

Date:09.02.2024

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 Unaudited Financial Results of the Company for the quarter and nine months ended December 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 today i.e. Friday, February 9, 2024.

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

Digitally signed by CHANDNI VIJ  
DN: c=IN, o=PERSONAL, title=9649,  
pseudonym=4ce0ea6706814cf99e394272ca0a6109,  
2.5.4.20=91093c0d6ba1af4bc385ea8be4df8a6882774b  
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Date: 2024.02.09 18:23:17 +05'30'

Chandni Vij  
Company Secretary  
Mem. No. : A46897

Eldeco Housing & Industries Ltd.

# ELDECO

Eldeco Housing &  
Industries Limited (EHIL)

## Investor Presentation

Q3FY24 | February 2024

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







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# ELDECO

EHIL

# Quarterly Overview



# Key Operational Highlights

**Area Booked**

**+323% Y-o-Y**

Area Booking of  
**Rs. 2,00,768 sqft**  
in Q3FY24

**Booking Value**

**+259% Y-o-Y**

Booking of  
**Rs. 79.1 crores**  
in Q3FY24

**Construction Spend**

**+20% Y-o-Y**

Spent  
**Rs. 24.4 crores**  
on const. in Q3FY24

**Purchased 63.1 acres of Land during 9MFY24**

# Management Commentary

## Commenting on the results

Mr. Pankaj Bajaj, Chairman & Managing Director said,

*"We are happy to share about the considerable growth in EHIL's operations with our investors. We achieved 323% YoY growth in the area booked under new sales and a 259% YoY growth in booking value primarily due to the great response for Imperia Phase 2 at the pre-launch stage. More than 100 units of Eldeco Imperia Phase 2 were presold, leading to sales bookings of 1,28,450 sqft during the quarter. Other than Imperia Phase 2, Eldeco Trinity also received RERA approval in the last quarter. Additionally, we were able to acquire 38 acres of new land in Q3FY24, which shall add lot of strength to our pipeline of forthcoming projects. Our collections also saw a growth of 16%, amounting to Rs 31.6 crores in Q3FY24.*

*During the 9MFY24, **the company acquired more than 63 acres of land for new projects** and recorded a remarkable increase in sales bookings, registering 3.2 lakh sq ft compared to 1.5 lakh sq ft in the previous fiscal year. This represents a year-on-year growth of 114% and exceeds the total bookings of 2.0 lakh sq.ft of the entire FY23.*

*With our increased land bank, solid project pipeline, and robust demand in Lucknow real estate market, we are well positioned for achieving strong results going forward as well. "*



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



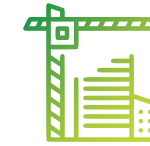
# Consolidated Quarterly Operations Highlights (1/2)

Particulars	Q3 FY24	Q3 FY23	Q2 FY24
Amount spent on Construction (₹ Cr.)	24.4	20.2	20.8
Area Booked (sq. ft.)	2,00,768	47,443	53,377
Booking Value (₹ Cr)	79.1	22.0	24.7
Collections (₹ Cr)	31.6	37.8	28.6
Delivered Area (sq. ft.)	56,612	1,09,214	38,158



## Booking Value:

Saw a booking value of Rs. 79.1 crore in Q3FY24 against 22.0 crore in Q3FY23 a robust growth of 259% Y-o-Y



## Collections

Rs 31.6 crore in Q3FY24 compared to Rs 37.8 crore in Q3FY23 a decline of 16% Y-o-Y



## Deliveries

56,612 sq ft handed over in Q3FY24; i.e 38 homes registered in favour of happy customers

# Consolidated Quarterly Operations Highlights (2/2)



## Eldeco Imperia Phase 2:

**Sold 101 units** Eldeco Imperia Phase 2 plots during Q3FY24 translating to booking of 1,28,450 sqft



## Land Acquisitions:

During Q3FY24, Purchased new land aggregating to **38 acres** which shall add to the pipeline of forthcoming projects in future



## New Approvals:

During Q3FY24, RERA approval received for **Eldeco Trinity on 10.01.2024** and **Imperia Phase 2 on 12.12.2023**



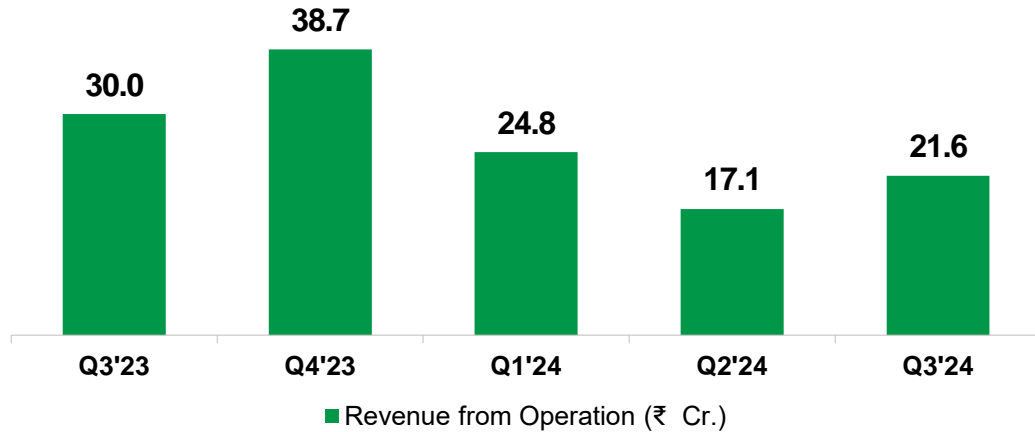
# Consolidated Financial Overview (Quarterly) (1/2)

Figures in Rs. Crores, except margins

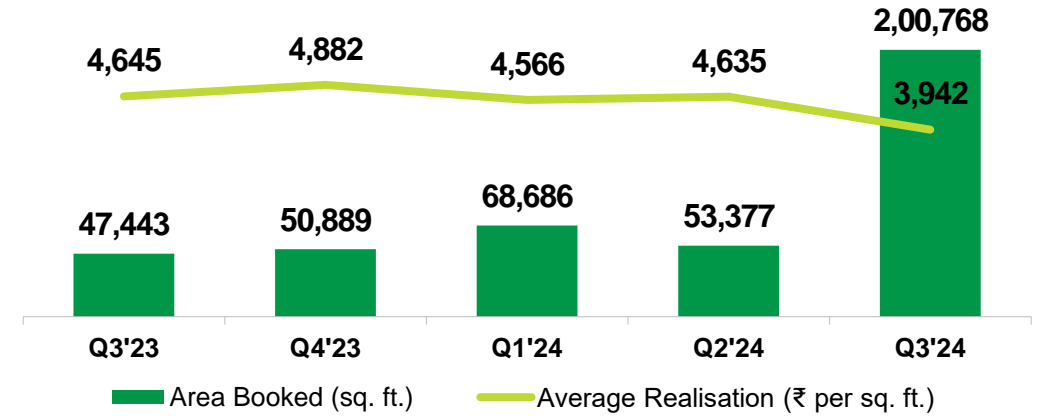
Particulars	Q3FY24	Q3FY23	Q2FY24	9MFY24	9MFY23
Revenue from Operations	21.6	30.0	17.1	63.5	90.4
EBITDA	9.3	12.2	7.4	24.5	33.1
Finance Cost	1.1	0.7	0.1	1.3	1.1
PBT	10.9	14.1	8.7	29.9	39.6
PAT	8.1	10.5	6.4	22.2	29.5
EBITDA Margin (%)	42.9%	40.7%	43.6%	38.6%	36.6%
PBT Margin (%)	50.3%	47.1%	51.2%	47.0%	43.8%
PAT Margin (%)	37.6%	35.0%	37.6%	34.9%	32.6%

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

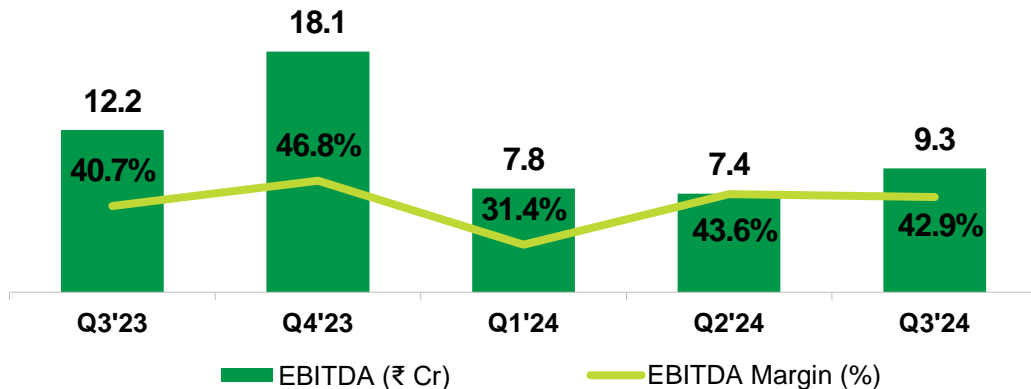
Revenue from Operations (₹ Cr.)



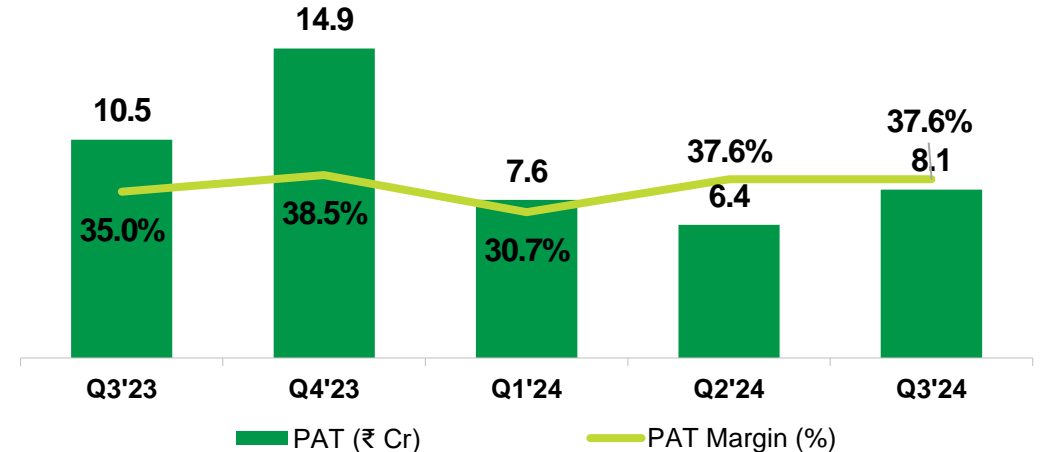
Area Booked (sq. ft.) and Average Realization (₹ per sq. ft.)



EBITDA (₹ Cr.) and EBITDA Margin (%)

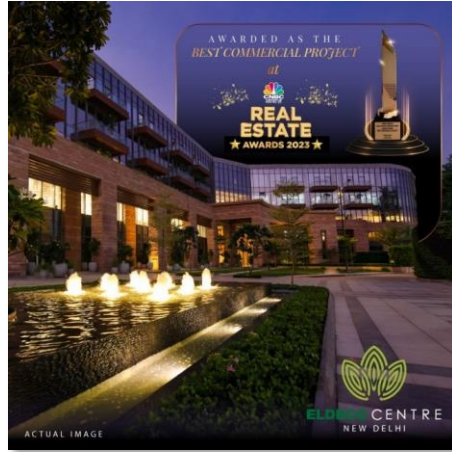


PAT (₹ Cr.) and PAT Margin (%)





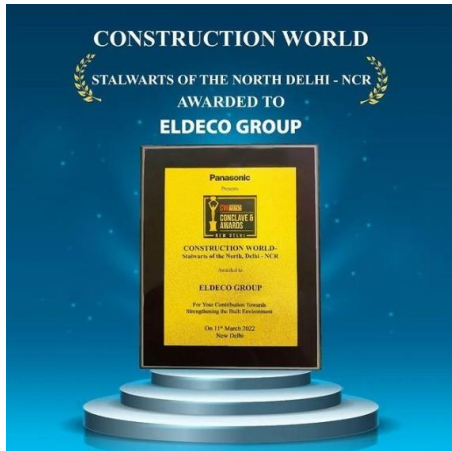
# Accolades Won by Eldeco Group



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



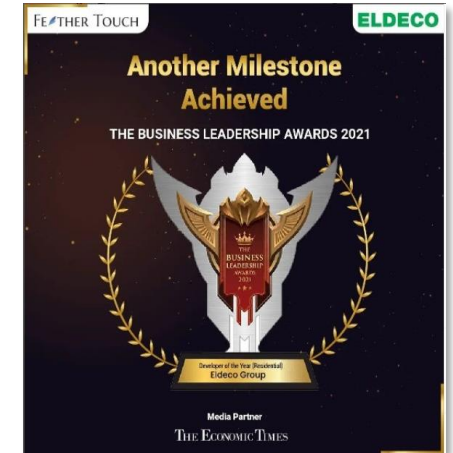
Eldeco Infrastructure & Properties Ltd. and Eldeco Centre has been awarded as **'Developer of the Year - Residential'** and **'Commercial Project of the Year'** respectively at 15th Realty+ Conclave & Excellence Awards - 2023 North.



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

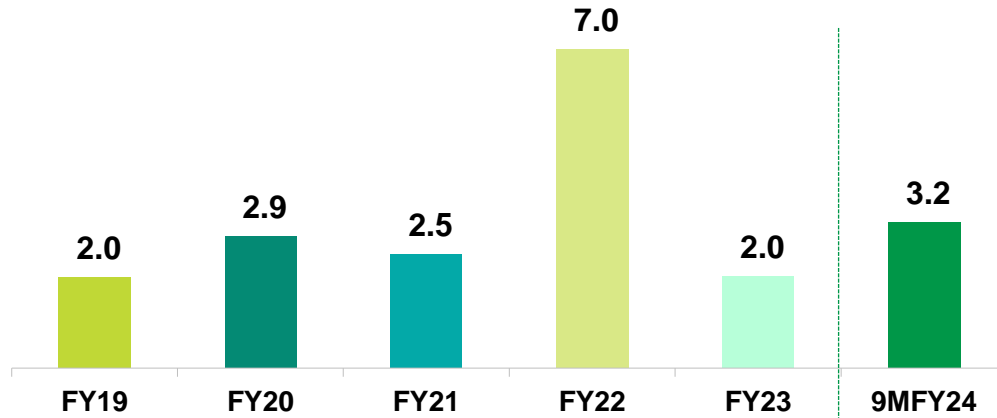
EHIL

# Operational Overview

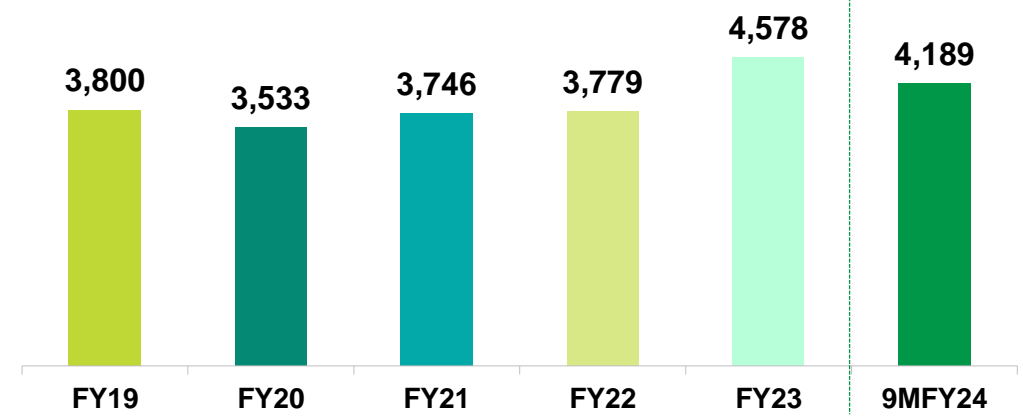


# Operational Track Record

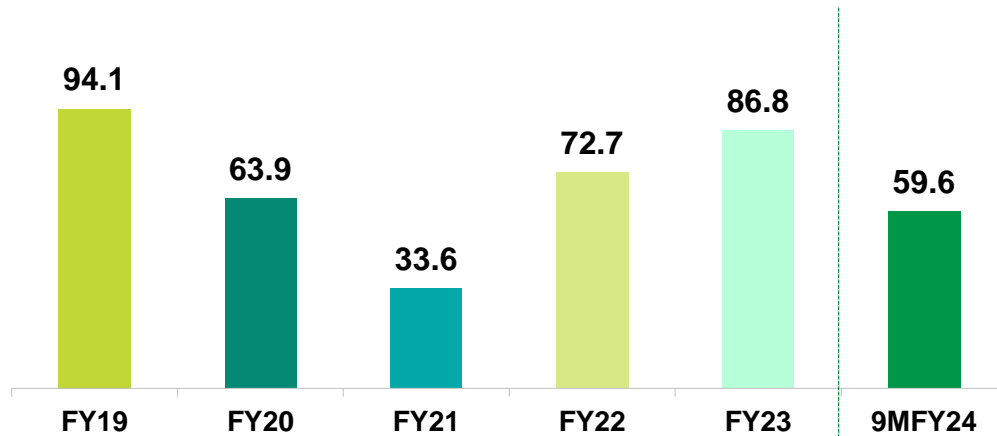
Area Booked (Lakh Sq. Ft.)



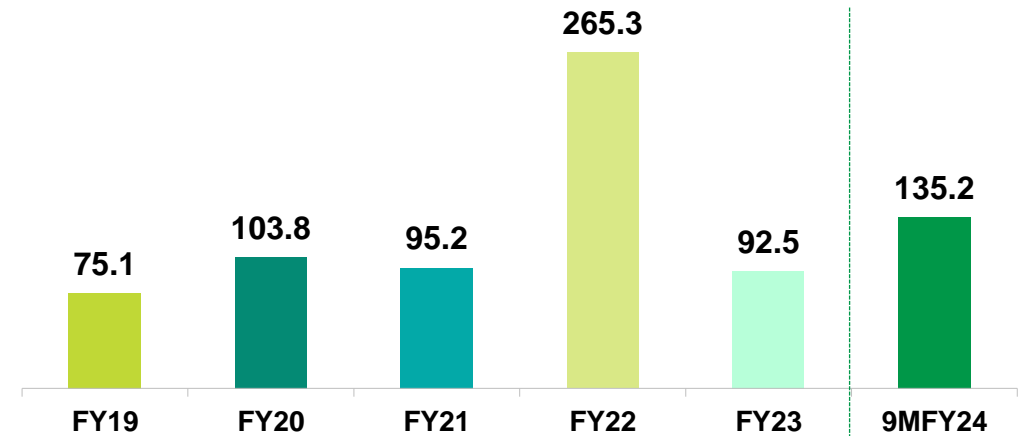
Average Realization (₹ per sq. ft.)



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 Select	24,068	63,932	63,932	-	0	27.1	27.1	0.0	Applied for CC on 21-Aug-21
2	Eldeco Shaurya Arcade	24,219	20,336	14,829	-	5,507	11.1	9.5	1.6	Applied for CC on 12-Dec-23
3	Eldeco East End	1,31,106	62,628	49,135	-	13,493	13.6	13.6	0.0	Applied for CC on 01-Aug-23
4	Eldeco Saksham	33,627	67,436	66,470	-	966	11.2	7.9	3.3	Jul-24
5	Eldeco Twin Tower	70,327	1,56,526	1,23,531	-	32,995	52.0	36.3	15.7	Jul-24
6	Eldeco City at Bareilly (50% Beneficial Interest)	15,51,394	8,73,549	5,93,478	-	2,80,071	181.1	147.6	33.5	Jun-26
7	Eldeco Imperia Phase I	7,40,527	3,05,163	2,48,027	-	57,136	113.0	92.2	20.8	Applied for CC on 29-Dec-23
8	Eldeco Latitude 27	1,53,767	5,16,712	1,27,125	44200	3,45,387	63.3	9.8	53.5	Dec-26
9	Eldeco Imperia Phase 2	12,36,697	6,31,396	1,28,450	0	5,02,946	44.1	1.5	42.6	Apr-27
10	Eldeco City Plaza	9,795	11,383	301	0	11,082	0.2	0.0	0.1	Feb-23
	<b>Total</b>	<b>39,75,527</b>	<b>27,09,061</b>	<b>14,15,278</b>	<b>44,200</b>	<b>12,49,583</b>	<b>516.6</b>	<b>345.5</b>	<b>171.1</b>	



# 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	1,25,476	Under planning
2	GH-04	Group Housing	100%	2.5	3,23,953	Under planning
3	Eldeco Trinity	Group Housing	100%	3.1	5,13,880	Land acquired. RERA Registration Received
<b>Total</b>				<b>68.8</b>	<b>35,88,098</b>	

## 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 further aggregation
2	Undisclosed Location 2	Residential	100%	5.9	Under further aggregation
3	Undisclosed Location 3	Residential	100%	44.3	Under further aggregation
<b>Total</b>				<b>60.3</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

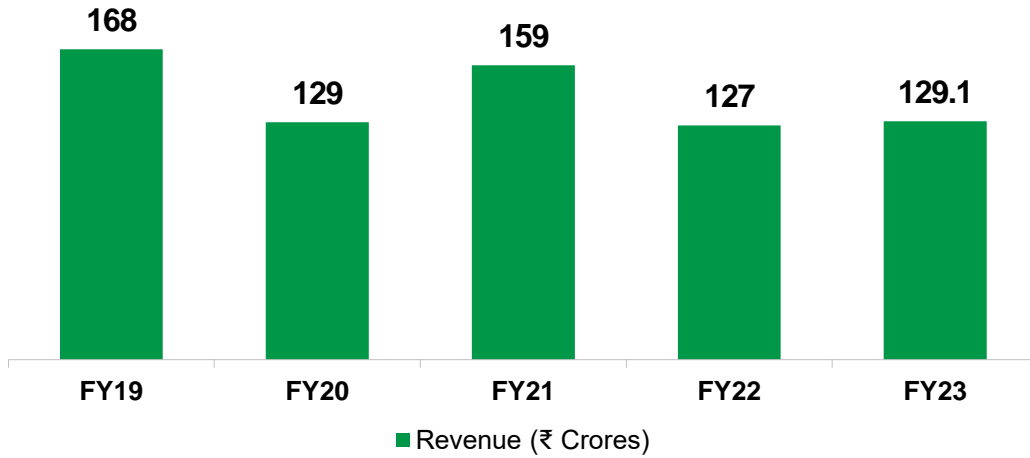
EHIL

# Financial Overview

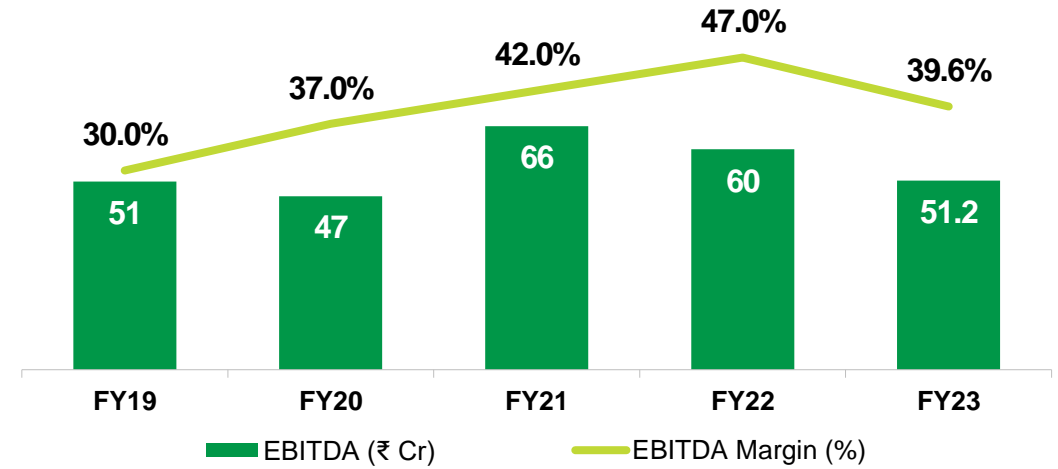


# Consolidated Financial Overview (Full Year)

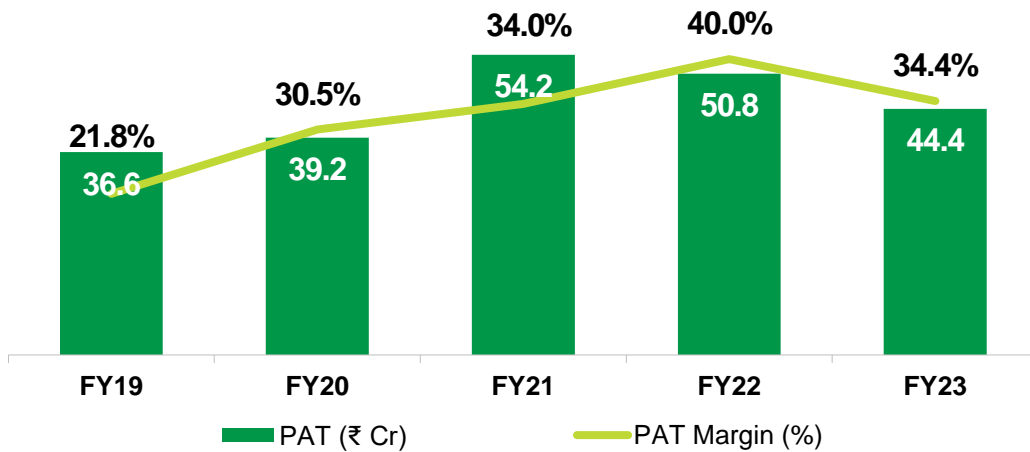
Revenue (₹ Cr.)



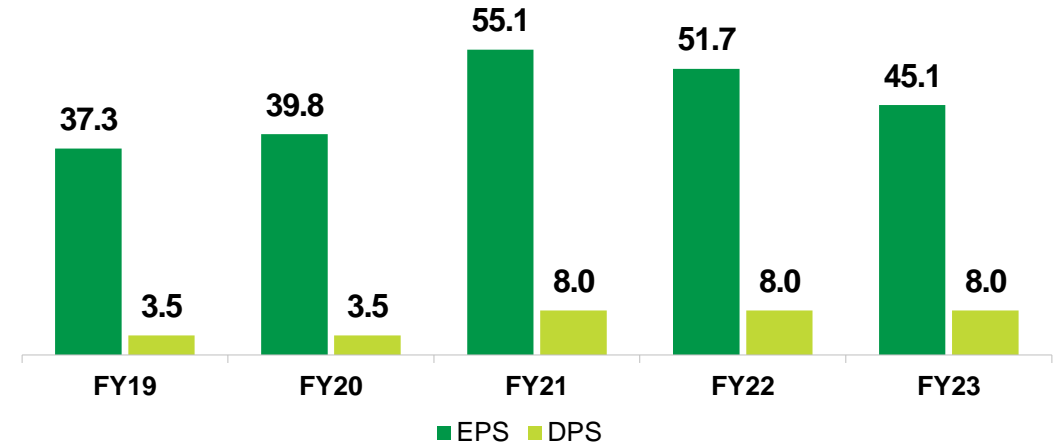
EBITDA (₹ Cr.) and EBITDA Margin (%)



PAT (₹ Cr.) and PAT Margin (%)



EPS & DPS\*



# Stock Data

## Stock Information

**Stock Price** ₹ 875

**52 Week High/Low** ₹ 899 / 520

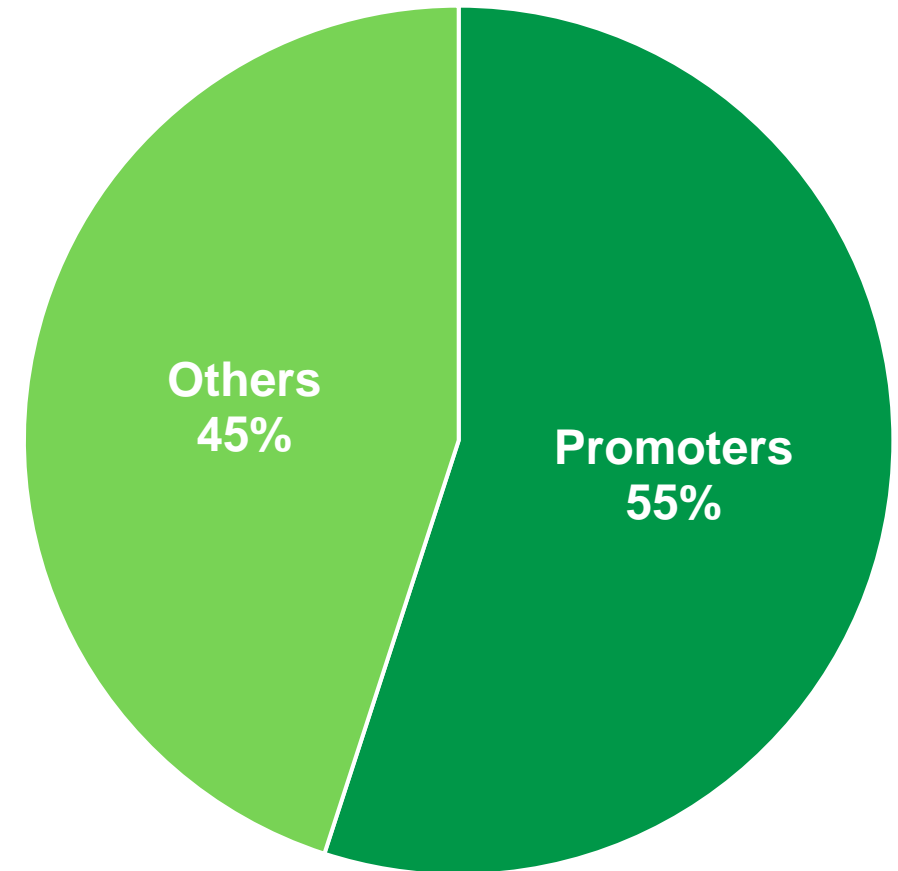
**Market Capitalization** ₹ 860 Cr

**Shares Outstanding** 9.8 Mn

**Free Float** ₹ 370 Cr / 43%

*Note: Stock Prices as on 09 February 2024 & data source is BSE*

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



# 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



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**



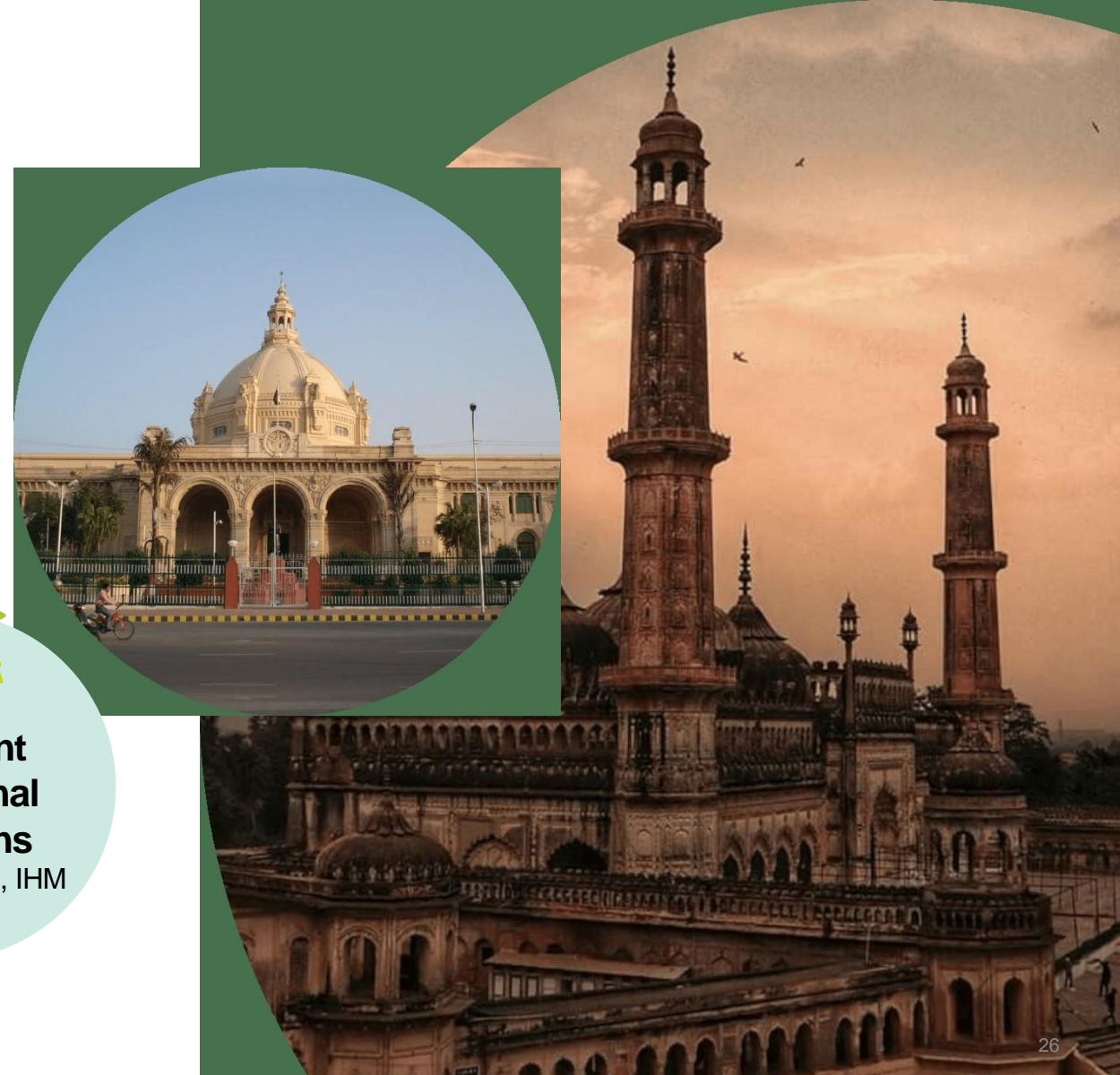
**Influx of population from Eastern UP and Bihar**



**Metro Rail Network**



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







## Eldeco Housing & Industries Ltd.

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# Thank You