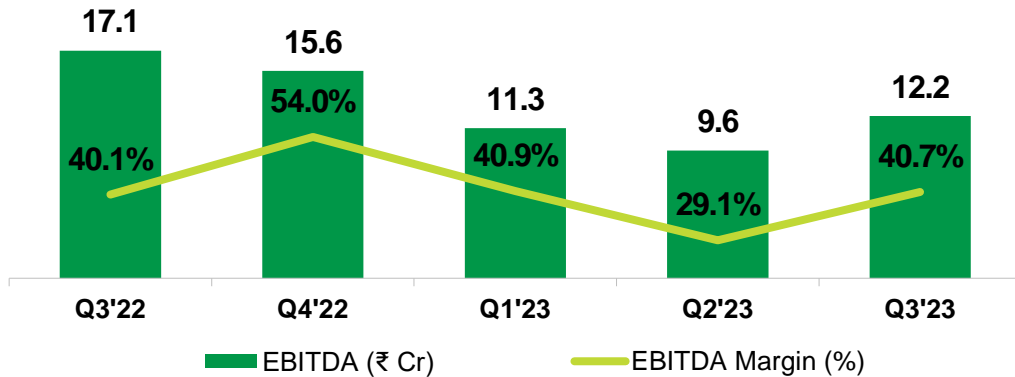
Revenue from Operations (₹ Cr.)



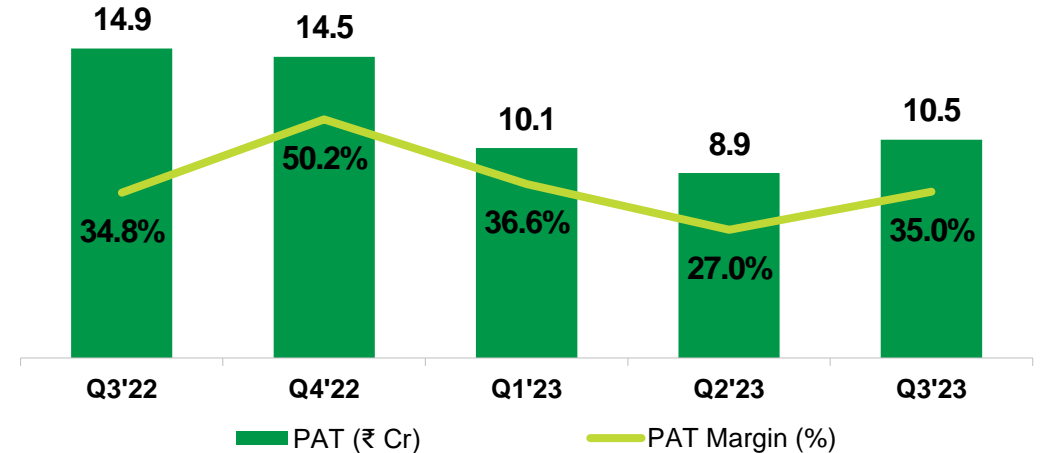
Area Booked (sq. ft.) and Average Realization (₹ per sq. ft.)



EBITDA (₹ Cr.) and EBITDA Margin (%)



PAT (₹ Cr.) and PAT Margin (%)



ELDECO

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Corporate Overview

Group Overview



High Brand Recall in North India

Eldeco City



Over 40 Years of Experience

Eldeco City Dreams



25,000+ 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

Focus
on Middle
Income Segment

57

Projects
Completed

11

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)

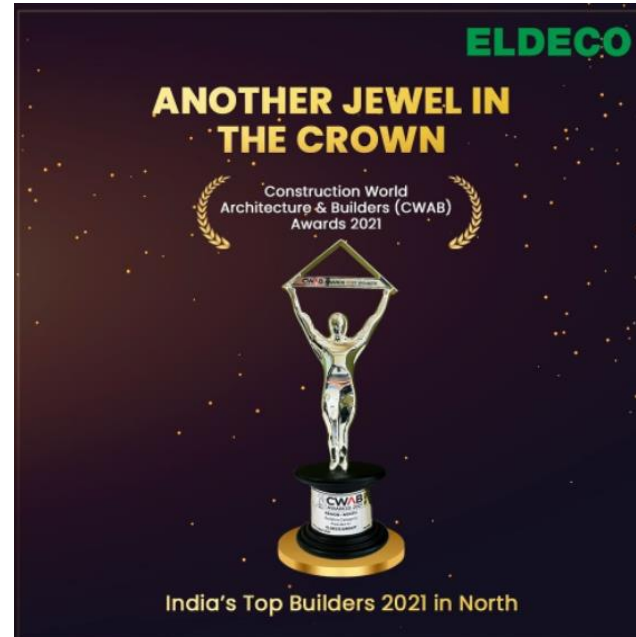
- Post qualification experience of 25 years
- B.Com (Hons) from Delhi University
- Fellow member of ICAI
- Worked with Ansal API & Suncity in previous stints
- Looks over the accounting & taxation functions of the Company



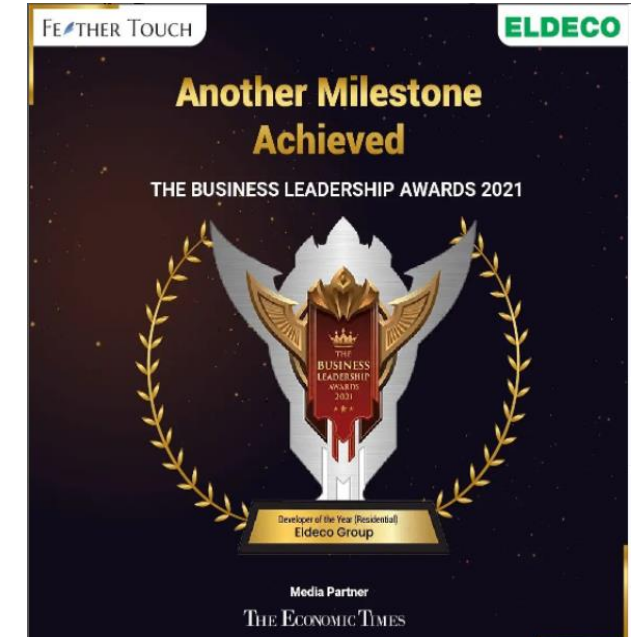
Accolades Won by Eldeco Group



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)'

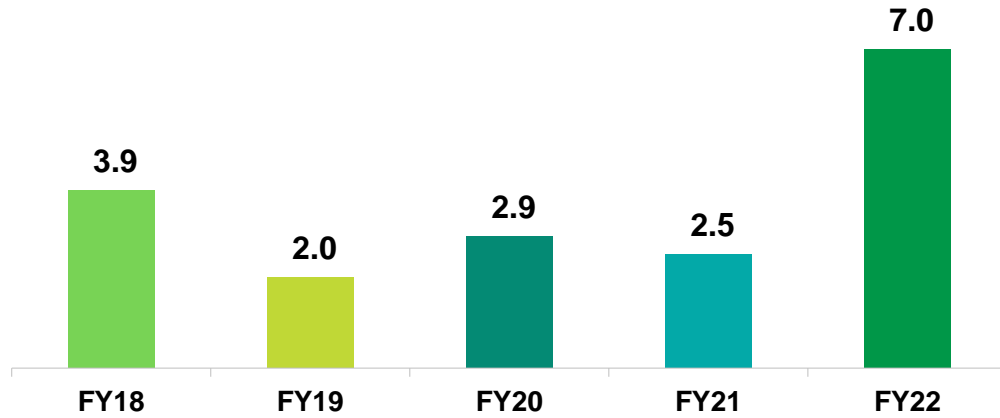
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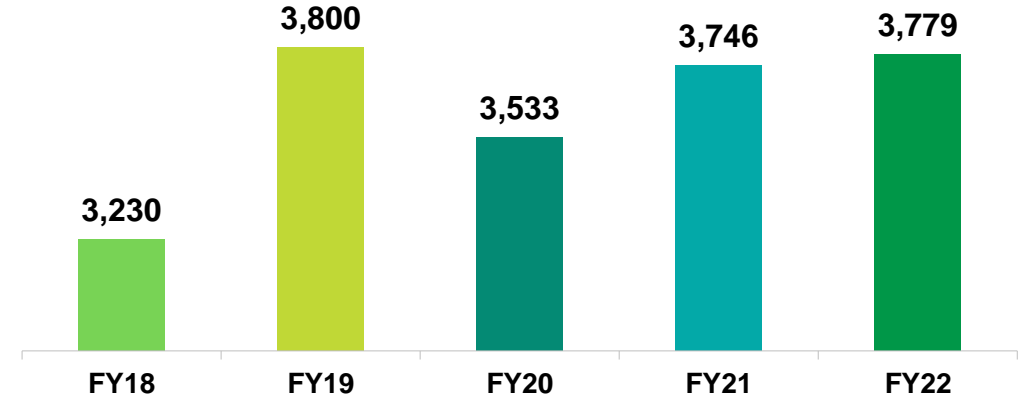
Operational Overview

Operational Track Record

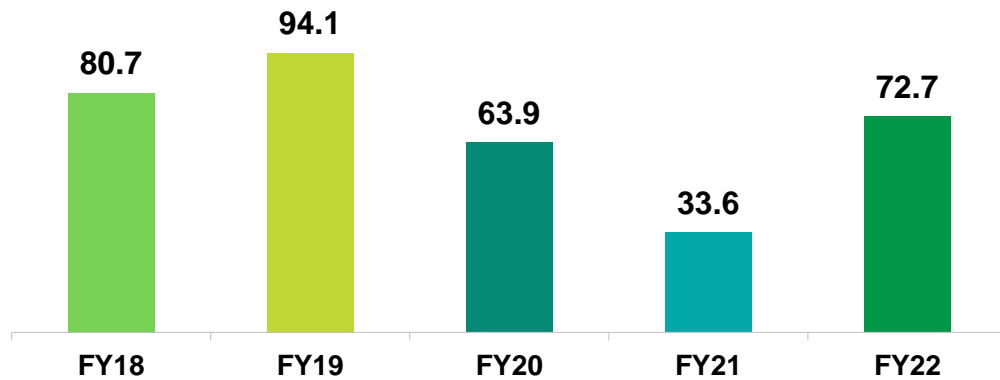
Area Booked (Lakh Sq. Ft.)



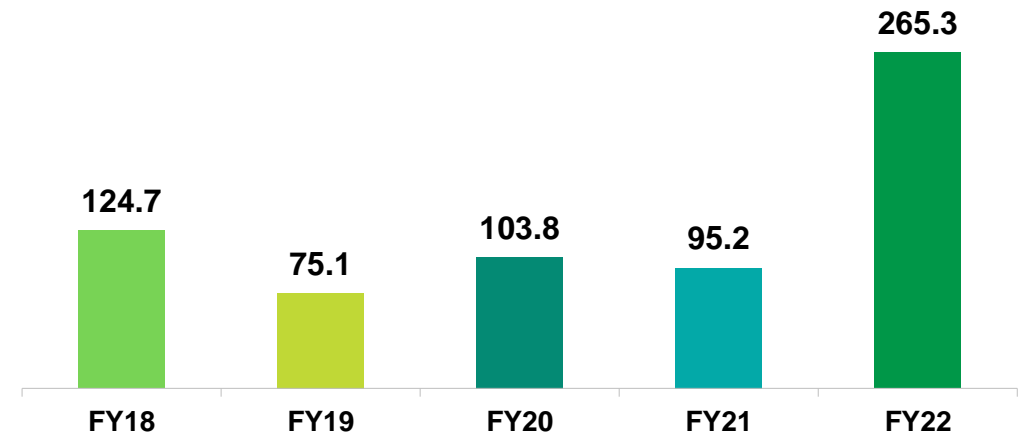
Average Realization (₹ per sq. ft.)



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 Luxa	67,264	1,32,736	80,087	45,013	7,636	43.5	39.3	4.1	CC Received for L2 on 07-Jun-22 , For L1 Applied for CC on 29-Nov-22
2	Eldeco Luxa Arcade		1,728	-	-	1,728	0.0	0.0	0.0	Applied for CC on 29-Nov-22
3	Eldeco Regalia Arcade	19,698	17,759	14,190	-	3,569	8.3	6.8	1.6	Mar-23
4	Eldeco Select	24,068	63,932	61,336	-	2,596	26.7	26.2	0.4	Applied for CC on 21-Aug-21
5	Eldeco Inner Circle	83,367	41,735	41,735	-	0	13.0	12.8	0.2	Applied for CC on 01-Sep-22
6	Eldeco Shaurya Arcade	24,219	20,336	13,585	-	6,751	10.2	8.6	1.6	Jul-23
7	Eldeco East End	1,31,106	62,628	49,135	-	13,493	15.0	12.6	2.4	Mar-23
8	Eldeco Saksham	33,627	67,436	66,470	-	966	11.2	5.3	5.9	Mar-24
9	Eldeco Twin Tower	70,327	1,56,526	94,527		61,999	38.8	20.8	17.9	Sep-25
10	Eldeco City at Bareilly (50% Beneficial Interest)	15,51,394	8,73,549	5,84,266	-	2,89,283	172.6	125.9	46.7	Jun-26
11	Eldeco Imperia Phase I	7,40,527	3,05,163	1,98,456		1,06,707	90.8	52.7	38.1	Dec-24
	Total	27,45,597	17,43,528	12,03,787	45,013	4,94,728	430.0	311.1	119.0	

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%	19.74	4,55,476	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	Eldeco Latitude 27	Group Housing	100%	3.53	5,16,712	Under planning
5	GH-04	Group Housing	100%	2.48	3,23,953	Under planning
Total				28.85	14,33,000	

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

Total: 1,54,02,974 Sq Ft.

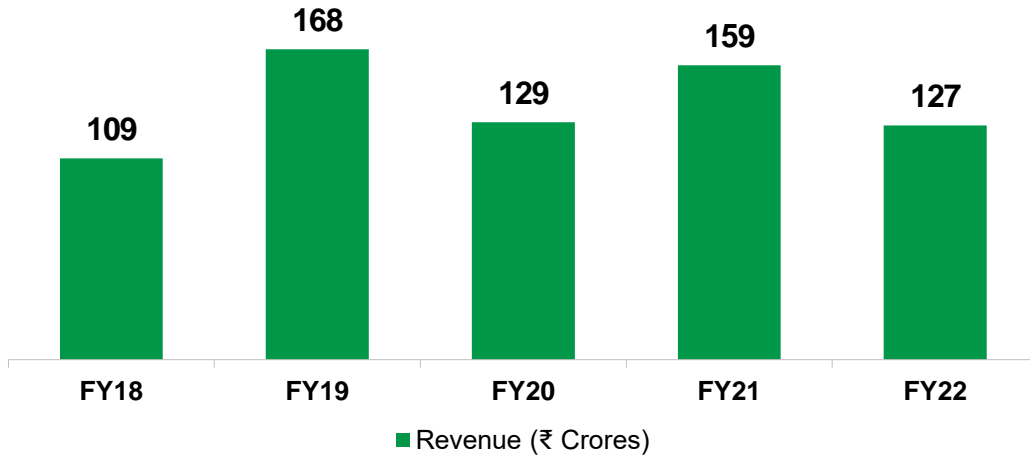
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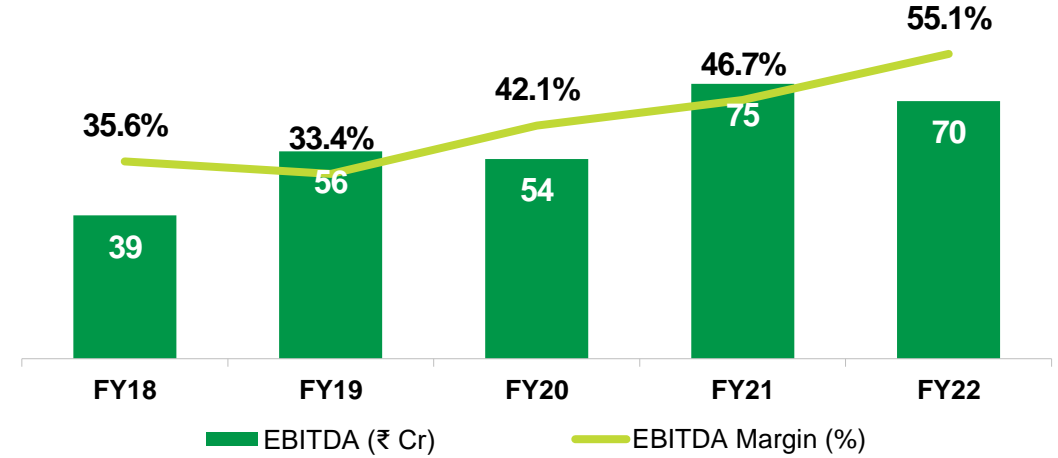
Financial Overview

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

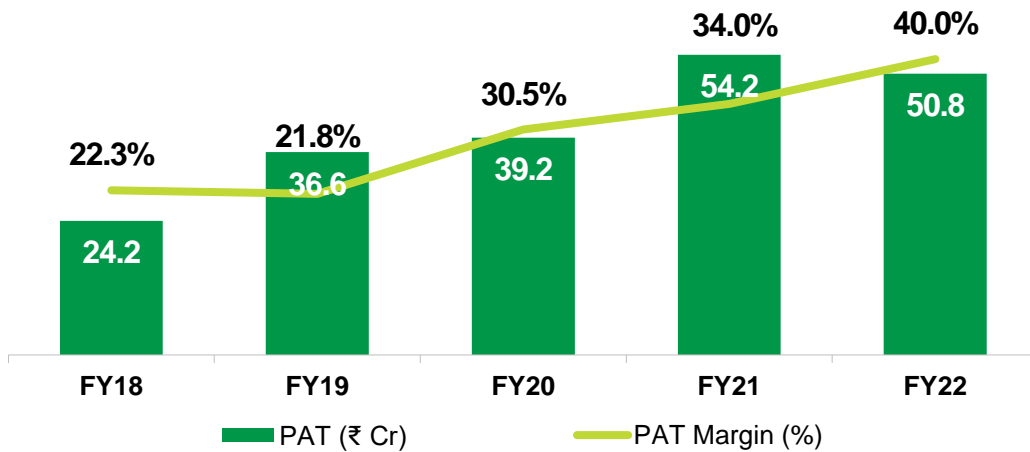
Revenue (₹ Cr.)



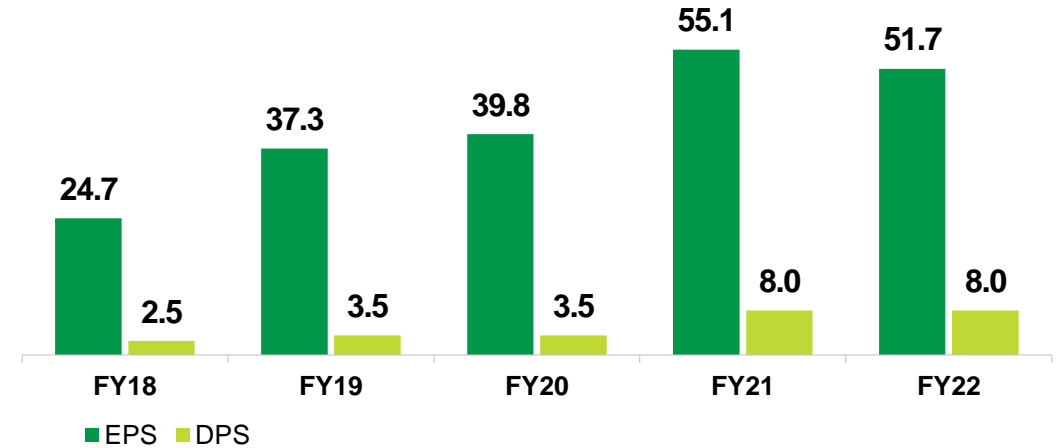
EBITDA (₹ Cr.) and EBITDA Margin (%)



PAT (₹ Cr.) and PAT Margin (%)

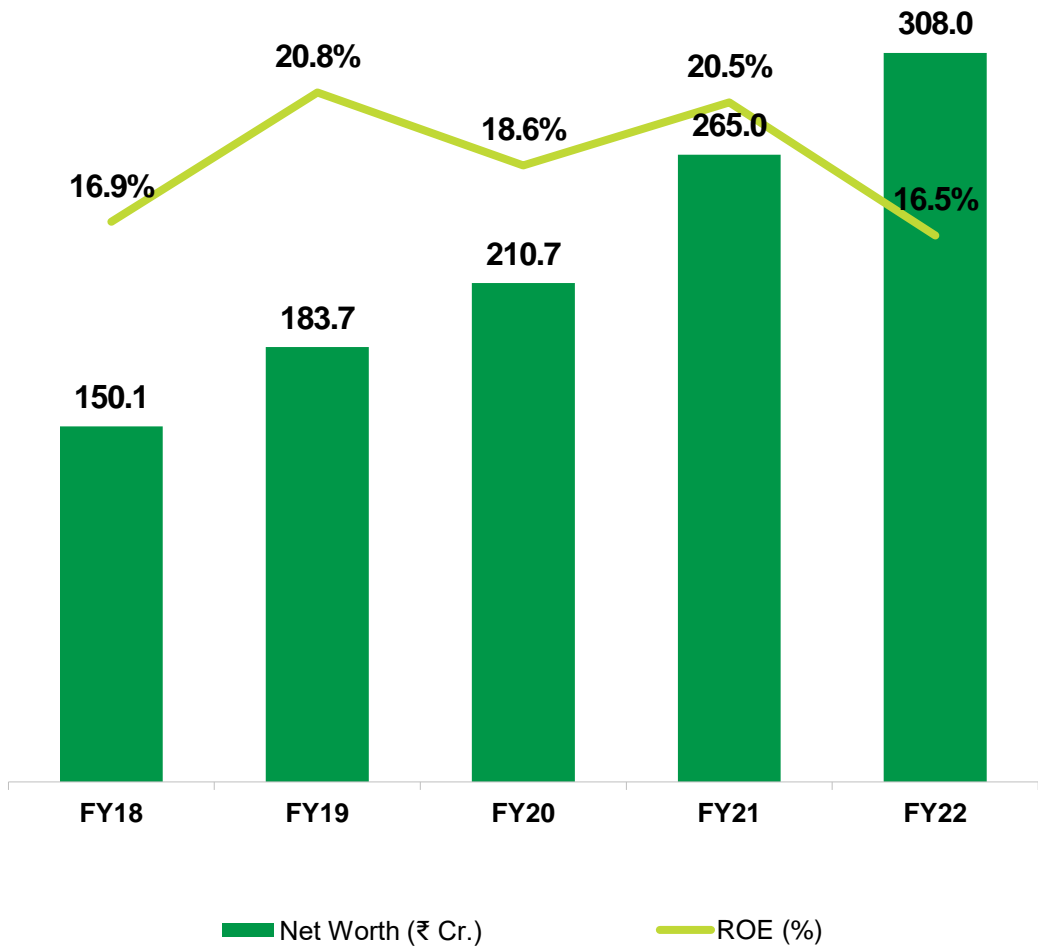


EPS & DPS*

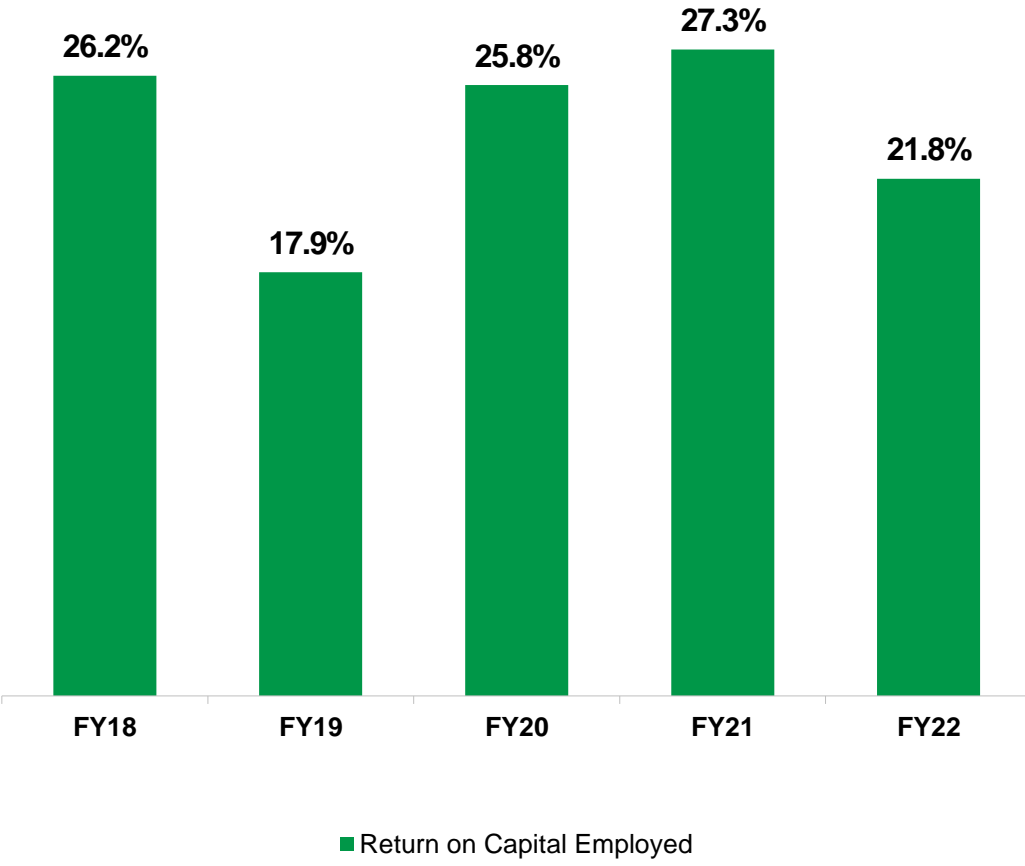


Consolidated Financial Overview (Full Year) (2/2)

Net Worth (₹ Cr.) and ROE (%)



Return on Capital Employed





ELDECO

Investor Presentation

Annexure

Stock Data

Stock Information

Stock Price ₹ 581

52 Week High/Low ₹ 841 / 498

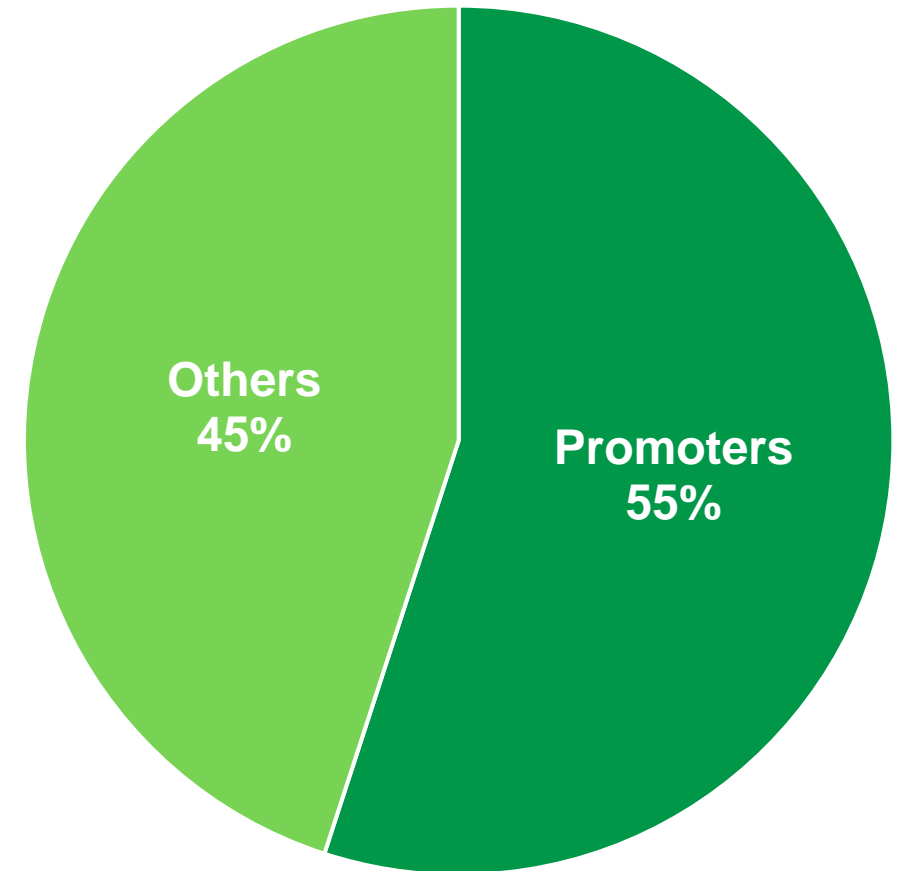
Market Capitalization ₹ 571 Cr

Shares Outstanding 9.8 Mn

Free Float ₹ 266 Cr / 43%

Note: Stock Prices as on 10 February 2023 & data source is BSE

Shareholding as on 31st December 2022



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:

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Thank You