

Date: 08.11.2023

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: Revised 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 revised Investors' Presentation *inter alia* on the Unaudited Financial Results of the Company for the quarter and half year ended September 30, 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 Tuesday, November 7, 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

Q2FY24 | November 2023

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







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# ELDECO

EHIL

# Quarterly Overview



# H1FY24 Key Operational Highlights

## Collection

Collection of  
**Rs. 54.1 crores**  
in H1FY24

## Deliveries

Deliveries of  
**96,546 sq.ft**  
handed over in H1FY24

## Sales Booking

Sales Booking of  
**Rs. 56.1 crores**  
in H1FY24

**Purchased 20.6 acres of Land during H1FY24**

# Management Commentary

## Commenting on the results

Mr. Pankaj Bajaj, Chairman & Managing Director said,

### Building Supply...

During the second quarter of the fiscal year 2024, our company maintained a steady performance, largely attributed to a reduced number of product launches and a transitional phase in our supply chain. We've received positive feedback on our recent launch, "Latitude 27," and are gearing up for the introduction of "Imperia Phase 2." Furthermore, we are currently in the process of seeking RERA registration for our high-rise luxury project, "Eldeco Trinity," which will add an impressive 5 lakh square feet to our portfolio.

In the period between July 2023 and September 2023, we successfully acquired 18.1 acres of new land and plan to continue our land aggregation efforts in the upcoming months. With these impending launches and other projects in our pipeline, we anticipate that our booking value will more than double in the current fiscal year. In the previous quarter, our bookings saw a 6% increase, reaching Rs. 24.7 crores compared to Rs. 23.2 crores in Q2FY23. Notably, we also delivered 96,546 sq.ft during the first half of the fiscal year 2024.

In the Q2FY24, we secured a substantial capital infusion of Rs. 160 Crores from two separate lenders, with Rs. 80 Crores having already been allocated and effectively employed to support our expansion and development initiatives. We are fully prepared to meet the heightened demand expected during the festive season, thanks to the aforementioned launches. The market's demand for high-quality real estate remains robust, and we are well-positioned to capitalize on this promising opportunity.



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



# Consolidated Quarterly Operations Highlights (1/2)

Particulars	Q2 FY24	Q2 FY23	Q1 FY24
Amount spent on Construction (₹ Cr.)	20.8	20.4	17.4
Area Booked (sq. ft.)	53,377	52,028	68,686
Booking Value (₹ Cr)	24.7	23.2	31.4
Collections (₹ Cr)	28.6	48.3	25.5



## Booking Value:

Saw a booking value of Rs. 24.7 crore in Q2FY24 against 23.2 crore in Q2FY23



## Collections

Rs 28.6 crore in Q2FY24, largely impacted on account less number of new launches



## Deliveries

38,158 sq ft handed over in Q2FY24; i.e 30 homes registered in favour of happy customers

# Consolidated Quarterly Operations Highlights (2/2)



## Latitude27 Launch:

**Sold 41 units** upto September 2023 of Newly Launched Eldeco Latitude 27 (launched in Q1FY24); Although booking numbers were higher which shall be reflected in the allotments in subsequent quarter



## Fund Raise:

During Q2FY24, secured capital infusion of **Rs. 160 Crores** from two lenders of which Rs. 80 Crores allocated to support our expansion and development initiatives



## Land Acquisitions:

During Q2FY24, Purchased new land aggregating to **18 acres** which shall add to the pipeline of forthcoming projects in future



## New Approvals:

During Q2FY24, Layout/ Map approval received for **Eldeco Trinity on 14.09.2023** and **Imperia Phase 2 on 06.09.2023**



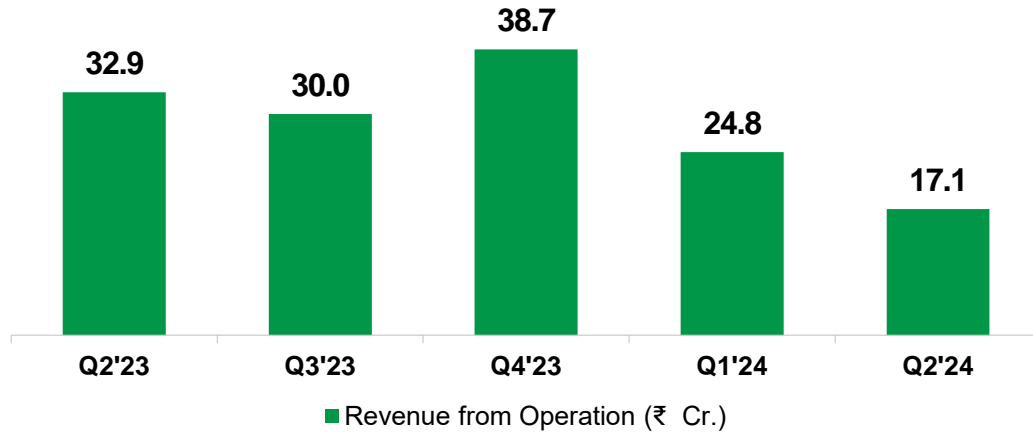
# Consolidated Financial Overview (Quarterly) (1/2)

Figures in Rs. Crores, except margins

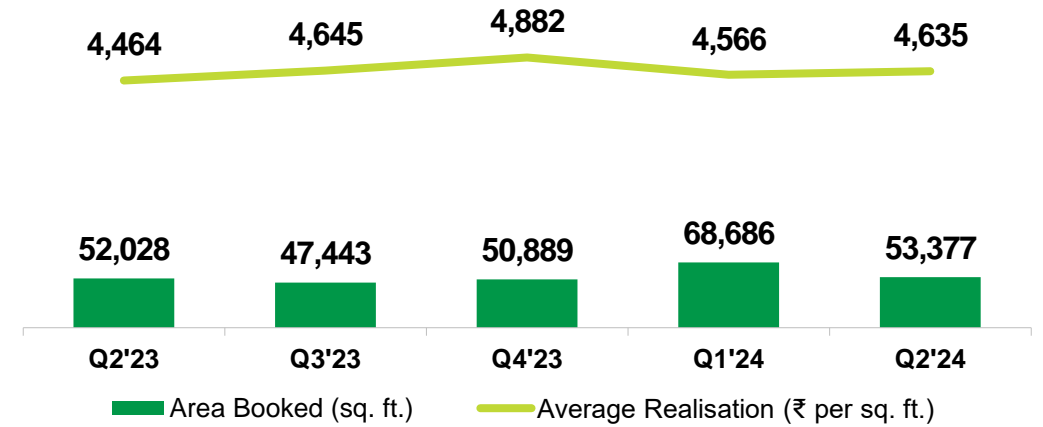
Particulars	Q2FY24	Q2FY23	Q1FY24	H1FY24	H1FY23
Revenue from Operations	17.1	32.9	24.8	41.9	60.5
EBITDA	7.4	9.6	7.8	15.2	20.9
Finance Cost	0.1	0.4	0.1	0.2	0.5
PBT	8.7	12.0	10.2	19.0	25.5
PAT	6.4	8.9	7.6	14.0	19.0
EBITDA Margin (%)	43.6%	29.1%	31.4%	36.4%	34.5%
PBT Margin (%)	51.2%	36.5%	41.3%	45.3%	42.2%
PAT Margin (%)	37.6%	27.0%	30.7%	33.5%	31.4%

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

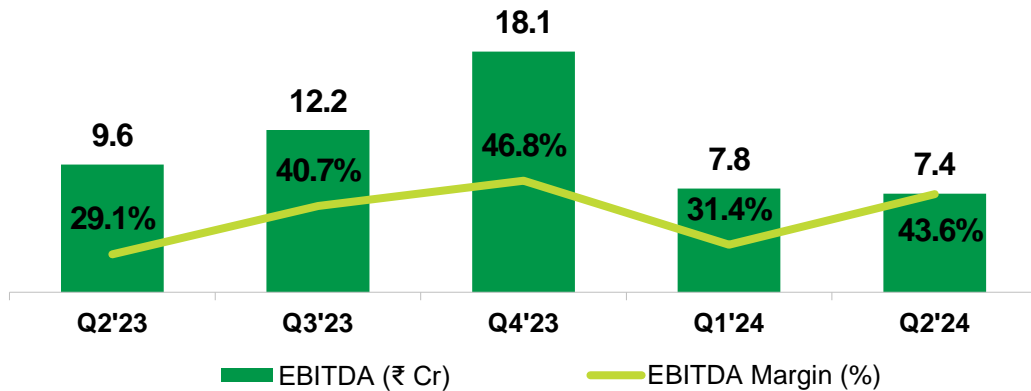
Revenue from Operations (₹ Cr.)



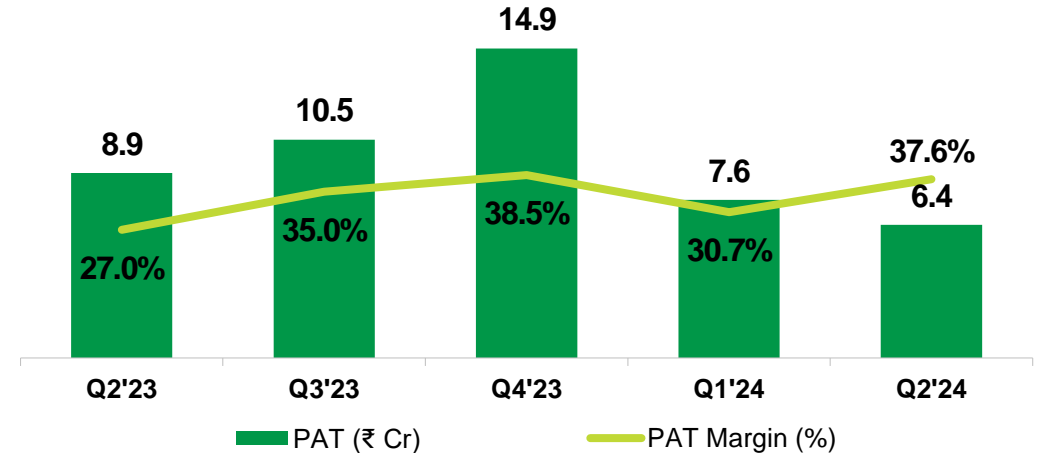
Area Booked (sq. ft.) and Average Realization (₹ per sq. ft.)



EBITDA (₹ Cr.) and EBITDA Margin (%)

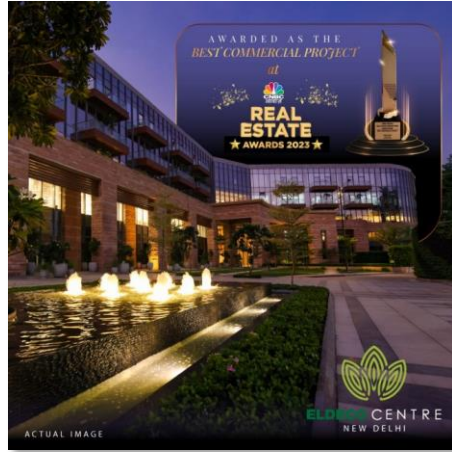


PAT (₹ Cr.) and PAT Margin (%)





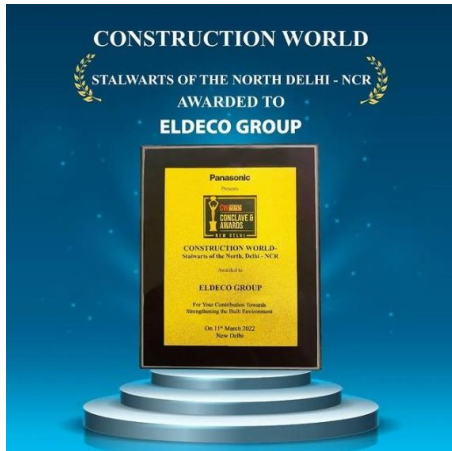
# Accolades Won by Eldeco Group



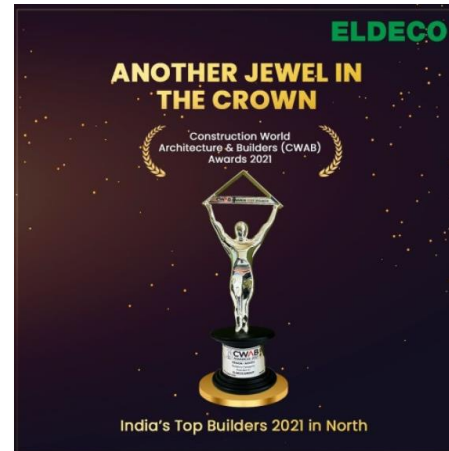
Eldeco Centre, New Delhi has been awarded as the **'Best Commercial Project'** at CNBC AWAAZ Real Estate Awards 2023 - North Zone.



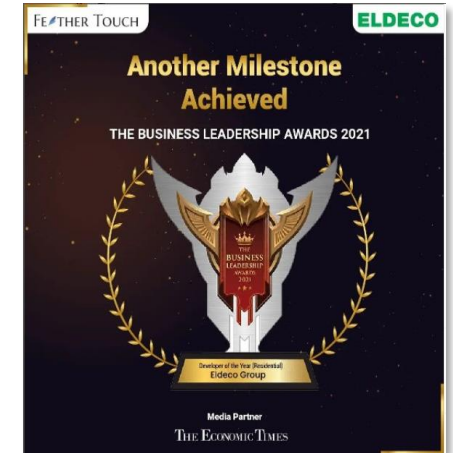
Eldeco Infrastructure & Properties Ltd. and Eldeco Centre has been awarded as **'Developer of the Year - Residential'** and **'Commercial Project of the Year'** respectively at 15th Realty+ Conclave & Excellence Awards - 2023 North.



Eldeco 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

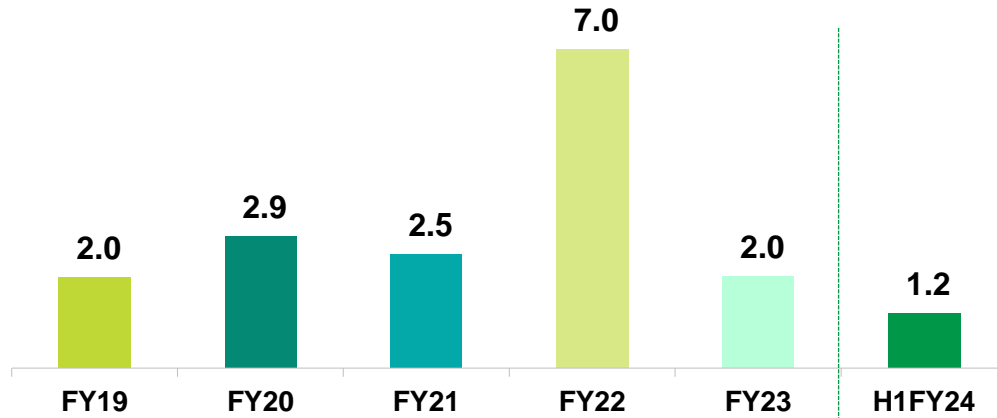
EHIL

# Operational Overview

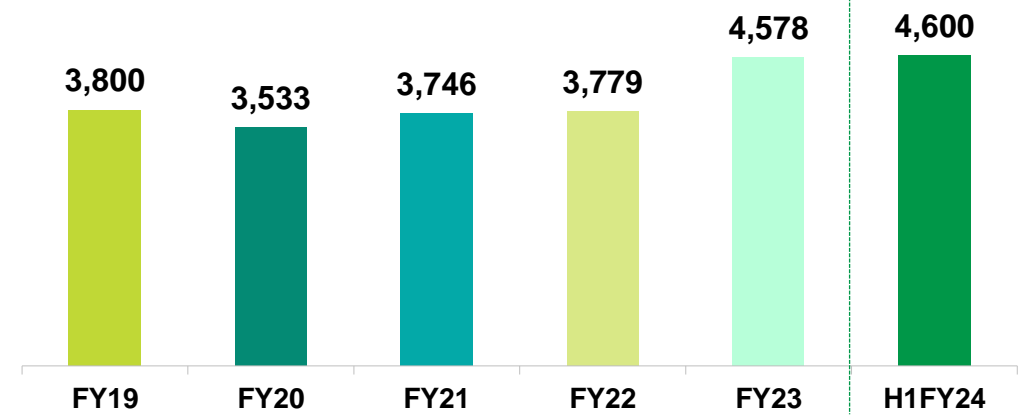


# Operational Track Record

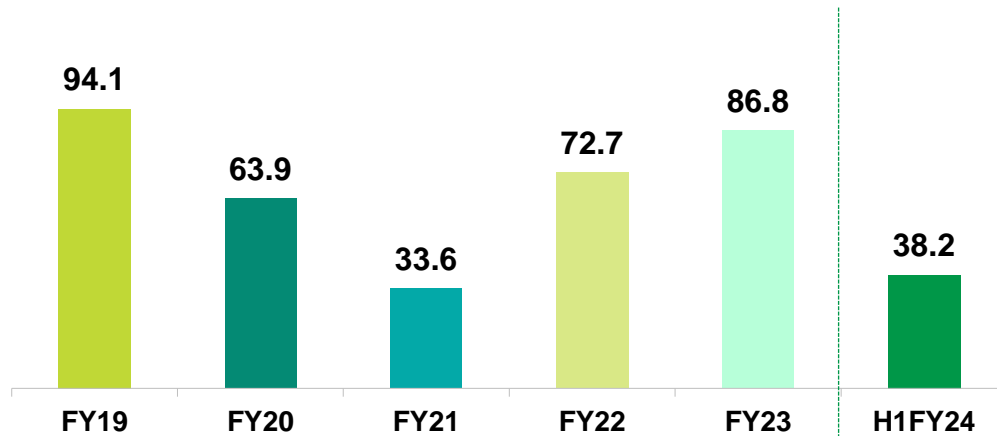
Area Booked (Lakh Sq. Ft.)



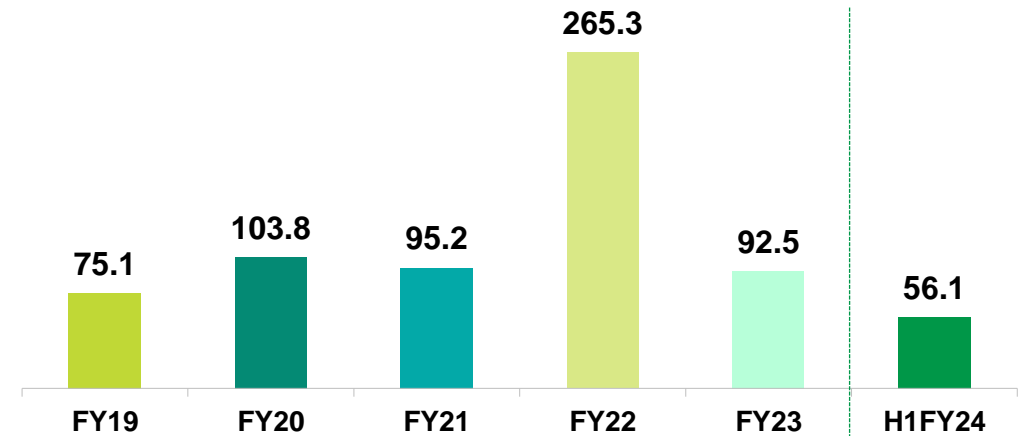
Average Realization (₹ per sq. ft.)



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	14,182	-	3,577	8.3	7.5	0.9	Applied for CC on 07-Sep-23
2	Eldeco Select	24,068	63,932	63,932	-	0	27.1	26.8	0.4	Applied for CC on 21-Aug-21
3	Eldeco Inner Circle	83,367	41,735	41,735	-	0	13.0	13.0	0.0	Applied for CC on 01-Sep-22
4	Eldeco Shaurya Arcade	24,219	20,336	14,829	-	5,507	11.1	9.5	1.6	Nov-23
5	Eldeco East End	1,31,106	62,628	49,135	-	13,493	15.1	13.6	1.5	Applied for CC on 01-Aug-23
6	Eldeco Saksham	33,627	67,436	66,723	-	713	11.3	2.5	8.7	Mar-24
7	Eldeco Twin Tower	70,327	1,56,526	1,14,020	-	42,506	47.5	31.9	15.7	Jan-25
8	Eldeco City at Bareilly (50% Beneficial Interest)	15,51,394	8,73,549	5,87,799	-	2,85,750	175.3	144.4	30.9	Jun-26
9	Eldeco Imperia Phase I	7,40,527	3,05,163	2,44,196	-	60,967	110.8	81.4	29.4	Jan-24
10	Eldeco Latitude 27	1,53,767	5,16,712	73,766	44,200	3,98,746	36.1	3.7	32.4	Dec-26
	<b>Total</b>	<b>28,32,100</b>	<b>21,25,776</b>	<b>12,70,317</b>	<b>44,200</b>	<b>8,11,259</b>	<b>455.5</b>	<b>334.2</b>	<b>121.4</b>	



# Forthcoming Projects

Sr. No.	Project Name	Project Type	Economic Interest	Land Area (Acres)	Saleable Area (Sq.ft)	Current Status
1	Eldeco Imperia Phase 2	Township	100%	28.4	6,31,396	Under planning
2	Eldeco City Plaza	Commercial	100%	0.2	11,383	RERA approval received, construction Started
3	Eldeco City Commercial	Commercial	100%	2.9	1,25,476	Under planning
4	GH-04	Group Housing	100%	2.5	3,23,953	Under planning
5	Eldeco Trinity	Group Housing	100%	3.1	4,82,000	Land acquired
<b>Total</b>				<b>37.1</b>	<b>15,74,208</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.**



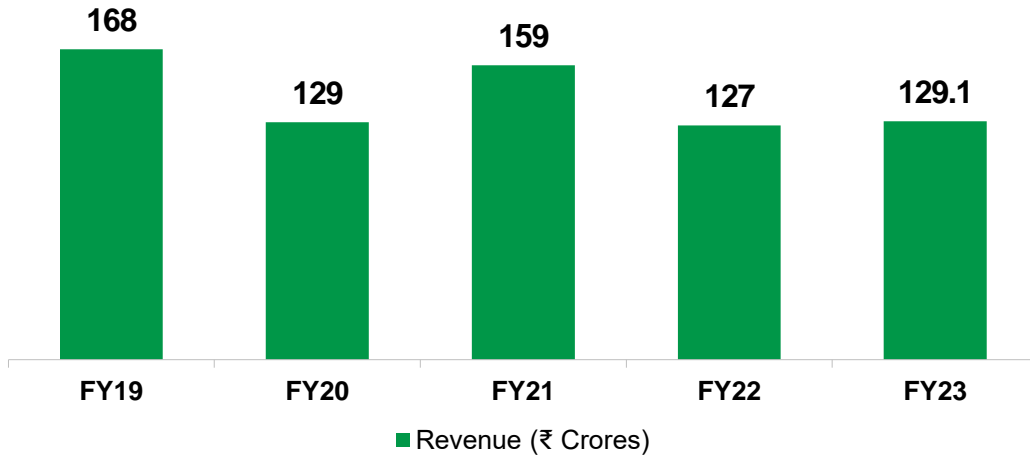
# ELDECO

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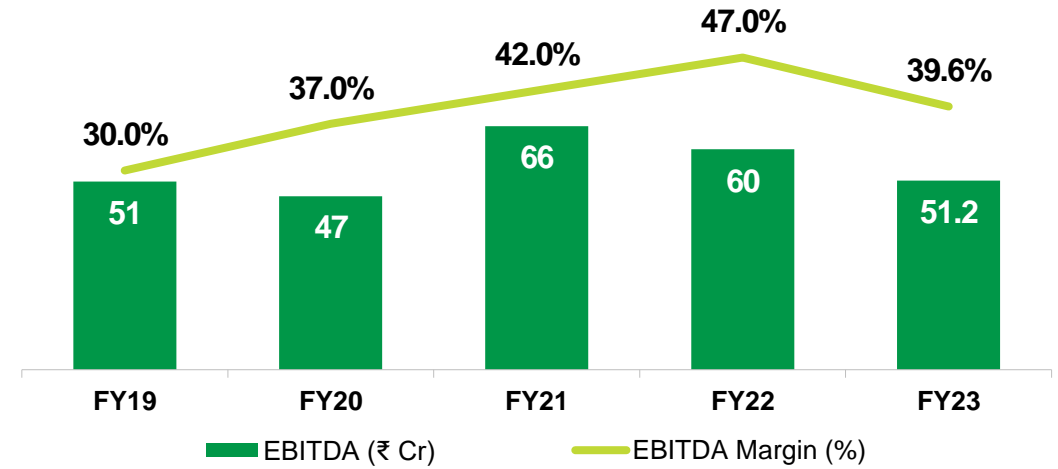
# Financial Overview

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

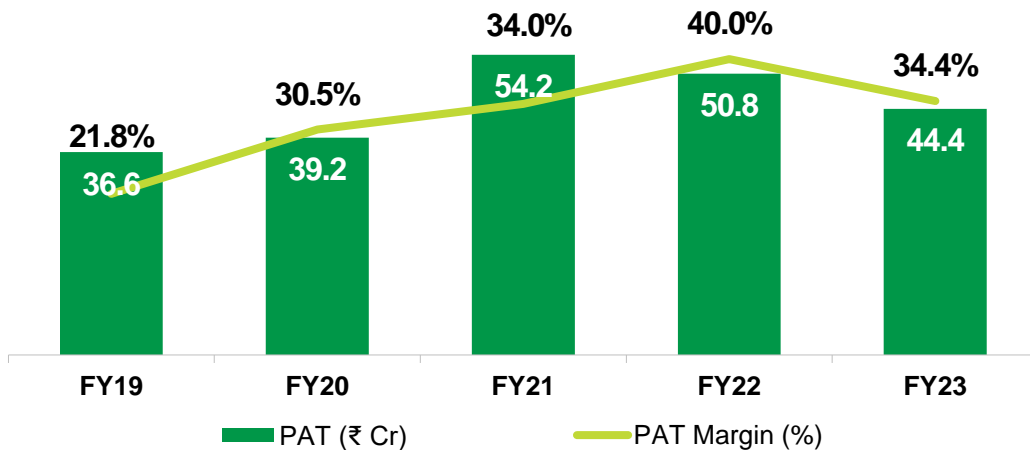
Revenue (₹ Cr.)



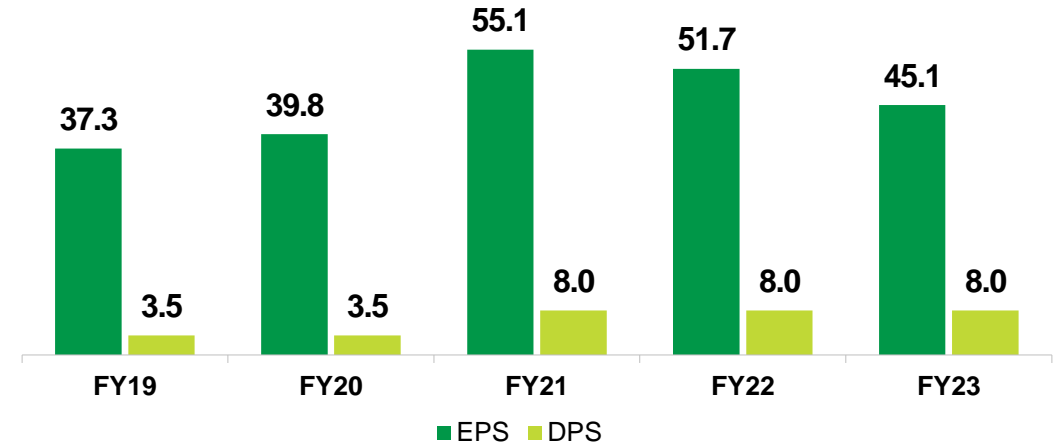
EBITDA (₹ Cr.) and EBITDA Margin (%)



PAT (₹ Cr.) and PAT Margin (%)

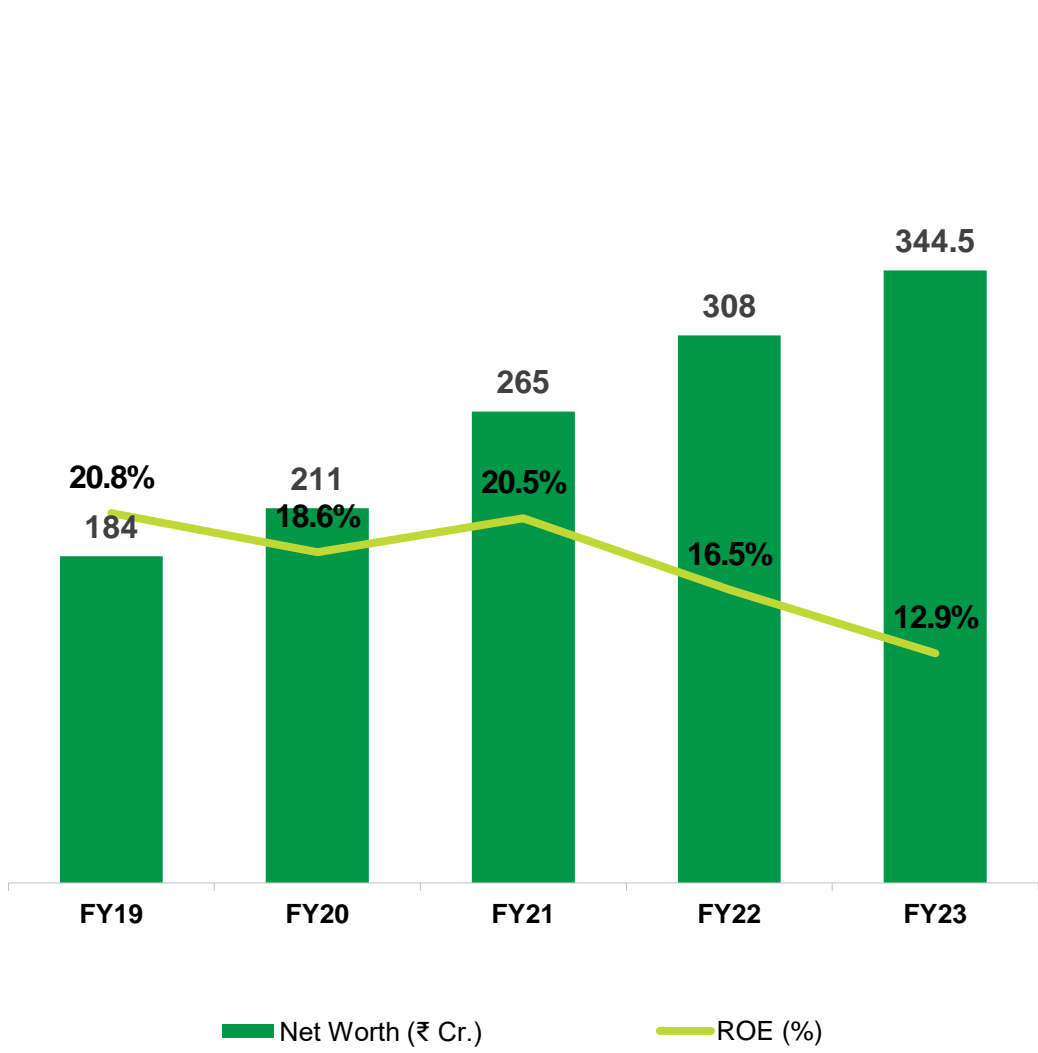


EPS & DPS\*

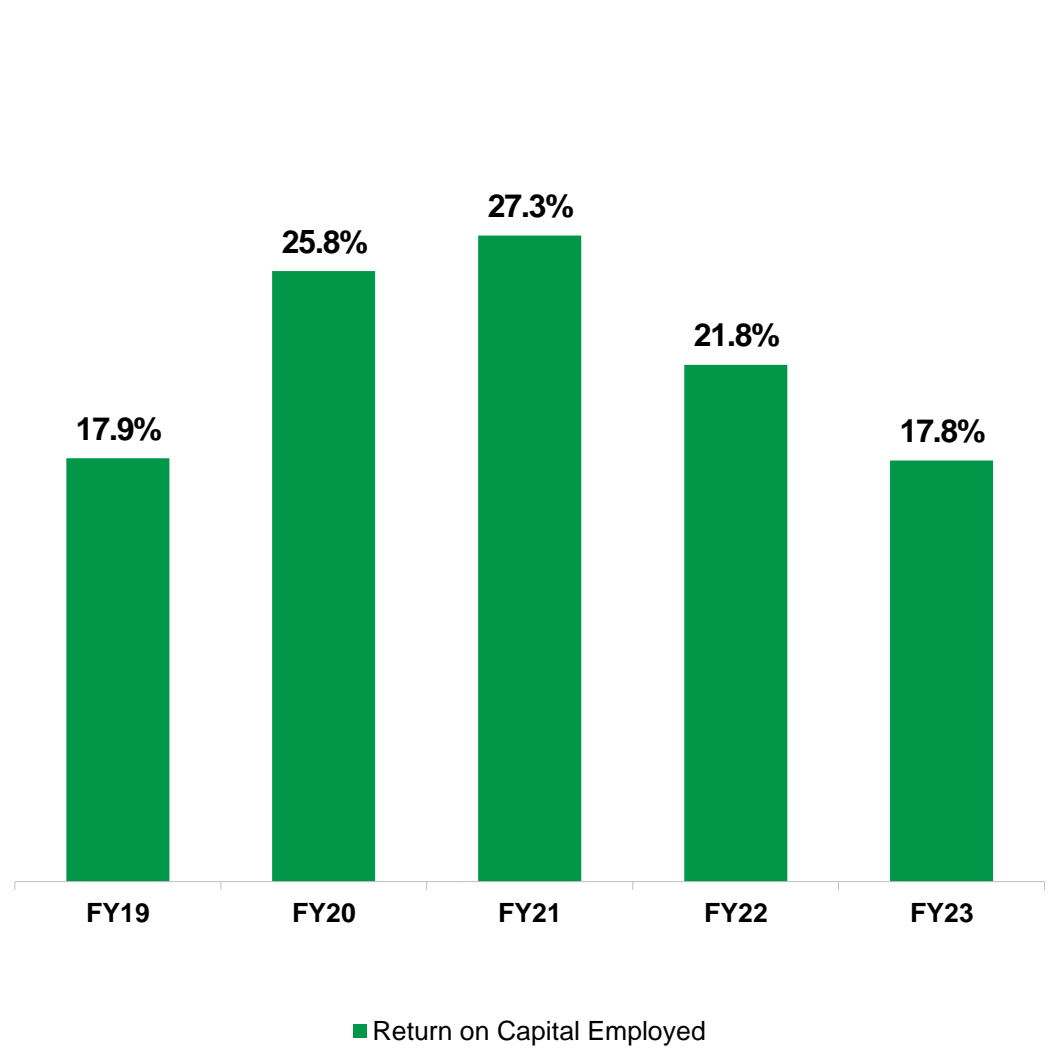


# Consolidated Financial Overview (Full Year) (2/2)

Net Worth (₹ Cr.) and ROE (%)



Return on Capital Employed





# Stock Data

## Stock Information

**Stock Price** ₹ 813

**52 Week High/Low** ₹ 868 / 520

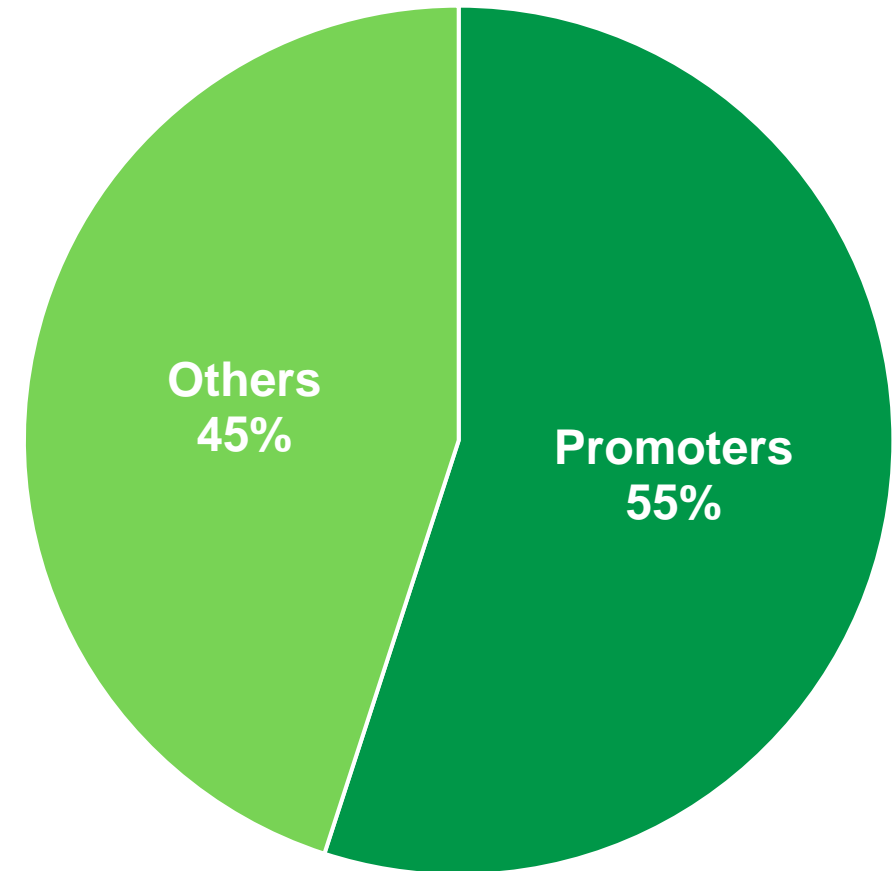
**Market Capitalization** ₹ 800 Cr

**Shares Outstanding** 9.8 Mn

**Free Float** ₹ 344 Cr / 43%

*Note: Stock Prices as on 07 November 2023 & data source is BSE*

## Shareholding as on 30<sup>th</sup> September 2023



# ELDECO

EHIL

# 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

59

Projects  
Completed

10

Projects  
On-Going



Eldecogroup.com

## 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, 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







# ELDECO

Investor Presentation

# Annexure





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



# 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**



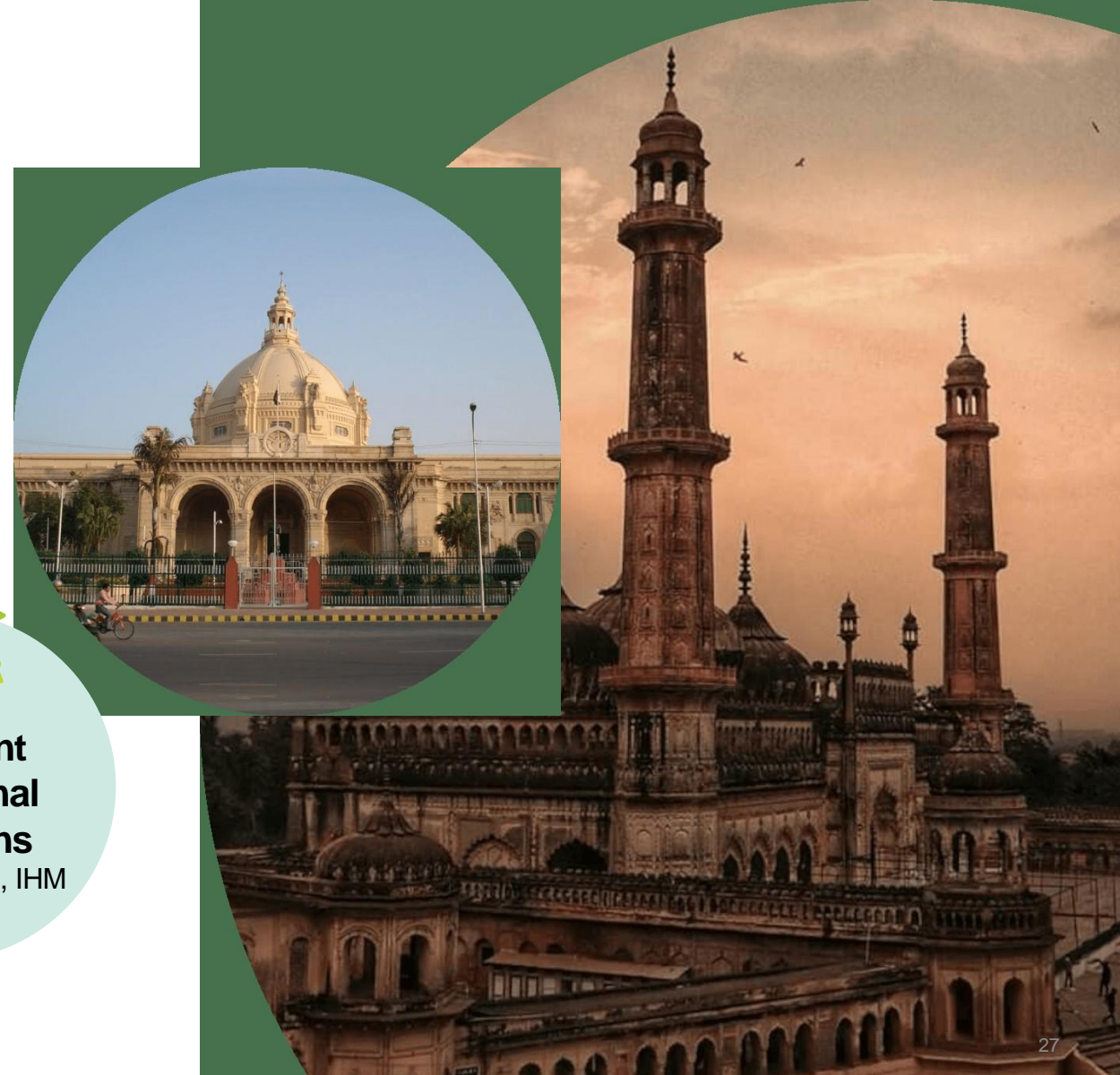
**Influx of population from Eastern UP and Bihar**



**Metro Rail Network**



**Prominent Educational Institutions**  
like IIM-L, NLU, IHM





# ELDECO

## 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

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# Thank You