

February 14, 2026

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai-400001.
Scrip Code: 512008

To,
National Stock Exchange of India Limited
Exchange Plaza, 5th floor, Plot no. C/1,
G Block, Bandra Kurla Complex, Mumbai-400051.
NSE Symbol: EFCIL

Sub.: Investor Presentation.

Dear Sir/Ma'am,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation on performance of Quarter 3 of Financial Year 2025-26.

Kindly take the same on records.

Yours faithfully,
For EFC (I) Limited

Aman Gupta
Company Secretary

Encl: As above

EFC (I) Limited

Regd. Office: 6th Floor, VB Capitol Building, Range Hill Road, Opp. Hotel Symphony, Bhoslenagar, Shivajinagar,
Pune-411007, Maharashtra | CIN: L74110PN1984PLC216407

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EFC (I) LIMITED

INVESTOR PRESENTATION
Q3 & 9M FY26

Redefining the future through intelligent, design-led and fully integrated office environments



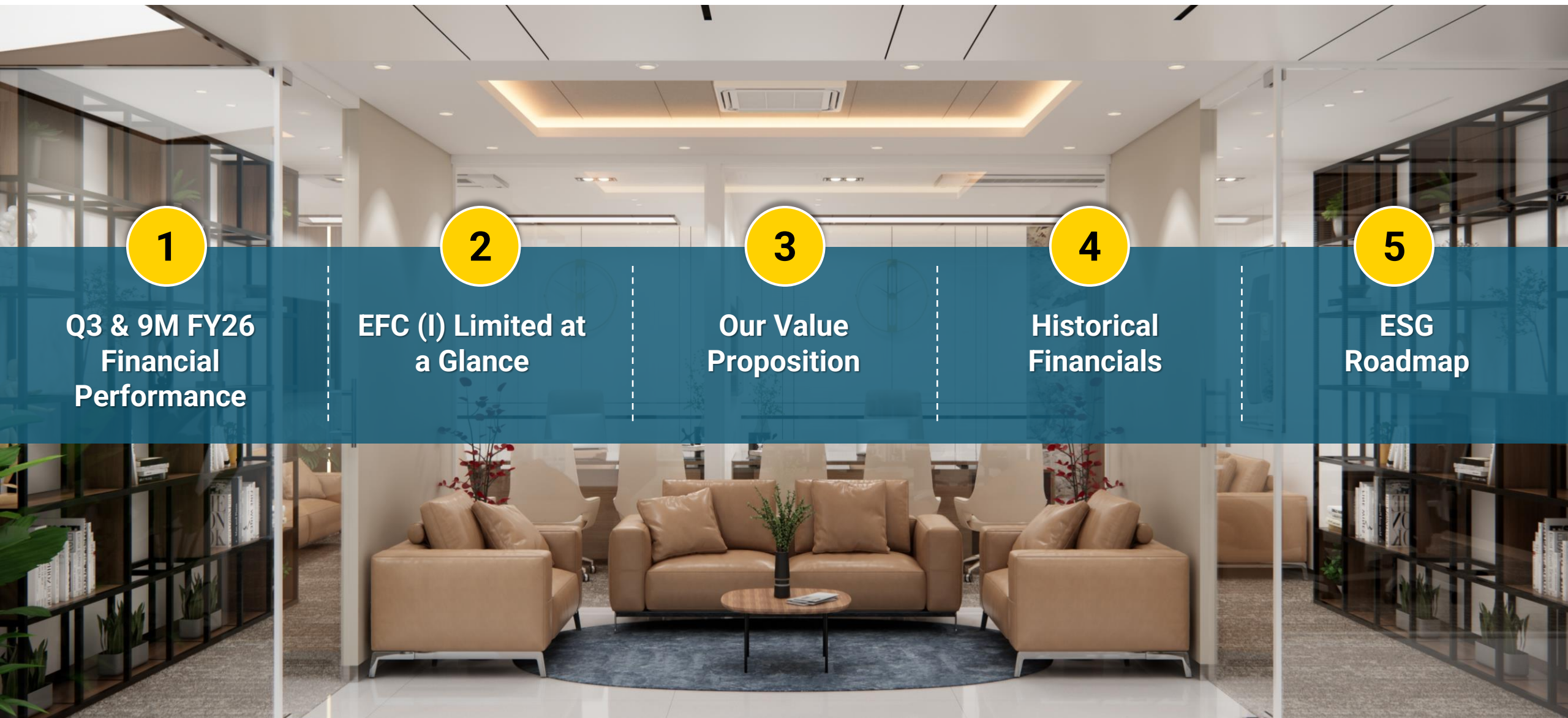
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**Q3 & 9M FY26
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**EFC (I) Limited at
a Glance**

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**Our Value
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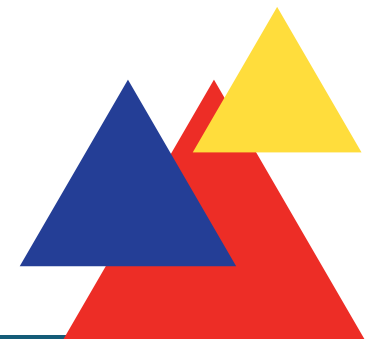
**Historical
Financials**

5

**ESG
Roadmap**



Q3 & 9M FY26 Financial Performance



Revenue
₹ 2,696 Mn.

 +52% Y-o-Y

EBITDA
₹ 1,116 Mn.

 + 20% Y-o-Y

PAT
₹ 624 Mn.

 + 54% Y-o-Y

Segment Revenue


Leasing

₹ 1,351 Mn.

 +40% Y-o-Y

Design & Build

₹ 1,190 Mn.

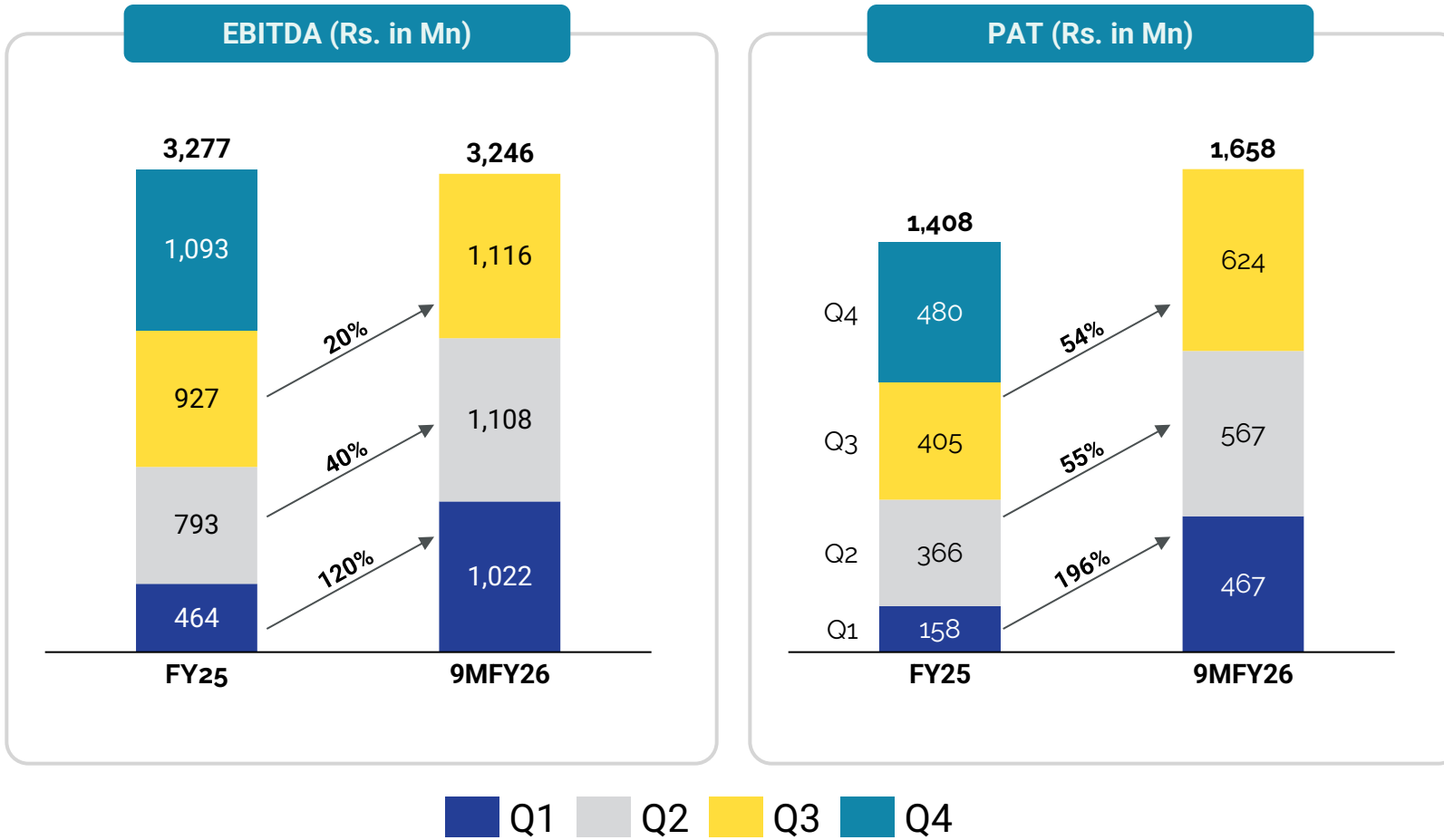
 +76% Y-o-Y

Furniture

₹ 155 Mn.

 +16% Y-o-Y

Strong Growth: 9M FY26 PAT Already Ahead of FY25

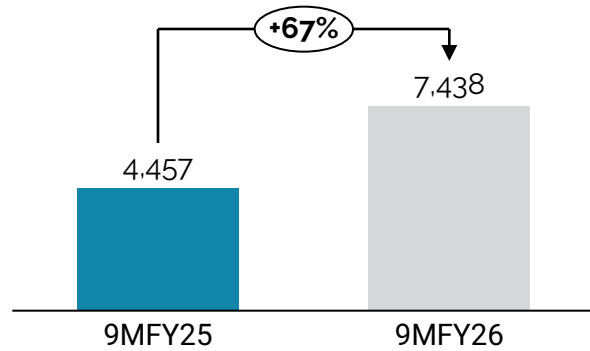


9MFY26 PAT surpasses PAT of FY25

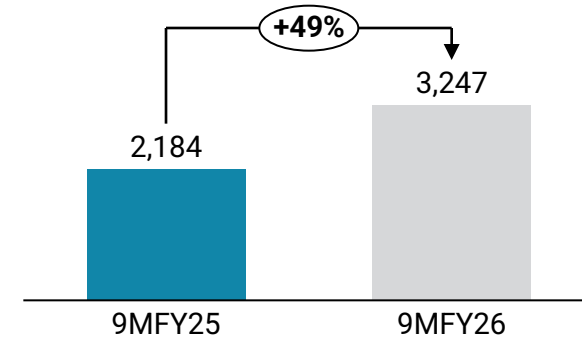
- Revenue stood at Rs 2,696 million highlighting stability with a clear path to expansion-driven growth ahead
- Total PAT increased to 624 million, depicting ~54% YoY growth

9MFY26 – EBITDA growth of 49% and PAT growth of 79 %

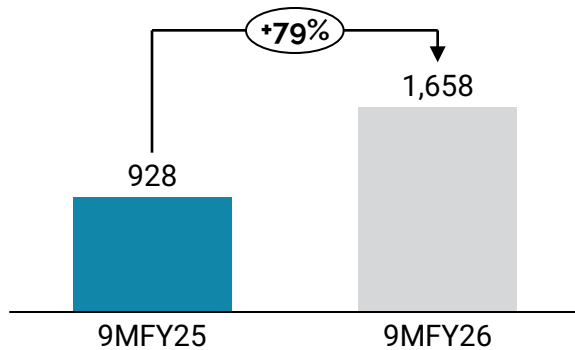
Revenue (Rs. in Mn)



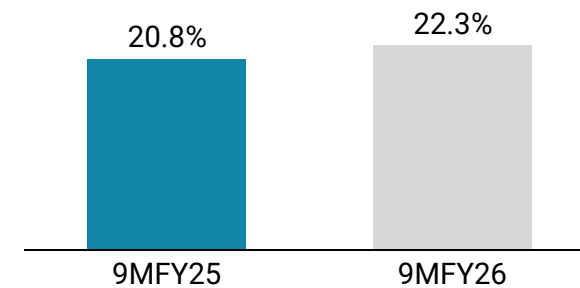
EBITDA (Rs. in Mn)



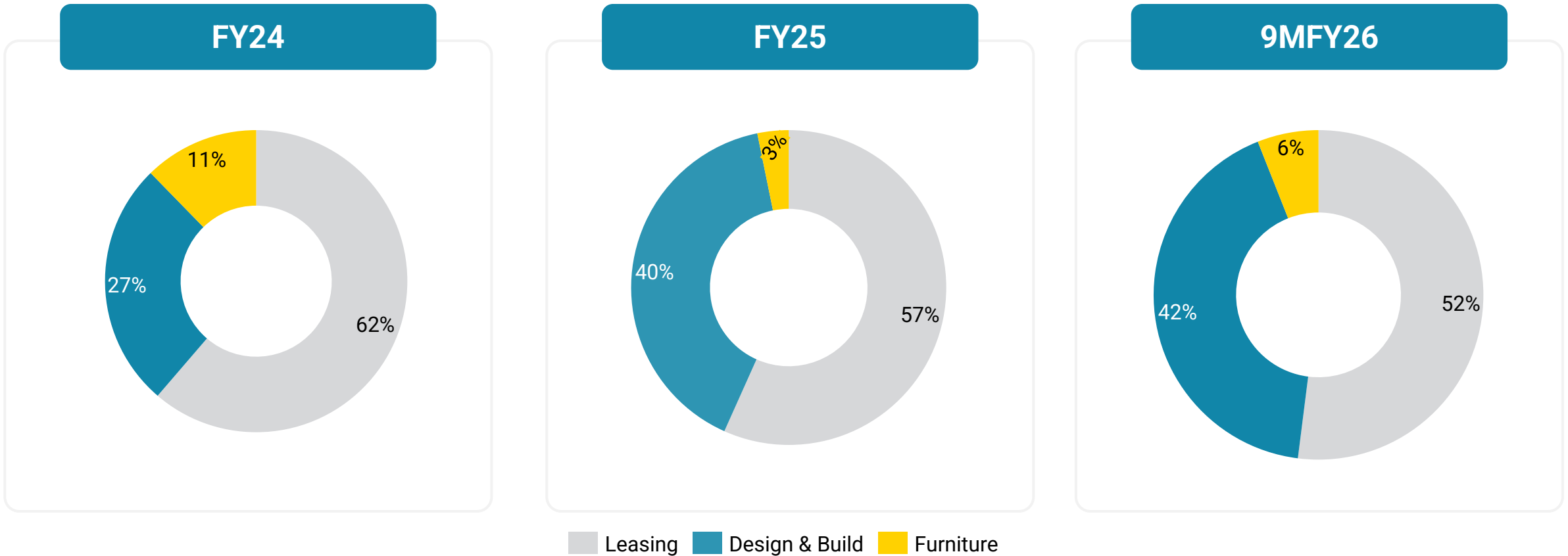
PAT (Rs. in Mn)



PAT Margin (%)



Revenue By Vertical

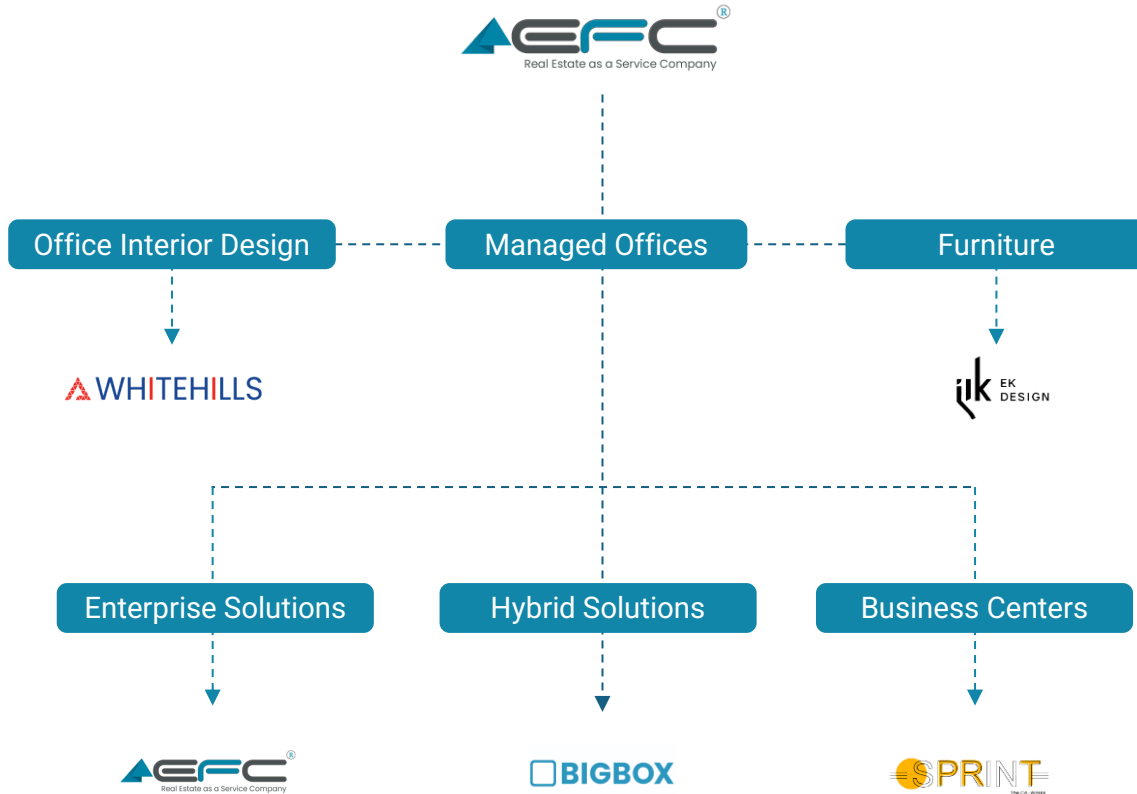




EFC (I) Limited at a Glance



Our Brand Ecosystem



Building Value Through Iconic Brands

- Specializes in innovative, scalable office solutions for entrepreneurs, small to medium-sized enterprises (SMEs), and enterprise clients
- Excel in creating premium managed workspaces tailored for enterprises and startups
- Provides affordable, fully-managed workspaces for teams of all sizes
- Crafting Premium Commercial Interiors and transform commercial office spaces into highly functional, modern work environments
- Designs & Manufactures furniture products across India and overseas

From Concept to Completion: Our Brands Deliver



VISION

To create the most beautiful, functional and affordable work spaces in best of locations



MISSION

To provide our clients with healthy workspaces and build an ecosystem with tools and services that support them in achieving their business goals



CORE VALUE

We are committed to ethics, honesty and trustworthiness, while fostering flexibility and transparency in all that we do

UMESH KUMAR SAHAY - FOUNDER

- First-generation entrepreneur
- Brings about 20+ years of experience
- Expertise spans Real Estate , Data Centre Infrastructure, IT& ITes sectors in India
- Has been awarded by various prestigious organizations over the years

ABHISHEK NARBARIA - FOUNDER

- Holds a Master's degree in Computer Science
- Technocrat entrepreneur with proven leadership
- 20+ years of experience in building and shaping organizations

NIKHIL DILIPBHAI BHUTA - DIRECTOR

- Qualified Chartered Accountant with 25+ years of entrepreneurial experience
- Held key leadership roles as Chief Financial Officer (CFO), Country Head, Chief Executive Officer (CEO) across multiple businesses
- Extensive exposure to diverse industries
- Successfully raised capital on major stock exchanges: Indian (BSE), Canadian (TSX) & London (AIM)

UDAY VORA - CHIEF FINANCIAL OFFICER

- Over 15+ years in finance, specializing in financial strategy and operational efficiency
- Masters in Finance from Symbiosis International University, Pune
- Plays a pivotal role in optimizing resource allocation, managing cash flow, and enhancing profitability

AMAN GUPTA - COMPANY SECRETARY

- Seasoned Company Secretary with 10+ years of experience
- Advanced qualifications in Commerce (M.Com) and Law (LL.B)
- Expertise spans a diverse range of industries, including NBFCs, real estate, IT-ITES, manufacturing, and FMCG.
- Previously held roles as Director in multiple NBFCs and Compliance Officer for leading companies



RAJESH VAISHNAV- INDEPENDENT DIRECTOR

- 27+ years of business experience;
- Recognized as a pioneer of the greeting card industry in India
- Founder of Vintage Cards and Creations Ltd, a BSE and NSE listed company
- Expanded the listed company to 375 stores across 110 cities in India and neighboring countries



M. SRINIVAS RAO - INDEPENDENT DIRECTOR

- Internationally acclaimed business visionary and strategist
- Associated with leading organizations: ITC Ltd, IRRI, ICRISAT, TiE, BMGF
- Holds a Bachelors in Commerce (Hons) from Delhi University & Master's in Business Management from the Asian Institute of Management, Philippines
- His Contributions recognized and appreciated by: USAID, International Rice Research Institute (IRRI)
- Bill & Melinda Gates Foundation (BMGF), U.S. Department of Agriculture



GAYATHRI IYER- INDEPENDENT DIRECTOR

- Author, Chartered Accountant, Mentor, Business Coach, and Certified IFRS (ACCA)
- 25+ years as Consulting Entrepreneur serving multiple clients
- Led audits for Tata Tele Services, Tata Realty and Infrastructure Limited, Mount Everest Mineral Water Limited, World Trade Centre, and Future Group retail

Our Clients, Our Legacy of Excellence





Leasing Vertical





Enterprise Offices



Managed Offices



Customized Offices

Customized, scalable, furnished office solutions with comprehensive management and premium amenities—ideal for enterprises seeking long-term efficiency, privacy, and control

What we offer



State-of-the-Art Office Spaces

Expertly crafted to inspire collaboration



Customisable Offices

Tailored to precision. Our solutions align with your distinct needs and refined tastes



Ideal for All Business Sizes

Perfect for firms for all size



Transparent Billing

Unified billing system with absolute clarity no hidden charges



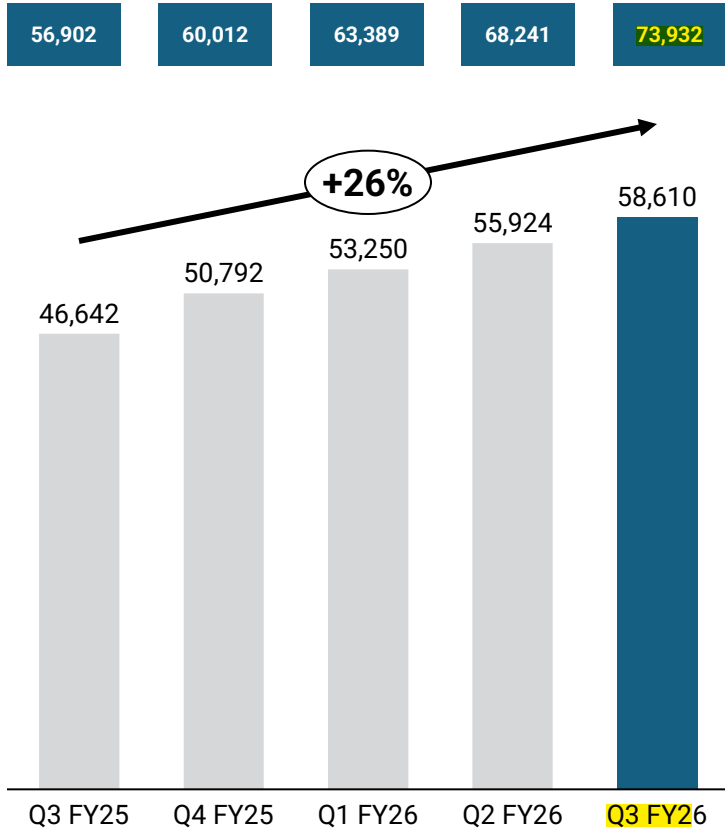
Prime Location

Tactically placed for maximum convenience and accessibility



<p>11 Cities</p>	<p>3.69 Mn Sq.ft. Area Under Management</p>	<p>73,000+ Seats</p>
<p>90%+ Average Occupancy</p>	<p>720+ Clients</p>	<p>₹7,000 -7,300 Average Rent Per Seat</p>
<p>90 Centers</p>	<p>18:72 Owned : Leased Centers</p>	<p>48 Months Average Enterprise Client Tenure</p>
<p>23% Top 10 Client Revenue Contribution</p>	<p>34% Multi city client's footprint</p>	<p>65% Enterprise Centric Revenue</p>
	<p>45% Revenue to Rent</p>	

Total & Billed Seats

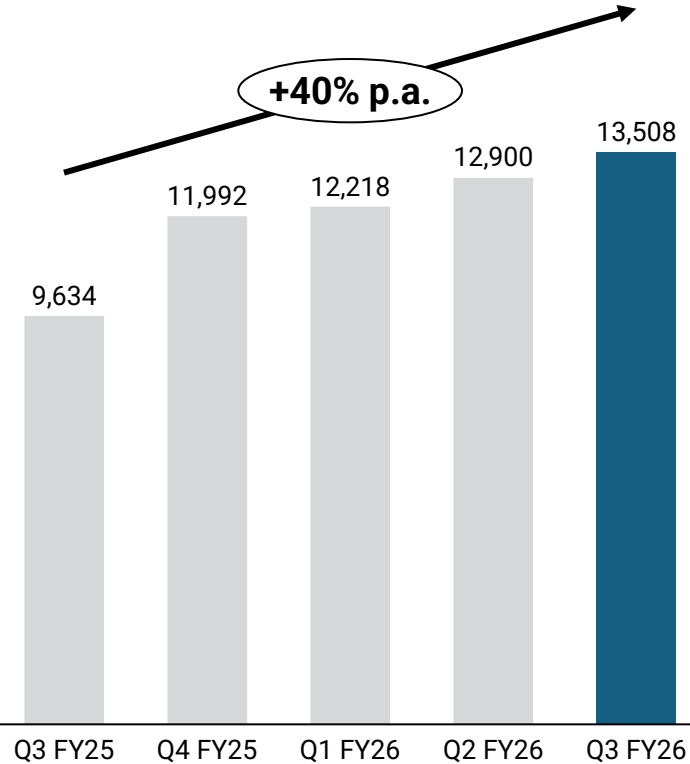


Inventory: 6,963 seats

Capacity under development: 8,359 seats

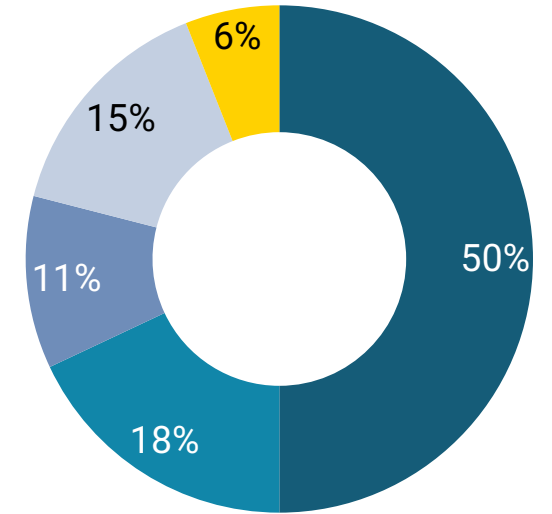
Revenue

In lacs



Rental Revenue

Multi Sector Portfolio



- Information Technology, Technology & Software Development
- Others
- Business Consulting & Professional Services
- Banking, Financial Services & Insurance
- Engineering & Manufacturing



Driving Growth Through Nationwide Reach and Sector Diversity

Area Contribution

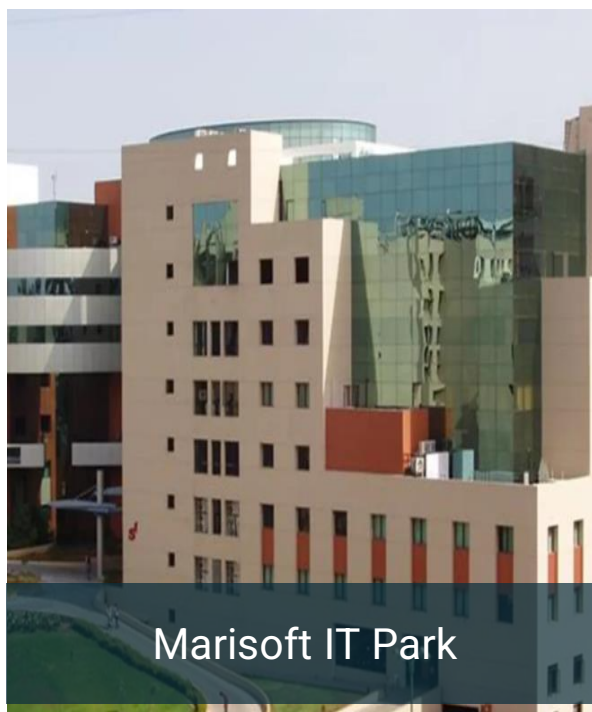
Region	Capacity
West	70%
North	15%
South	13%
East	2%



India map and locations by cities



49,570 Sq feet



81,300 Sq. feet



1,22,090 Sq. feet



26,500 Sq. feet

Total Area: 2,79,460 Sq feet



Managed office spaces (MOS) is becoming the preferred blueprint for creating secure, brand-aligned, and future-ready centres

Global Market Size

Coworking Spaces Market (2025 - 2030)

USD 26.2 Bn by 2025

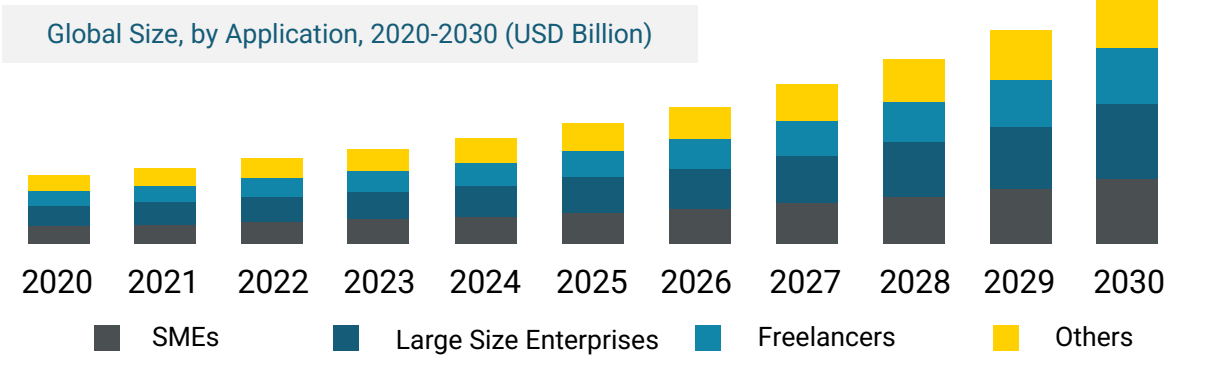
Estimated

USD 53.5 Bn by 2030

Projected

15.4% CAGR Annually (2025-2030)

Asia Pacific
Fastest growing
market



Industry Drivers

Normalization of Hybrid Work Model

Organizations are shifting to hub-and-spoke and flexible office models, using coworking spaces for collaboration and managed offices for adaptable, enterprise-grade hybrid work

Financial re-engineering of corporate real estate

Managed offices are gaining traction as they shift real estate from CapEx-heavy investments to OpEx models that enhance balance-sheet flexibility, reduce long-term liabilities, and enable faster, scalable expansion for enterprises and multinationals

Global Capability Centers, a major catalyst for managed offices

The rise of GCCs, particularly in Asia-Pacific, is driving demand for managed offices as multinationals use them to enter markets faster, reduce setup risk, and become operational within weeks through bundled, ready-to-use infrastructure.

Workspace-as-a-Service: Powering Plug-and-Play Office Demand

Demand for managed offices is rising as this service-led model reduces operational complexity for occupiers and raises switching costs, strengthening customer stickiness and long-term demand for managed office solutions

Source: Market Reports



..... While India Becomes the GCC Destination of Choice

India Co-working Office Spaces Market Size

Coworking Spaces Market (2026 - 2031)

USD 4.53 billion in 2026

Estimated

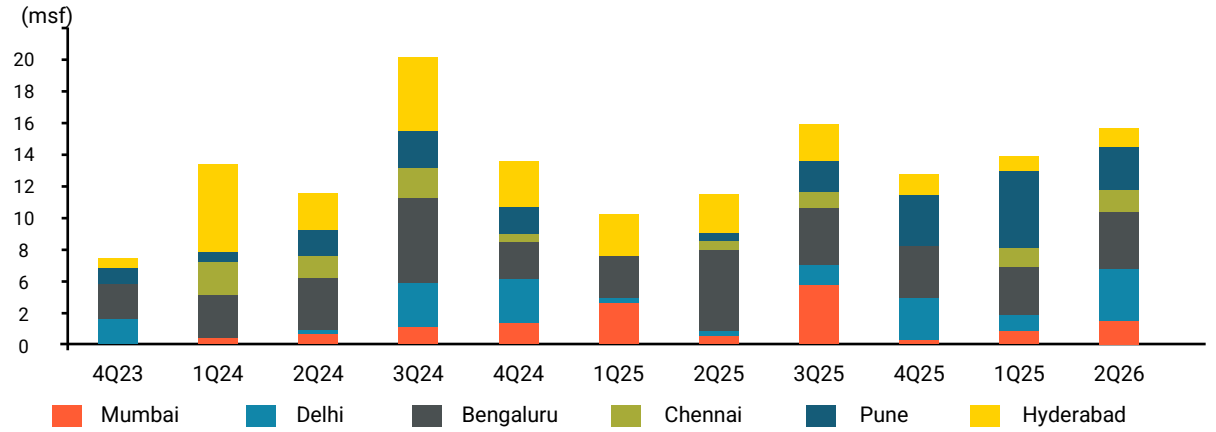
USD 8.7 billion by 2031

Projected

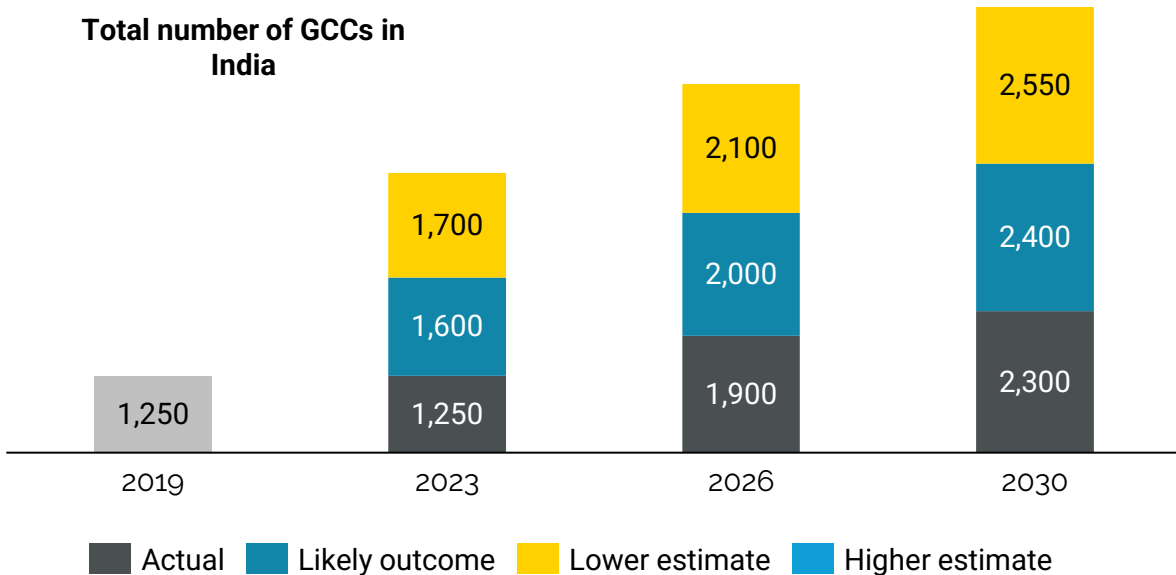
13.9% CAGR Annually (2026-2030)

Managed offices emerge as top choice for GCC expansion in India

Supply concentrated in six cities



Total number of GCCs in India

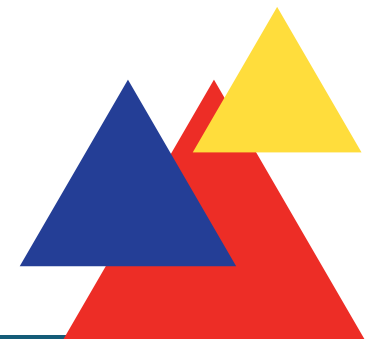


By 2030, India is projected to host ~2,400 Global Capability Centers, with potential to surpass 2,500 as it evolves into a global technology and services hub

Source: Market Reports



Design & Build Vertical





Offer end-to-end interior solutions—from concept to execution and creating office spaces that are both aesthetically striking and functionally optimized to suit client needs



5.10 Mn.

Sq. feet Designed



Real Estate, IT/ITES,
Pharmaceutical, Educational &
Energy
Sectors



₹ 1,600+ Mn.
Order Book



80+

Designers & Engineers



40+

Clients Served



11+

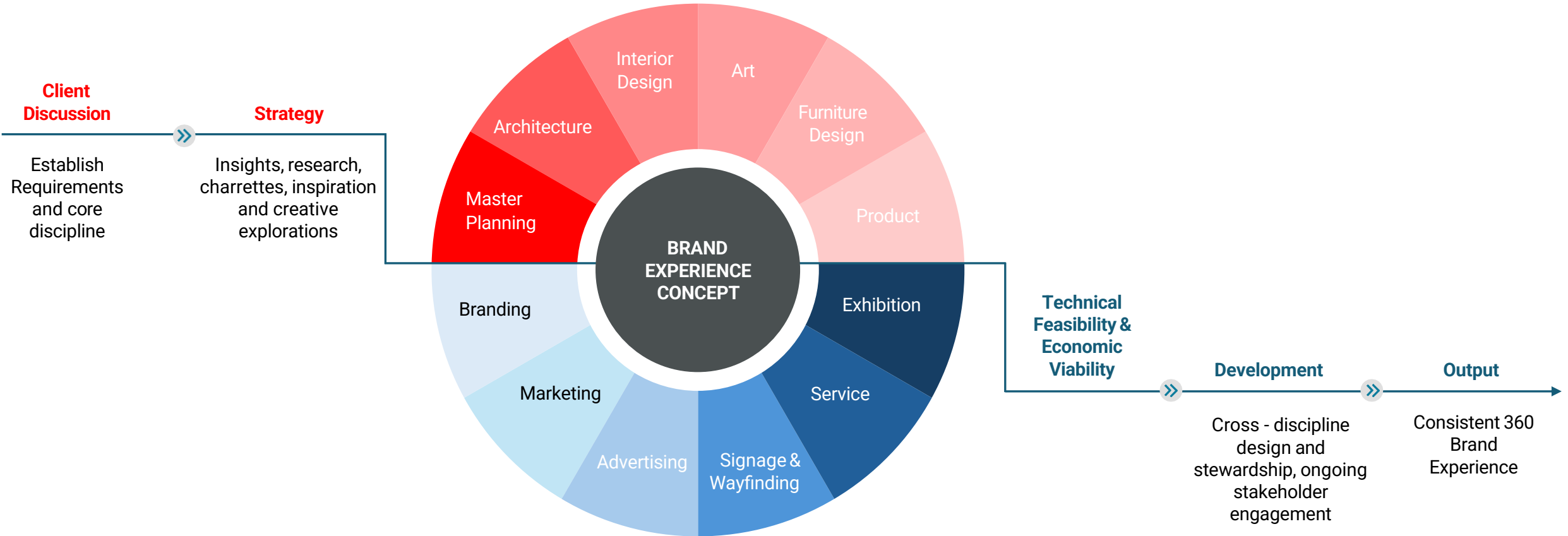
Locations





Our Proven Methodology for Scalable, High-Quality Brand Delivery

Offering a brand concept experience at the core remains vital for customer delight

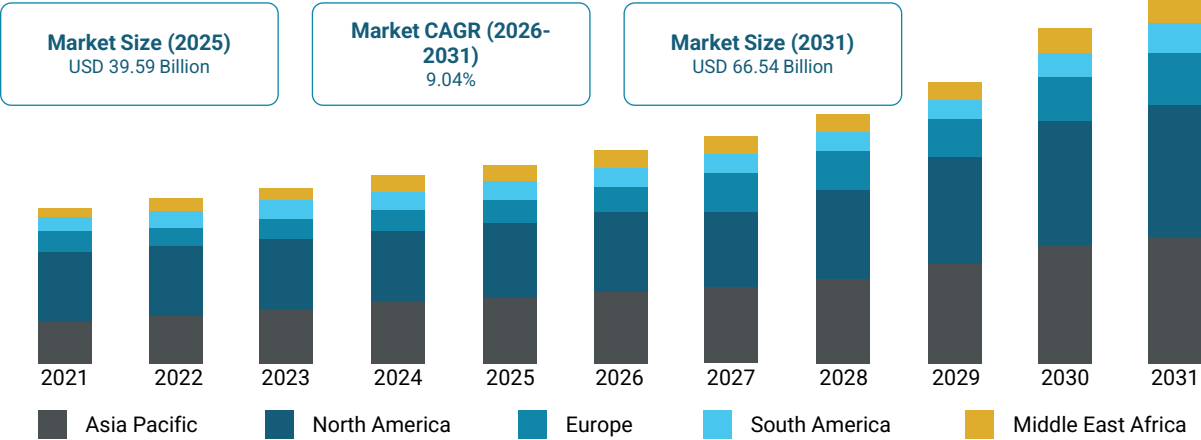




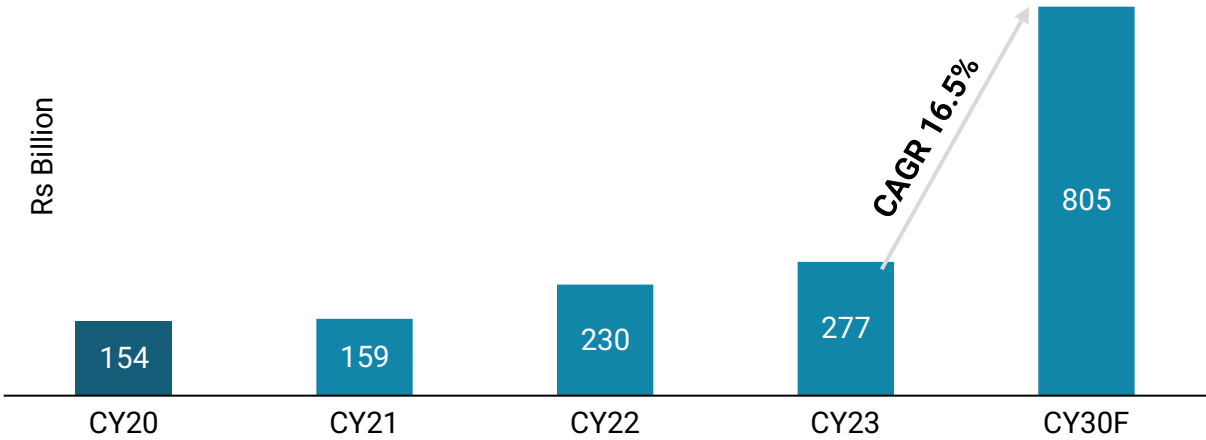
India's Commercial Fit-Out Industry Enters a Hyper-Growth Phase

Global Commercial Interior Fit Out Market, 2021-2031F

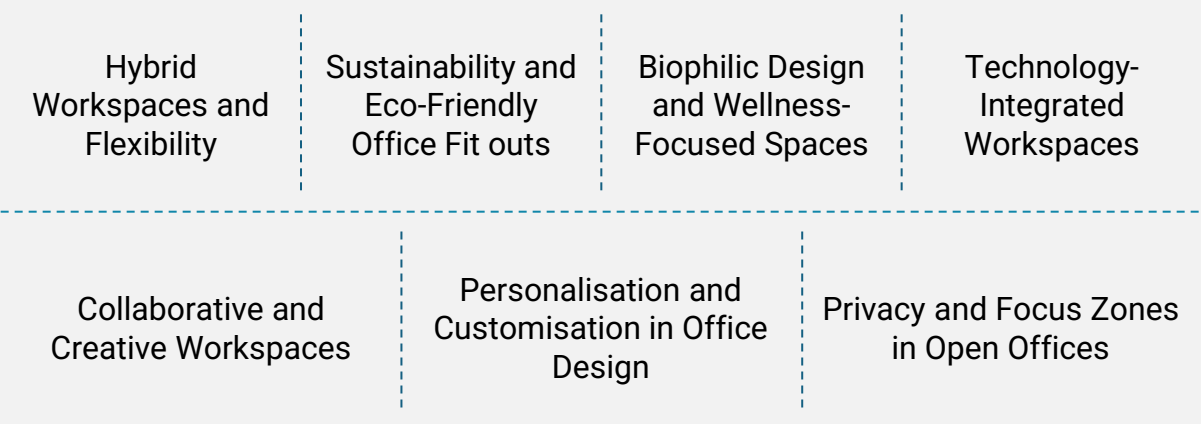
Largest Market: North America Fastest Growing Segment: Offices



Indian Fit-out Market Size, CY20-CY30F



Emerging Trends in the Office Fit-Out Market

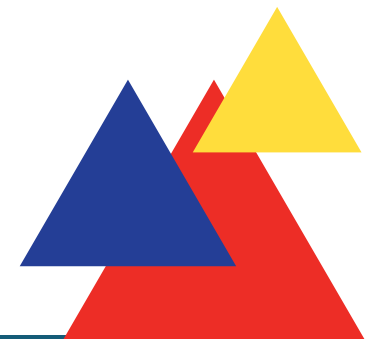


The fit-out industry is experiencing strong growth driven by expanding commercial real estate, rising office leasing activity, and increasing demand for high-performance, sustainable, and tech-enabled workplaces

Source: Market Reports



Furniture Vertical





Furniture foray delivers margin-accretive backward integration



Specialize in both custom and ready-made **high-quality furniture** for diverse sectors including office and commercial spaces
Emphasis on **thoughtful design, craftsmanship, and durability to exceed industry standards** in both quality and aesthetics

Ek Design with World-Class Manufacturing Facility



Modular Furniture



Metal Fabrication



Woodworking



CNC (Metal & Wood)



Soft Seating



Office Chair Assembly

Core Strengths Fuelling Growth



Abundant Raw Materials

Steady and abundant supply of raw materials to support uninterrupted operations.



Access to Skilled Labour

Availability of a talent pool of highly skilled professionals



Growing Consumer Demand

Surging demand for furniture in office and commercial spaces

Furniture Manufacturing Excellence- Setting New Benchmarks in Luxury, Craftsmanship & Scalable Execution



₹ 2,750-3,000 Mn
Total Manufacturing Capacity
(in value)



50K+
Number of Units Delivered



₹ 400+ Mn
Order Book



1200+
Number of SKUs



**Real estate,
Co-living, Hospitality,
IT, ITES, Education
Industries Served**





India's Furniture Sector Poised for Growth

Modern office furniture prioritizes ergonomic comfort, sustainability, technology, and style

Global Office Furniture Market

Market Size in 2024:
USD 101.46 billion

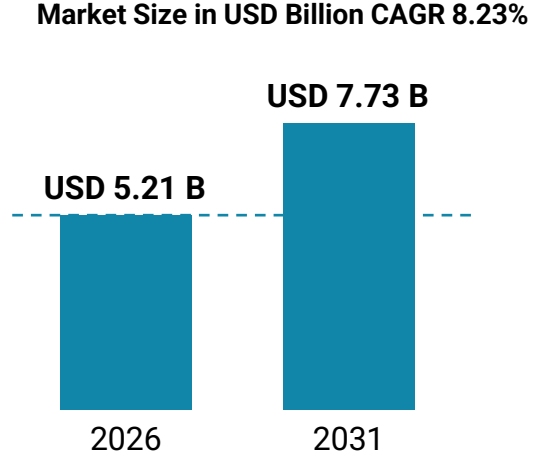
Market Size in 2032:
USD 183.53 billion

CAGR (2025–2032): 7.69%

Highest Share by Region:
Asia Pacific

Asia Pacific emerged as the largest office furniture market in 2025, valued at USD 25.53 billion, supported by rapid IT expansion, flexible office trends, and startup growth

India Office Furniture Market



India accounts for ~15% of global office furniture sales, underscoring its rising role in global supply chains.

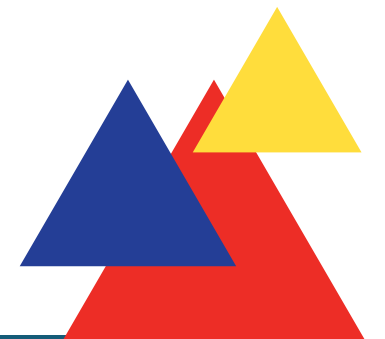
Indian furniture market expected to grow at a faster CAGR by 2030E compared to other markets

Ergonomics as a Priority	Sustainability and Eco-Friendly Designs	Flexible and Modular Furniture	Technology Integration	Collaborative Spaces and Open Designs	Aesthetics and Branding	Durability and Longevity
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Source: Market Reports



Our Value Proposition



Creating a Real estate-as-a-Service ecosystem with multiple inter-related businesses



Leasing



- Minimize the capital requirement, through landlord funded fit out investment.
- Exclusive multi brand (**EFC, Sprint, Bigbox**) portfolio, offering managed office solutions
- **Owned properties enable better margin** along with potential gain through **capital appreciation**.



Design & Build



- Established edibility to execute single contract valuing up to Rs. 200 crores.
- Tech enabled systems with Inhouse technical teams and large scale efficient procurement helps in quick turnaround time and better margins.
- Cross-selling to landlords for leasing vertical drives steady revenue with dependable delivery schedule.



Furniture



- Backward integration strengthens **operational reliability and efficiency**
- Opportunity to capture market share of world`s largest growing consumer economy by replacing imports with Make in India capabilities
- Being the value accretive vertical, at optimal capacity could contribute highest margin in the ecosystem

Integrated verticals boost synergies and improve margin profile

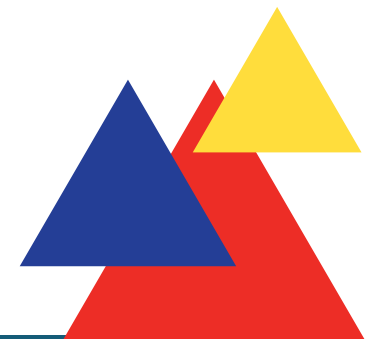
Integrated model broadens addressable market; e.g., our recent entry in premium retail leasing

Ecosystem designed to improve margins through backward integration and derive value and profitability through multiple offerings.

Stable & Growth-focused verticals deliver profits autonomously



Financial Highlights



Consolidated Profit & Loss Statement

Particulars (₹ million)	Q3 FY26	Q3 FY25	Y-o-Y	Q2 FY26	Q-o-Q	9M FY26	9M FY25	Y-o-Y
Revenue from Operations	2,695.9	1,772.4		2,545.9		7,438.0	4,457.3	
Cost of Services	1,068.6	672.2		1,209.6		3,096.4	1,621.3	
Changes in inventories	-43.1	-		-276.0		-289.3	-	
Employee Expenses	128.3	79.7		126.6		364.0	184.7	
Other Expenses	426.0	94.0		377.8		1,020.4	467.6	
EBITDA	1,116.0	926.5	20.5%	1,108.1	0.7%	3,246.6	2,183.7	48.7%
EBITDA Margin (%)	41.4%	52.3%		43.5%		43.6%	49.0%	
Other Income	134.2	42.7		22.2		192.8	121.4	
Depreciation and amortization expense	258.1	262.6		310.1		850.0	700.4	
EBIT	992.1	706.6	40.4%	820.2	21.0%	2,589.4	1,604.7	61.4%
EBIT Margin (%)	36.8%	39.9%		32.2%		34.8%	36.0%	
Finance Cost	169.0	183.8		64.7		349.4	311.6	
Share of Profit/(Loss) of a Joint Venture	0.0	0.0		0.4		-0.5	0	
Profit before Tax	823.0	522.8	57.4%	755.1	9.0%	2,240.5	1,293.0	73.3%
Profit before Tax (%)	30.5%	29.5%		29.7%		30.1%	29.0%	
Tax	198.9	118.0		188.7		581.5	365.0	
Profit After Tax	624.1	404.7	54.2%	566.4	10.2%	1,659.0	928.1	78.8%
PAT Margin (%)	23.2%	22.8%		22.2%		22.3%	20.8%	
EPS (As per Profit after Tax)	6.1	7.5		4.9		11.8	14.4	

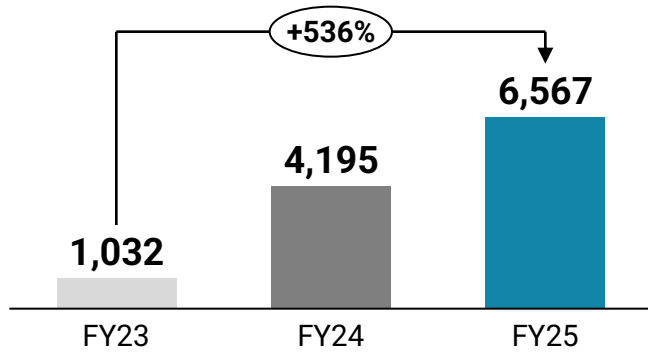


Historical Financials

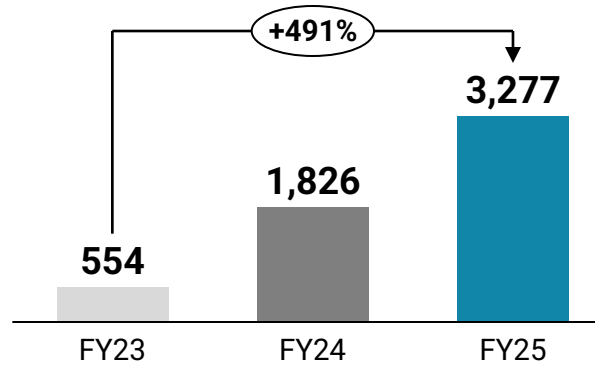




Revenue (₹ Mn)



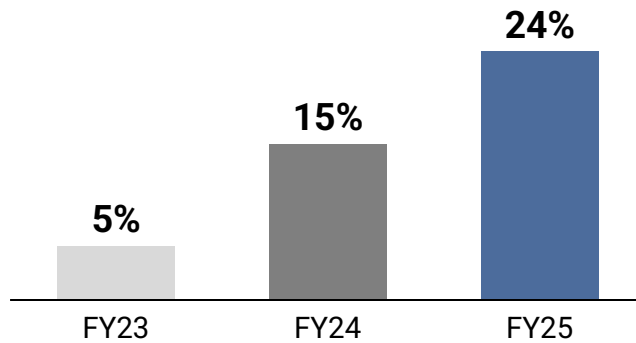
EBITDA (₹ Mn)



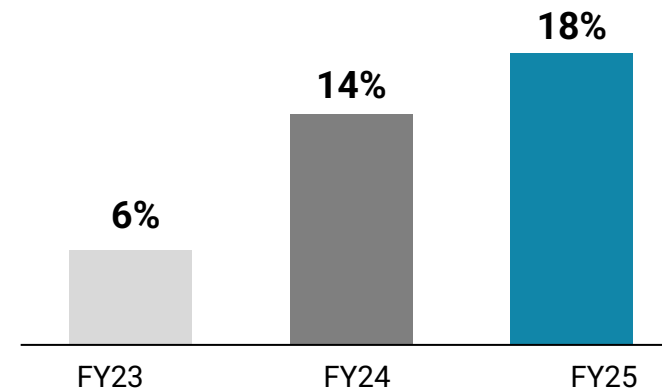
PAT (₹ Mn)



ROE



ROCE



Consolidated Profit and Loss Statement

Particulars (₹ Mn)	FY25	FY24	FY23
Revenue from Operations	6,567.4	4,194.6	1,032.1
Cost of Services	2,351.2	1,038.9	374.9
Changes in Inventories and Finished goods	-18.0	827.7	0.0
Employee Expenses	312.8	140.3	51.3
Other Expenses	644.6	361.7	51.9
EBITDA	3,276.8	1,826.0	554.1
EBITDA Margin (%)	49.9%	43.5%	53.7%
Other Income	175.2	93.2	8.5
Depreciation and amortization expense	996.7	756.3	345.0
EBIT	2,455.3	1,163	218
EBIT Margin (%)	37.4%	27.7%	21.1%
Finance Cost	456.8	353.2	145.7
Profit before Tax	1,998.4	810	71.9
Profit before Tax(%)	30.4%	19.3%	7.0%
Tax	590.7	176.7	33.3
Profit After Tax	1,407.7	633	38.6
PAT Margin (%)	21.4%	15.1%	3.7%
EPS (As per Profit after Tax)	14.1	6.4	9.2

Consolidated Balance sheet

Particulars (₹Million)	Mar-25	Mar-24	Mar-23
ASSETS			
Non-current assets			
Property, plant and equipment	2,407.25	823.94	399.9
Right-of-use assets	4,075.70	2,386.79	2,508.3
Capital work-in-progress	0.0	271.52	190.3
Goodwill	525.36	499.54	499.4
Intangible Assets	7.71	4.66	0.0
Intangible Assets Under Development	0.0	0.0	1.5
Investment accounted for using equity method	0.49	0.0	0.0
Financial assets	0.0	0.0	0.0
Investments	52.55	3.43	0.1
Loans	9.79	27.40	-
Other Financial assets	4,590.24	1,049.43	197.1
Deferred Tax assets (Net)	24.54	13.85	38.4
Income tax assets (Net)	0.0	0.0	0.0
Other non-current assets	541.33	134.45	0.0
Sub-total - Non-Current Assets	12,234.94	5,215	3,835.0
Current assets			
Inventories	26.03	351.88	0.0
Financial assets	0.0	0.0	0.0
Trade receivables	983.15	1,242.81	145.8
Cash and cash equivalents	171.11	129.33	28.1
Bank balances other than Cash and Cash equivalents	1,241.09	1,723.19	0.2
Loans	62.78	41.81	40.1
Other financial asset	494.32	21.25	50.2
Current tax asset	145.36	16.83	0.0
Other current assets	1,632.92	1,061.29	660.3
Sub-total - Current Assets	4,756.75	4,588.37	924.6
Assets Classified as held for Sale			
TOTAL - ASSETS	16,991.69	9,803.37	4,759.6

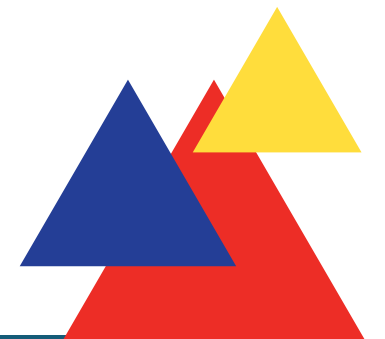
Particulars (₹ Million)	Mar-25	Mar-24	Mar-23
EQUITY AND LIABILITIES			
Equity			
Equity Share capital	199.11	99.55	68.3
Non Controlling Interest	380.46	45.49	22.5
Other equity	5,230.96	4,168.22	657.0
Sub-total - Shareholders' funds	5,810.52	4,313.26	747.8
LIABILITIES			
Non-current liabilities			
Financial liabilities			
Borrowings	2,108.94	1,117.27	537.8
Lease Liabilities	4,856.92	2,313.51	2,145.2
Others financial liabilities	515.13	443.63	292.6
Other non-current liabilities	32.24	0.00	2.7
Deferred tax liabilities (net)	378.73	25.70	0.0
Provisions	22.74	5.50	0.0
Others	0.0	0.0	1.4
Sub-total - Non-current liabilities	7,914.69	3,905.60	2,979.7
Current liabilities			
Financial liabilities			
Borrowings	199.27	36.03	46.3
Lease Liabilities	1,615.68	596.22	508.4
Trade Payables	0.0	0.0	0.0
Total outstanding dues of micro and small enterprises	105.37	105.37	20.3
Total outstanding dues other than micro & small enterprises	702.19	702.19	127.3
Other financial liabilities	222.6	222.60	68.1
Current Tax Liabilities (net)	204.02	204.02	50.2
Other current liabilities	216.53	216.53	201.7
Provisions	0.81	0.81	9.8
Sub-total - Current liabilities	3,266.48	1,584.50	1,032.1
TOTAL - EQUITY AND LIABILITIES	16,991.69	9,803.37	4,759.6

Consolidated Cash Flow Statement

Particulars (₹ Million)	FY25	FY24	FY23
Cash Flow from Operating Activities			
Profit before Tax	1,998.4	809.7	71.9
Adjustment for Non-Operating Items	114.2	-638.1	79.3
Operating Profit before Working Capital Changes	1,884.2	1,447.8	151.1
Changes in Working Capital	327.2	1,196.4	-615.9
Cash Generated from Operations	1,557.0	251.4	-464.8
Less: Direct Taxes paid	-220.3	-146.0	-44.5
Net Cash from Operating Activities	1,336.8	105.4	-509.2
Cash Flow from Investing Activities	-1,051.3	-2,556.5	-354.6
Cash Flow from Financing Activities	-243.7	2,552.1	885.6
Net increase/ (decrease) in Cash & Cash equivalent	41.8	101.0	21.8
Add: Cash and cash equivalents as at 1st April	129.3	28.3	6.5
Cash and cash equivalents as at 31st March	171.1	129.3	28.3



ESG Roadmap





EFC(I) Limited delivers functional, sustainable workspaces by embedding ESG principles into its core strategy, aligning financial growth with environmental stewardship and social responsibility

Ethical Governance & Compliance Excellence

- Achieved 100% compliance with all State and Central regulations
- Conducted ESG training for 50+ staff on Anti-Bribery, Anti-Corruption, Whistleblower, and Ethics policies
- Completed EcoVadis Sustainability Assessment, reinforcing adherence to global ESG standards
- Ensures operational viability, sustainability, and compliance across all verticals, aligning present and future initiatives with ESG goals

Environmental Sustainability & Resource Management

- Implemented integrated waste management via sanitary product processing, composting, and sustainability training
- Obtained advanced IMS certifications (ISO 9001, 14001, 45001) through standardized processes and workforce training
- Ek Design Industries improved sustainability by recycling 250 kg waste, reducing 1230 kg CO₂, and maintaining full statutory compliance
- Embeds ESG principles across all verticals using ISO-certified systems that strengthen risk management, governance, transparency, and adaptability

Safe Workplaces & People-Centered Practices

- Strengthened workplace safety through regular mock drills, emergency preparedness, PPE compliance, and culture-focused training
- Conducted statutory fire-safety audits and weekly safety drills across associated entities

Technology-Driven ESG Transparency

- Launched a digital ESG reporting platform to automate disclosures and align with global reporting standards
- Embedded robust, ISO-certified systems enabling better transparency, adaptability, and risk management



COMPANY :



EFC (I) Limited

CIN: L74110PN1984PLC216407

Mr. Aman Gupta

Company Secretary

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Meeting Request [Link](#)



Thank You