



**GANESH
HOUSING**
CORPORATION LIMITED 

GANESH HOUSING

Q3 FY25

**EARNINGS
PRESENTATION**

Disclaimer

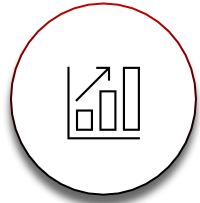
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**Q 3 F Y 2 5
H I G H L I G H T S**

**Malabar
COUNTY**

Q3 and 9M FY25 Key Financial and Operational Highlights

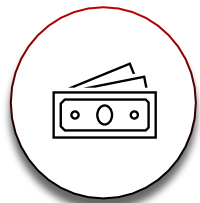


Revenue

Q3FY25 Revenue increased **44% YoY** to INR 2,641 Mn vs INR 1,833 Mn in Q3FY24; 9MFY25 Revenue growth of **19% YoY**

Strong Balance Sheet

Net Debt-free for more than last 10 quarters and highly confident in maintaining a strong capital structure in the quarters ahead



EBITDA

Q3FY25 EBITDA grew **57% YoY** to INR 2,181 Mn; 9MFY25 EBITDA growth of **23% YoY**
EBITDA margins grew to **82.6%** during Q3FY25 vs **75.6%** in Q3FY24

New Planned Project

Recently added **One Thaltej** with a saleable area of 1.8 msf, to upcoming commercial project pipeline; currently in the planning stage, with construction set to commence in this quarter



PAT

Q3FY25 PAT grew **60% YoY** to INR 1,608 Mn; 9MFY25 PAT growth of **25% YoY**
PAT margins expanded to **60.9%** in Q3FY25 vs **54.8%** in Q3FY24

Ongoing Project Update

Malabar Retreat is currently in the construction stage, nearing 22% completion
Million Mind Tech Park Phase 1 is currently in the construction stage, nearing 75% completion
Malabar Exotica sale deed execution is almost complete and hand over of the project has been completed during last quarter.



Q3 and 9M FY25 Financial Performance

Particulars (INR Mn)	Q3FY25	Q2FY25	Q3FY24	QoQ (%)	YoY (%)	9MFY25	9MFY24	YoY (%)
Revenue	2,641	2,497	1,833	6%	44%	7,344	6,188	19%
EBITDA	2,181	2,150	1,386	1%	57%	5,887	4,777	23%
EBITDA Margin (%)	82.6%	86.1%	75.6%	-3.5%	7.0%	80.2%	77.2%	3.0%
PBT	2,153	2,122	1,356	1%	59%	5,802	4,703	23%
PAT	1,608	1,585	1,006	1%	60%	4,332	3,479	25%
PAT Margin (%)	60.9%	63.5%	54.8%	-2.6%	6.1%	59.0%	56.2%	2.8%
EPS (INR)	19.29	19.01	12.06	1%	60%	51.95	41.72	25%

Ahmedabad: A Key Real Estate Hub in Gujarat



Key Market of Gujarat

Ahmedabad draws 40% of Gujarat's real estate investments, contributes 25% to the state's GDP, and ranks as India's 8th largest city in national GDP contribution.



Quality of Living

India's Best City to live-in in terms of infrastructure according to a TOI survey; 3rd best city in the country to live in, according to the Ease of Living Index 2020



Highly Affordable

In 2023, Ahmedabad emerged as the most affordable housing market in India, among its peer metropolitan cities, with an affordability ratio of 23%.

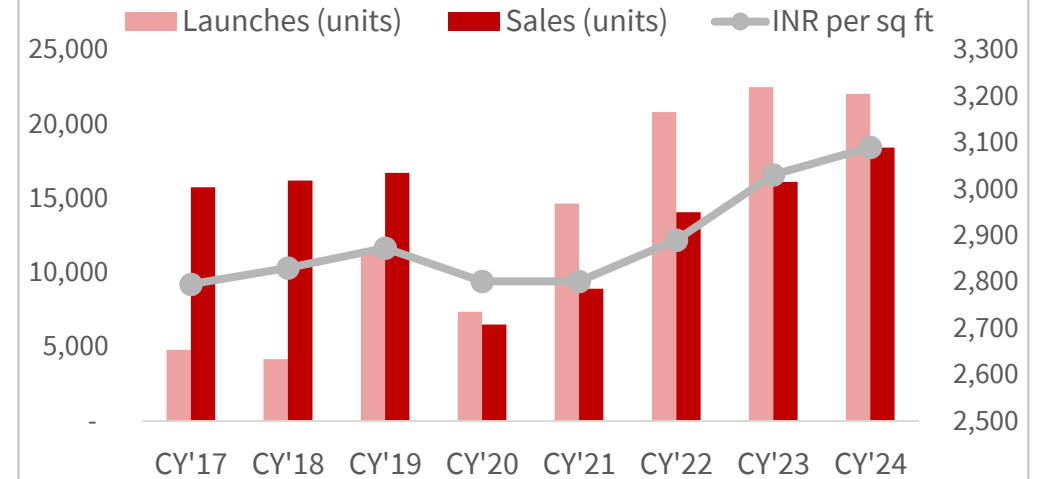


Superior Growth

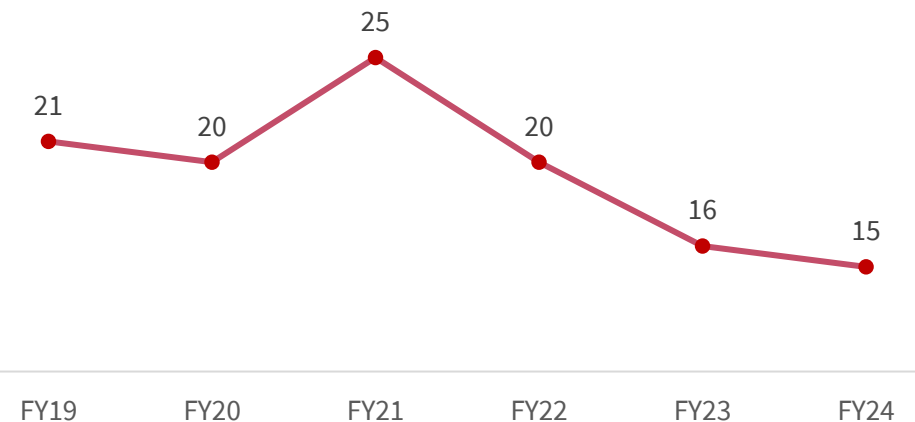
The city's expanding infrastructure, thriving economic activities, and a conducive business environment have contributed to a surge in both residential and commercial real estate projects. The growth in the Ahmedabad real estate market is further augmented by the emergence of GIFT City. The presence of GIFT City has attracted major financial institutions, global companies, and investors, leading to an increased demand for commercial spaces and upscale residential developments in Ahmedabad.



Launches and Sales Trends



Inventory Overhang (In Months)



What We Have Achieved And What's Next

Particulars	Completed Projects	Ongoing Projects	Planned Projects
No. of projects	21	3	4
Type of projects	Residential - 17 Commercial – 4	Residential - 2 Commercial - 1 (Million Minds Phase 1)	Residential – (8 phases) Commercial – (6 phases) Township – (5 phases) Commercial-(1 phase)
Area in msf	~22.5	2.5	31.1
Actual/Exp. Completion Date	Till now	July'21 – Mar'27	Sep'24 – Sep'34
Actual/Expected Sales Value (Rs Mn)	~25,300	15,000	~161,600
Actual/Expected FCF (Rs mn)	~8,100	7,300	~101,300 (includes capitalized value of SEZ commercial projects)
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	Million Minds Phase 1, Malabar Exotica Malabar Retreat	Million Minds Commercial, Million Minds Residential and Township, One Thaltej

Malabar Retreat: Construction Commenced in Q4FY24



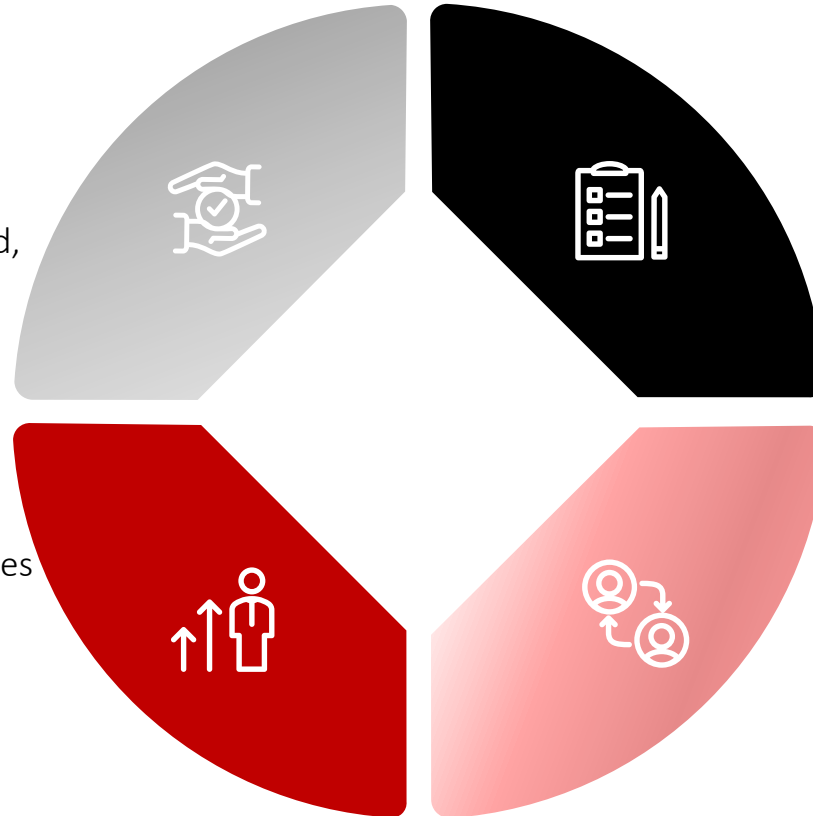
Million Minds (IT SEZ): Landmark Project in High Growing Market

Prime Location

- ❑ State of the art, world-class infrastructure facilities on 64 acres of land located at a key location behind Nirma University.
- ❑ Easy access from SG Highway and SP Ring Road, within a well-developed area bustling with vibrant commercial activities.

Ahmedabad - Emerging IT Hub

- ❑ New business destination with emergence of GIFT city, many global IT and financial companies have already shifted base to Ahmedabad
- ❑ Ahmedabad has already become a prominent tech hub along with evolution of thriving start-up ecosystem



Favorable IT & ITeS policy

- ❑ Gujarat aspires to be among the top 5 states in India as far as the IT & ITeS industry is concerned
- ❑ Special initiatives like financial support for talent upskilling, Employment Generation Incentives, land related incentives, etc. to further boost IT prospects in the state

Key Features

- ❑ Closer proximity to GIFT City (upcoming financial hub) gives SEZ an added advantage
- ❑ First venture of Tishman Speyer (global leading real estate player) in Ahmedabad market
- ❑ Developing an ecosystem in a phased manner comprising of residential/commercial/retail and hotel developments

Ongoing Project Update – Million Minds (IT SEZ) Phase 1



Status

Construction Work in Progress



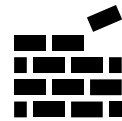
Expected Completion

March - 2026



Construction Area

1.3 Mn. Sq. Ft.



Leasable Area

0.85 Mn. Sq. Ft.



Estimated Cost

INR 285 Crs



Estimated Rentals

~INR 72 Crs/Annum

Million Mind Phase 1 –project update of ongoing construction work



Ongoing Project Update – Million Minds Phase 1 (Site Update)



Ongoing Project Update – Million Minds Phase 1 (Site Update)



Finished Project Update - Malabar Exotica



100%

Completed

Possession Started

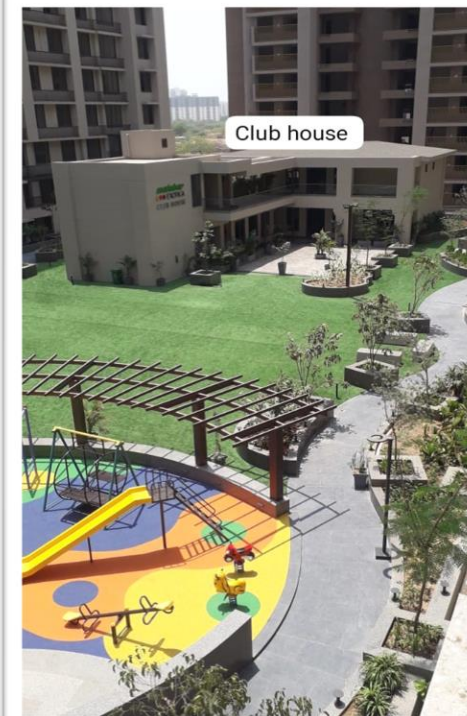
Ready for Delivery

100%

Booked

Use of Precast

Construction Technology



Finished Project Update - Malabar County 3



<hr/> <p>100%</p> <hr/> <p>Completed</p>	<hr/> <p>100%</p> <hr/> <p>Booked</p>
<hr/> <p>Delivered</p> <hr/> <p>Well Ahead of Time</p>	<hr/> <p>Use of Precast</p> <hr/> <p>Construction Technology</p>



Malabar Exotica: Project Completed 10 Months Ahead of Schedule

Malabar Exotica: Milestones achieved over the course of project construction and execution

June'21



Land of 2 acres identified

July'21



Project launched and construction start

June'22



Significant progress on civil structure front

Sep'23



Structure work completed in all towers

Feb'24



Project completion well ahead of time

1 months

12 months

16 months

5 months

Malabar Exotica became the first residential project awarded national acclaim, recognized as India's top tech structure for 2023 by ICI, endorsed by Hon'ble PM Shri Narendra Modi for innovative precast tech and safety standards.

Malabar County 3: Project Delivered Within 2.5 Years

Malabar County 3: Milestones achieved over the course of project construction and execution

Oct'20



Land of 2 acres identified

Feb'21



Project launched and construction start

Feb'22



Significant progress on civil structure front

Sep'22



Structure work completed in all towers

Feb'23



Project completion well ahead of time

4 months

12 months

7 months

5 months

Creating Landmarks - Lalita Govind Udyan, Exquisite Sanctuary Spread Across 8 Acres



- Inaugurated by Shri Amit Shah, Hon'ble Union Home Minister and Shri Bhupendra Patel, Hon'ble Chief Minister of Gujarat on 30th Sep'23.
- The facility is located behind Nirma University, just besides GHCL's residential project Malabar Exotica and Malabar County 3; within 1km radius from ongoing Million Minds (IT-SEZ) Project



Lalita Govind Udyan: Key Features

Garden Oasis: Encompassing 32,385 square meters

Tranquil Lake: Serene lake brimming with 5 crore litres of crystal-clear water, a calming focal point to reconnect with nature.

Miyawaki Plantation: 40,000 trees grown through the Miyawaki Plantation technique, enhancing garden's beauty and ensuring environmental sustainability.

Meandering Path: Diverse flora and fauna along the 1100-meter winding path, perfect for leisurely strolls and immersive nature experiences.

Recreational Facilities such as walkways, a jogging track, a cafeteria, a viewing deck, yoga and meditation spaces, and a convenient drive-thru lane for a seamless experience.



A photograph of a modern residential complex. The scene features several tall, white apartment buildings with dark window frames and balconies. In the center, there is a well-maintained green lawn with a few people sitting on it. A paved walkway runs alongside the buildings. The sky is blue with some clouds. A large, stylized speech bubble graphic is overlaid on the left side of the image, containing the text 'CORPORATE PRESENTATION'.

**C O R P O R A T E
P R E S E N T A T I O N**

Snapshot : A Leading Real Estate Developer in Gujarat



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



Proven ability to predict growth areas and establish presence ahead of the curve; have more than 500 acres of developable land fold in our hands



What sets us apart – transparency, trust, location & planning, value proposition and delivery



Execution Excellence : Delivered 22.5msf of residential and commercial real estate in Ahmedabad till date



Balance Sheet Strengthened: Reduced debt by INR 6,500 Mn since FY19 and maintained a net debt-free status for more than last 10 quarters.



Way forward: Target of developing ~33 msf of Infrastructure and special projects like Million Minds (IT-SEZ), township etc. in next few years with total sales value of ~INR 175,100 Mn

Vision and Mission



VISION

“To be the most trusted, transparent, and admired real estate developer”

MISSION

“To continuously innovate and use the latest technology to provide high-quality spaces to our customers”

“To set up and build standard processes to establish transparency and gain customer trust”

Our Journey So Far

Early Phase & IPO (1991 - 2004)

- Incorporated in June 1991.
- Raised INR 21mn through IPO in 1993.
- Amalgamation with another listed group company in 1998.
- Started Real estate development business (1999)

Fund Raising (2004 - 2009)

- Bonus issue 2:1 (2006)
- NSE listing in 2007.
- Qualified Institutional Placement (QIP) in 2007 of INR 2,275mn @ INR 325/share.
- Crossed INR 1,000mn Turnover (2008)
- ISO and OHAS certification received
- Delivered 15 msf
- Amalgamation with 5 group companies in 2007.

Robust Execution (2009 - 2014)

- Delivered 17 msf.
- Turnover of more than INR 2,000mn and PAT of INR 500mn (2012)
- Net worth INR 500mn (2010)
- CREDAI Real Estate Award 2012 for MAHALAYA-II, Best Individual Dwelling Row House
- GIHED Award for GCP Business Center, Ahmedabad – Best Commercial Project 2013

Scaling Up (2014 - 2020)

- Highest ever cash flow of INR 2,800 Mn; crossed turnover of INR 3,000 Mn (2016); delivered 22 msf (2019)
- Bonus issue 1:2 (2016)
- CREDAI CSR award 2015 for Public Awareness; CNBC award for Best Residential Project (MID) for Malabar County 2016.
- ABP Asmita Award for Best Brand-Real Estate 2019; Realtors Award 2020 for Real Estate Awareness & Education

Creating a New High (2021 Onwards)

- Achieved higher ever Revenue of INR 8,989 Mn and PAT of INR 4,607 Mn in FY24
- Maintained a net debt-free status for more than last 8 quarters
- First IT SEZ project under development; Robust Project Pipeline of ~33msf over the next decade
- Malabar Exotica: First residential project awarded national acclaim, recognized as India's top tech structure for 2023 by ICI, endorsed by Hon'ble PM Shri Narendra Modi for innovative precast tech and safety standards.
- Enhancing brand strength through strategic partnerships with global players like Tishman Speyer

Well Established Brand; Strong Transparency

- ✓ Ganesh Housing Corporation Limited ('GHCL') is the flagship company of Ganesh Group; listed since 1993
- ✓ Leading residential developer across mid and higher income segment; Enviably track record of identifying several high potential locations and converting them into prime locations
- ✓ Has one of the largest developable land bank in the Ahmedabad – 500 acres of land in prominent and potential growth areas of Ahmedabad
- ✓ Deep understanding of this market and its regulations, strong relations with local supply chain, and ready access to highly skilled contract workers, makes us a top player in the region
- ✓ Expanding presence in commercial, retail and township format
- ✓ Consistent transparency from registration to property delivery

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

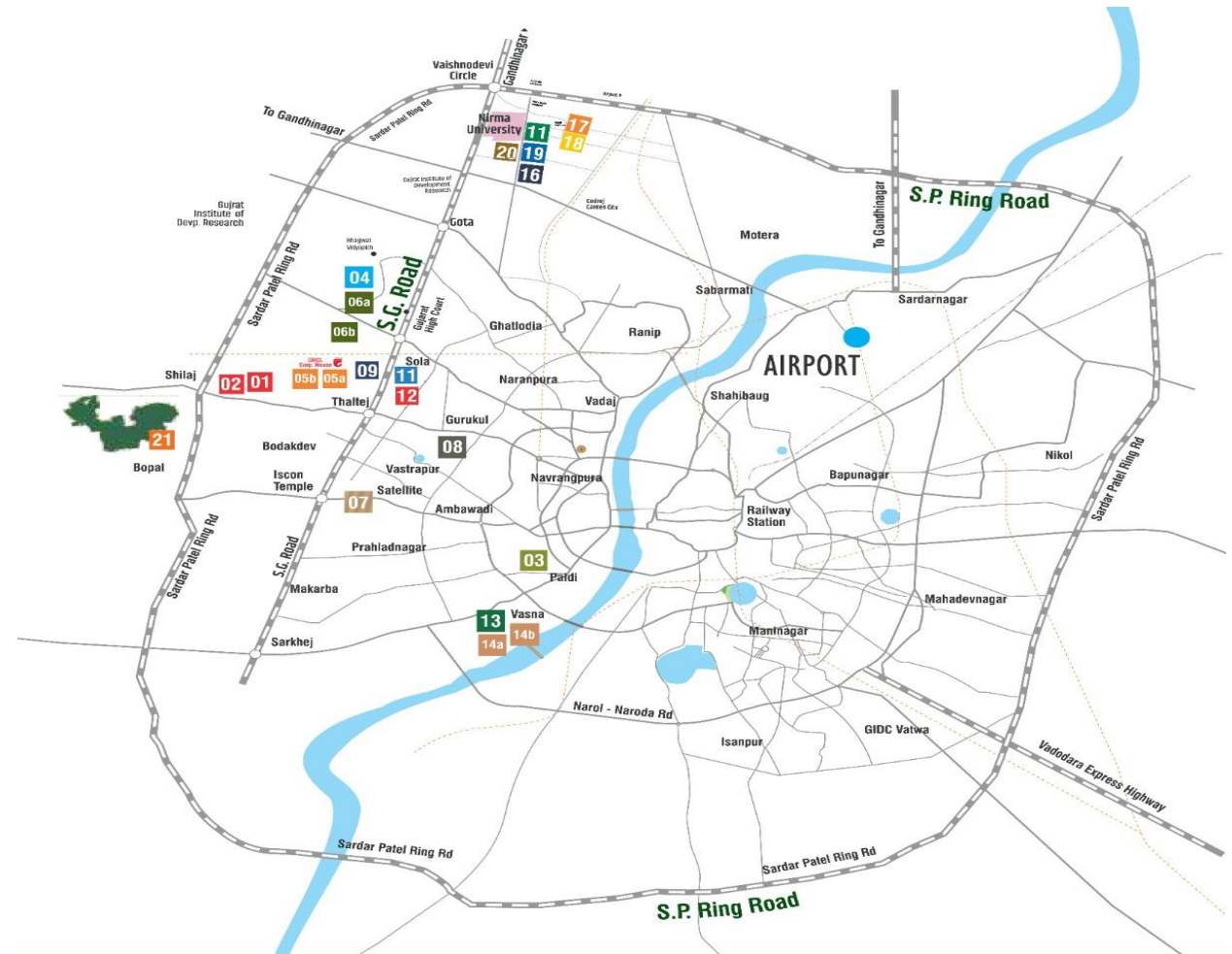
12 months

12 months

22 months

Significant Land Reserves for Future Growth

- ✓ ~500 acres of land reserves in strategic locations across Ahmedabad
- ✓ 36-40 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...



OUR ONGOING / PROPOSED PROJECTS



What Sets Us Apart



Strong Leadership Team

01

Dipak Kumar Patel - Chairman

Associated with GHCL since 1991; leading the land related matters and govt. liasoning for the group

02

Shekhar Patel – MD & CEO

Veteran with an experience of over 26 years; leading day to day management of the company; associated with GHCL since 1994

03

Rajendra Shah - CFO

CA & ICWA with an experience of over 25 years; associated with GHCL from 2017

04

Pankaj Teraiya – President (Projects)

BE Civil with an experience of over 28 years; associated with GHCL since 1994

05

Viren Mehta – President (Sales & Marketing)

Master of Commerce (Marketing & Management) from MS University; associated with GHCL for 4 months

06

Rajendra Patel – President (Treasury)

Veteran with an experience of 45 years in real estate; with GHCL from 1976

07

Aman Mehta – President (Liasoning & Corporate Affairs)

B.Com with an experience of 25 years; associated with GHCL since 2019

08

Vijay Lalaji – President (Legal & Secretarial)

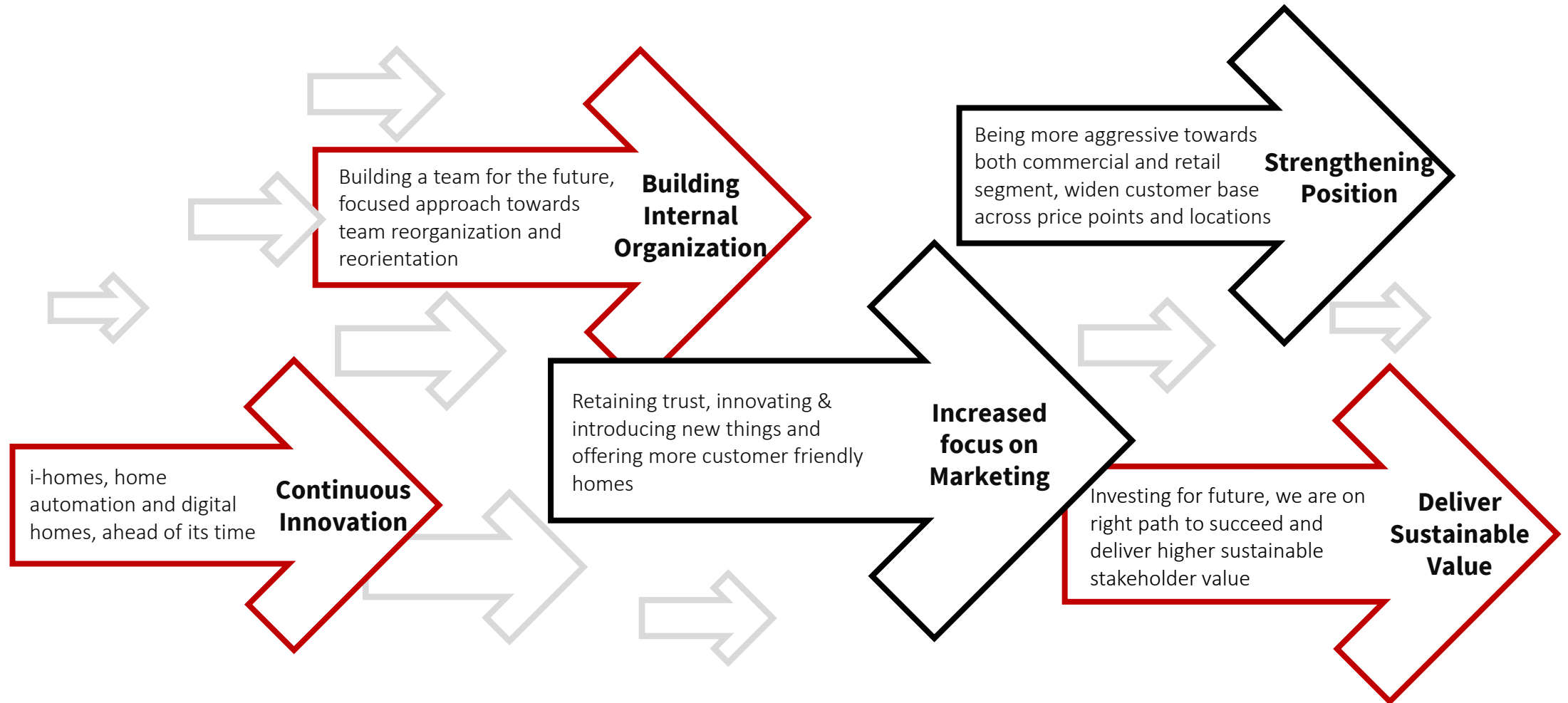
B. Com, LLB & FCS with an experience of 39 years; associated with GHCL from 1995

09

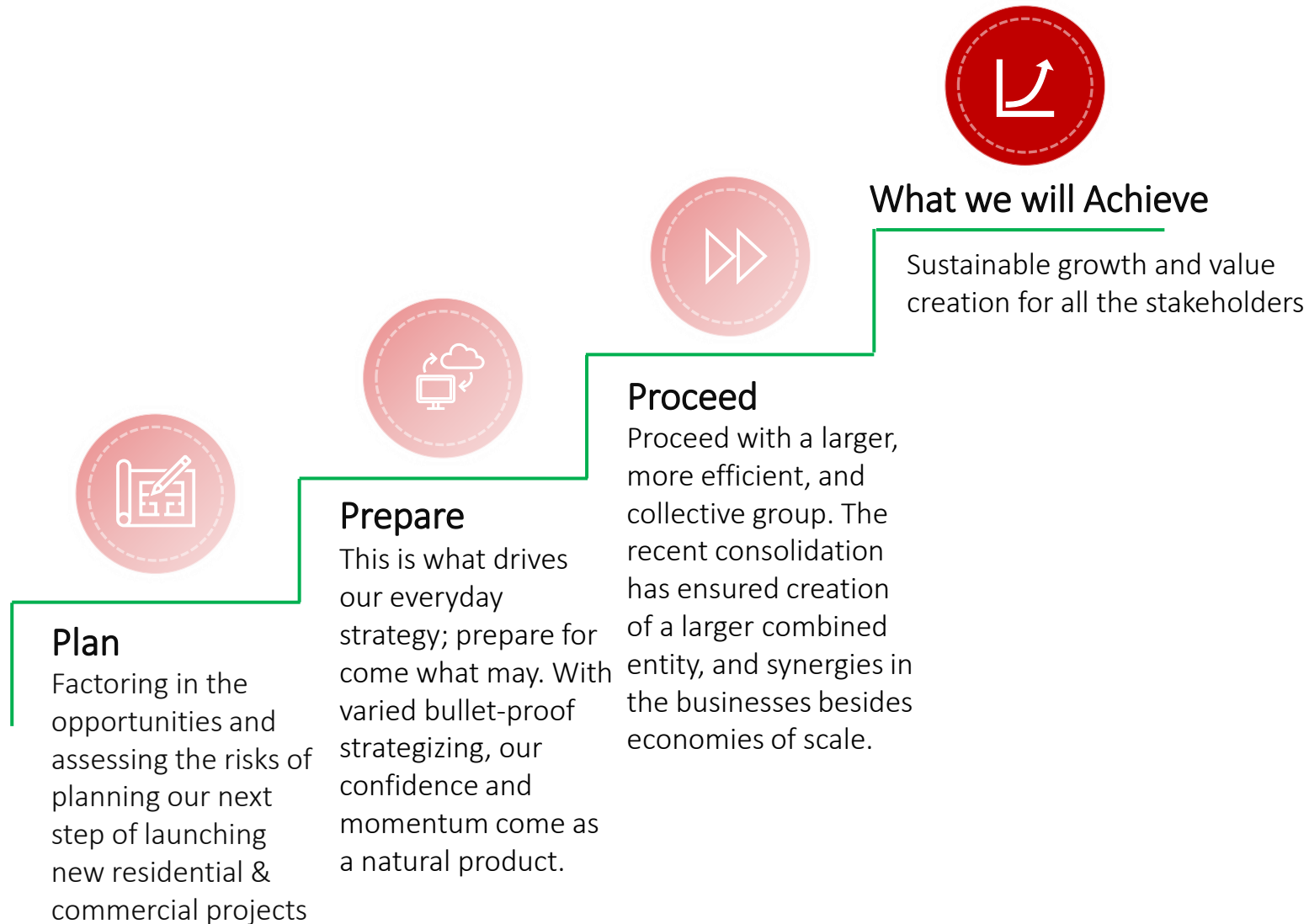
Neeraj Kalawatia – Vice President (Finance)

CA, ICWA & IIM Calcutta alumni with an experience of over 21 years; associated with GHCL from 2015

Strategic Priorities



Way Forward : Plan, Prepare and Proceed



Consolidated Income Statement (Historical)

Particulars (INR mn)	FY24	FY23	FY22	FY21	FY20
Revenue	8,989	6,208	3,849	1,820	2,773
EBITDA	6,301	2,563	1,355	(377)	(504)
EBITDA (%)	70.1%	41.3%	35.2%	(20.7%)	(18.2%)
Depreciation	66	27	20	17	21
EBIT	6,235	2,535	1,335	(394)	(525)
Interest	37	134	363	748	799
PBT	6,197	2,401	972	(1,142)	(1,324)
PAT	4,607	1,022	706	(1,053)	(1,196)
PAT Margin (%)	51.2%	16.5%	18.3%	(57.8%)	(43.1%)
EPS (INR)	55.25	12.00	12.47	(21.38)	(24.39)

Balance Sheet (Historical)

Particulars (INR mn)	FY24	FY23	FY22	FY21	FY20
Equity Share Capital	834	834	834	492	492
Reserves & Surplus	14,669	10,262	7,064	4,528	5,750
Minority Interest	-	683	870	871	931
Shareholder's Equity	15,503	11,779	8,768	5,891	7,173
Borrowings	260	36	1,377	3,393	4,944
Other Liabilities	1,928	2,371	1,649	2,028	1,600
Total Liabilities & Equity	17,691	14,185	11,794	11,312	13,717
Net Fixed Assets	5,860	2,824	2,078	2,078	2,254
Other Non - Current Assets & Advances	89	165	3,956	1,058	990
Current Assets	11,741	11,197	5,760	8,176	10,473
Total Assets	17,691	14,185	11,794	11,312	13,717

Cash Flows and Ratios (Historical)

Particulars (INR mn)	FY24	FY23	FY22	FY21	FY20
Operating Cash Flow excl. WC	6,232	2,480	1,341	(658)	(663)
Working Capital Changes	146	(2,173)	(931)	1,980	1,890
Investment Activities	(4,886)	2,782	394	434	531
Financing Activities	(2,437)	14	(852)	(1,726)	(2,022)
Ratios					
Debt/Equity (x)	Nil	Nil	0.2	0.68	0.79
Net Debt/Equity (x)	Nil	Nil	0.16	0.64	0.77
RoE (%)	29.72%	9.21%	8.94%	(20.97%)	(19.16%)
RoCE (%)	39.56%	21.37%	13.97%	(4.79%)	(4.93%)
BVPS	185.91	133.06	94.70	101.98	126.80

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**