

Date: 12.02.2025

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 *interalia* on the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2024.

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. Wednesday, February 12, 2025.

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

Q3 & 9M FY25 | February 2025

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



# Contents



## Q3 & 9M FY25 Overview

Page  
**03**



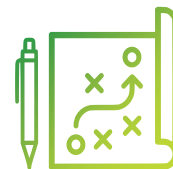
## Operational Snapshot

Page  
**12**



## Corporate Overview

Page  
**16**



## Annexures

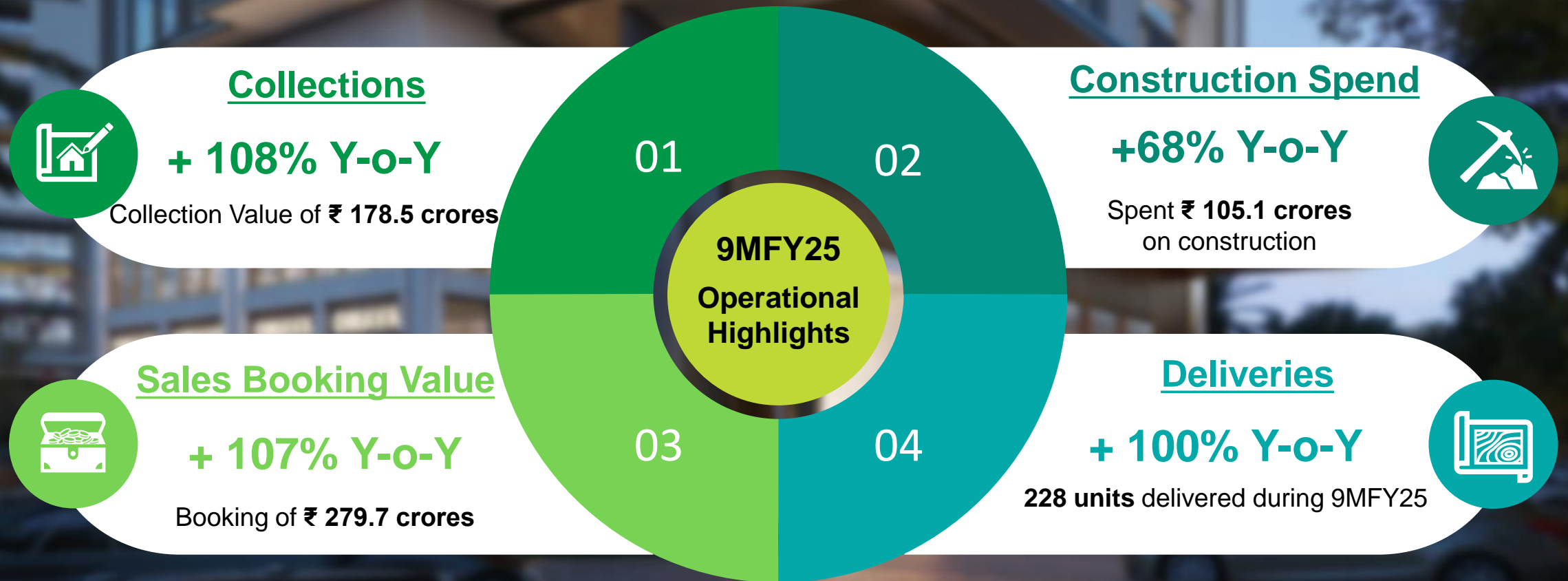
Page  
**22**

# ELDECO

EHIL

## Q3 & 9M FY25 Overview

# 9M FY25 Operational Highlights



# Management Commentary

## Commenting on the results

Mr. Pankaj Bajaj, Chairman & Managing Director said,

### A Good Quarter...

*This quarter marks a period of good achievements for us in all major segments of our business - land acquisition, approvals, fresh bookings and deliveries. The Lucknow real estate market continues to be steady with a bias towards more premium properties. This trend has been instrumental in improving our per sq ft realisation. We witnessed average realization of around Rs. 6,500 Rs/sqft during last 9 Months of FY 2025 driven by our luxury project Eldeco Trinity, indicating a acceptance of high-end projects in Lucknow. During Q3FY25 our operational margins remained low largely because of the Imperia Phase 1 from which majority revenue has been recognised. Over the 9 Month period ending 31<sup>st</sup> December 2024, our performance improved across all the metrics:*

- **Our collections** rose to Rs. 178.5 crores, a y-o-y increase of 108%.
- **The sales booking value** has experienced an increase of 107% y-o-y, culminating in Rs. 279.7 crores.
- **The area booked** was at 4,32,621 sq.ft, a growth of 34% y-o-y.
- **Our construction spend** increased by 68% year-over-year, totalling Rs. 105.1 crores.
- **We delivered** 228 units within 9MFY25, nearly double of similar period last year.

*In Q3FY25, we launched no new project except a new wing within the Eldeco Latitude 27 project. We have received map approvals for Eldeco Hanging Gardens and Eldeco Skywalk recently. These projects will be launched as soon as we receive the RERA registrations for them. Additionally, our land bank has been strengthened with the acquisition of 7.3 acres during Q3FY25.*



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

# Consolidated Quarterly Operations Highlights (1/2)

Particulars	Q3FY25	Q3FY24	9MFY25	9MFY24
Amount spent on Construction (₹ Cr.)	35.8	24.4	105.1	62.6
Area Booked (sq. ft.)*	1,83,089	2,00,768	4,32,621	3,22,831
Booking Value (₹ Cr)	117.7	79.1	279.7	135.2
Collections (₹ Cr)	71.3	31.6	178.5	85.7
Deliveries in units	49	38	228	114
Delivered Area (sq. ft.)	50,514	56,612	2,10,913	1,53,158



## Booking Value:

**Booking value of ₹279.7 crore** in 9MFY25; a growth of **106.8% YoY**



## Collections

**₹178.5 crore** in 9MFY25 compared to ₹85.7 crore in 9MFY24; **surge of 108.2% YoY**



## Deliveries

**2,10,913 sq ft** handed over in 9MFY25; i.e. **228 homes** registered in favour of happy customers



## Construction Spend

**Spent ₹105.1 crores** compared to ₹62.6 crores; a **growth of 67.9% YoY**

\*During Q3FY25, approximately 30,000 sq. ft. of area was bought back and subsequently resold at a higher price in Eldeco Imperia Phase 2

# Consolidated Quarterly Operations Highlights (2/2)

---

## Layout Approval Received in:

- **Eldeco Hanging Garden** – January 2025
- **Eldeco Skywalk** – October 2024

---

## New Tower Launch:

**Eldeco Latitude 27:** In Q3FY25, strategically launched a new wing within the project, adding 45 units translating to 69,240 sq.ft.



---

## Strong Realizations:

In Q3FY25, the average realization per sq.ft surged to **Rs. 6,428** from Rs. 3,942 in Q3FY24 backed by sales of our luxury project Eldeco Trinity, where the realization is ~Rs. 9,000 per sq ft., reflecting growing customer acceptance of premium pricing within the Lucknow.

---

## Land Acquisitions:

During Q3FY25, Purchased new land aggregating to **7.3 acres** which shall add to the pipeline of forthcoming projects in future

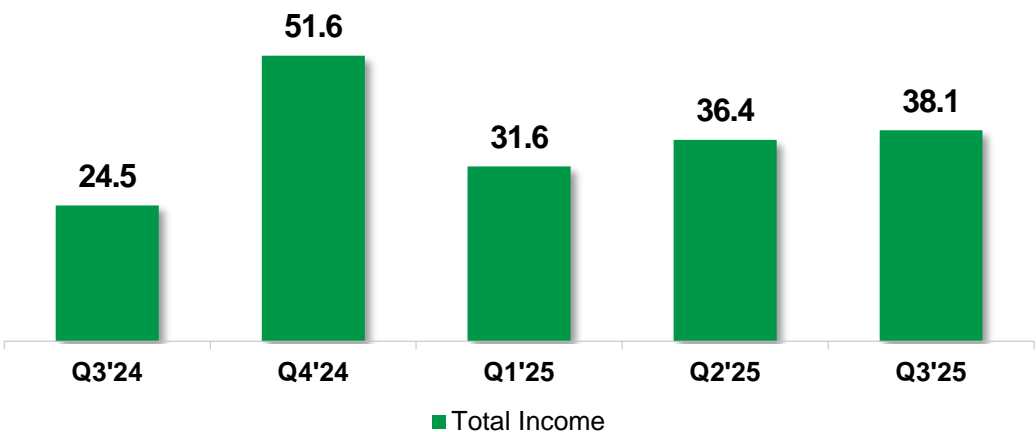
# Consolidated Financial Overview (Quarterly) (1/2)

Figures in ₹ Crores, except margins

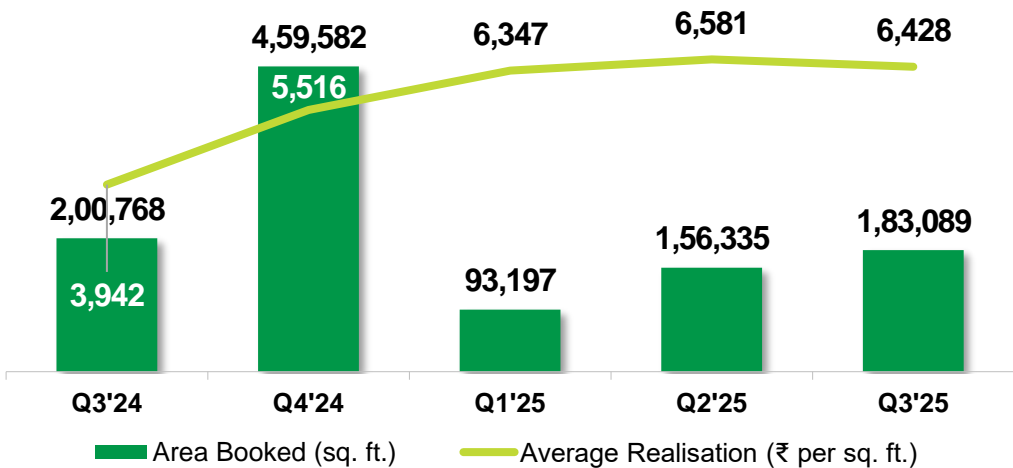
Particulars	Q3FY25	Q3FY24	9MFY25	9MFY24
Total Income	38.1	24.5	106.1	70.7
EBITDA	9.3	12.2	29.0	31.7
Finance Cost	1.1	1.1	3.3	1.3
PBT	8.0	10.9	25.1	29.9
PAT	5.8	8.1	18.3	22.2
EBITDA Margin (%)	24.4%	49.7%	27.4%	44.8%
PBT Margin (%)	21.1%	44.3%	23.7%	42.2%
PAT Margin (%)	15.1%	33.1%	17.2%	31.3%

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

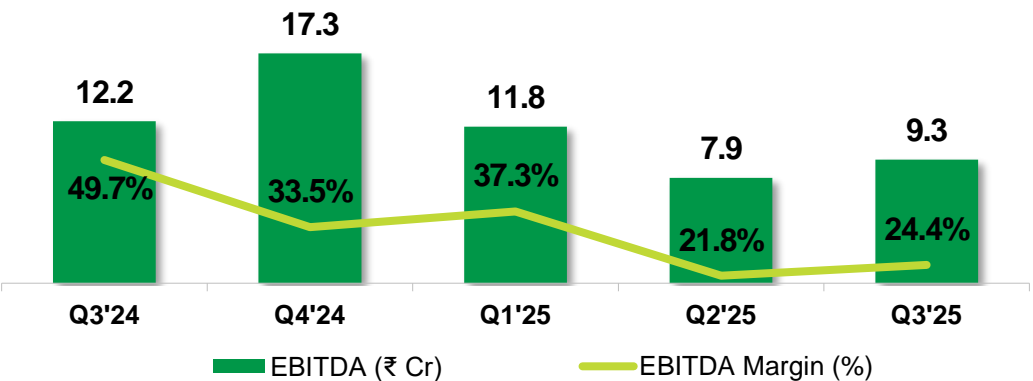
Total Income (₹ Cr.)



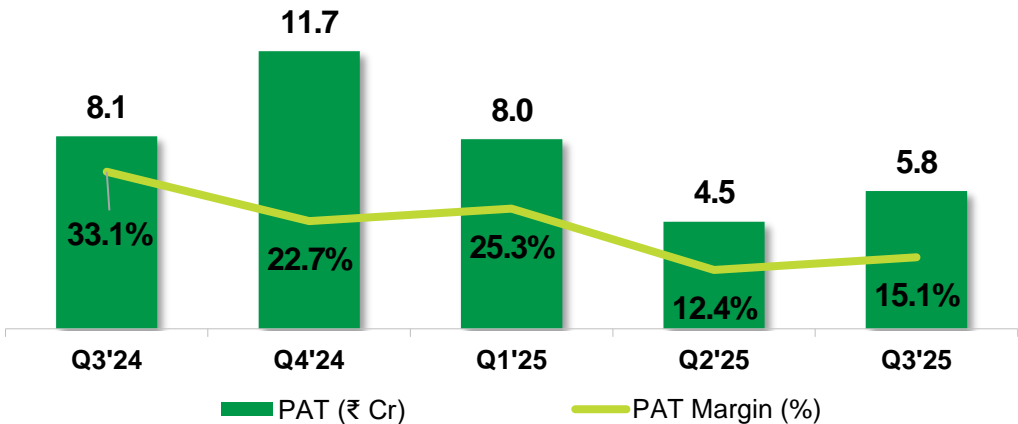
Area Booked (sq. ft.) and Average Realization (₹ per sq. ft.)



EBITDA (₹ Cr.) and EBITDA Margin (%)

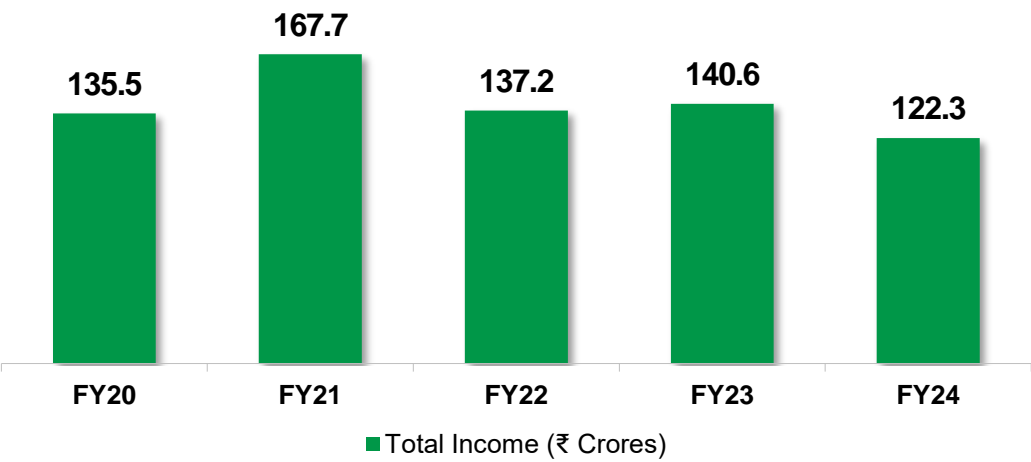


PAT (₹ Cr.) and PAT Margin (%)

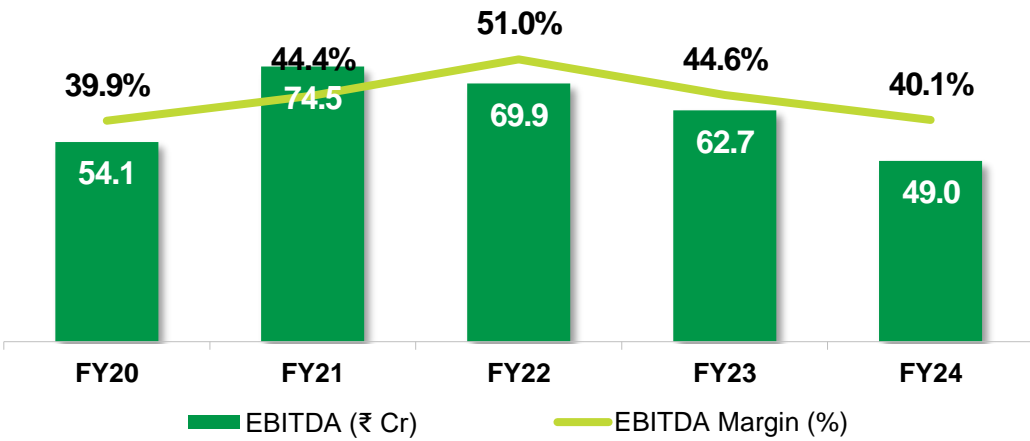


# Consolidated Financial Overview (Full Year) (1/2)

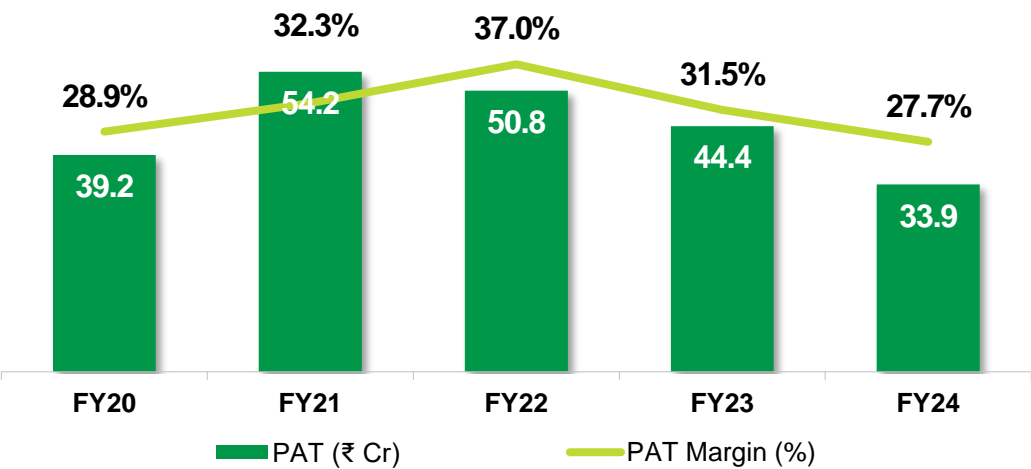
Total Income (₹ Cr.)



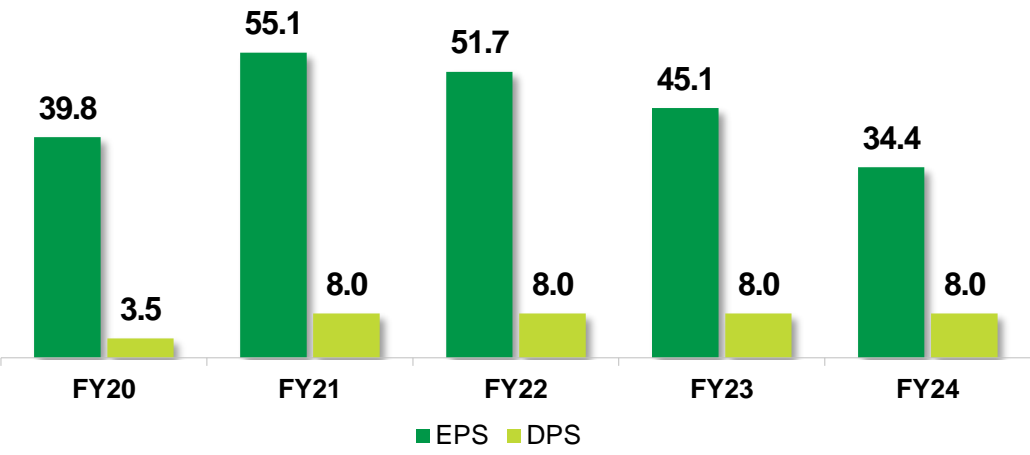
EBITDA (₹ Cr.) and EBITDA Margin (%)



PAT (₹ Cr.) and PAT Margin (%)



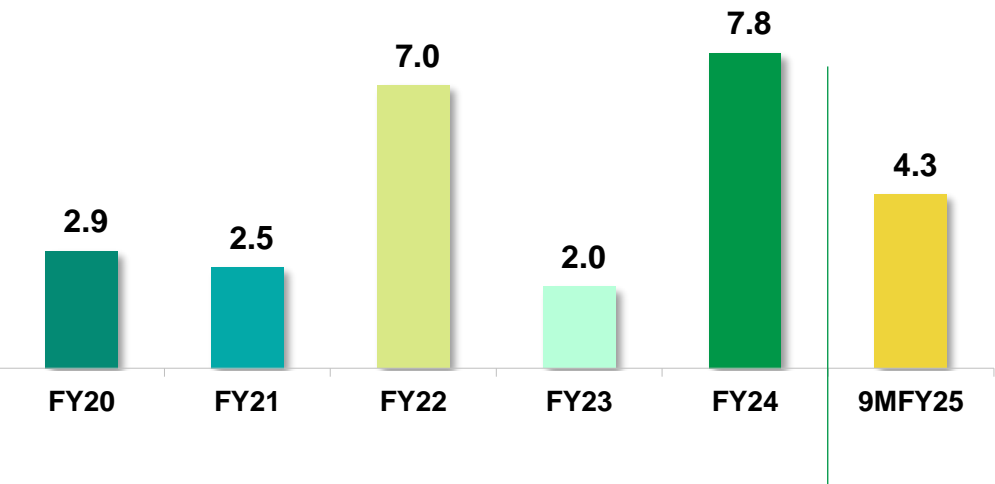
EPS & DPS\*\*



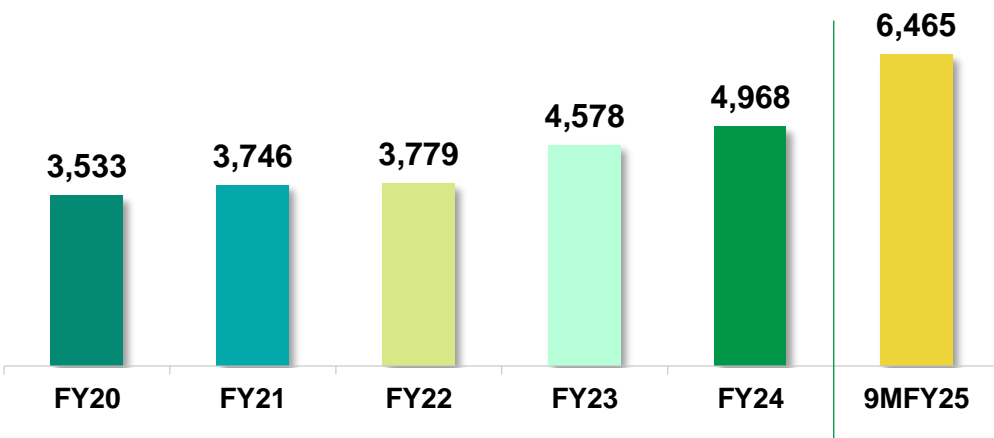
\*\*Note: EPS & DPS are adjusted to post stock split levels

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

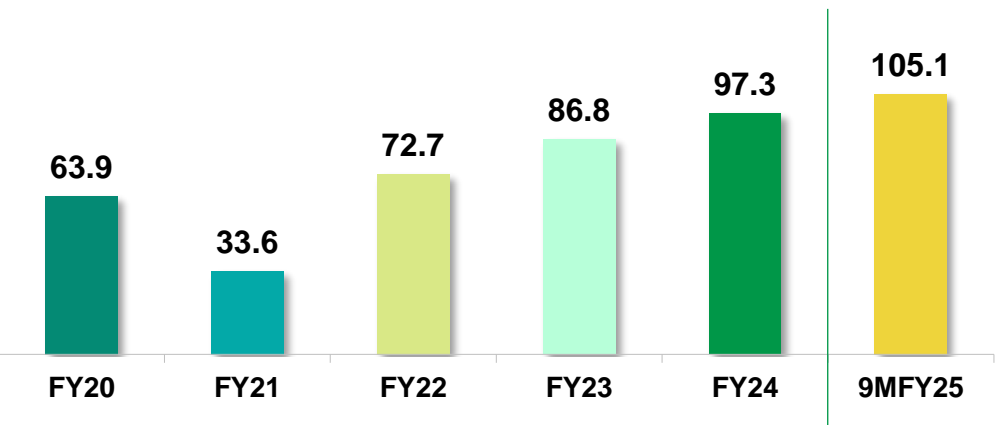
Area Booked (Lakh Sq. Ft.)



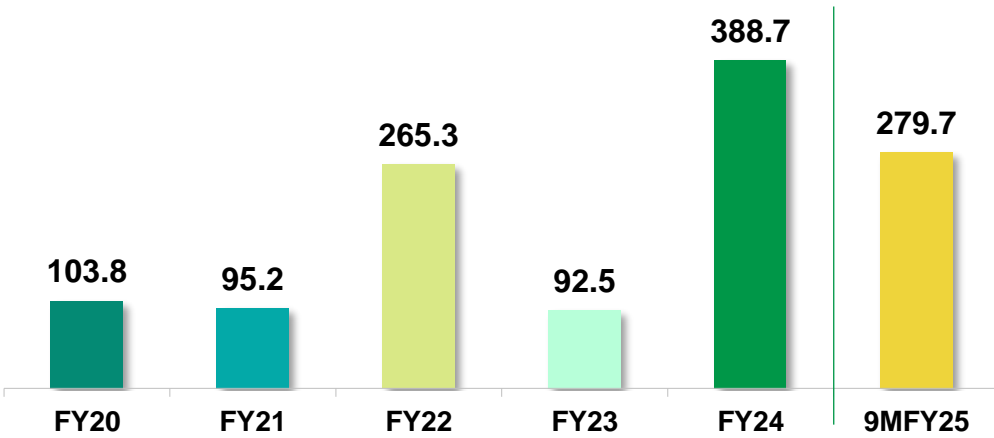
Average Realization (₹ per sq. ft.)



Value of Construction (₹ Crores)



Value of Area Booked (₹ Crores)



# ELDECO

EHIL

# Operational Snapshot

# On-Going Projects

Sr No	Ongoing Projects	Project Area (sq. ft.)	Saleable Area (sq. ft.)	Area Launched (sq. ft.)	Area Booked (sq. ft.)	Area Allotted to partner (sq. ft.)	Area Available (sq. ft.)	Value of Area Booked ( ₹ Cr.)	Collection Received ( ₹ Cr.)	Balance Pending ( ₹ Cr.)	Expected Completion
1	Eldeco Select	24,068	63,932	63,932	63,932	-	-	27	27	-	Applied for CC
2	Eldeco Saksham	33,627	67,436	67,436	65,987	-	1,449	13	12	1	CC Received on 31 <sup>st</sup> May ,2024 Possession as per LDA norms
3	Eldeco Twin Tower	70,327	1,56,526	1,56,526	1,47,902	-	8,624	65	54	11	CC received on 15 <sup>th</sup> Jan, 2025
4	Eldeco City at Bareilly (50% Beneficial Interest)	15,51,394	8,73,549	8,73,549	6,23,362	-	2,50,187	199	181	18	Jun-26
5	Eldeco Latitude 27	1,53,767	5,16,712	5,16,712	2,97,523	44,200	1,74,989	161	42	119	Dec-26
6	Eldeco Imperia Phase 1	7,40,527	3,05,163	3,05,163	2,45,111	-	60,052	110	108	2	CC Received on 2 <sup>nd</sup> Mar, 2024. Handing over in process
7	Eldeco Imperia Phase 2	12,36,697	6,31,396	6,31,396	5,39,846	-	91,550	299	103	196	Apr-27
8	Eldeco Trinity	1,34,987	5,13,880	3,76,666	1,68,597	-	3,45,283	136	22	114	Jan-27
Total		39,45,394	31,28,594	29,91,380	21,52,260	44,200	9,32,134	1009	549	460	

# 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	82,268	Under Planning
2	Eldeco Skywalk	Group Housing	100%	2.5	3,21,429	Under Planning
3	Eldeco Hanging Garden	Group Housing	100%	2.3	2,60,128	Under Planning
Total				7.7	6,63,825	

## Land Bank for Forthcoming Projects Under Planning

Sr. No.	Project Name	Project Type	Economic Interest	Land Area (Acres)	Current Status
1	Undisclosed Location 1	Residential	100%	10.6	Under further Aggregation (Map approval received on 05-06-2024)
2	Undisclosed Location 2	Residential	100%	8.4	Under further Aggregation
3	Undisclosed Location 3	Residential	100%	52.5	Under further Aggregation
Total				71.6	

# Completed Projects

S No	Project	Location	Type	Saleable Area (sq ft)
1	Eldeco Pragati Kendra	Kapoorthala - Lucknow	Commercial	1,00,763
2	Eldeco Kusha Mini Villa	Puraniya Chauraha, Lucknow	Commercial cum GH	11,636
3	Eldeco Udyan I	Bangla Bazar, Lucknow	Township	15,29,850
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	24,59,714
7	Eldeco Sanskriti Enclave	Raibareilly Road, Lucknow	Township	1,23,307
8	Eldeco Suraksha Enclave - I	Raibareilly Road, Lucknow	Township	3,80,326
9	Eldeco Suraksha Enclave - II	Raibareilly Road, Lucknow	Township	3,05,445
10	Eldeco Samridhi	Raibareilly Road, Lucknow	Township	5,84,948
11	Eldeco Ashray	Raibareilly Road, Lucknow	EWS	3,40,917
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	1,07,197
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	1,95,126
21	Eldeco Park View	Sitapur Road, Lucknow	GH	1,82,694
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
27	Eldeco Kusum Villa	Mahanagar, Lucknow	GH	22,408
28	Eldeco Greens	Gomti Nagar, Lucknow	Township	8,39,455
29	Eldeco Greens Apartment	Gomti Nagar, Lucknow	GH	2,28,339
30	Eldeco Magnum Plaza	Gomti Nagar, Lucknow	Commercial	84,121
31	Eldeco Corporate Chamber I	Vibhuti Khand, Lucknow	Commercial	97,862
32	Eldeco Corporate Chamber II	Vibhuti Khand, Lucknow	Commercial	1,11,735
33	Eldeco Corporate Tower	Vibhuti Khand, Lucknow	Commercial	1,07,805

S No	Project	Location	Type	Saleable Area (sq ft)
34	Eldeco Elegance	Vibhuti Khand, Gomti Nagar, Lucknow	GH	8,05,123
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	3,29,654
41	Eldeco Eternia	Sitapur Road, Lucknow	GH	3,67,128
42	Eldeco Regalia	Off IIM Road, Lucknow	Township	6,93,365
43	Eldeco City	IIM Road, Lucknow	Township	21,87,684
44	Eldeco City Breeze	IIM Road, Lucknow	GH	2,17,536
45	Eldeco Sukriti	IIM Road, Lucknow	LIG	1,24,416
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	12,04,533
52	Eldeco Saubhagyam Arcade	Vrindavan Yojna, Lucknow	Local Shopping	7,227
53	Eldeco Shaurya	Bijnore Road, Lucknow	Township	6,39,936
54	Eldeco Uday/Joy	IIM Road, Lucknow	GH (EWS/LIG)	30,560
55	Eldeco City Dreams	IIM Road, Lucknow	GH	72,756
56	Eldeco South Block	Bijnore Road, Lucknow	Villas	16,330
57	Eldeco North Block	Bijnore Road, Lucknow	Plots	50,044
58	Eldeco Luxa	Sitapur Road, Lucknow	GH	1,32,736
59	Eldeco Luxa Arcade	Sitapur Road, Lucknow	Commercial	1,728
60	Regalia Arcade	IIM Road, Lucknow	Commercial	17,759
61	Eldeco Shaurya Arcade	Bijnore Road, Lucknow	Commercial	20,336
62	Eldeco City Plaza	IIM Road, Lucknow	Commercial	11,383
63	Eldeco Inner Circle at Eldeco Shaurya	Bijnore Road, Lucknow	Plots & Villas	41,735
64	Eldeco East End at Eldeco Shaurya	Bijnore Road, Lucknow	Plots	62,628
65	Eldeco Imperia Phase I	Sysandi Road, Lucknow	Plots & Villas	3,05,163

**Total: 1,59,96,442 Sq Ft.**

# ELDECO

EHIL

# Corporate Overview

# Group Overview



High Brand  
Recall in  
North India

Eldeco Eternia



Eldeco City



Over 40 Years  
of Experience

Eldeco City Dreams



30,000+ Satisfied  
Customers

Eldeco Regalia



Key Player  
in UP Since  
1985



Eldeco Shaurya



200 Projects  
Delivered,  
32 Under  
Execution

# EHIL Overview

**~40**  
Years of  
**Experience**

## 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

## Prudent Financial Management

- Strong Balance sheet
- Ability to fund business operations by taking advances from customers



# Experienced Leadership



**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



# Accolades Won by Eldeco Group



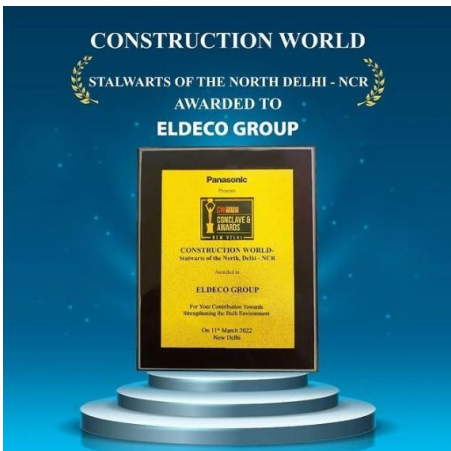
Eldeco Centre, New Delhi has been awarded as the '**Best Commercial Project**' at CNBC AWAAZ Real Estate Awards 2023 - North Zone



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 Centre and Terra Grande has been awarded as '**Commercial Project – Mixed Use**' and '**Residential Project - Villa**' respectively at ET Real Estate Awards 2024



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)**'

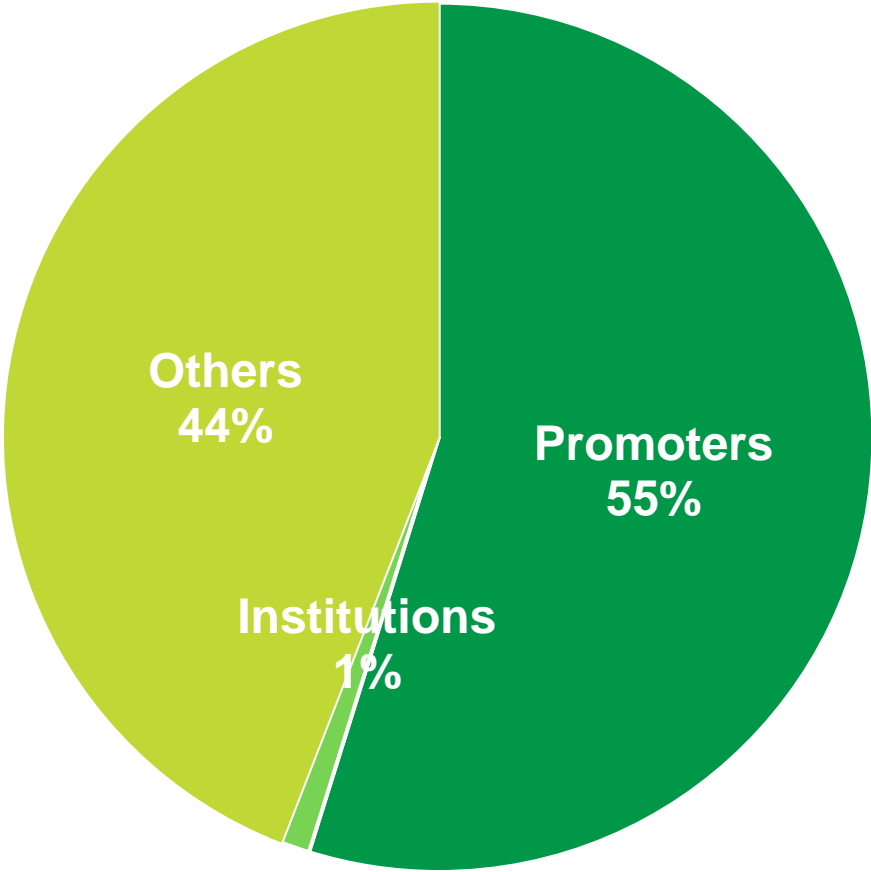
# Stock Data

## Stock Information

Stock Price	₹ 796
52 Week High/Low	₹ 1,172 / 727
Market Capitalization	₹ 783 Cr
Shares Outstanding	9.8 Mn
Free Float	₹ 337 Cr / 43%

*Note: Stock Prices as on 11<sup>th</sup> February 2025 & data source is BSE*

## Shareholding as on 31<sup>st</sup> December 2024





# ELDECO

Investor Presentation

# Annexure

# Helping the less privileged *Live Better.*



1

## **The Akshayapatra Foundation**

Empowering Children through the Mid-Day meal

2

## **Help U Educational and Charitable Trust**

Promotion of sanitation in govt. schools

3

## **Bharat Lok Shiksha Parishad**

Running of 50 Ekal Vidyalayas to provide Education

4

## **Care Educational Trust**

Building educational space for under privileged children

5

## **Ummeed Ashrayagrah**

Construction of Rooms for the destitute

6

## **Saint Hardyal Educational and Orphans Welfare Society**

Providing Old Age Home & medical care for elderly residents

# 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**



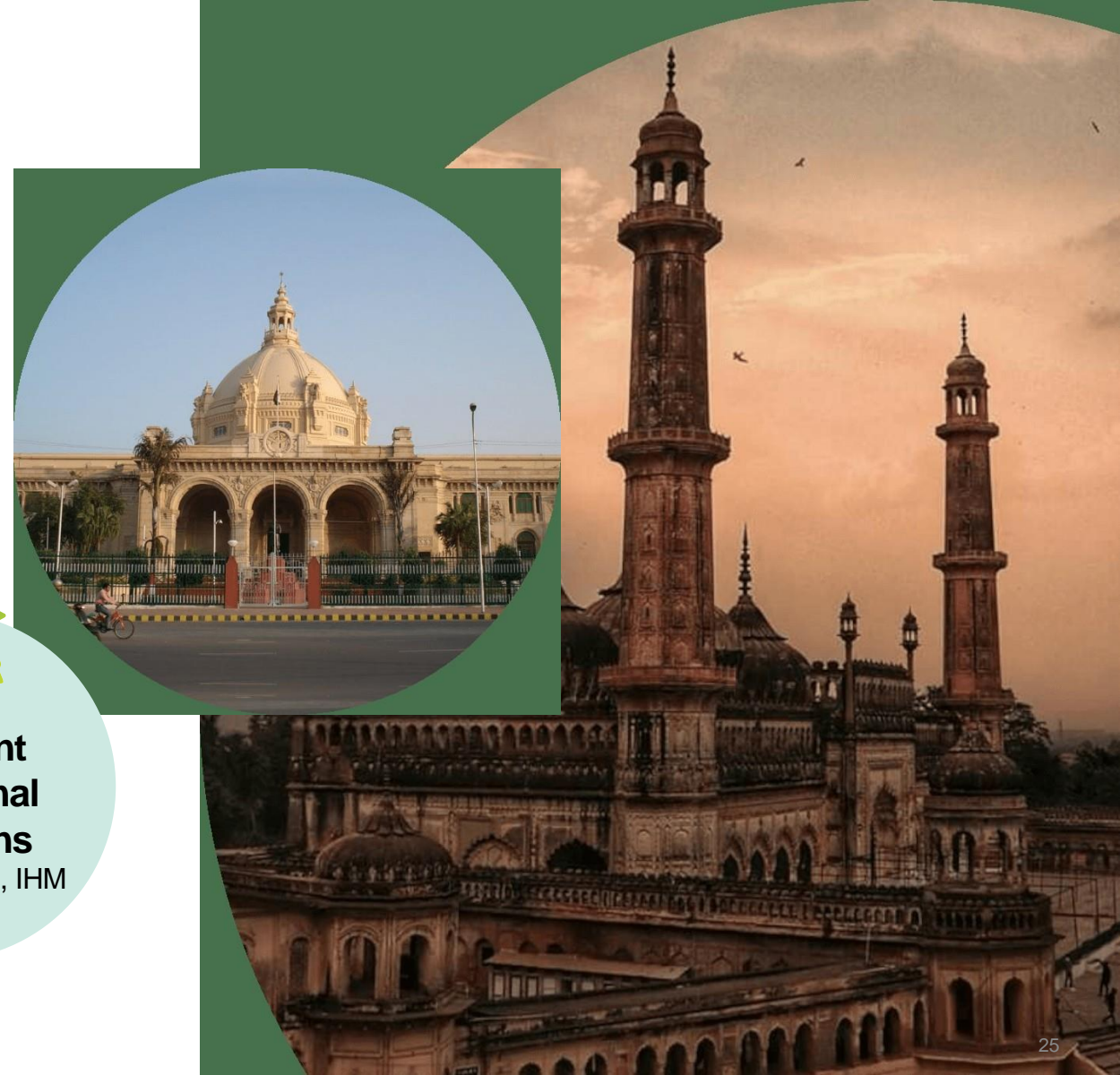
**Influx of  
population  
from Eastern UP  
and Bihar**



**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

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:**

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

**Shrishti Tandon**  
[Shrishti.tandon@in.ey.com](mailto:Shrishti.tandon@in.ey.com)



# Thank You