

To,
BSE Limited
Corporate Relationship Department
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001

Date: 24.06.2021

Scrip Code-523329

Ref: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“the Listing Regulations”)

Subject: Investors’ Presentation

Dear Sir/Madam,

In terms of Regulation 30 read with Para A of Part A of Schedule III of the 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 Financial Year ended March 31, 2021, both on Standalone and Consolidated basis.

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 June 24, 2021.

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

For Eldeco Housing & Industries Limited


Company Secretary

Chandni Vij
Company Secretary
Mem. No. : A46897

Eldeco Housing & Industries Ltd.



ELDECO HOUSING & INDUSTRIES LTD. (EHIL)

Investor Presentation
June '21

ELDECO

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Eldeco Shaurya, Bijnor Road, Lucknow

GROUP OVERVIEW



High Brand Recall in North India



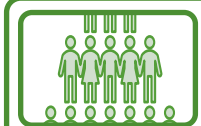
Key Player in UP Since 1985



Over 40 Years of Experience



200 Projects Delivered, 30 Under Execution



25,000+ Satisfied Customers



Eldeco Luxa at Eldeco Eternia, Sitapur Road, Lucknow

KEY MILESTONES

1975-1985

- 1975: Group set up by S.K. Garg
- 1985: Got listed on BSE

1986-1995

- Strengthened its market position
- O.P. Bajaj joined as co-promoter
- Best Builder Excellence award and Best Entrepreneur of the decade award

1996-2005

- Pankaj Bajaj joined as a Promoter Director of EHIL
- Expanded operations in Lucknow & Kanpur
- Pride of India Gold Medal for international excellence

2006-2015

- Launched Eldeco City, Exclusive 133 acres township project
- S.K. Garg exits as a Promoter
- Large scale deliveries achieved in Lucknow

2016-2021

- Brand Leadership Award, 2018, By World Marketing Congress
- Awarded Best Value for Money Project for Eldeco Saubhagyam



EHIL – OVERVIEW

Brand leader in the most populous state



~40 years + of experience

Focus on **Middle Income**
segment

41 projects completed, **8** projects on-going

FY21

Revenue	Rs. 159.4 Crores
EBITDA	Rs. 74.5 Crores
PAT	Rs. 54.2 Crores

5 Year CAGR

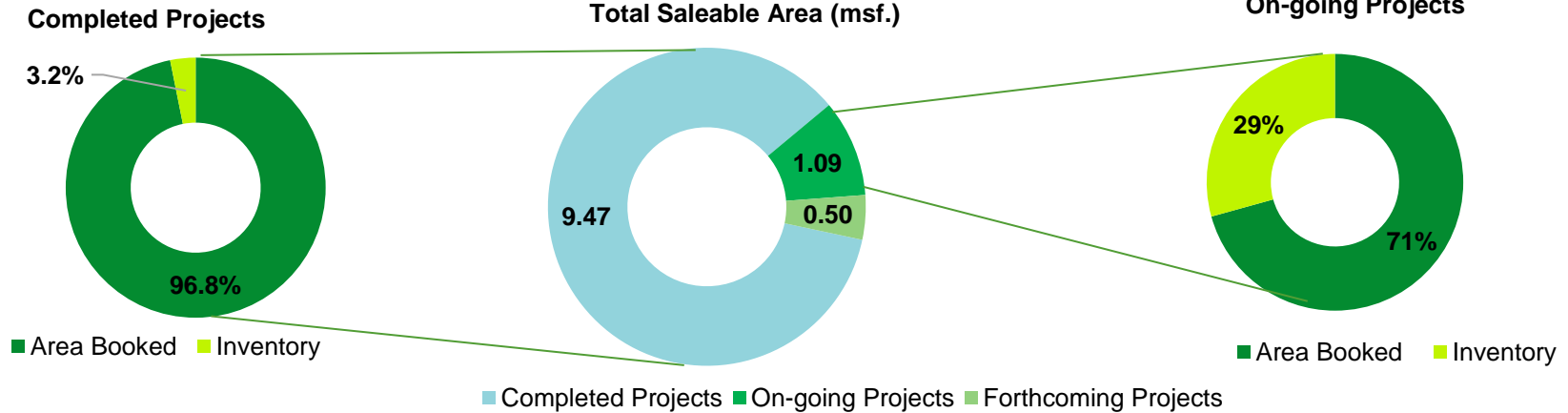
Revenue	2.5%
EBITDA	21.6%
PAT	22.2%

5 Year Average

ROE	19.2 %
ROCE	24.8%

BUSINESS PORTFOLIO

Strong sales track leading to steady cash flows



Completed Projects

Avg. Realisation	~Rs 2,413 /Sq. Ft.
Sale Value of Area Booked	~Rs 1,270 Cr

On-going Projects

Avg. Realisations	~Rs 3,329 /Sq. Ft.
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COMPLETED PROJECTS

S No	Project Name	Type	Saleable Area (msf.)	Area Booked (msf.)	Inventory (msf.)	Average Realization (Rs / Sq. Ft.)	Date of Completion
Group Housing							
1	Eldeco Saubhagyam	Hi-Rise Group Housing	1.20	1.19	0.01	2,849	2016-2020*
2	Eldeco Eternia	Hi-Rise Group Housing	0.36	0.36	0.01	2,357	Jul-17
3	Eldeco City Breeze	Hi-Rise Group Housing	0.22	0.21	0.01	3,234	Jul-18
Townships							
1	Eldeco City	Plots & Villas	2.33	2.24	0.09	2,029	Jun-16
2	Eldeco Samridhi	Plots & Villas	0.17	0.16	0.01	3,428	Jun-19
3	Eldeco Shaurya (Phase- I)	Plots & Villas	0.64	0.58	0.06	1,700	Oct-17
4	Eldeco Regalia	Plots & Villas	0.69	0.62	0.08	2,790	Oct-20
Commercial							
1	Eldeco Elegante	Retail Cum Office Spaces	0.05	0.05	-	4,647	Jan-17
2	Eldeco Corporate Tower	Office Spaces	0.08	0.08	-	4,180	Feb-13
3	Eldeco City Arcade 1	Shops	0.01	0.01	-	7,783	Jul-18
	Total		5.75	5.5	0.27	34997	

Note: msf – Million Square Feet || * Project completed in various stages

ON-GOING PROJECTS

Most Projects in advance stage of execution

S No	Ongoing Projects	Project Area	Saleable Area	Area Booked	Area Allotted to partner	Area Available	Expected Completion
		(sq. mtr.)	(sq. ft.)	(sq. ft.)	(sq. ft.)	(sq. ft.)	
1	Eldeco Luxa	6,249	1,32,736	20,184	45,013	67,539	Sep-22
2	Eldeco Eternia Arcade		1,728	-	-	1,728	Sep-22
3	Eldeco Regalia Arcade	1,830	17,759	15,196	-	2,563	Sep-22
4	Eldeco Uday	1,942	12,530	12,530	-	-	Sep-21
5	Eldeco Joy		17,842	17,842	-	-	Sep-21
6	Eldeco City Dreams	3,736	72,756	59,249	-	13,507	Dec-21
7	Eldeco Select	2,236	63,932	40,936	-	22,996	Nov-21
8	Eldeco South Block	2,921	16,330	16,330	-	-	Dec-21
9	Eldeco North Block	7,727	50,044	50,044	-	-	Sep-21
10	Eldeco Inner Circle	7,745	41,735	41,735	-	-	Jun-21
11	Eldeco Shaurya Arcade	2,250	20,336	10,333	-	10,003	Jul-23
12	Eldeco City at Bareilly (40% of 40 acres)	1,44,128	8,73,549	4,84,020	-	3,89,529	Jun-26
	Total	1,80,764	13,21,277	7,68,399	45,013	5,07,865	

FORTHCOMING PROJECTS

Sl. No.	Project Name	Project Type	Economic Interest	Saleable Area (msf)	Current Status
1	Eldeco Imperia	Township	100%	0.26	Approval from RERA received.
2	Eldeco Eastend	Township	100%	0.06	Approval from RERA awaited.
3	Eldeco Twin Towers	Residential Group Housing	100%	0.15	Building Plans to be approved from LDA.
4	Eldeco City Plaza	Commercial	100%	0.01	RERA approval received, construction started.
5	Eldeco Saksham	Residential	100%	0.07	RERA approval received, construction started.
6	GH-03 Crest	Group Housing	100%	0.38	Under planning
	Total			0.93	

Forthcoming Projects: Projects yet to be launched for booking

FUTURE PROJECTS - LAND BANK

Land Available for future development

Sl. No.	Place	Area (msf)	Note
1	Jiamau, Lucknow	0.34	Writ petitions filed in the year 2012 & 2013 challenging land acquisition; still pending before the Allahabad High Court.

UNSOLD PLOTS IN COMMERCIAL & UTILITY

Project Type	Additional Detail	Land area (msq.ft.)	Saleable Area (msq.ft.)
Commercial	Local Shopping/Commercial	0.18	0.25
Utility	School/Nursing	0.19	-
Grand Total		0.37	0.25

FINANCIAL OVERVIEW



Eldeco Corporate Chamber I & II

MANAGEMENT COMMENTARY



Mr. Pankaj Bajaj
Chairman cum Managing Director

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

“Our fresh sales during the year were impacted due to the lockdowns, but we are confident of making up for that in the current year. However, on the execution side we managed keep our sites running with all safety protocols. Hence our revenue grew by 24% and net profit by 38% for the year in spite of a very tough environment.”

He also added, *“With a renewed desire to own a house among people, real estate demand is looking up again. Reasonable home prices, low interest rates and inherent demand are all driving a revival. With our execution experience and strong balance sheet, we are looking forward to an extended period of growth.”*

CONSOLIDATED FINANCIAL REVIEW (QUARTERLY)

Particulars	Q4FY21	Q4FY20	Change Y-Y	Q3FY21	Change Q-Q
Revenues	40.2	35.2	14.2%	59.1	-32.1%
EBITDA	19.9	17.5	14.1%	23.3	-14.7%
Finance Cost	0.5	0.4	31.1%	0.03	1332.7%
PBT	19.3	16.6	16.2%	23.1	-16.7%
PAT	14.0	12.2	14.8%	17.2	-18.8%
EBITDA Margin	49.6%	49.6%	-4 bps	39.4%	1011 bps
PBT Margin	48.0%	47.2%	82 bps	39.1%	887 bps
PAT Margin	34.8%	34.6%	20 bps	29.1%	571 bps

Figures in Rs. Crores, except change and margins

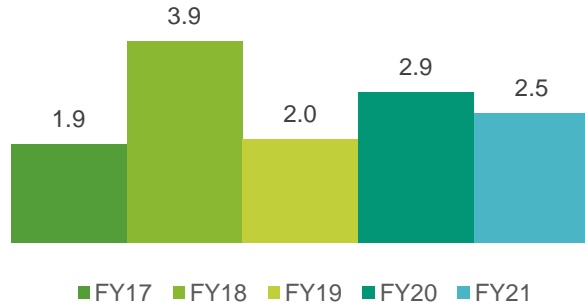
CONSOLIDATED INCOME STATEMENT (ANNUAL)

Particulars	FY21	FY20	Change Y-Y
Revenues	159.4	128.5	24.0%
EBITDA	74.5	54.1	37.8%
Finance Cost	0.9	0.9	-2.5%
PBT	73.0	52.5	39.0%
PAT	54.2	39.2	38.4%
EPS (Rs. per share)	275.7	199.2	38.4%
EBITDA Margin	46.7%	42.1%	466 bps
PBT Margin	45.8%	40.9%	492 bps
PAT Margin	34.0%	30.5%	353 bps

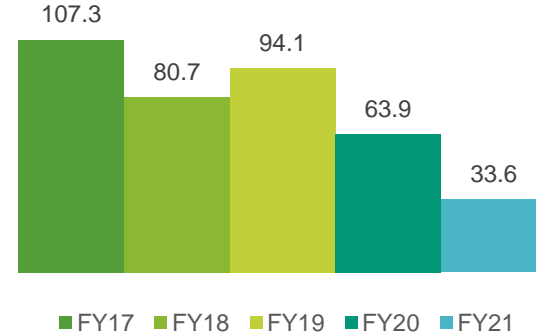
Figures in Rs. Crores, except change and margins

HISTORICAL TRACK RECORD

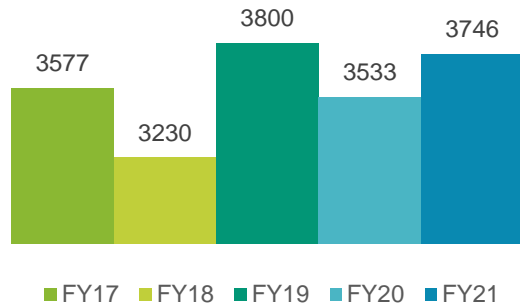
Area Booked (Lakh Sq. Ft.)



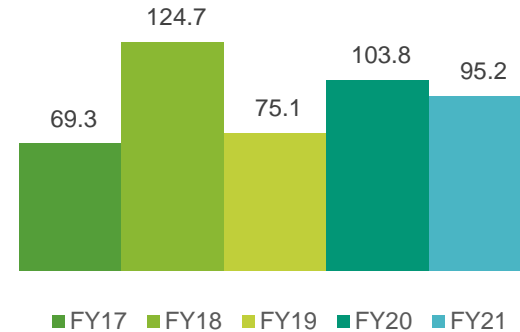
Value of Construction (Rs. in Crore)



Average Realisation (Rs./ per sq. ft.)

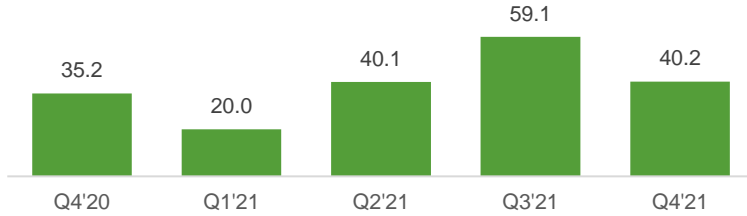


Value of Area Booked (Rs. Crores)

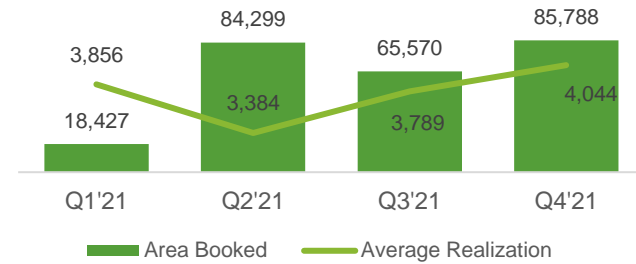


CONSOLIDATED FINANCIAL REVIEW (QUARTERLY)

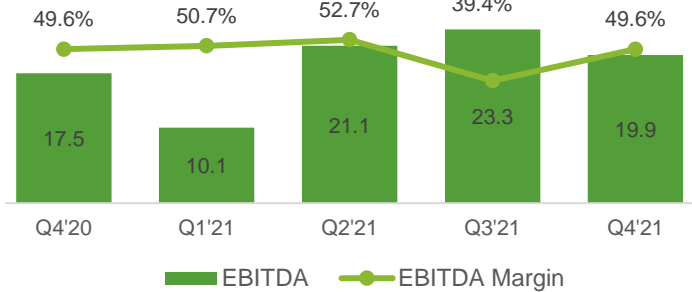
Revenue (INR Cr.)



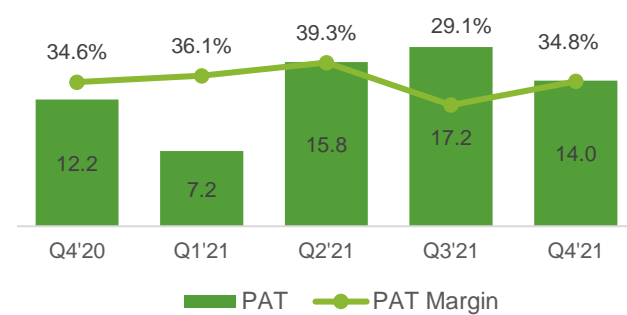
Area Booked (sq. ft.) and Average Realization (Rs per sq. ft.)



EBITDA (Rs. Cr.) and EBITDA Margin (%)

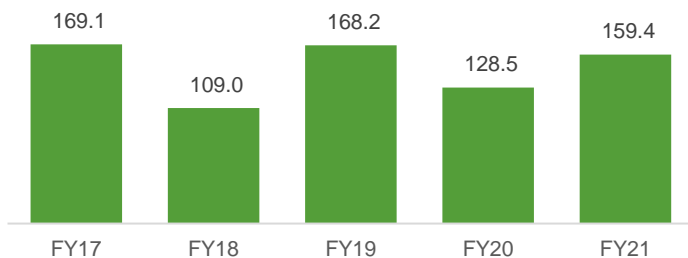


PAT (Rs. Cr.) and PAT Margin (%)

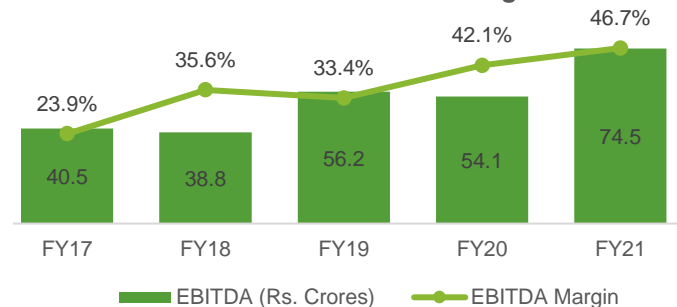


CONSOLIDATED PERFORMANCE REVIEW (1/2) (ANNUAL)

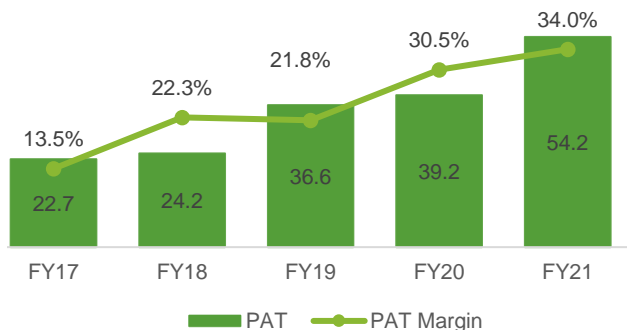
Revenue (Rs. Crores)



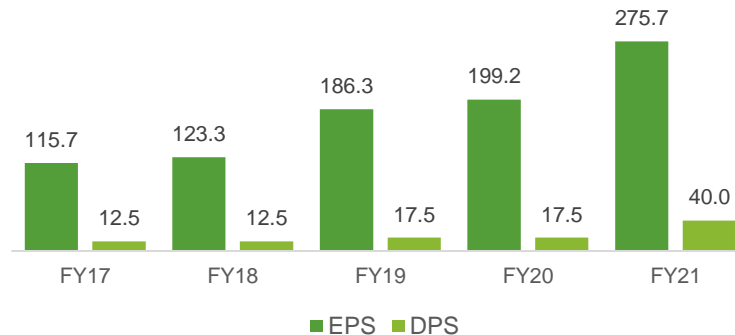
EBITDA and EBITDA Margin



PAT and PAT Margin



EPS & DPS

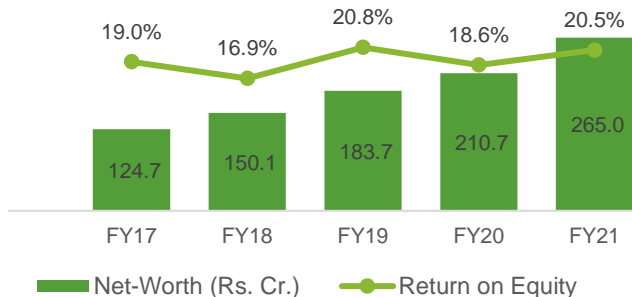


Note 1: PAT and EPS are after adjusting Minority Interest

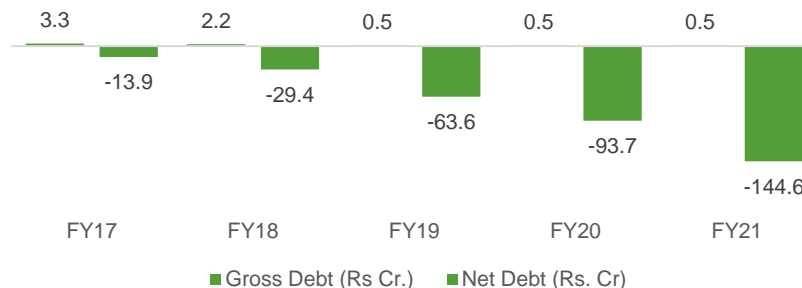
Note 2: All figures are as per IND-AS.

CONSOLIDATED PERFORMANCE REVIEW (2/2) (ANNUAL)

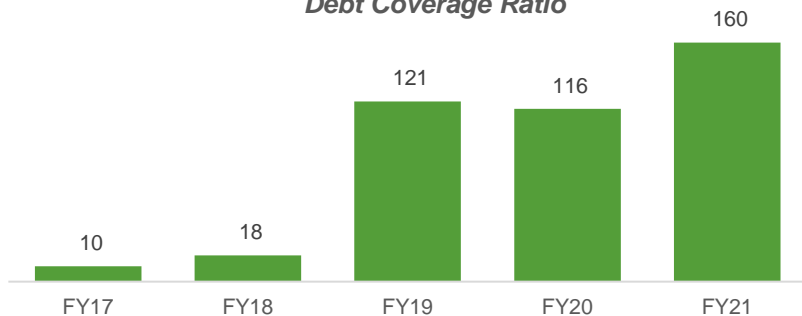
Net-Worth (Rs. Cr.) and ROE (%)



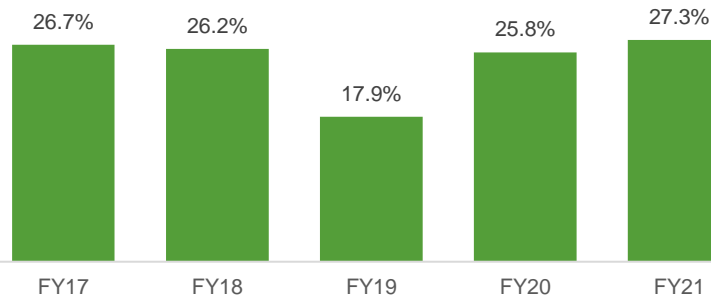
Gross Debt and Net Debt



Debt Coverage Ratio



Return on Capital Employed



Debt Coverage= EBIT/ Cl. Debt, ROCE= EBIT/ Capital Employed, Gross Debt = Long Term Borrowings + Short Term Borrowings + Current Maturities of Long-Term Borrowings; Net Debt = Gross Debt – Cash & Cash Equivalents

LUCKNOW REAL ESTATE MARKET

Rapid Urbanization and Infrastructure development pushing Lucknow's growth



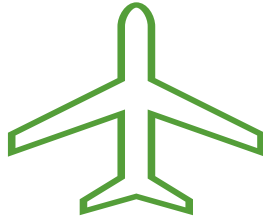
Capital of UP



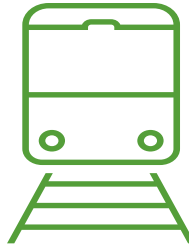
Influx of population from Eastern UP and Bihar



Hub of services in Central and Eastern UP



Direct air connectivity with all major cities



Metro Rail Network



Prominent Educational Institutions like IIM-L, NLU, IHM

KEY INVESTMENT THESIS

Market leadership, strong execution capability and conservative financial management drive consistent performance



KEY INVESTMENT THESIS

Strong project execution capabilities, focus on mid-income segment and strong balance sheet will lead to sustained growth in shareholder's value



Robust Growth Underway

- Experienced Land Procurement Team
- Several Ongoing Projects in different segments



Future Strategy

- Focus on Execution and Customer Satisfaction
- Operations focused in Mid - Income segment
- Sensible land procurement



Road Ahead

- Focused on Providing steady returns
- Financial Conservatism, ensuring higher shareholders' wealth
- Several sizeable projects being negotiated



Eldeco Eternia, Lucknow

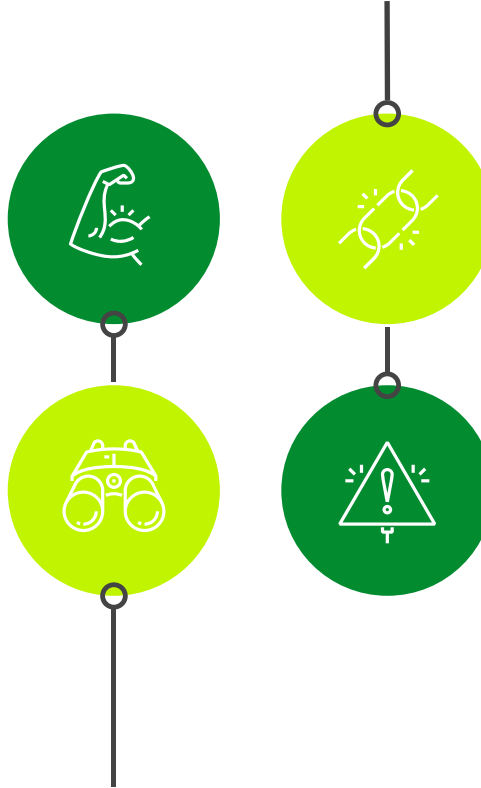
SWOT ANALYSIS

Strengths

- Professional Management
- Foremost Real Estate Player in Lucknow
- Zero Long-term debt, Healthy Reserves
- Strong Sales & Execution Capability
- Trusted Brand
- Ability to play the entire value chain-from land assembly to asset maintenance

Threats

- Lack of suitable land for development
- Lack of deep pool of institutional capital for real estate development in Lucknow
- Income shock to target market due to pandemic



Weakness

- Geographical Concentration in Lucknow
- Low volume growth in last 2-3 years

Opportunities

- Booming Infrastructure in Lucknow
- RERA, GST, NBFC Cash crunch resulting in market consolidation
- Population growth, urbanization and increase in buying power

THE MANAGEMENT



Mr. Pankaj Bajaj
Chairman cum Managing Director

- B.Com (Honors) from SRCC
- PGDM (MBA) from IIM, Ahmedabad
- Over 25 years of experience in construction and real estate development.
- President of CREDAI-NCR (Confederation of Real Estate Developers Association of India)



Mr. S.K. Jaggi
EHIL COO

- Over 28 years experience in real estate
- Post-Graduate from Kanpur University



Mr. A.K. Dhanda
Group CFO

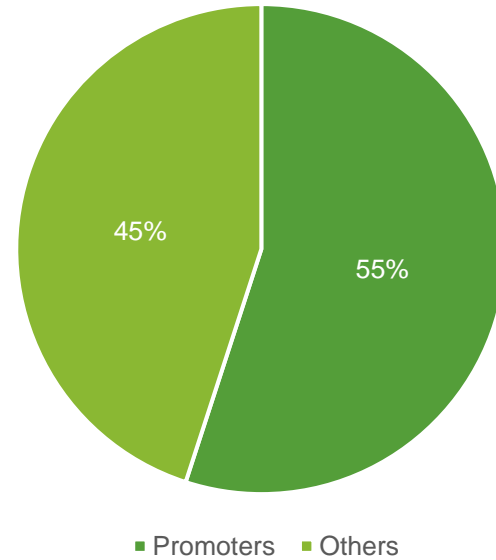
- Total experience of around 35 years; previously with NIIT and Uptron
- Fellow member of the ICAI

STOCK DATA

Stock Information	
Stock Price	Rs 2889
52 Week High/Low	Rs 2949 / 851
Market Capitalization	Rs 568 Cr
Shares Outstanding	1.97 Mn
Free Float	Rs 257 Cr / 45%

Note: Stock Prices as on 23rd June 2021.

Shareholding as on 31st March 2021



THANK YOU

Eldeco Housing & Industries Ltd.

Registered Office and Corporate Office:

Eldeco Corporate Chamber-1, 2nd Floor, Vibhuti Khand (Opp. Mandi Parishad), Gomti Nagar, Lucknow-226010

Tel : 0522 4039999

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Kanav Khanna: kkhanna@christensenir.com



ANNEXURES

VISION AND VALUE SYSTEM

Mission to drive high grade real estate development, simultaneously providing enhanced returns to the shareholders.



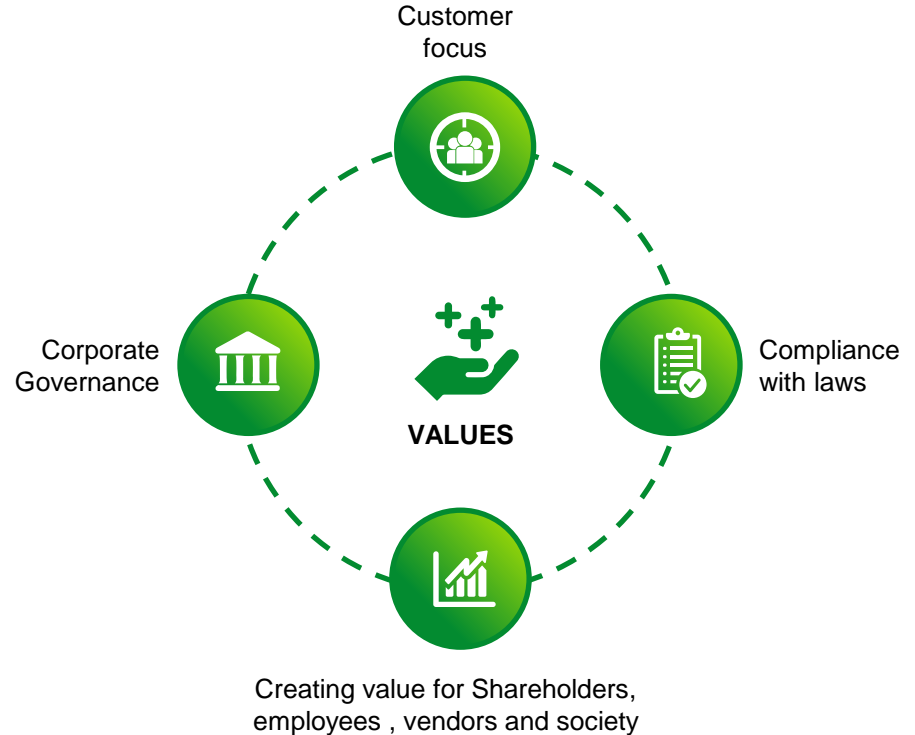
VISION



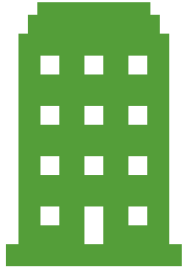
To be the foremost player of North India across all our business verticals



Achieving success by adhering to our commitment of 'creating value and cementing trust'



BUSINESS SEGMENT- GROUP HOUSING (COMPLETED)



Project	Eldeco Saubhagam	Eldeco Eterna	Eldeco City Breeze
Scheme Type	Hi-Rise Complex	Hi-Rise Complex	Hi-Rise Complex
Saleable Area (msf)	1.20	0.36	0.22
Area Booked (msf)	1.19	0.36	0.21
Inventory (msf)	0.01	0.00	0.01
Average Realisation (Rs / Sq. Ft.)	2,849	2,357	3,234
Date of Completion	2016-2020*	Jul-17	Jul-18

* Project completed in various stages

BUSINESS SEGMENT- TOWNSHIPS (COMPLETED)



Project	Eldeco City	Eldeco Samridhi	Eldeco Shaurya (Phase-I)
Scheme Type	Plots & Villas	Plots & Villas	Plots and Villas
Saleable Area (msf)	2.33	0.17	0.64
Area Booked (msf)	2.24	0.16	0.58
Inventory (msf)	0.09	0.01	0.06
Average Realisation (Rs / Sq. Ft.)	2,029	3,428	1,700
Date of Completion	Jun-16	Jun-19	Oct-17

BUSINESS SEGMENT- COMMERCIAL (COMPLETED)



Project	Eldeco Elegante	Eldeco Corporate Tower	Eldeco City Arcade 1
Scheme Type	Retail Cum Office Spaces	Office Space	Shops
Saleable Area (msf)	0.05	0.08	0.01
Area Booked (msf)	0.05	0.08	0.01
Inventory (msf)	NIL	NIL	NIL
Average Realisation (Rs / Sq. Ft.)	4,647	4,180	7,783
Date of Completion	Jan-17	Feb-13	Jul-18