

Date: 09.08.2022

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 ended June 30, 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 Tuesday, August 9, 2022.

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



Kapil Saluja  
Chief Financial Officer

**Eldeco Housing & Industries Ltd.**

# ELDECO

Eldeco Housing &  
Industries Limited (EHIL)

## Investor Presentation

Q1FY23 | August 2022

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





# Contents



**Quarterly Overview**

Page  
**03**



**Corporate Overview**

Page  
**09**



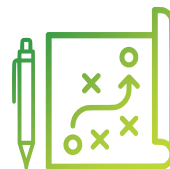
**Operational Overview**

Page  
**14**



**Financial Overview**

Page  
**19**



**Annexures**

Page  
**22**

# ELDECO

EHIL

# Quarterly Overview



# Q1FY23 Quarter Highlights

## Revenue

Rs. 27.6 Crores

**+82.6% growth YoY**

## EBITDA

Rs. 11.3 Crores

**+120.3% growth YoY**

**EBITDA Margin 40.9%**

## PAT

Rs. 10.1 Crores

**+116.6% growth YoY**

**PAT Margin 36.6%**

## Customer Collections

Rs. 49.4 crores in Q1FY23

**+115.7% growth YoY**

## Deliveries

**~1.1 lac sq.ft** handed over  
in Q1FY23

**78 homes** registered in  
Q1FY23

## Sales Booking

**Rs. 22.4 crores** in Q1FY23

# Management Commentary

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

## **The demand is here to stay,**

This was a solid quarter for us. After the strong sales in the previous quarters, in this quarter execution and collections have been stable. This is traditionally the slowest quarter of the year, but we are happy with our performance. The collections for the quarter witnessed a growth of 116% year on year and 35% sequentially.

The key takeaway was that real estate demand, especially that for quality housing, is quite strong and resilient. We passed on the rise in the input prices to our customers. Home loan rates also increased. But we find that the customer is not sensitive to such movements as long as they are within a brand. The other message the market is consistently giving us is that there is a substantial premium for assured supply of finished product from a trusted brand. We intend to build on these advantages going forward.

The flip side is that this strength in real estate demand has been transmitted to the land markets also, making it a little challenging to replenish our project pipeline. However, we are confident of adding at least three more projects within this financial year to our development portfolio.



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

# Consolidated Quarterly Operations Highlights

Particulars	Q1 FY23	Q1 FY22	Q4 FY22
Amount spent on Construction (₹ Cr.)	23.3	10.9	27.8
Area Booked (sq. ft.)	51,622	96,116	85,157
Booking Value (₹ Cr)	22.4	23.2	25.9
Collections (₹ Cr)	49.4	22.9	36.6



## Construction Spend:

**Saw a booking of Rs. 22.4 crore in Q1FY23**



## Collections

**Rs 49.4 crore in Q1FY23 up by 115.7% compared to Q1FY22 and 35.1% by Q4FY22**



## Deliveries

**~1.1 lacs sqft handed over in Q1FY23; i.e 78 homes registered in favour of happy customers**

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

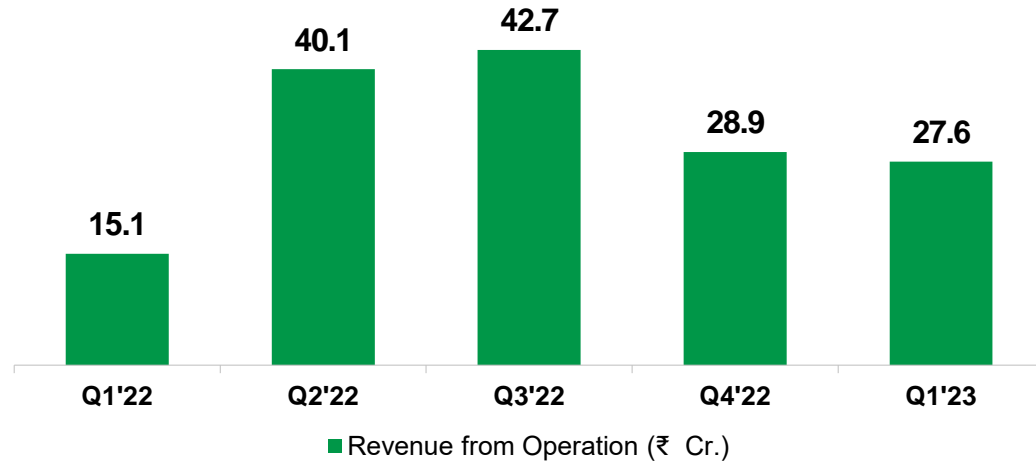
Figures in Rs. Crores, except change and margins

Particulars	Q1FY23	Q1FY22	YoY Change	Q4FY22	QoQ Change
Revenue from Operations	27.6	15.1	82.6%	28.9	-4.7%
EBITDA	11.3	5.1	120.3%	15.6	-27.7%
Finance Cost	0.1	0.1	-5.6%	0.7	-82.5%
PBT	13.5	6.2	117.2%	19.8	-31.8%
PAT	10.1	4.7	116.6%	14.5	-30.6%
EBITDA Margin	40.9%	33.9%		54.0%	
PBT Margin	49.0%	41.2%		68.5%	
PAT Margin	36.6%	30.9%		50.2%	

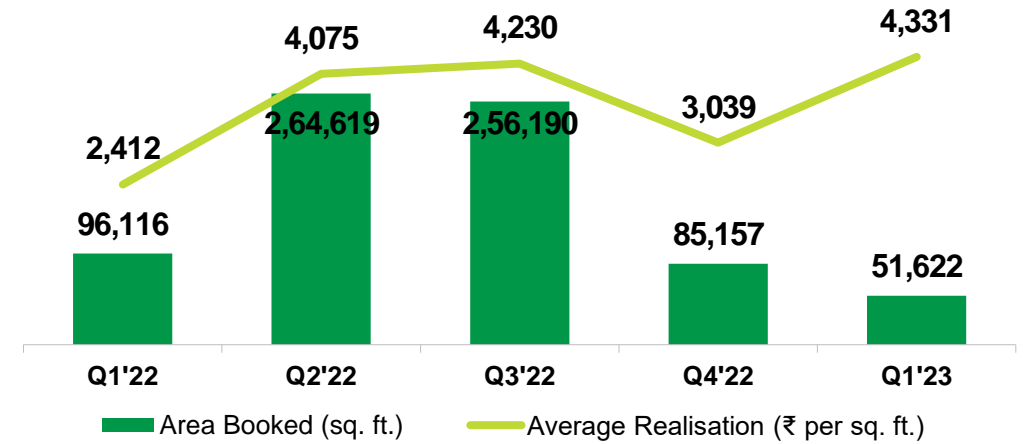


# Consolidated Financial Overview (Quarterly) (2/2)

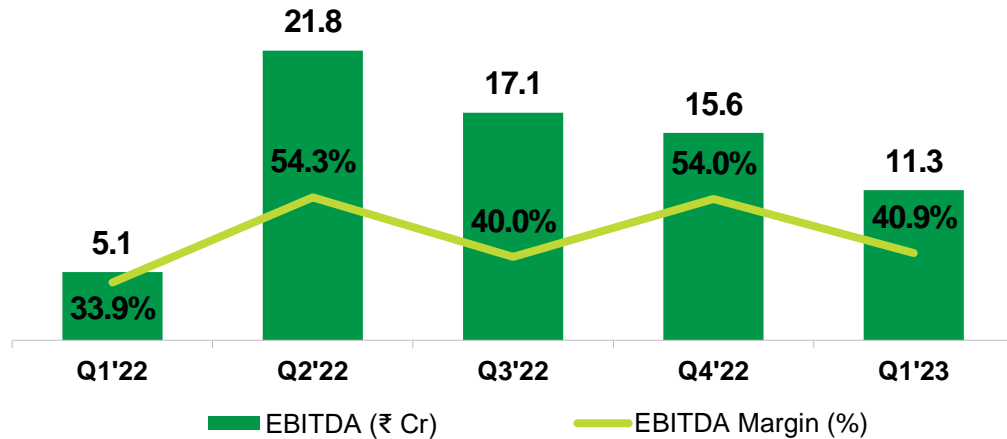
Revenue from Operations (₹ Cr.)



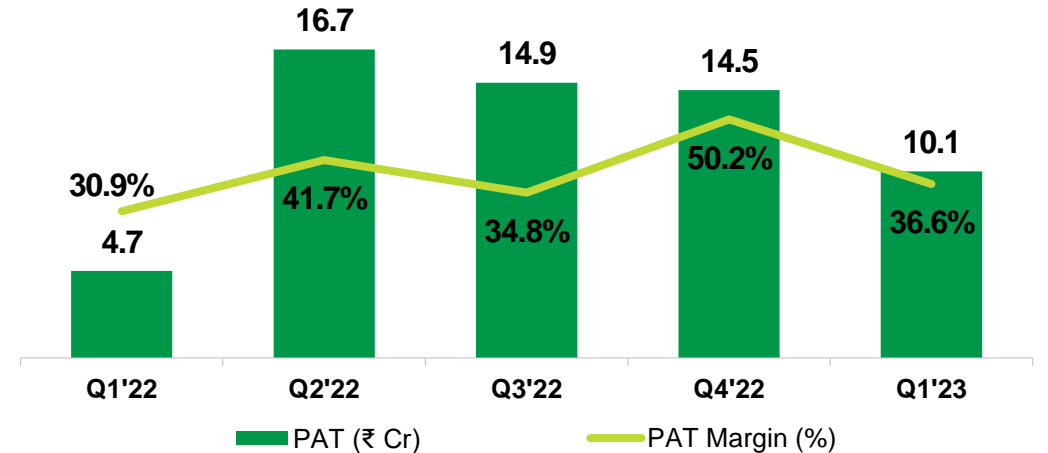
Area Booked (sq. ft.) and Average Realization (₹ per sq. ft.)



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**

**53**  
Projects  
**Completed**

**16**  
Projects  
**On-Going**



Eldecó Regalia

## 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**  
Vice President (Accounts and Taxation)

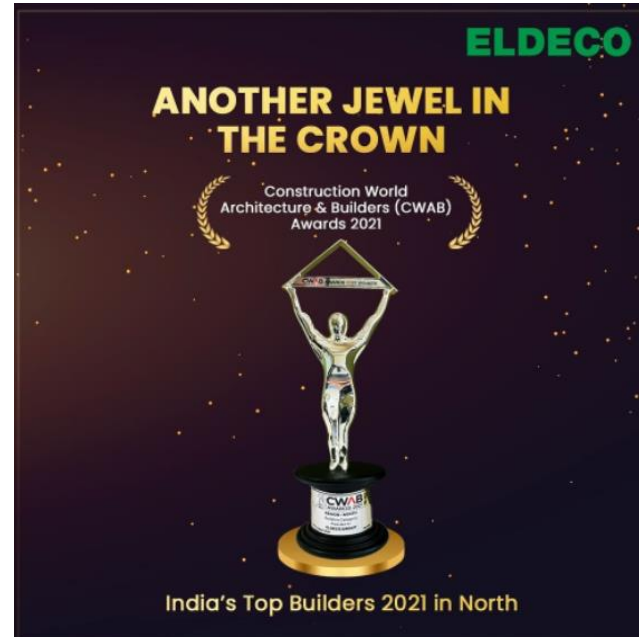
- Post qualification experience of 25 years
- B.Com (Hons) from Delhi University
- Fellow member of ICAI
- Worked with Ansal API & Suncity in previous stints
- Looks over the accounting & taxation functions of the Company



# 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)'

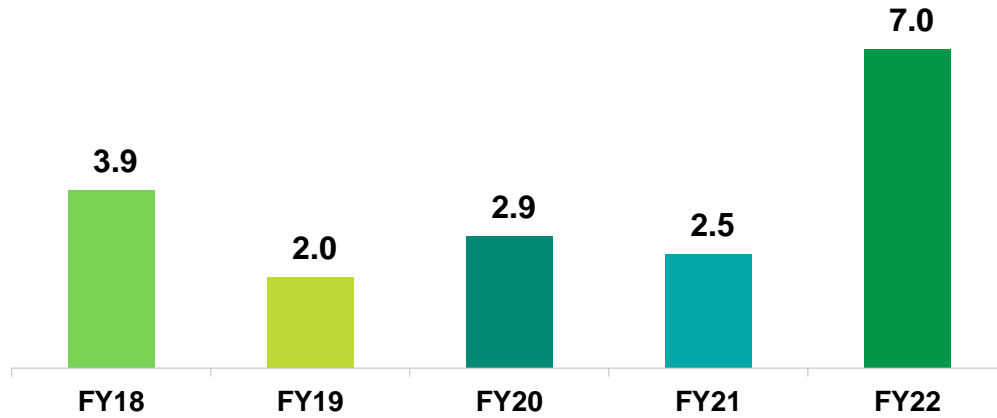
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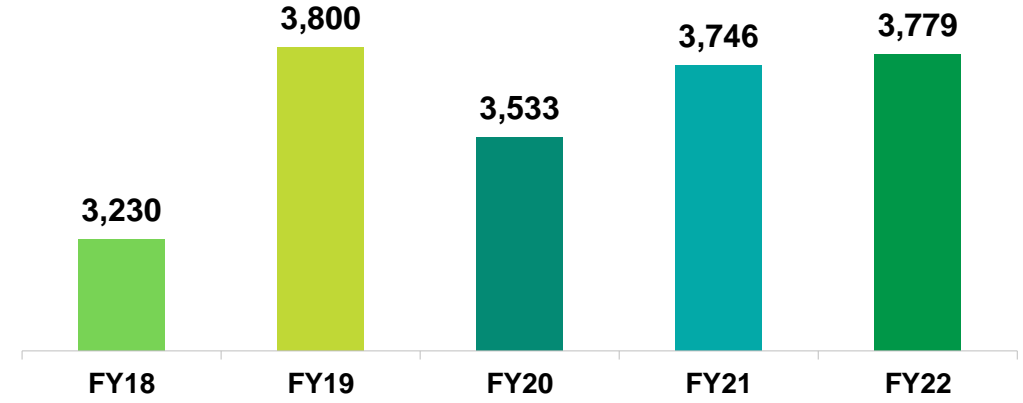
# Operational Overview

# Operational Track Record

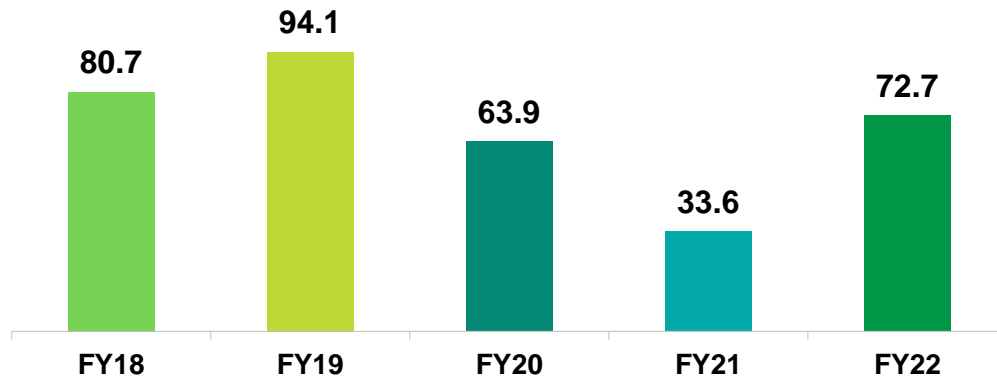
Area Booked (Lakh Sq. Ft.)



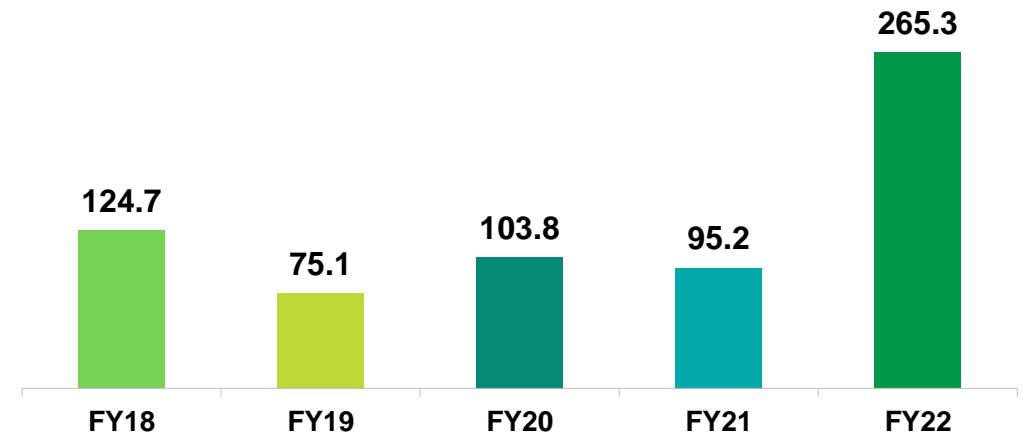
Average Realization (₹ per sq. ft.)



Value of Construction (₹ Crores)



Value of Area Booked (₹ Crores)





# On-Going Projects

S 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	70,860	45,013	16,863	37.6	27.9	9.7	CC Rec - L2 on 07-Jun-22 L1 Exp. Completion Dec-22
2	Eldeco Luxa Arcade		1,728	-	-	1,728	-	-	0.0	Dec-22
3	Eldeco Regalia Arcade	19,698	17,759	15,118	-	2,641	8.8	6.0	2.8	Dec-22
4	Eldeco Uday	20,904	12,520	11,581	-	939	2.0	0.6	1.4	CC Received on 22-Apr-22
5	Eldeco Joy		18,040	16,687	-	1,353	4.6	2.1	2.5	CC Received on 22-Apr-22
6	Eldeco City Dreams	40,214	72,756	69,157	-	3,599	23.0	20.0	2.9	Sep-22
7	Eldeco Select	24,068	63,932	57,442	-	6,490	24.7	24.1	0.7	Applied for CC
8	Eldeco South Block	31,442	16,330	16,330	-	0	6.5	6.5	0.1	Applied for CC
9	Eldeco North Block	83,173	50,044	50,044	-	0	13.0	13.0	0.0	Applied for CC
10	Eldeco Inner Circle	83,367	41,735	41,735	-	0	12.7	11.2	1.5	Oct-22
11	Eldeco Shaurya Arcade	24,219	20,336	13,170	-	7,166	9.9	6.4	3.5	Jul-23
12	Eldeco East End	1,31,106	62,628	49,135	-	13,493	15.0	8.5	6.5	Mar-23
13	Eldeco Saksham	33,627	67,188	66,953	-	235	11.3	4.0	7.3	Mar-24
14	Eldeco Twin Tower	70,327	1,56,526	74,718	-	81,808	30.0	9.3	20.7	Sep-25
15	Eldeco City at Bareilly (40% Beneficial Interest)	15,51,394	8,73,549	5,50,576	-	3,22,973	156.9	101.4	55.5	Jun-26
16	Eldeco Imperia Phase I	7,40,527	3,05,163	2,38,698	-	66,465	95.4	23.9	71.5	Dec-24
<b>Total</b>		<b>29,21,330</b>	<b>19,12,970</b>	<b>13,42,204</b>	<b>45,013</b>	<b>5,25,753</b>	<b>451.3</b>	<b>264.8</b>	<b>186.6</b>	

# Forthcoming Projects

Sl. No.	Project Name	Project Type	Economic Interest	Land Area (Acres)	Saleable Area (Sq.ft)	Current Status
1	Eldeco Imperia Phase II	Township	100%	17.80	4,03,191	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-03 Crest	Group Housing	100%	3.53	4,96,071	Under planning
5	GH-04	Group Housing	100%	2.48	3,23,953	Under planning
<b>Total</b>				<b>26.91</b>	<b>13,60,075</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	100,763
2	Eldeco Kusha Mini Villa	Puraniya Chauraha, Lucknow	Commercial cum GH	11,636
3	Eldeco Udyan I	Bangla Bazar, Lucknow	Township	1,529,850
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	2,459,714
7	Eldeco Sanskriti Enclave	Raibareilly Road, Lucknow	Township	123,307
8	Eldeco Suraksha Enclave - I	Raibareilly Road, Lucknow	Township	380,326
9	Eldeco Suraksha Enclave - II	Raibareilly Road, Lucknow	Township	305,445
10	Eldeco Samridhi	Raibareilly Road, Lucknow	Township	584,948
11	Eldeco Ashray	Raibareilly Road, Lucknow	EWS	340,917
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	107,197
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	195,126
21	Eldeco Park View	Sitapur Road, Lucknow	GH	182,694
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

S No	Project	Location	Type	Saleable Area (sq ft)
27	Eldeco Kusum Villa	Mahanagar, Lucknow	GH	22,408
28	Eldeco Greens	Gomti Nagar, Lucknow	Township	839,455
29	Eldeco Greens Apartment	Gomti Nagar, Lucknow	GH	228,339
30	Eldeco Magnum Plaza	Gomti Nagar, Lucknow	Commercial	84,121
31	Eldeco Corporate Chamber I	Vibhuti Khand, Gomti Nagar, Lucknow	Commercial	97,862
32	Eldeco Corporate Chamber II	Vibhuti Khand, Gomti Nagar, Lucknow	Commercial	111,735
33	Eldeco Corporate Tower	Vibhuti Khand, Gomti Nagar, Lucknow	Commercial	107,805
34	Eldeco Elegance	Vibhuti Khand, Gomti Nagar, Lucknow	GH	805,123
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	329,654
41	Eldeco Eternia	Sitapur Road, Lucknow	GH	367,128
42	Eldeco Regalia	Off IIM Road, Lucknow	Township	693,365
43	Eldeco City	IIM Road, Lucknow	Township	2,187,684
44	Eldeco City Breeze	IIM Road, Lucknow	GH	217,536
45	Eldeco Sukriti	IIM Road, Lucknow	LIG	124,416
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	1,204,533
52	Eldeco Saubhagyam Arcade	Vrindavan Yojna, Lucknow	Local Shopping	7,227
53	Eldeco Shaurya	Bijnore Road, Lucknow	Township	639,936

**Total: 152,33,284 Sq Ft.**

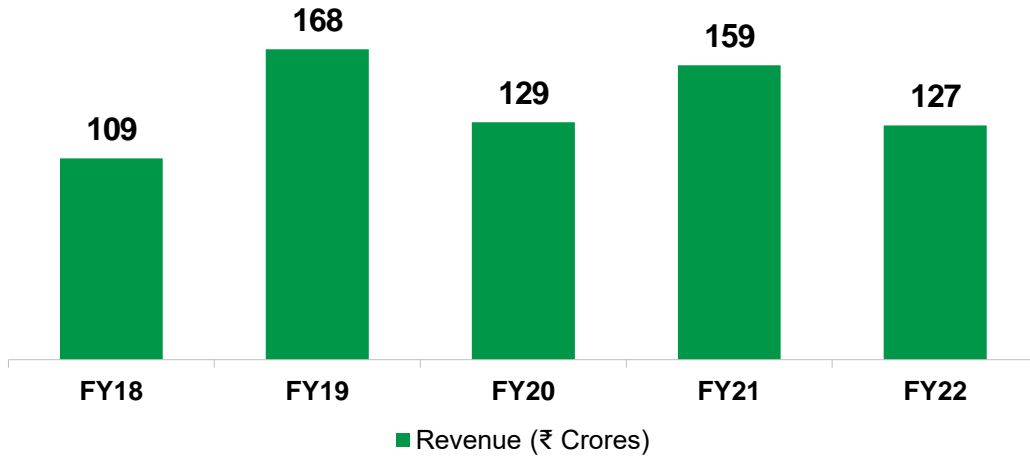
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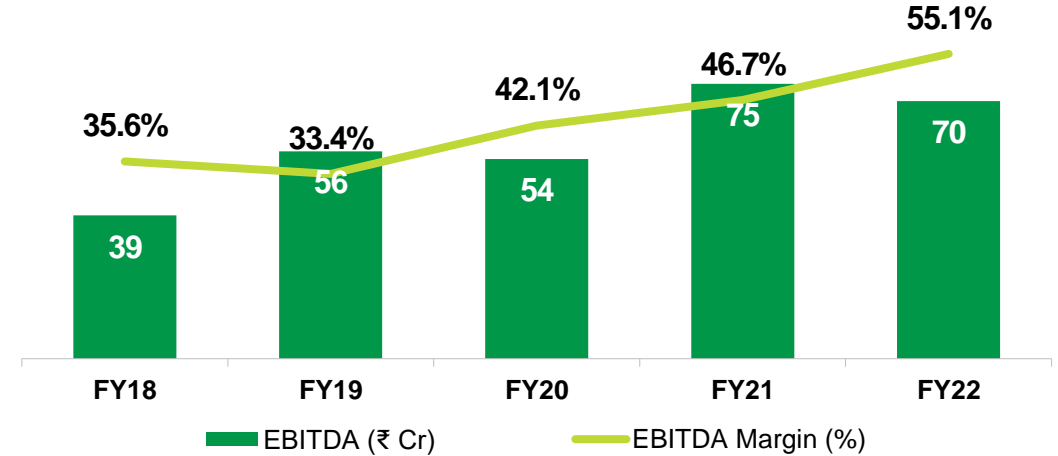
# Financial Overview

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

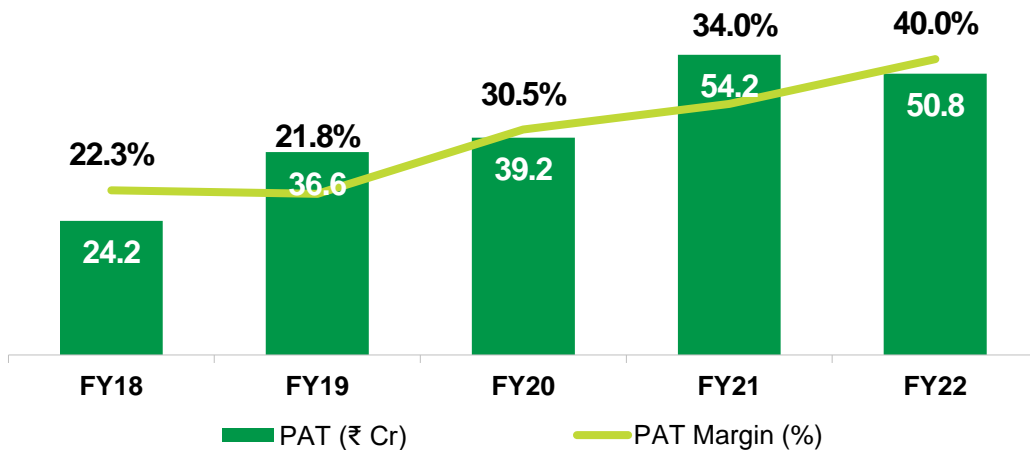
Revenue (₹ Cr.)



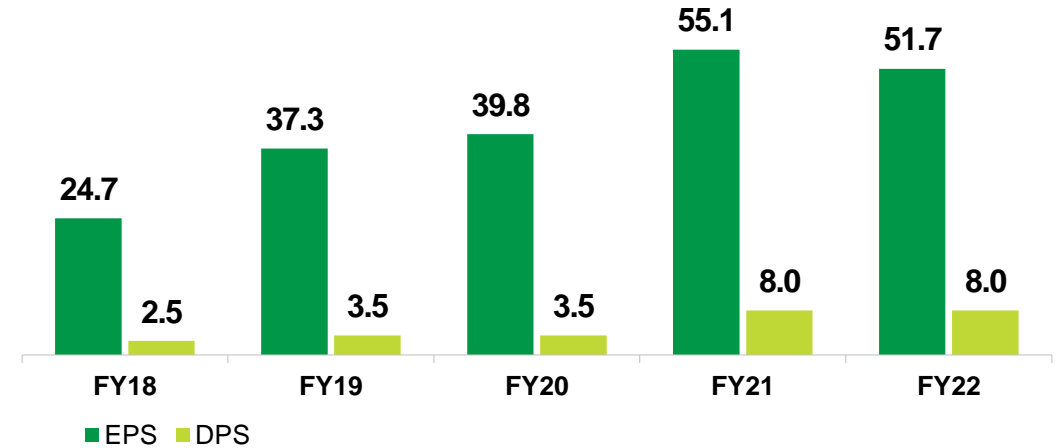
EBITDA (₹ Cr.) and EBITDA Margin (%)



PAT (₹ Cr.) and PAT Margin (%)

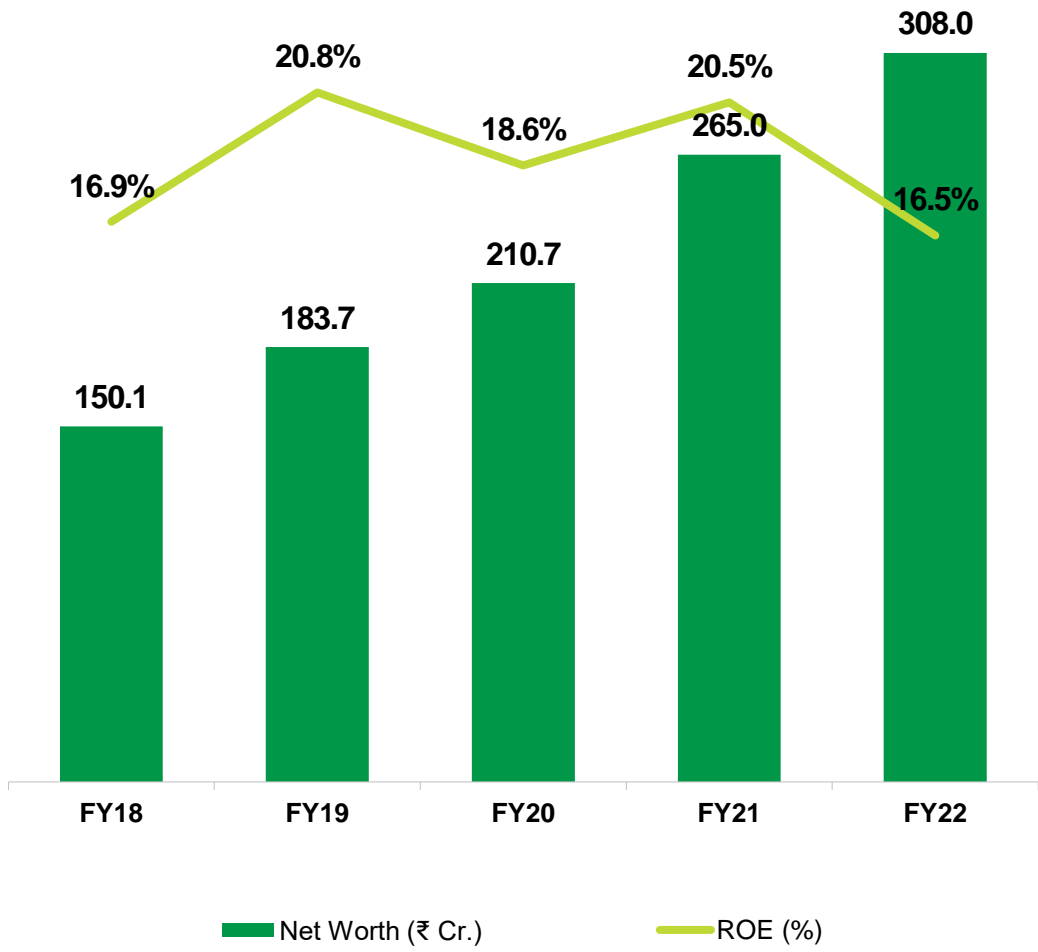


EPS & DPS\*

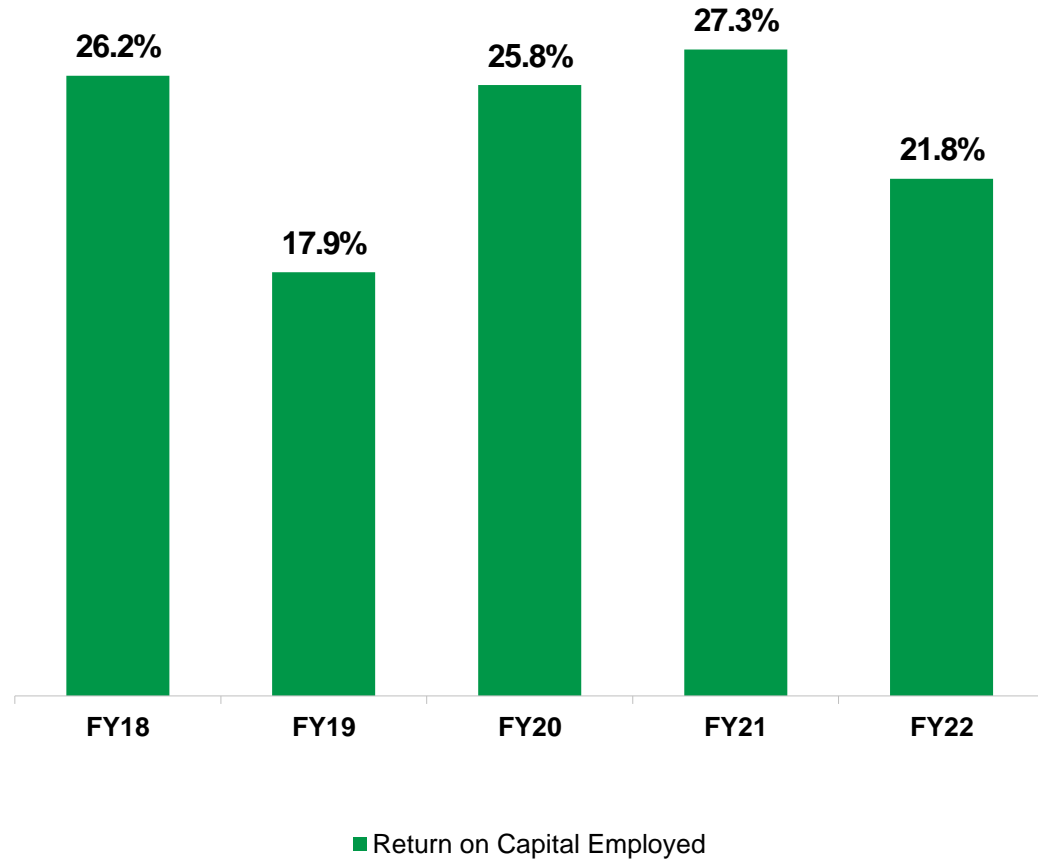


# Consolidated Financial Overview (Full Year) (2/2)

Net Worth (₹ Cr.) and ROE (%)



Return on Capital Employed





# ELDECO

Investor Presentation

# Annexure

# Stock Data

## Stock Information

## Shareholding as on 30<sup>th</sup> June 2022

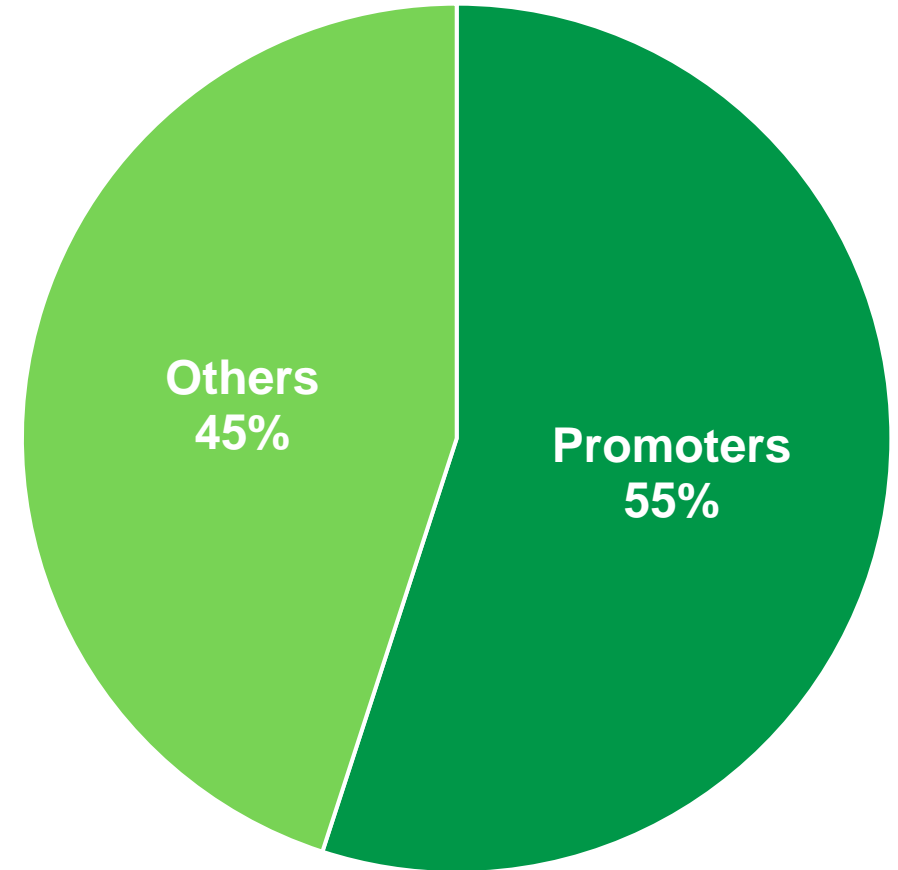
**Stock Price** ₹ 549

**52 Week High/Low** ₹ 977 / 498

**Market Capitalization** ₹ 540 Cr

**Shares Outstanding** 9.8 Mn

**Free Float** ₹ 232 Cr / 43%



*Note: Stock Prices as on 08<sup>th</sup> August 2022 & 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**

: Construction of the Health Institute

**Ananda Marga Pracaraka Samgha**

: Construction of Hall to provide Education

**Bharat Lok Shiksha Parishad**

: 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**



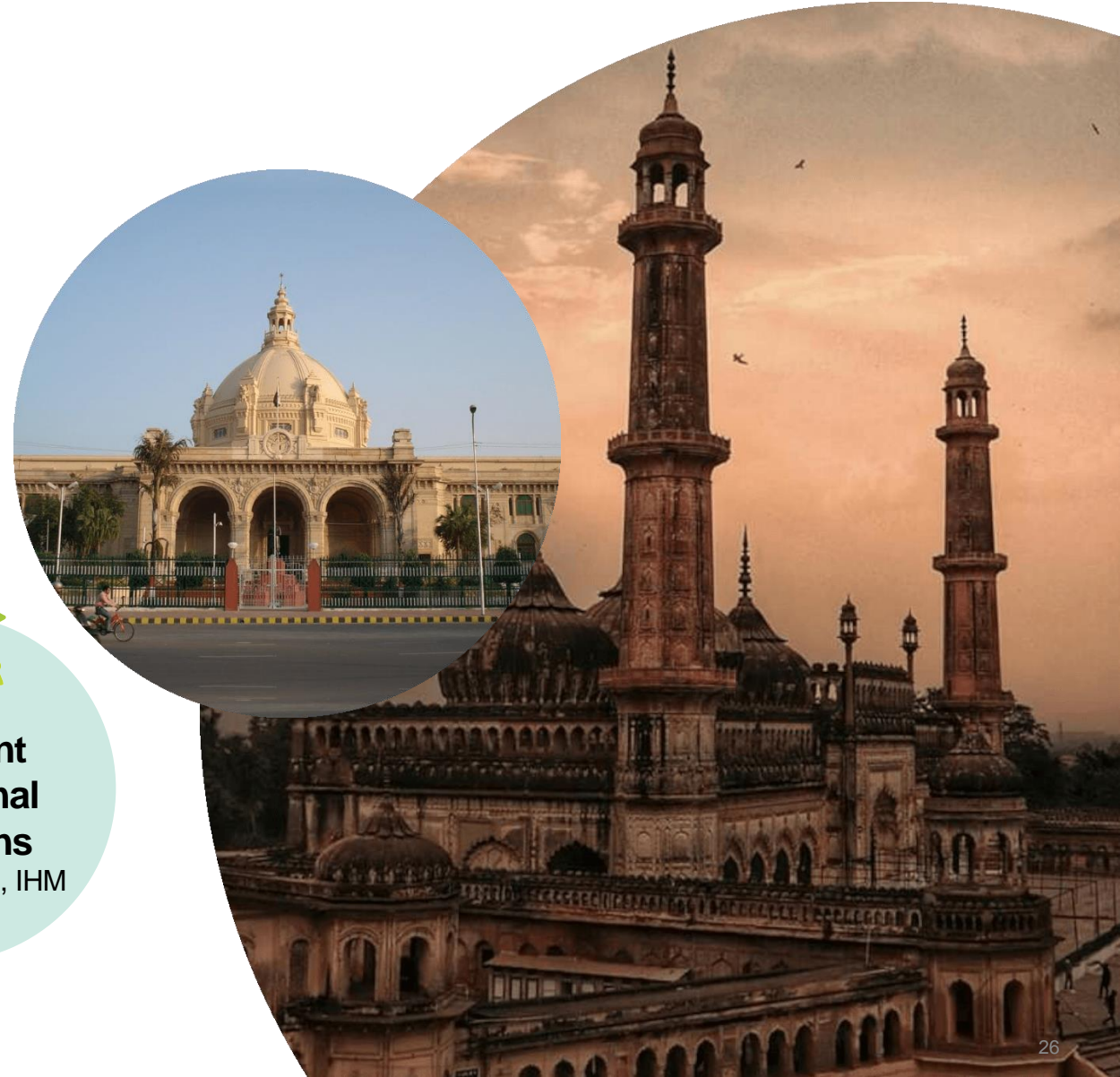
**Influx of population from Eastern UP and Bihar**



**Metro Rail Network**



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





## Eldeco 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:

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[rohit.anand4@in.ey.com](mailto:rohit.anand4@in.ey.com)

**Abhishek Bhatt**

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



# Thank You