



**GANESH
HOUSING** 
CORPORATION LIMITED

GANESH HOUSING

AHMEDABAD SITE
VISIT

DECEMBER 2021

Disclaimer

This presentation is for information purposes only and does not constitute an offer, solicitation or advertisement with respect to the purchase or sale of any security of Ganesh Housing Corporation Limited (the “Company”) and no part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. This presentation is not a complete description of the Company. Certain statements in the presentation contain words or phrases that are forward looking statements. All forward-looking statements are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated by the relevant forward-looking statement. Any opinion, estimate or projection herein constitutes a judgment as of the date of this presentation, and there can be no assurance that future results or events will be consistent with any such opinion, estimate or projection. All information contained in this presentation has been prepared solely by the Company. No information contained herein has been independently verified by anyone else. No representation or warranty (express or implied) of any nature is made nor is any responsibility or liability of any kind accepted with respect to the truthfulness, completeness or accuracy of any information, projection, representation or warranty (expressed or implied) or omissions in this presentation. Neither the Company nor anyone else accepts any liability whatsoever for any loss, howsoever, arising from any use or reliance on this presentation or its contents or otherwise arising in connection therewith. The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about, and observe, any such restrictions.

Snapshot : A Leading Real Estate Developer

1

Premium Ahmedabad focused developer with strong & differentiated brand that allows leadership position

2

Strong Brand Reputation built on transparency, trust, superior planning and timely execution

3

Balance sheet strengthening
Debt reduced 67% in past 2 years; deleveraging key focus

4

Large asset base

Over 500 acres of developable land bank across strategic locations

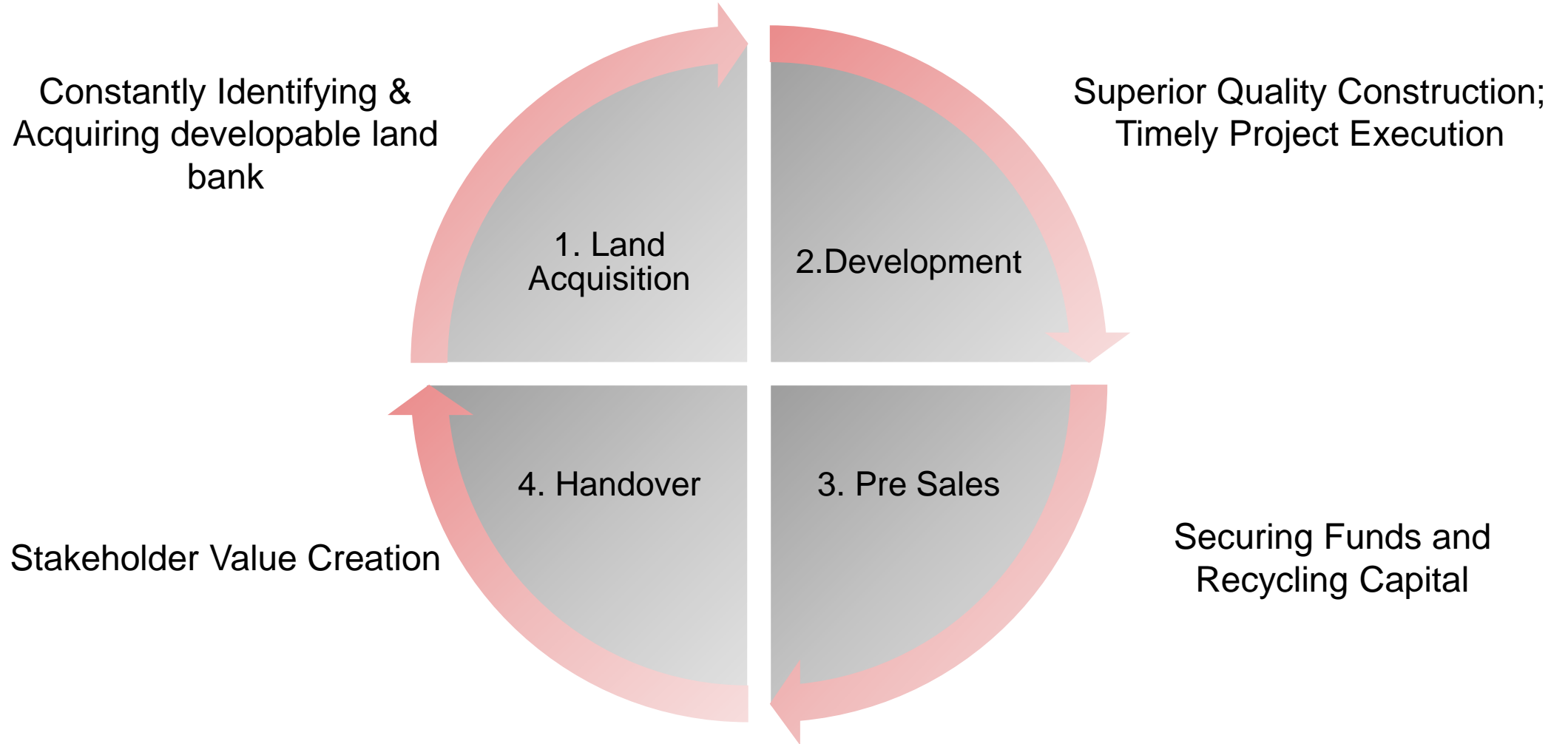
5

Strong Projection Execution Skills
Delivered 22msf of residential and commercial real estate in Ahmedabad till date

6

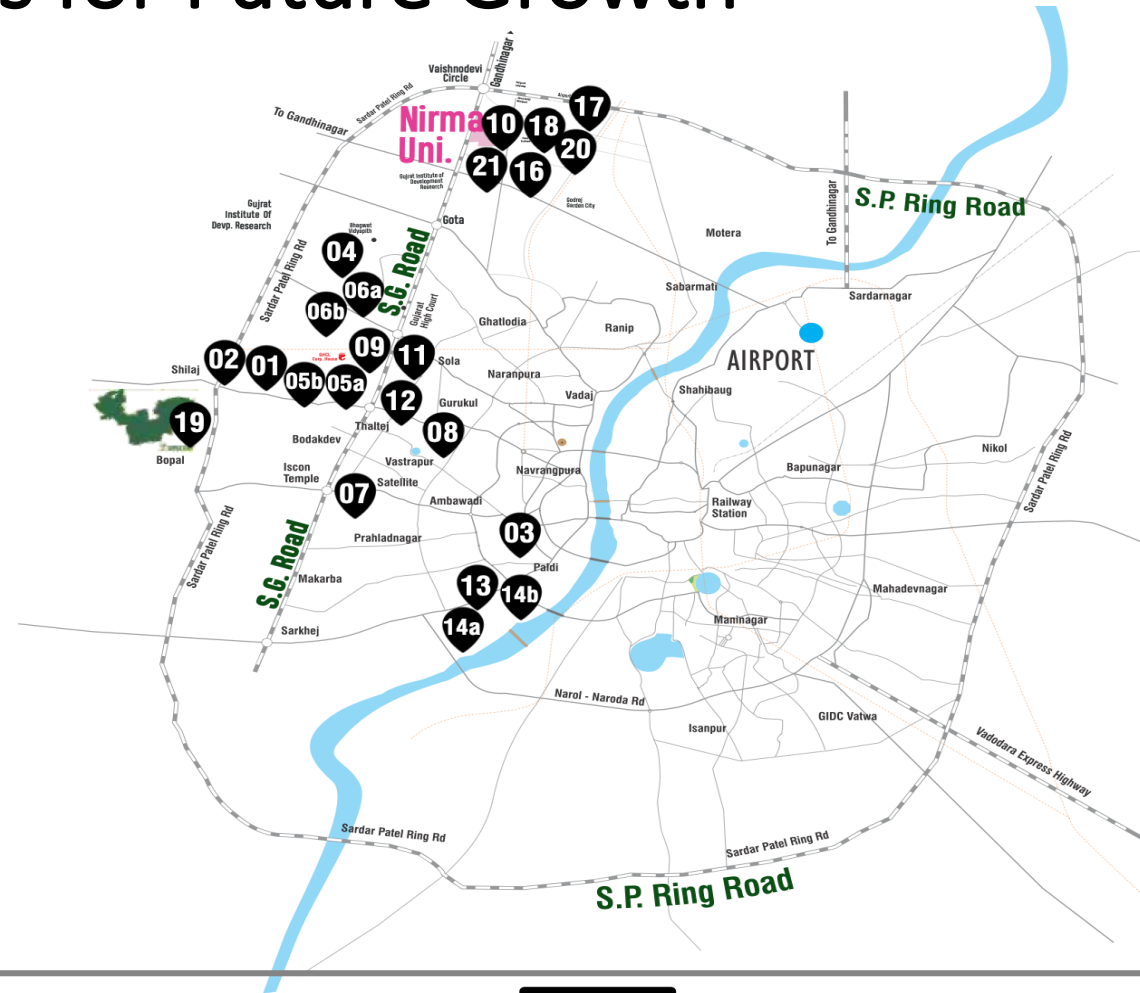
Leadership Team *with excellent domain knowledge and significant experience in Real Estate*

De-Risked Business Model



Significant Land Reserves for Future Growth

- ✓ ~500 acres of land reserves in strategic locations across Ahmedabad
- ✓ 36 msf of development potential
- ✓ Ability to take advantage of favourable market conditions by launching projects quickly without having to acquire land
- ✓ Rationalize land reserves in areas with limited potential and selectively replenish reserves in strategic locations



Our Completed Projects...

01 maple - I	02 maple - II	03	04 सुयोजन	09 MAGNET	10 malabar country	11 maple TRADE CENTER	12 maple tree	15 malabar country II	16 MAGNET
05 Shangri-La II	06	07	08	13 Ratnam APARTMENTS	14 Maniratnam				

Our Ongoing / Proposed Projects

17 malabar country III	18	19	20 malabar EXOTICA	21 RETREAT
------------------------	----	----	--------------------	------------

Proven Execution Track Record

Maple Tree: Speed of execution to enhance shareholder value

Feb'15



Land of ~ 10 acres identified

Apr'15



Project launched and construction start

Apr'16



Significant progress made in less than one year

Apr'17



Construction work completed in two towers

Jan'19



Completion

2 month

12 months

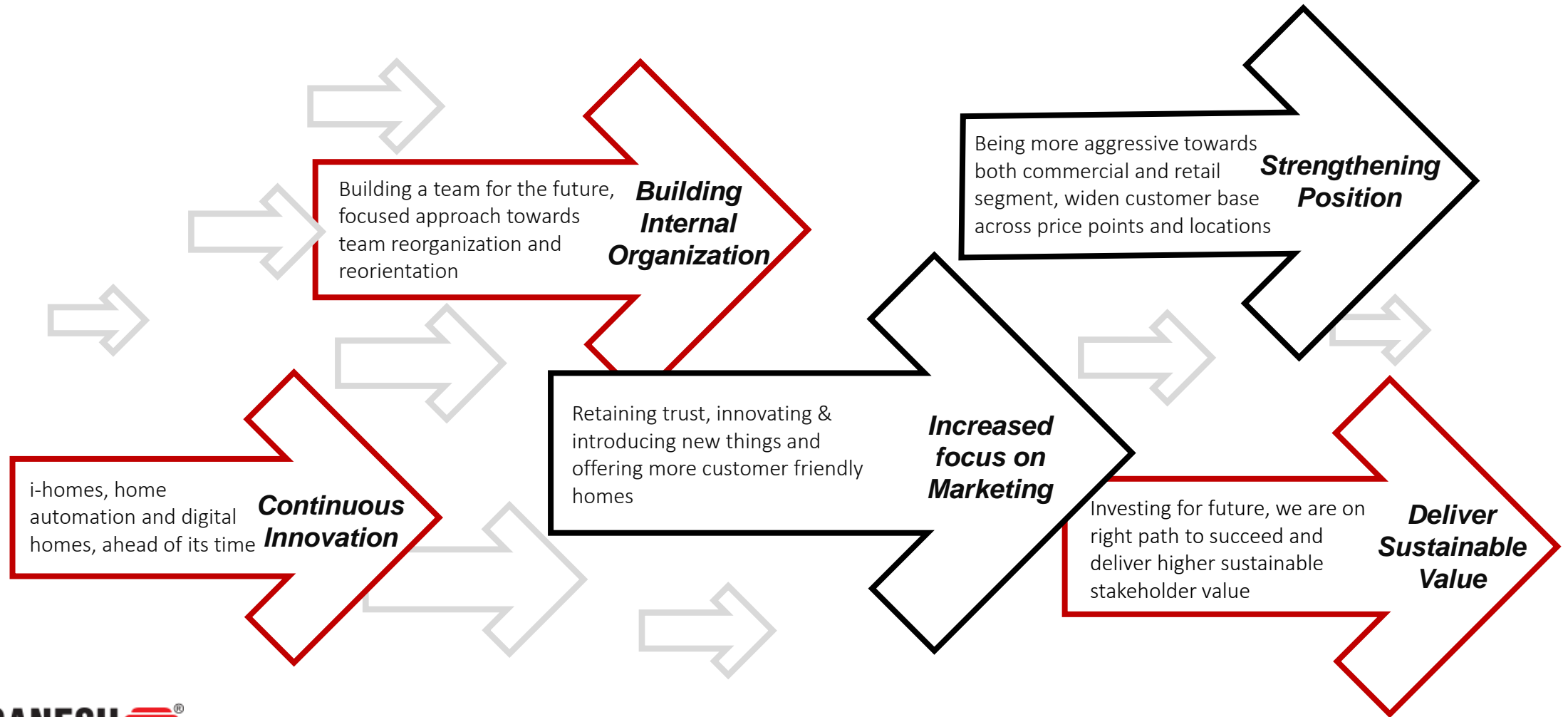
12 months

22 months

What Sets Us Apart



Strategic Priorities



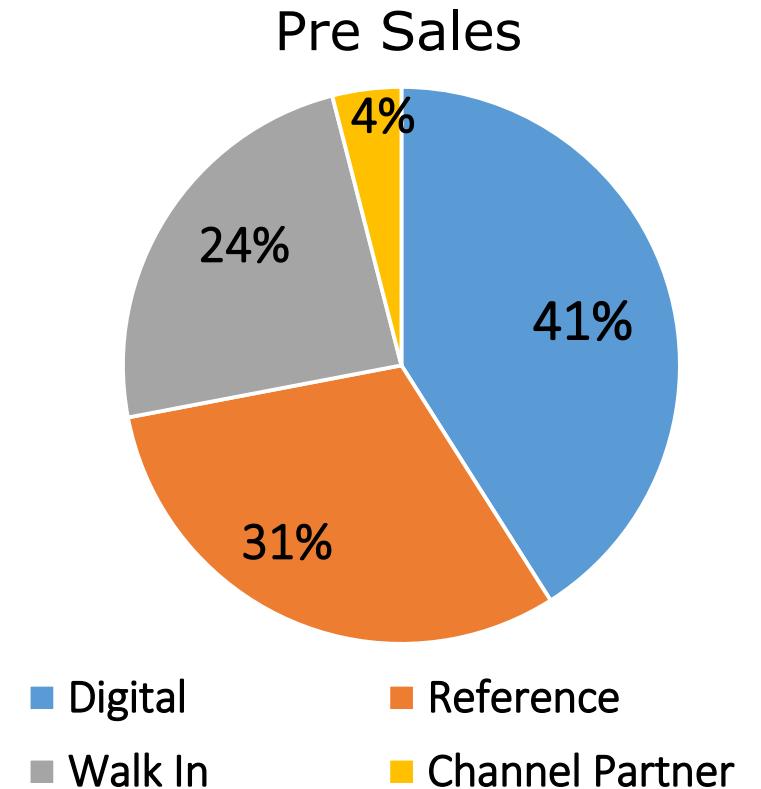
Focussed Marketing

- Brand Recognition
- Power of Digital Platform
- Strong Relationship with existing & past members
- Unique Design Scale

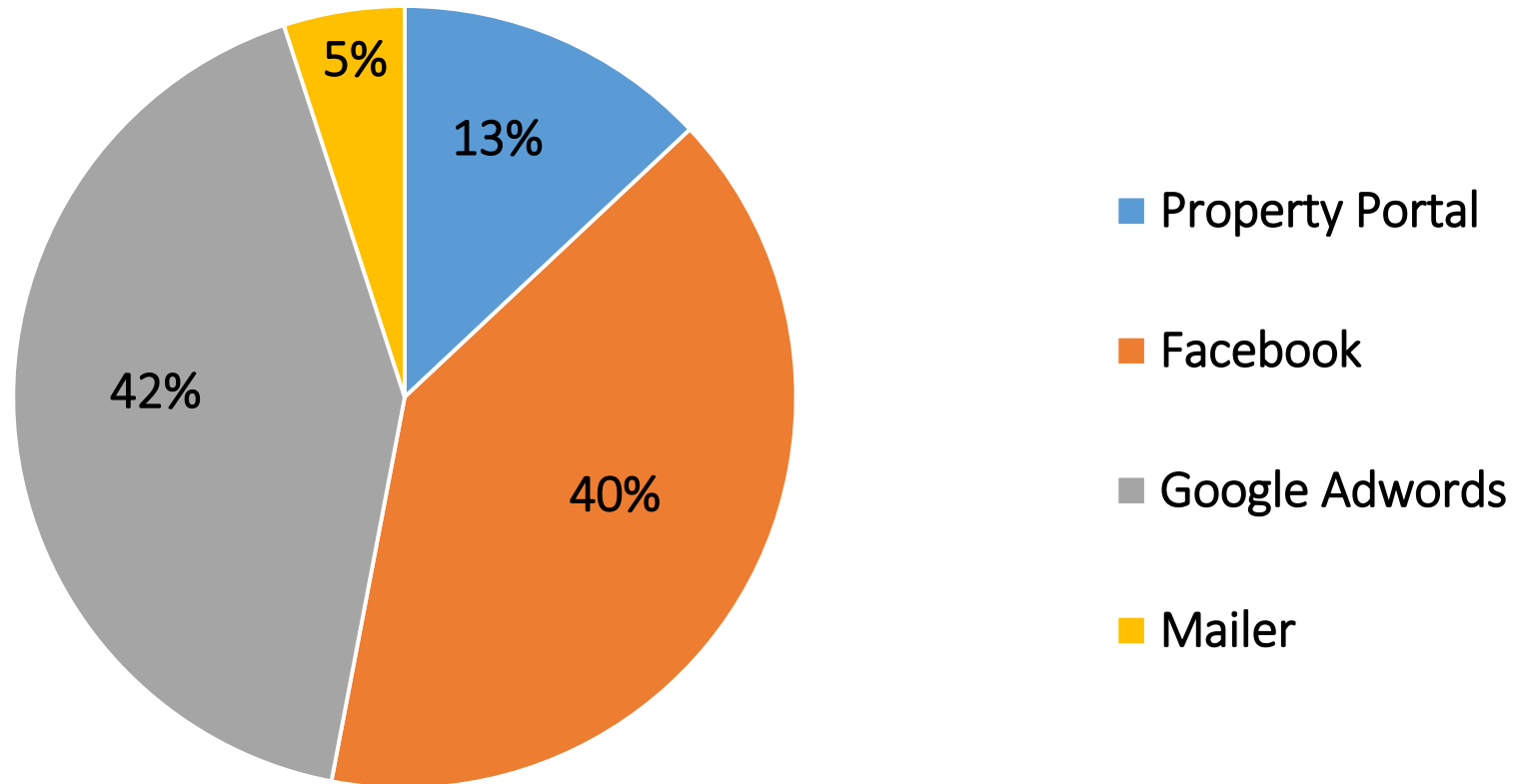
01-01-2021 to 30-09-2021			
Pre Sales Value (Rs mn)	Pre Sales Area (mn sq. ft)	Units (nos)	Marketing Expenses (Rs mn)
3078	0.8	480	15

Pre Sales Source

01-01-2021 to 30-09-2021				
Project Name	Pre Sales Value (Rs mn)	Pre Sales Area (mn sq ft)	Marketing Expense (Rs mn)	Units (nos)
Maple Tree	1036	0.22	2.2	89
Maple Trade Centre	88	0.02	0.8	9
Malabar County-III	1246	0.36	4.6	279
Malabar Exotica	709	0.20	7.4	103
TOTAL	3078	0.80	15.0	559



Digital Platforms



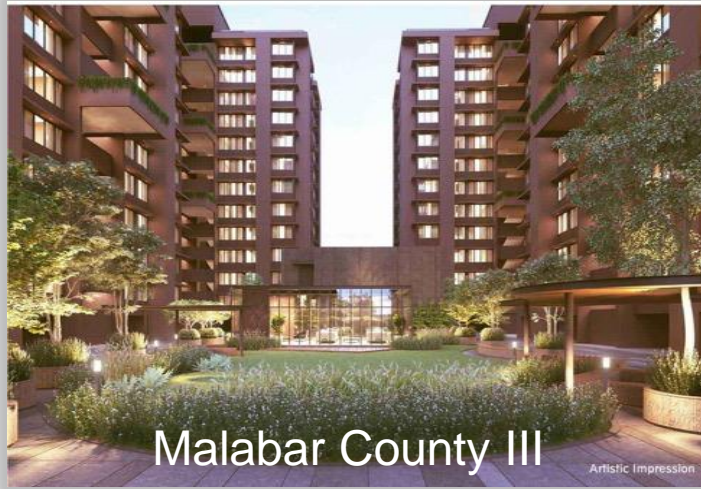
What we Have Achieved and What's Next

Particulars	Completed Projects	Ongoing Projects	Planned Projects
No. of projects	20	2	5
Type of projects	Residential - 16 Commercial – 4	Residential – 2	Residential - 3 Commercial – 2
Area in msf	22	0.9	4
Actual/Expected Start - Completion Date	Since 1991	Feb'21 - July'24	Jan'22 – Mar'26
Actual/Expected Sales Value (Rs mn)	~25,000	2,800	~19,100
Actual/Expected FCF (Rs mn)	~8,000	~970	~10,700
Names of some key projects	Maple Tree , Maple Trade Centre, Magnet Corporate Park, Malabar County I & II, Sundervan Epitome, Maple County I & II, GCP Business Center	Malabar County III Malabar Exotica	Malabar Retreat IT SEZ-Ph 1 (Commercial) IT SEZ-Ph 2 (Residential) IT SEZ-Ph 3(Commercial) IT SEZ-Ph 4 (Residential)

Roadmap To Growth

Project	Location	Land Area (acre)	Saleable Area (msft)	Expected Sale/lease per sqft
<i>RESIDENTIAL PROJECTS</i>				
Malabar County 3	Behind Nirma University	1.9	0.4	3,300
Malabar Exotica (4)	Behind Nirma University	1.9	0.4	3,600
Malabar Retreat (5)	Behind Nirma University	2	0.6	4,300
IT SEZ Phase 2	Behind Nirma University	3	0.8	4,500
IT SEZ Phase 4	Behind Nirma University	3	0.8	5,000
<i>COMMERCIAL</i>				
IT SEZ Phase 1	Behind Nirma University	3	0.8	4,200
IT SEZ Phase 3	Behind Nirma University	3	0.8	40

Ongoing/Upcoming Projects





**Q 2 F Y 2 2
H I G H L I G H T
S**

**Malabar
Country**

Q2FY22 : Key Business Highlights



Booked area of **2,74,784 sqft** across 4 projects, growth of **37% QoQ**



Value of sales at **INR 1,030mn**, registering a growth of **42% QoQ**



Collections stood at **INR 573mn**, **8% higher** than Q1FY22



External debt brought down to **INR 2,114mn** ending Q2FY22 vs **INR 5,076mn** ending Q2FY21



Debt/Equity at **0.4x ending Q2FY22** vs **0.9x ending Q2FY21**



Strong Cashflow visibility, new projects launch in pipeline to commence soon

Q2FY22 : Strong Financial Performance

Particulars (INR mn)	Q2FY22	Q2FY21	YoY (%)	Q1FY22	QoQ(%)	H1FY22	H1FY21	YoY (%)
Revenue	739	146	406%	793	(7%)	1532	155	888%
EBITDA	298	(90)	431%	210	42%	508	(487)	204%
EBITDA Margin (%)	40.3%	(61.6%)	102%	26.5%	13.8%	33.2%	(314.2%)	347.4%
PBT	198	(319)	162%	76	161%	274	(885)	131%
PAT	152	(238)	164%	54	181%	206	(696)	130%
PAT Margin (%)	20.5%	(163.0%)	183.6%	6.8%	13.8%	13.4%	(449.0%)	462.5%

A photograph of a modern building with a glass facade and a courtyard with trees. The building has a white facade with a glass facade on the right side. The courtyard has a paved walkway and a grassy area with several trees. The sky is overcast.

**THANK
YOU**