

January 23, 2025

To
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400 001
Scrip Code: 512008

Sub.: Investor Presentation.

Dear Sir/Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation on performance of Q3 of FY 2024-25.

Kindly take the above information on record.

Thanking You,
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

Tel.: 020 2952 0138 | Email Id: compliance@efclimited.in | Website: www.efclimited.in

EFC (I) LIMITED

Presentation Quarter III

FY : 2024-25

Disclaimer

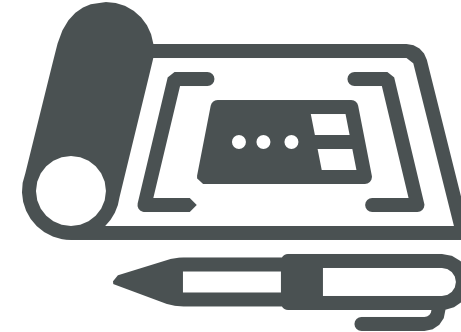
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Our Businesses



LEASING

We proudly provide customized managed workspace solutions tailored to the specific needs of enterprises. Our fully serviced, aesthetically pleasing, and tech-enabled offices offer employees daily life and aspirational amenities.



D & B

We go beyond aesthetics to create a soft touch of rich and classy interiors that justify your company's unique brand identity and culture.



FURNITURE

We excel in large-scale execution with precision and attention to detail, handling solid wood work, Metal work and designs. We are becoming pioneers in residential furniture and commercial office furniture.

Creating **Synergies**

INNOVATIVE AND COHESIVE SOLUTIONS WHICH ADAPT TO EVOLVING NEEDS OF THE REAL ESTATE
ECO-SYSTEM.

DYNAMIC WORKSPACES

Versatile environments that evolve to meet the changing needs of modern businesses and professionals.

METICULOUS INTERIOR DESIGNS

Deliver precision-crafted environments that blend exceptional design with optimal functionality.

EXQUISITE FURNITURE

Combining exceptional Craftsmanship and high-quality Materials to redefine furniture.



Our Brands

We are dedicated to transforming real estate solutions, redefining modern workspaces, managing dynamic office environments, and crafting premium furniture. Our brands are committed to setting new standards and creating exceptional value, instilling confidence in our clients and partners.



Key Managerial **Positions**



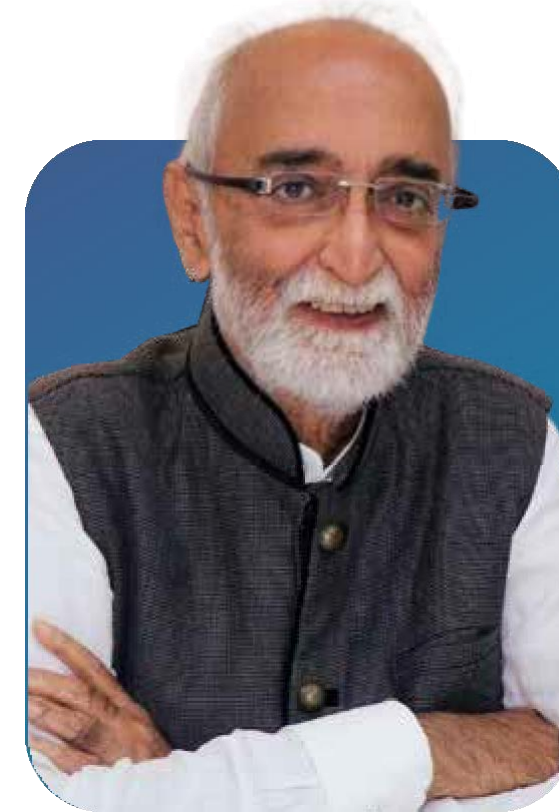
Nikhil Bhuta
DIRECTOR



Udy Vora
CHIEF FINANCIAL OFFICER



Aman Gupta
COMPANY SECRETARY



Rajesh Vaishnav



Mangina Rao




Gayathri Iyer

INDEPENDENT DIRECTORS

Leasing **Vertical**


Key Business Highlights



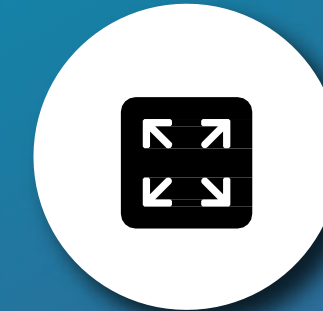
9
Cities




2.6 MN+
AUM in Sq.Ft




70
Sites Under Management




35,000 to 40,000
Avg sq.ft. Per Site



57,000
Seating Capacity



6,250
Avg Rent Per Seating



45:1
Avg Sq.Ft to Seat Ratio




90%
Avg Occupancy Rate



3 Years
Average Lease Period



5 Years+
Landlord Lease Period



45:100
Rentals Paid to Received



25:100
EBITDA to Rentals

Key Financial Highlights

FY25 Q3 HIGHLIGHTS

REVENUE

18,151 LACS

EBITDA

9,692 LACS

PAT


4,047 LACS

AUM in Sq.Ft.


2 LACS

FY25 Q3 VS. FY25 Q2


REVENUE

 1,043 LACS
(+6.1%)


EBITDA

 907 LACS
(+10.3%)

PAT

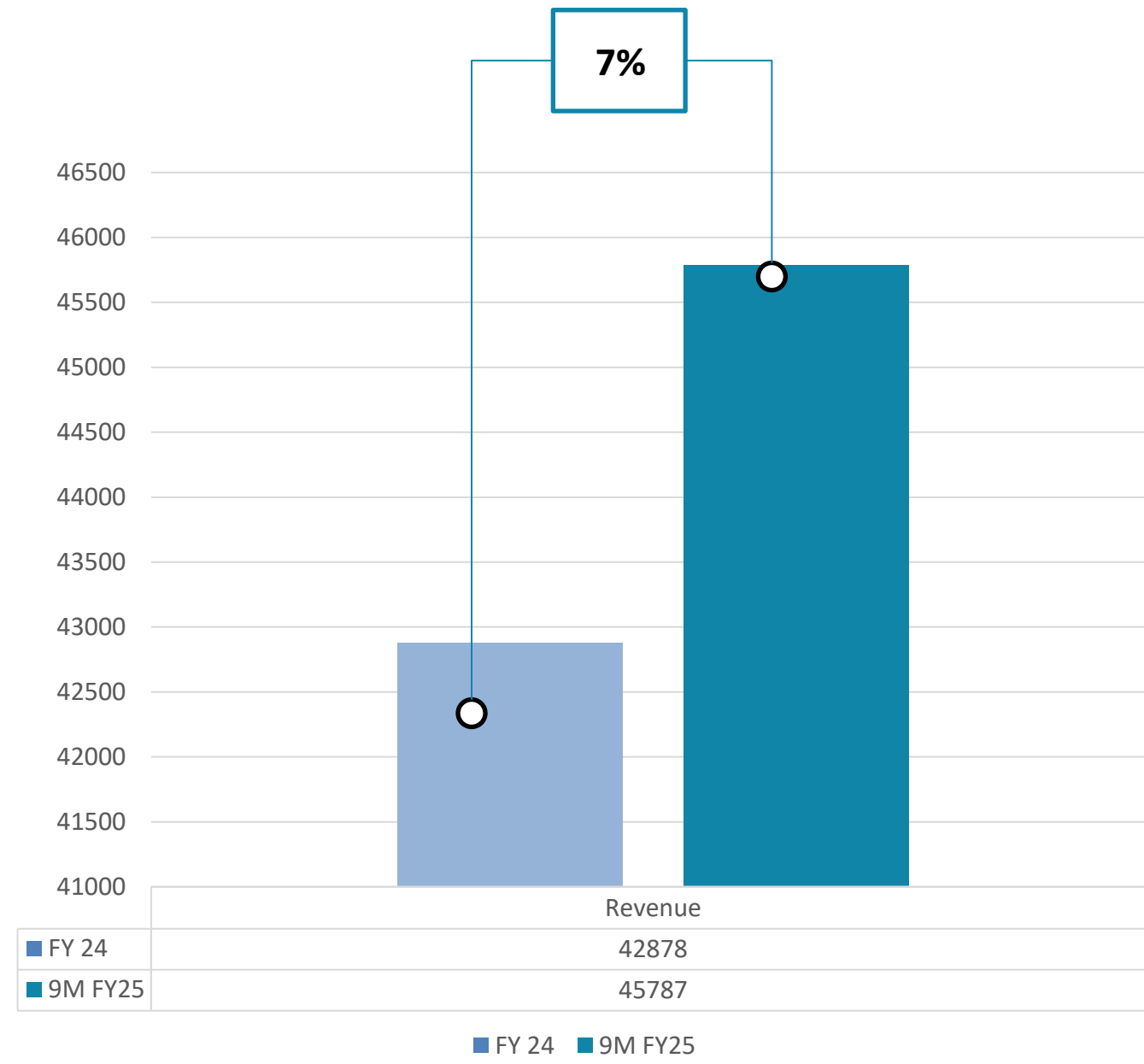
 391 LACS
(+10.7%)

AUM in Sq.Ft.

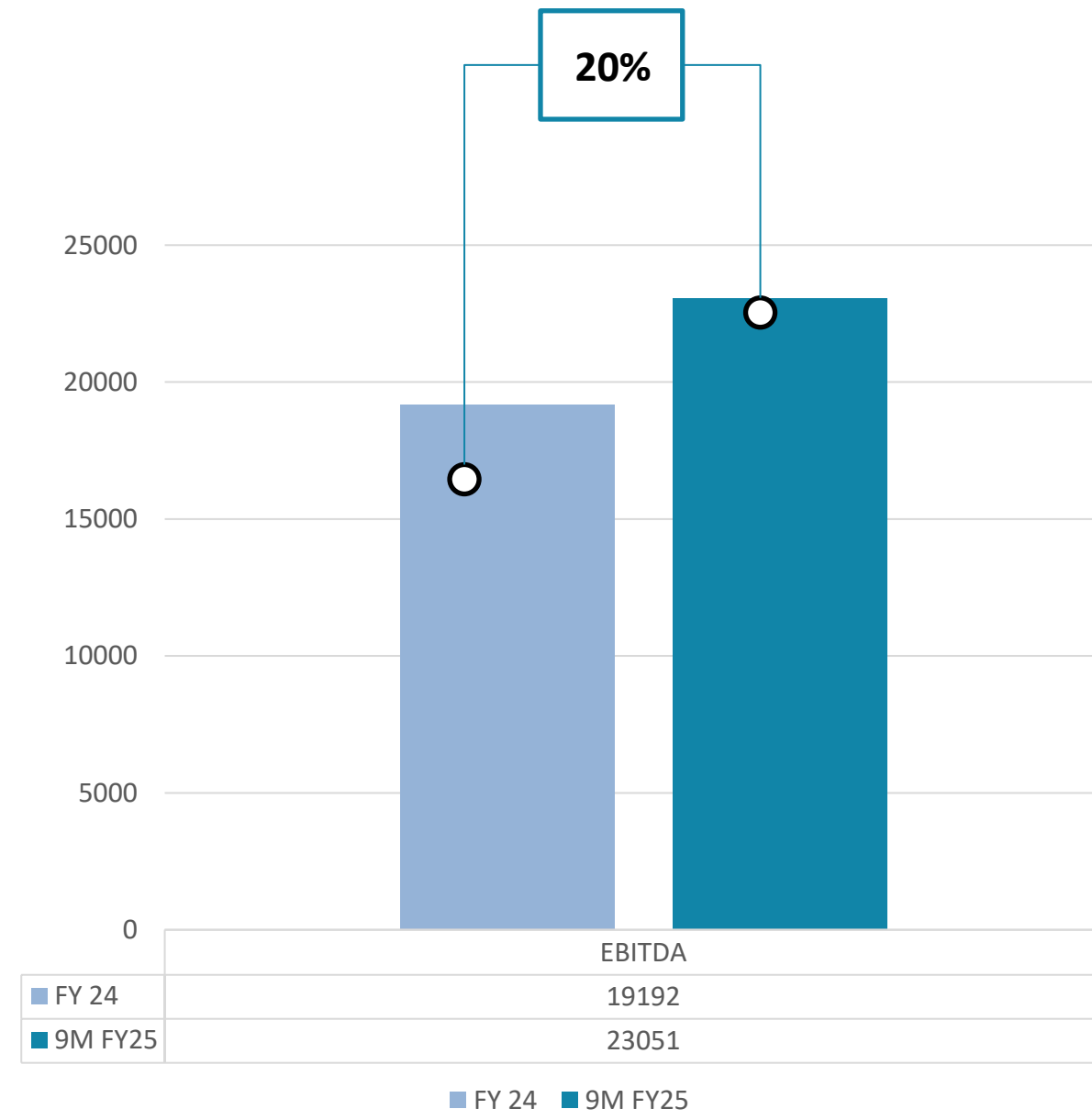
 2 LACS Sq.ft.
(+8.33%)

FY24 Vs 9M FY25 HIGHLIGHTS

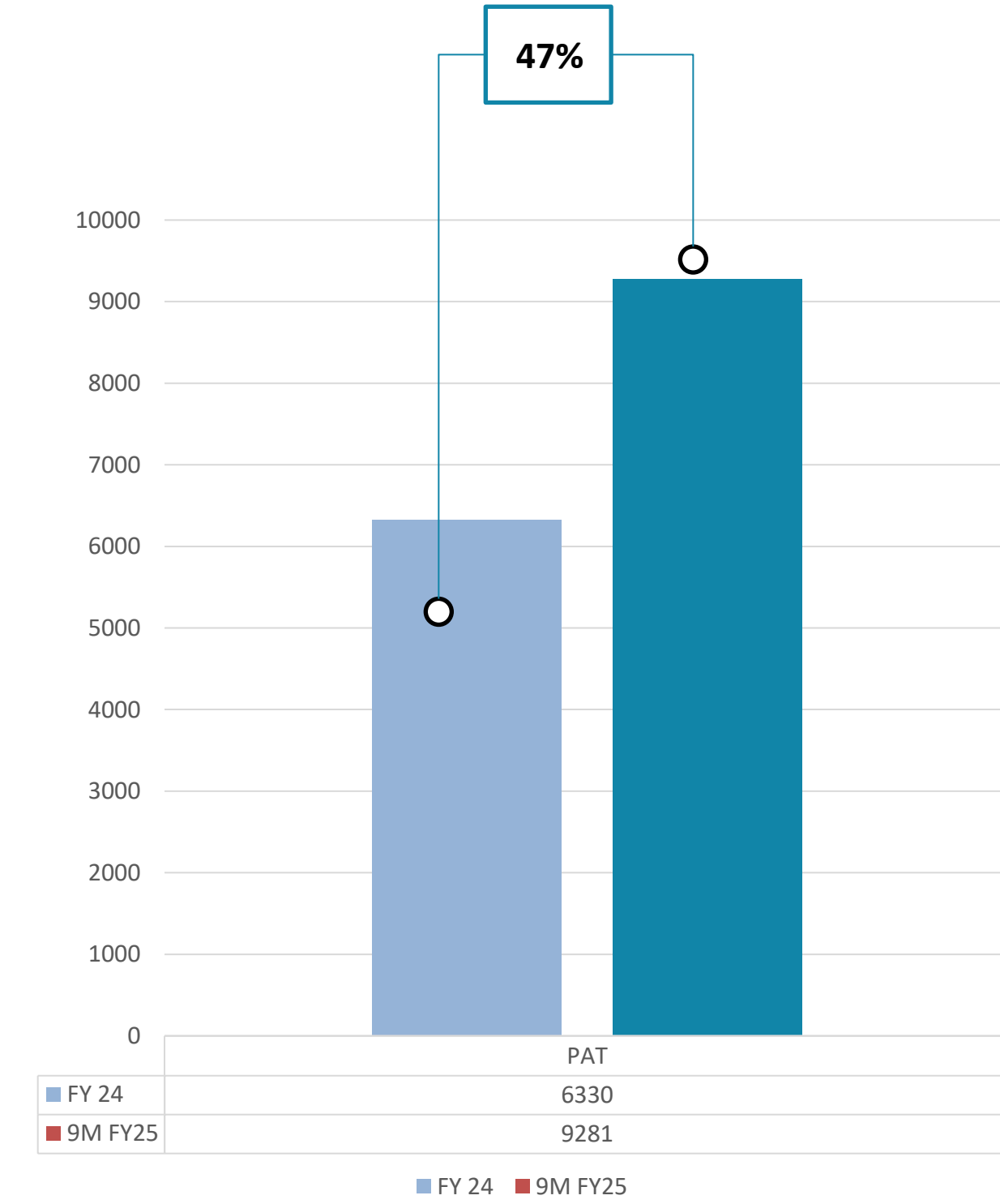
REVENUE



EBITDA



PAT



Q3 FY 2025 Key Updates – Leasing Vertical

2 LACS SQ.FT

INCREASED AUM

9,634 LACS

RENTAL REVENUE

31%

**RENTAL REVENUE % Increase
(Q3FY24 Vs Q3FY25)**

5,650

NUMBER OF SEATS ADDED







37%

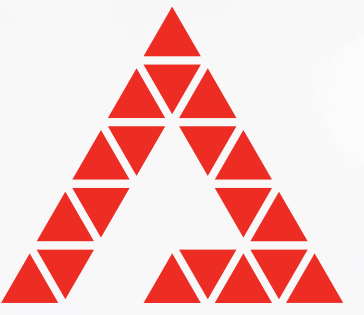
**% INCREASE IN EBIT
(Q2FY25 Vs Q3FY25)**

157%

**% INCREASE IN EBIT
(Q3FY24 Vs Q3FY25)**

New Clients EFC



Design & **Build Vertical**

D&B Turn **Key Contracting Business - Update**

27%

**% Increase in Revenue
(Q3 FY24 & Q3 FY25)**

51%

**% Increase in EBIT
(Q3 FY24 & Q3 FY25)**

4,00,000+
Total Sq. Ft. Area

Designed Built and Handover

**Real Estate,
Education, IT & ITES**

Sectors Catered

92 crs.
(32 crs. + 60 crs.)
Total Pipeline INR

Execution + Pipeline

ik **EK**
DESIGN

Key Updates: EK Design

A WORLD-CLASS FACILITY BUILT FOR EXCELLENCE



From the very beginning, our focus has been on quality, precision, and innovation. Our 1-acre production floor is a testament to this commitment. **Divided into specialized sections—Modular, Metal Fabrication, Woodworking, CNC for both Metal and Wood, Soft Seating, and Office Chair Assembly**—our facility is equipped to handle the most complex manufacturing needs.

We have made significant investments in advanced machinery to ensure that our products meet the highest standards of speed and accuracy. **Machines like the Beam Saw (Selco SK 3 350), CNC 6-Side Boring Machine (Rover Gold G), and CNC Five-Axis Milling Machine** are enablers of our vision to create products that inspire confidence and trust.

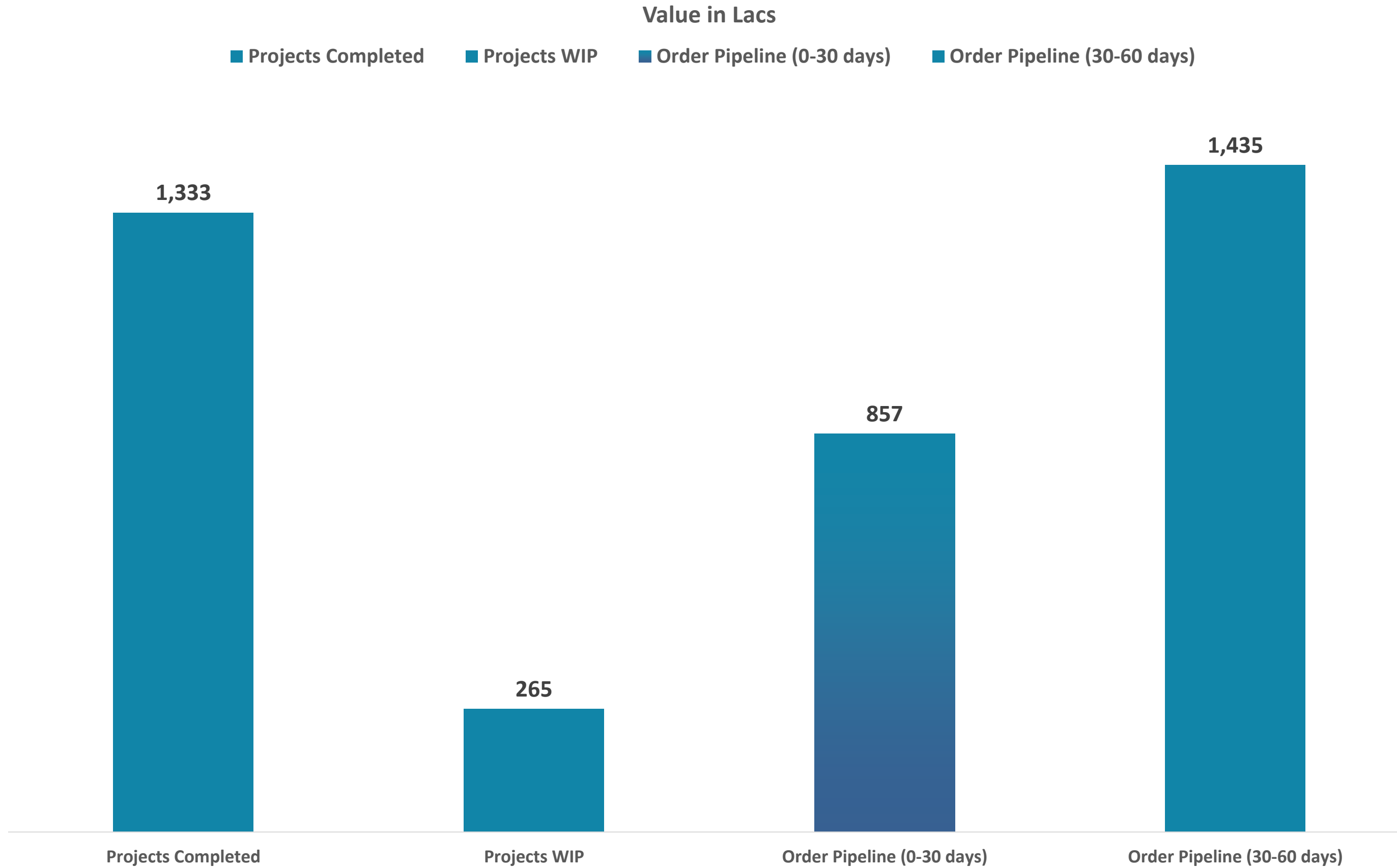
MILESTONES ACHIEVED AND INNOVATIONS AHEAD

We recently launched a new division for chair assembly, adding office chairs to our product portfolio. This is just the beginning, as many more innovative designs are in the pipeline. We are excited about our work in modular workstation development, which caters to the growing demand for dynamic and efficient workspaces.

Additionally, we announce our upcoming ventures into premium sofa development. This new line will focus on high-end designs that blend comfort with aesthetics. We are also working on innovative office seating solutions, including premium office chairs and gaming chairs, to meet diverse market needs. These developments signify our commitment to expanding our offerings and setting new industry standards.



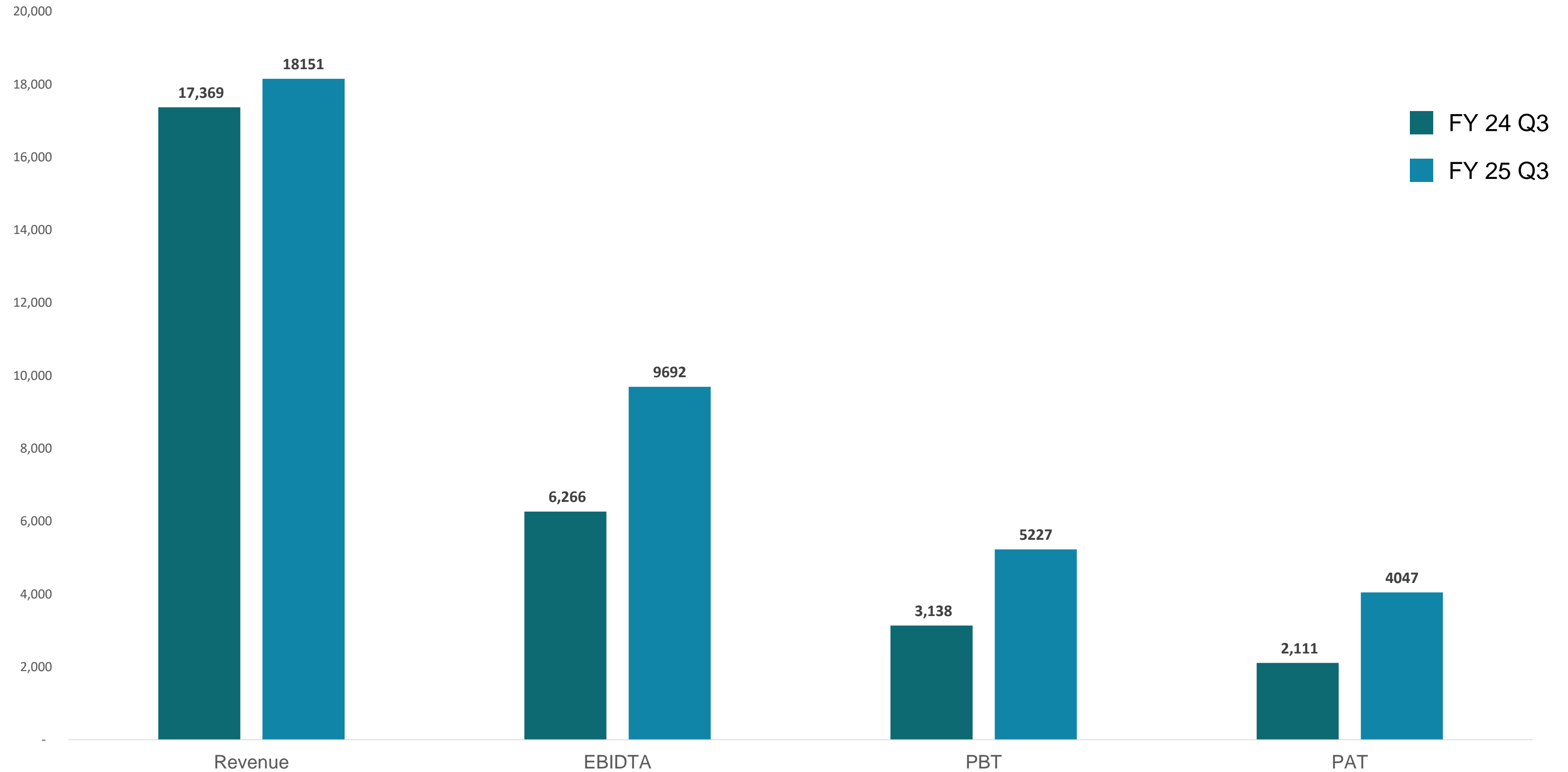
Project Updates : Ek Design



Consolidated Financials For **Quarter 3-FY2025**

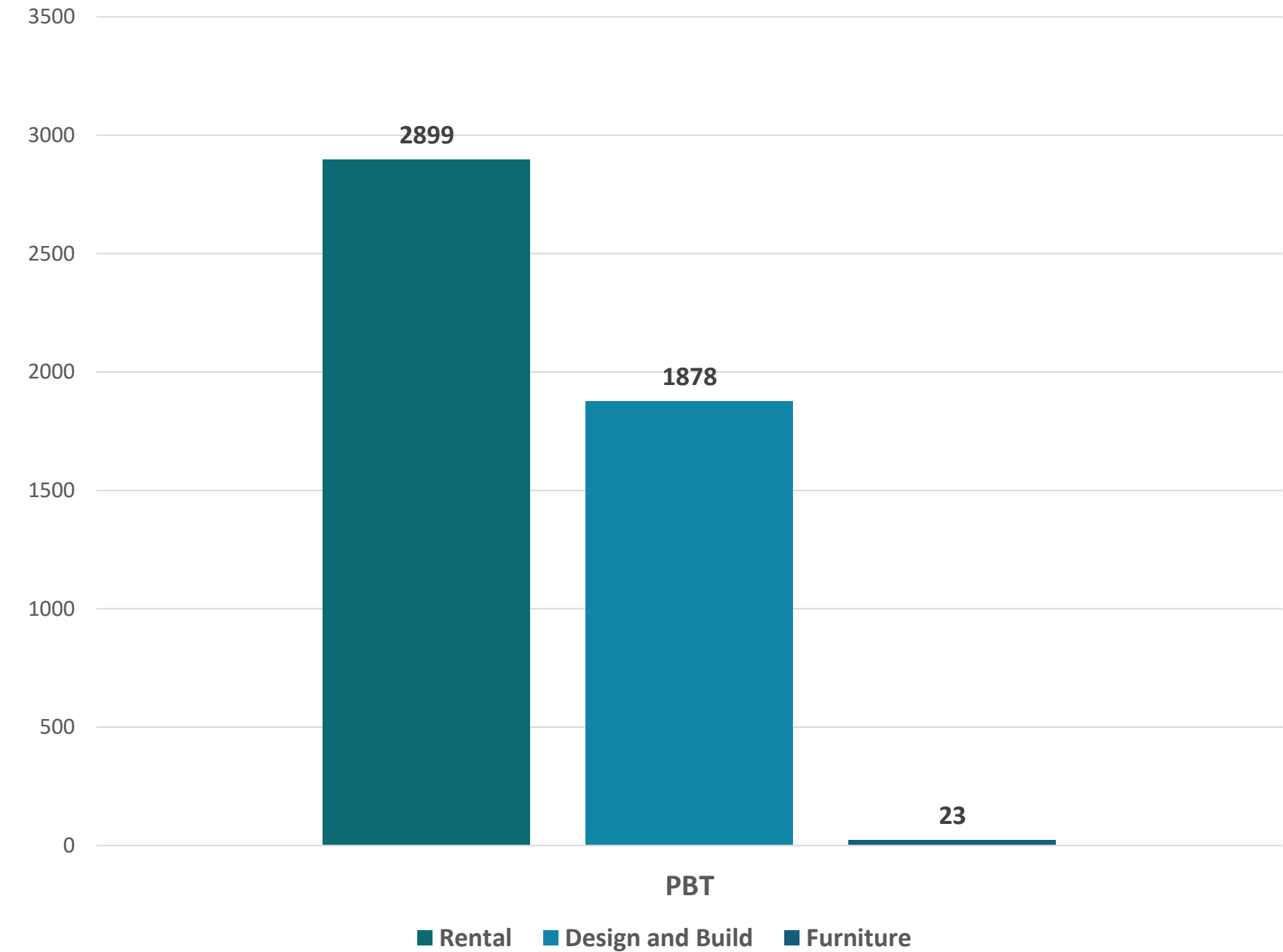
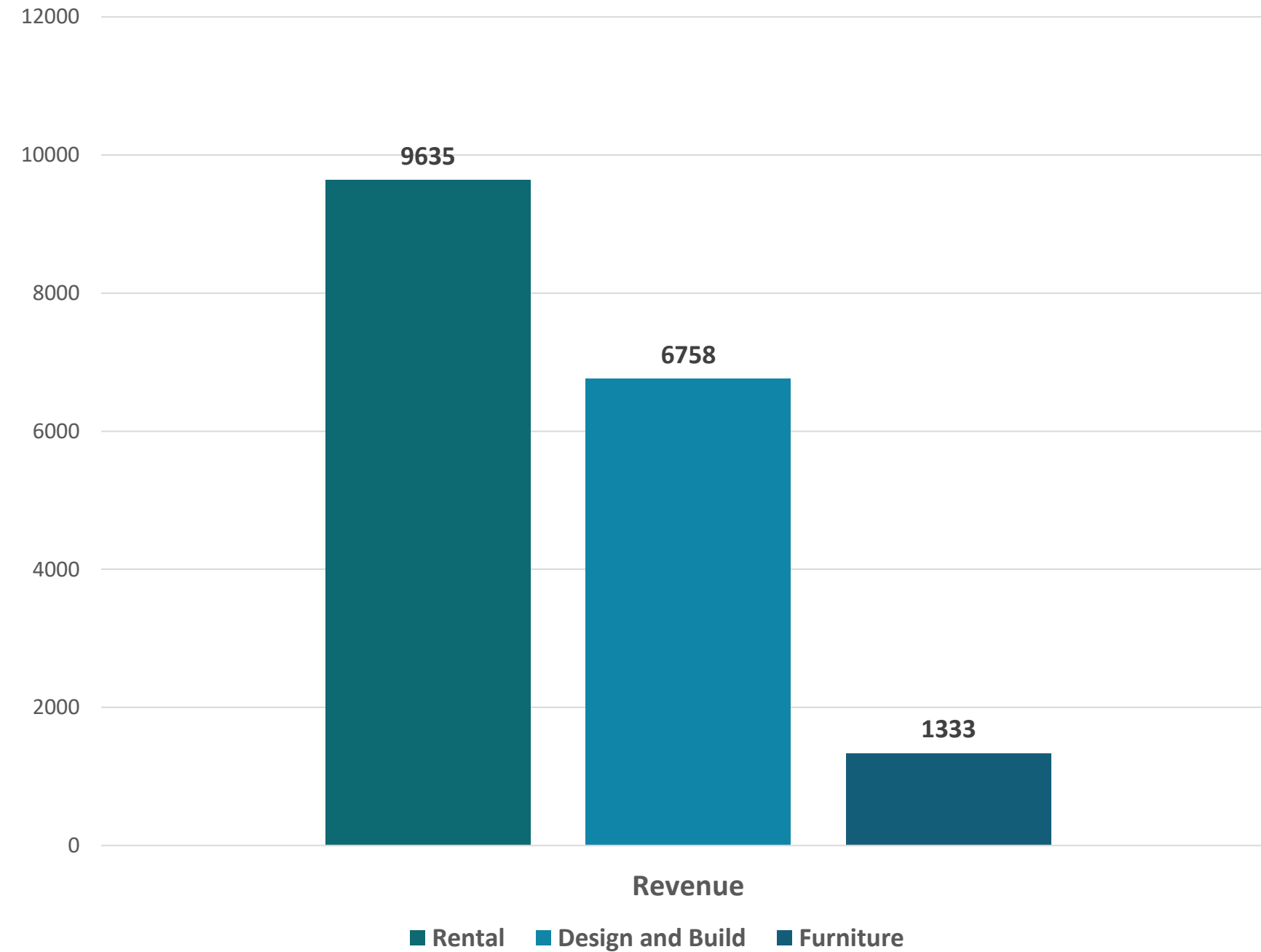
Consolidated Financials In Lacs

Q3FY24 VS Q3FY25



Consolidated Financials In Lacs

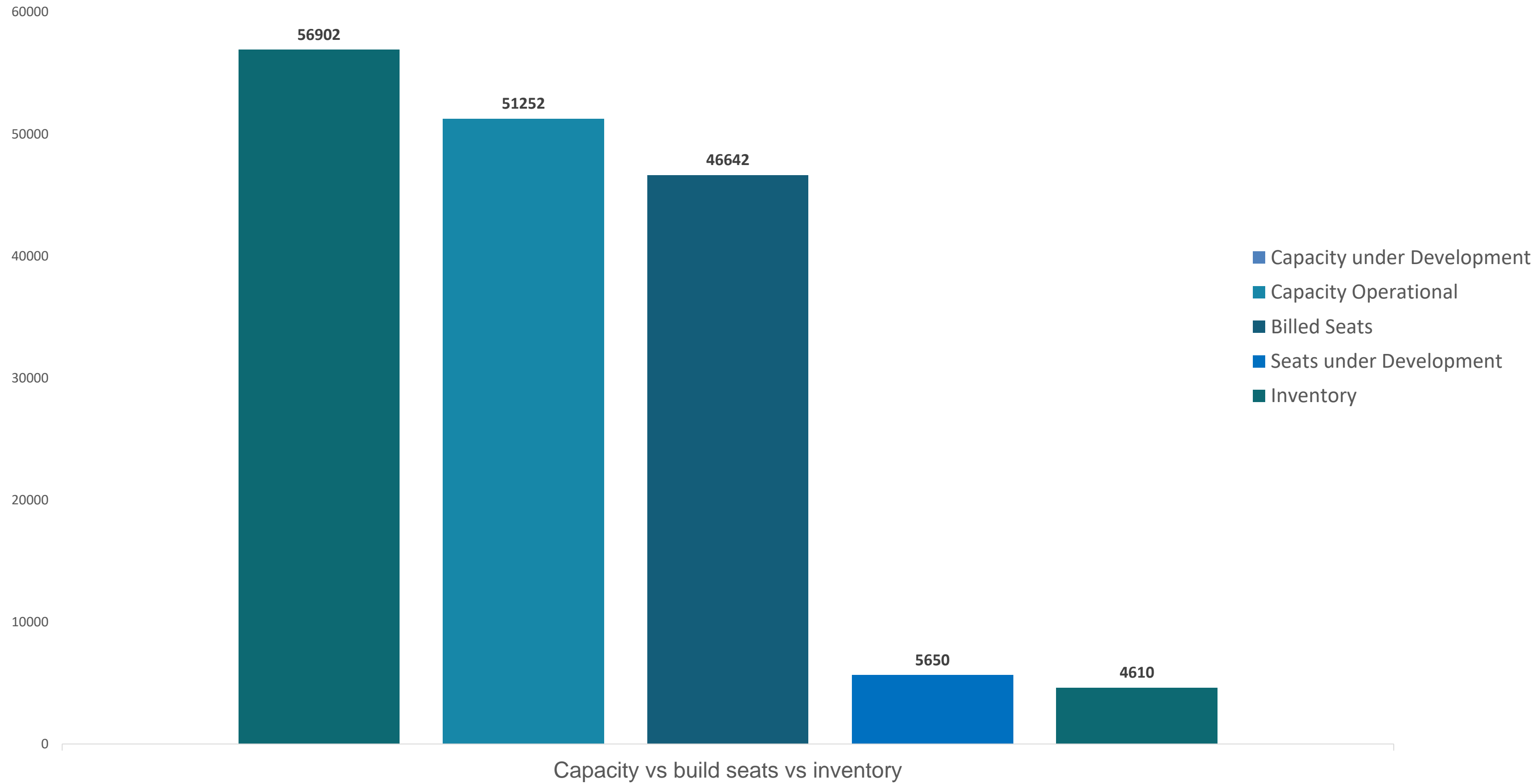
SEGMENT-WISE REVENUE FOR Q3 FY 25



■ Rental ■ Design and Build ■ Furniture

EFC (I) LTD – TOTAL AS ON 31.12.2024 (Q3 – FY 25)

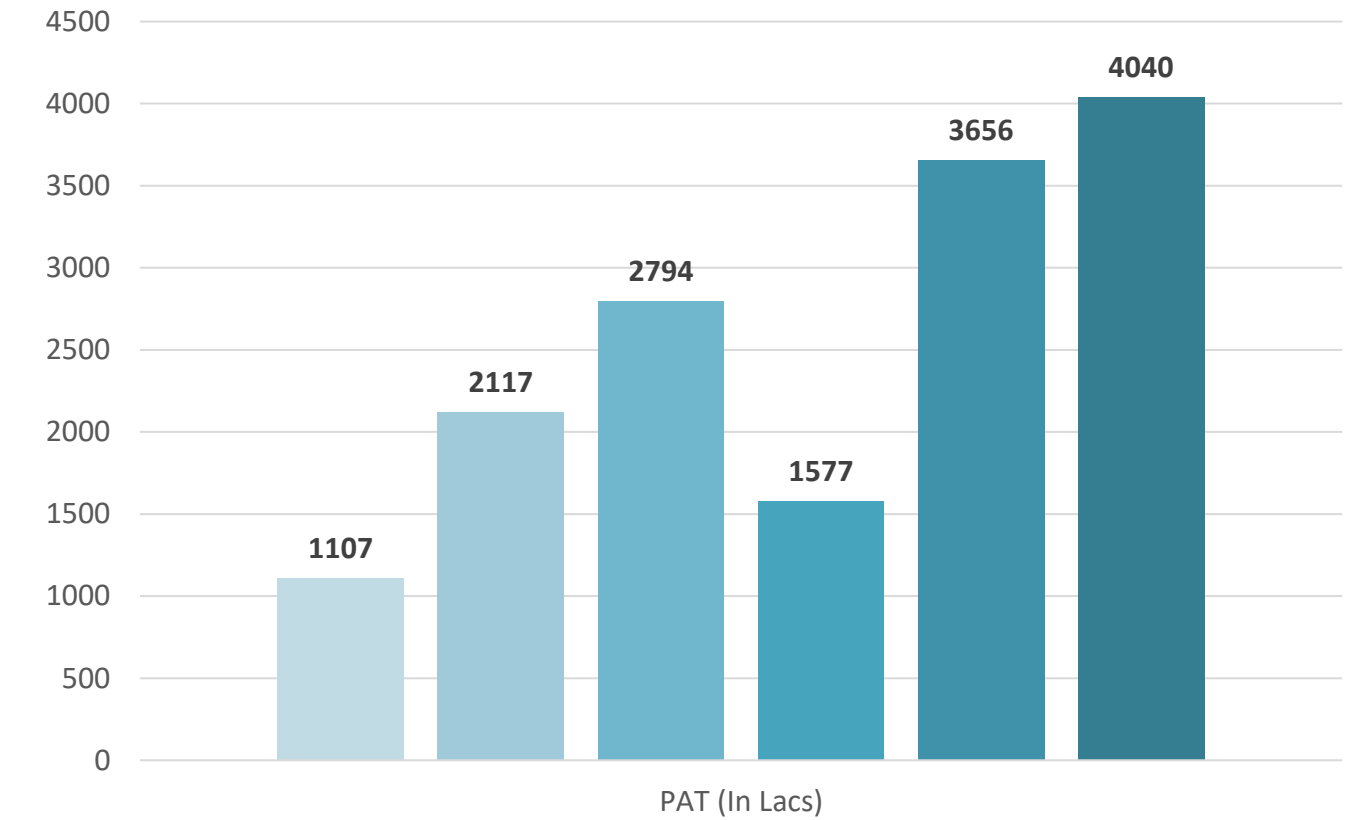
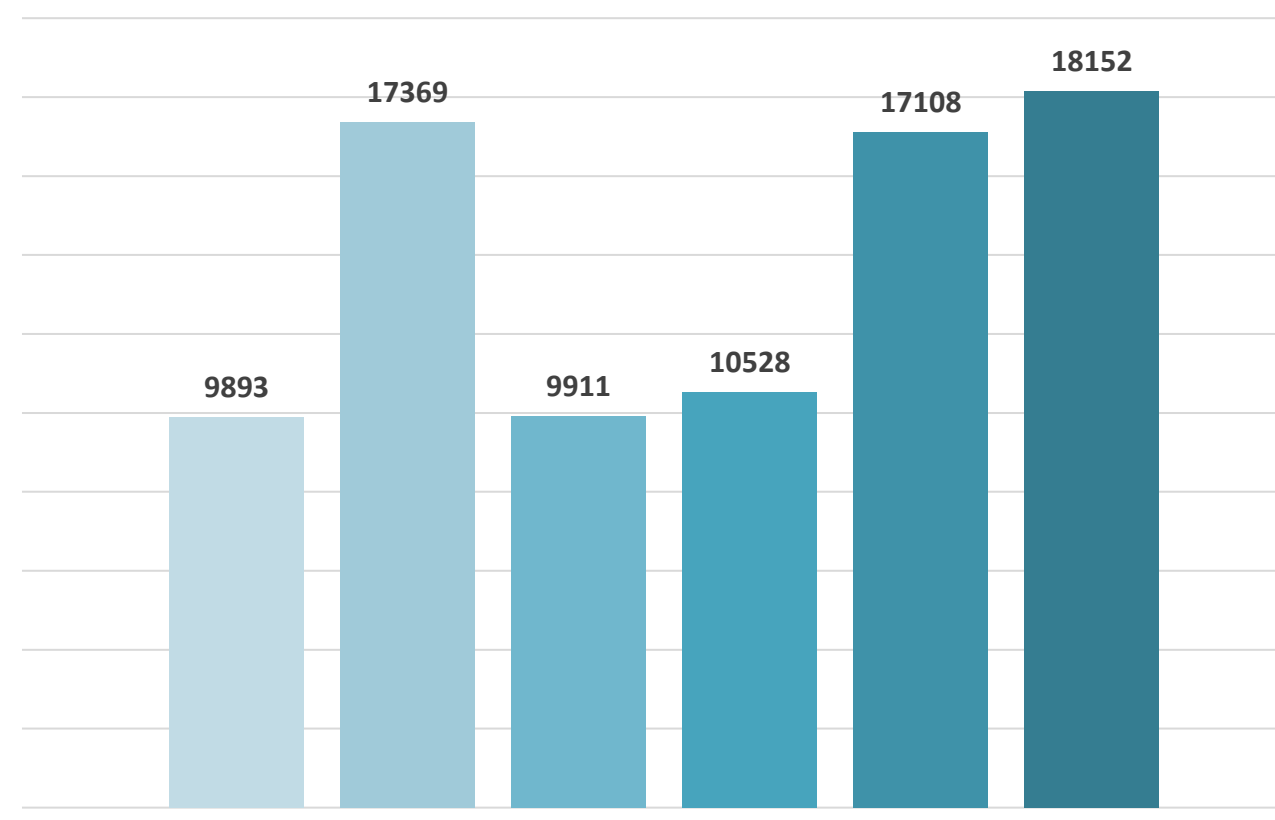
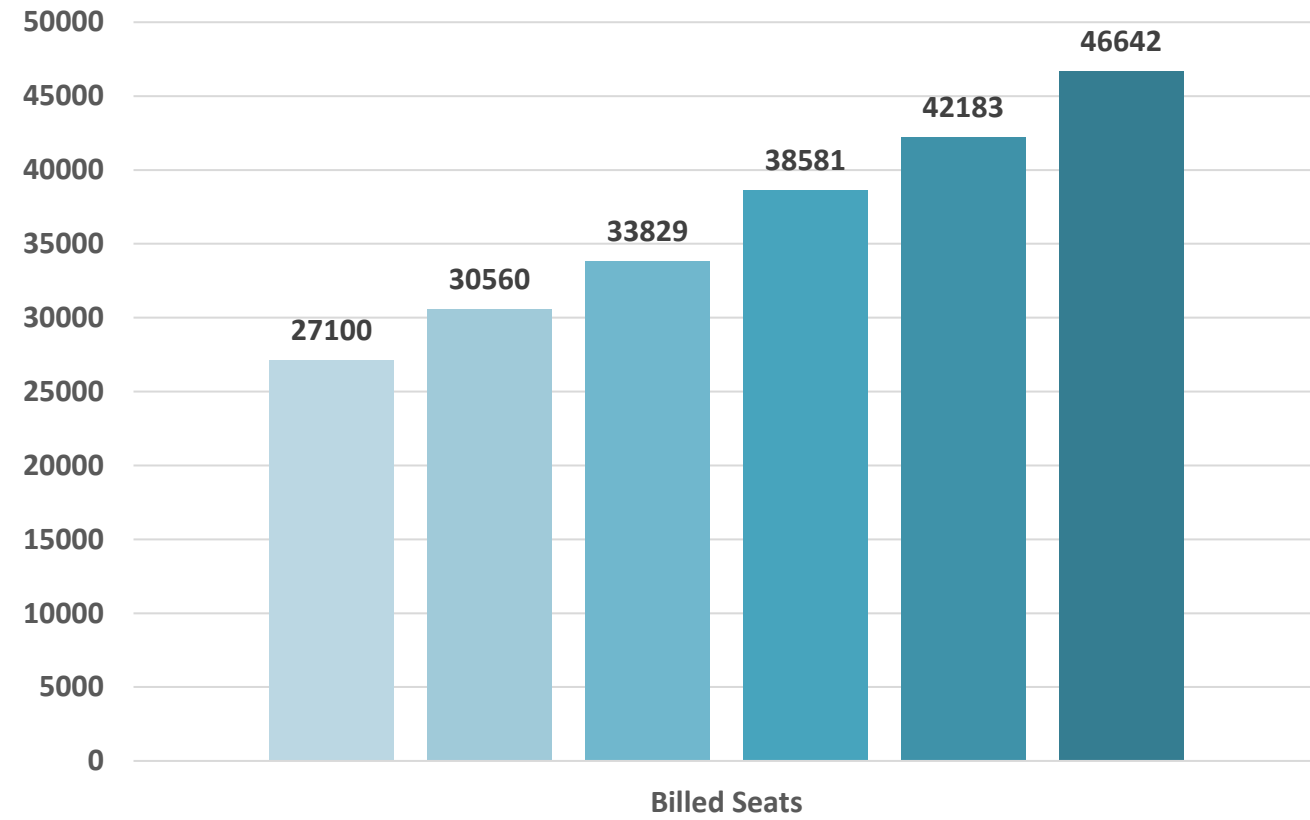
CAPACITY VS BILLED SEATS VS INVENTORY





EFC (I) LTD – (CONSOLIDATED) – IN LACS / NOS

QUARTER ON QUARTER Q2 FY24 TO Q3 FY25

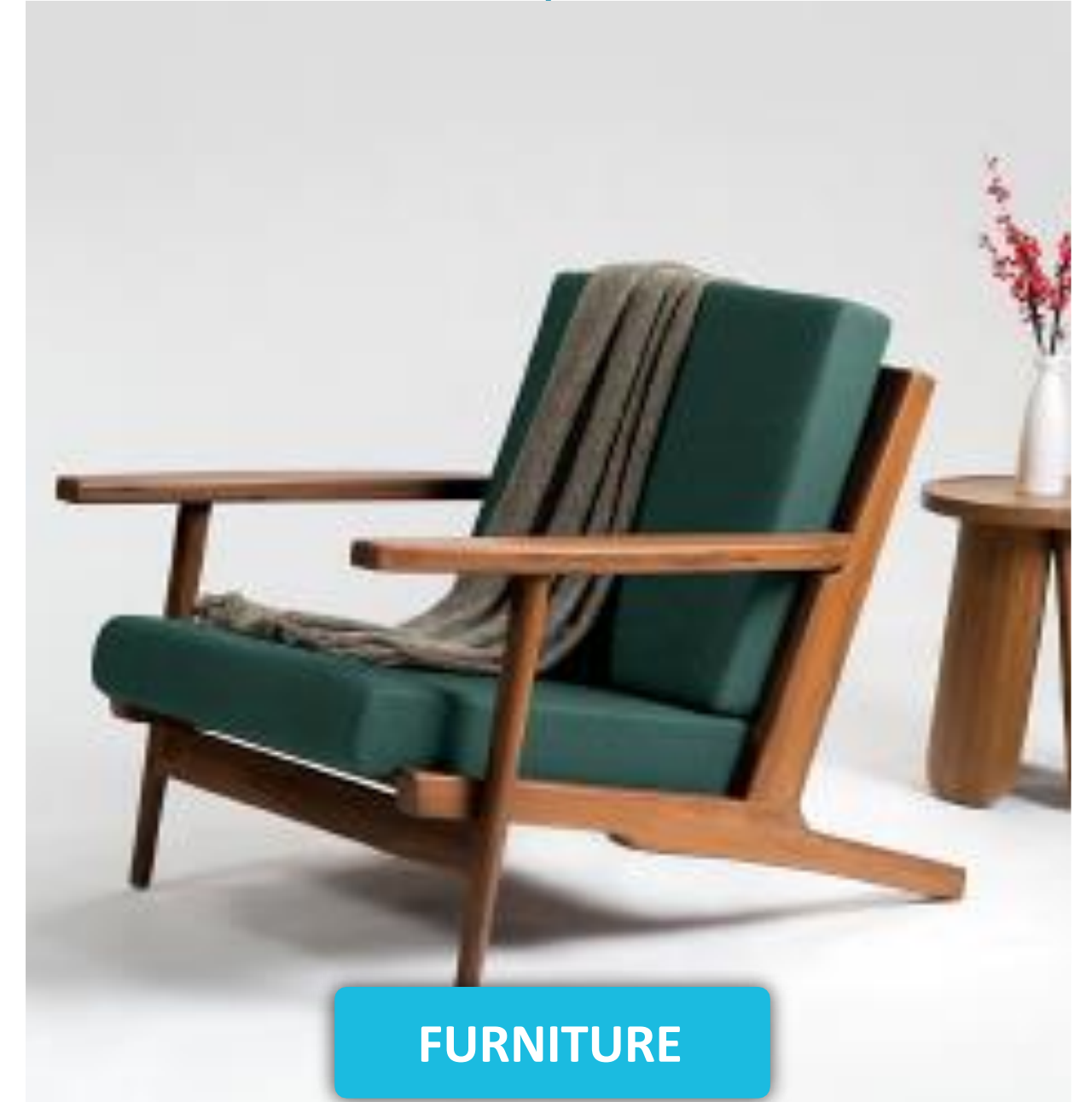
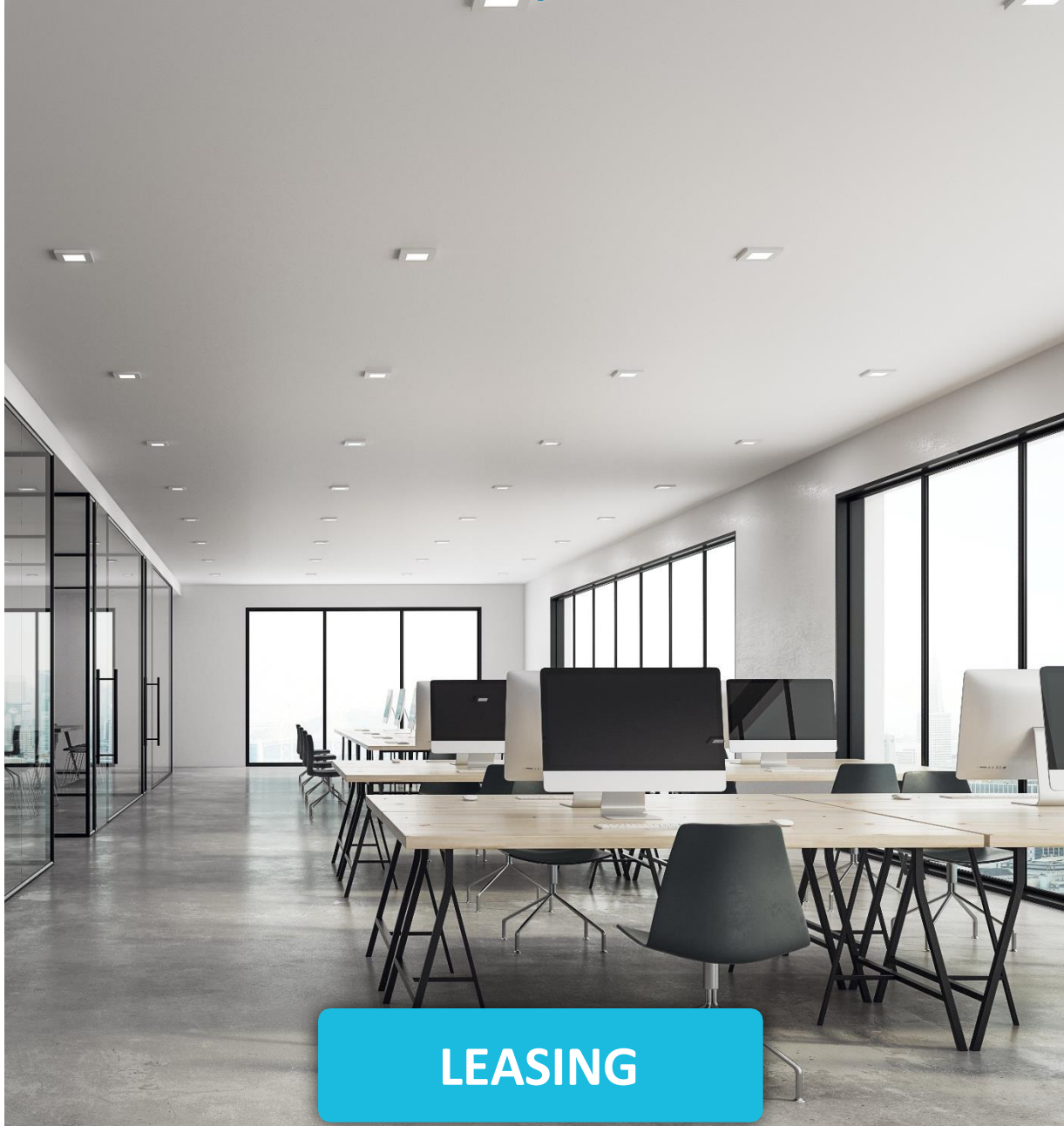


	BILLED SEATS	REVENUE (IN LACS)	PAT (IN LACS)
FY 24 Q2	27100	9893	1107
FY 24 Q3	30560	17369	2117
FY 24 Q4	33829	9911	2794
FY 25 Q1	38581	10528	1577
FY 25 Q2	42183	17108	3656
FY 25 Q3	46642	18151	4047

Our Clients

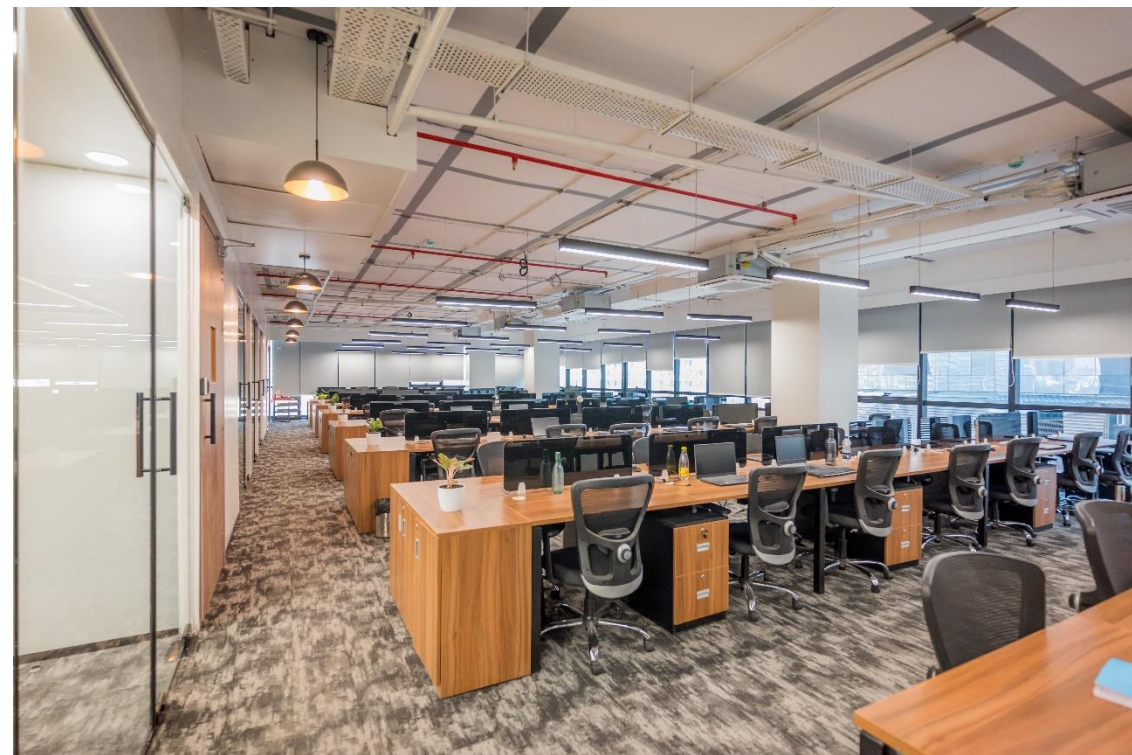


*REAL ESTATE
AS A SERVICE*

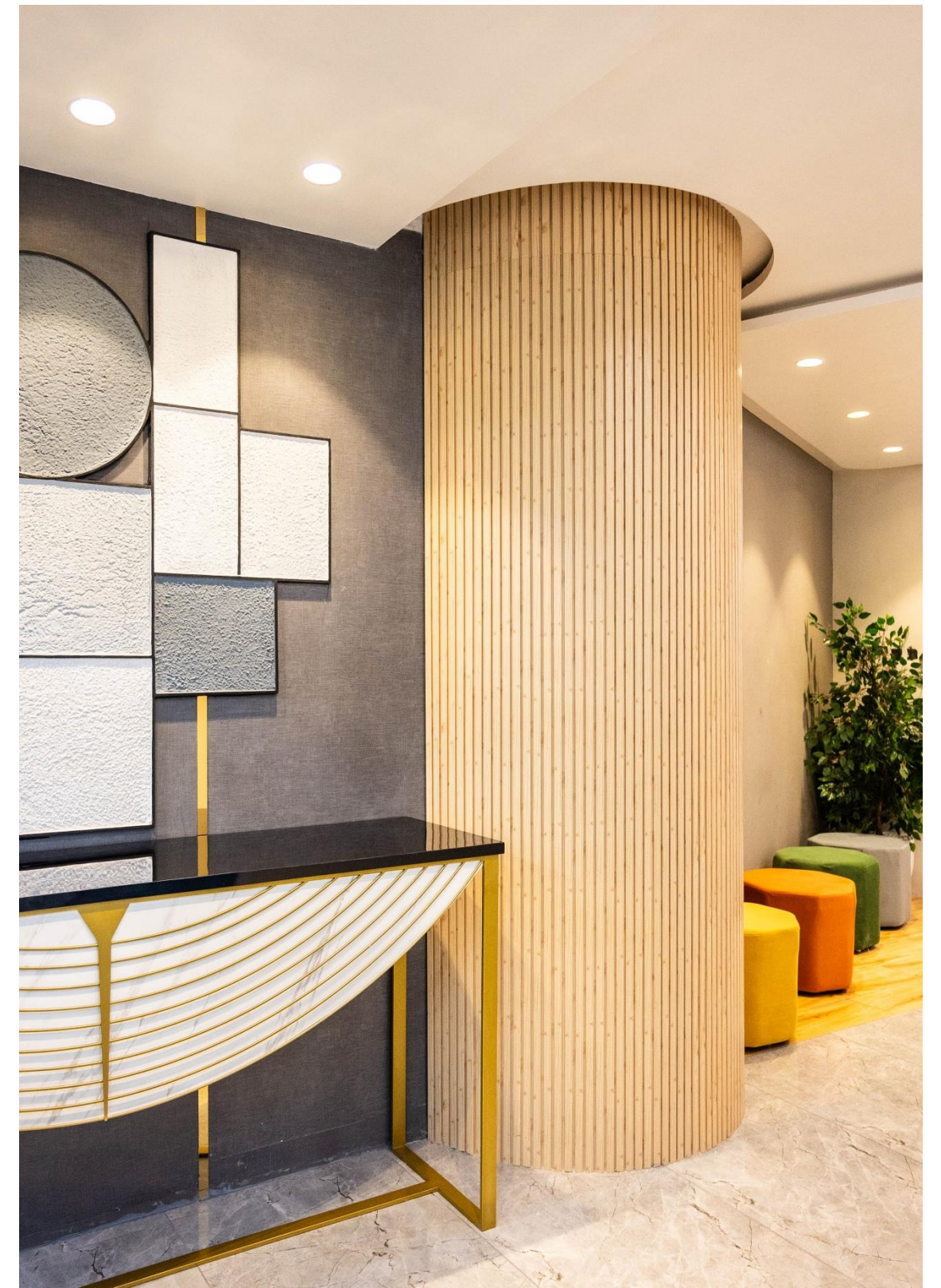


Leasing **Verticals**

New Sites : Konark Alpha

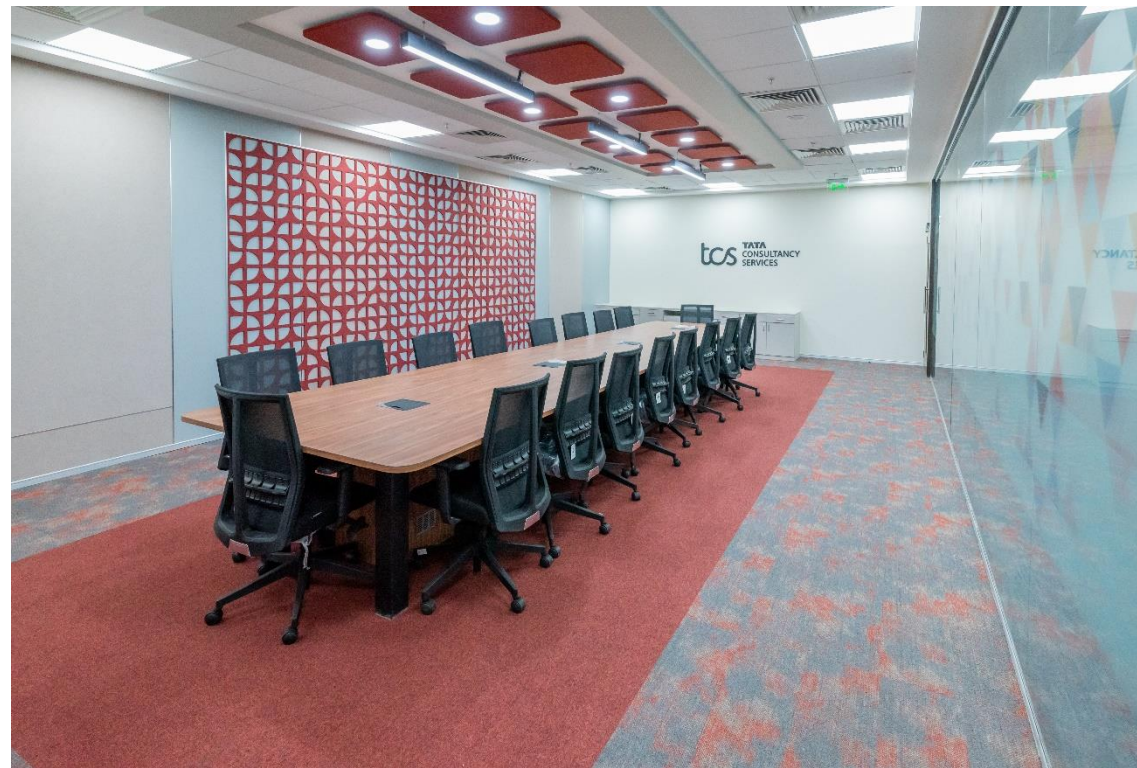


New Sites : Almonte

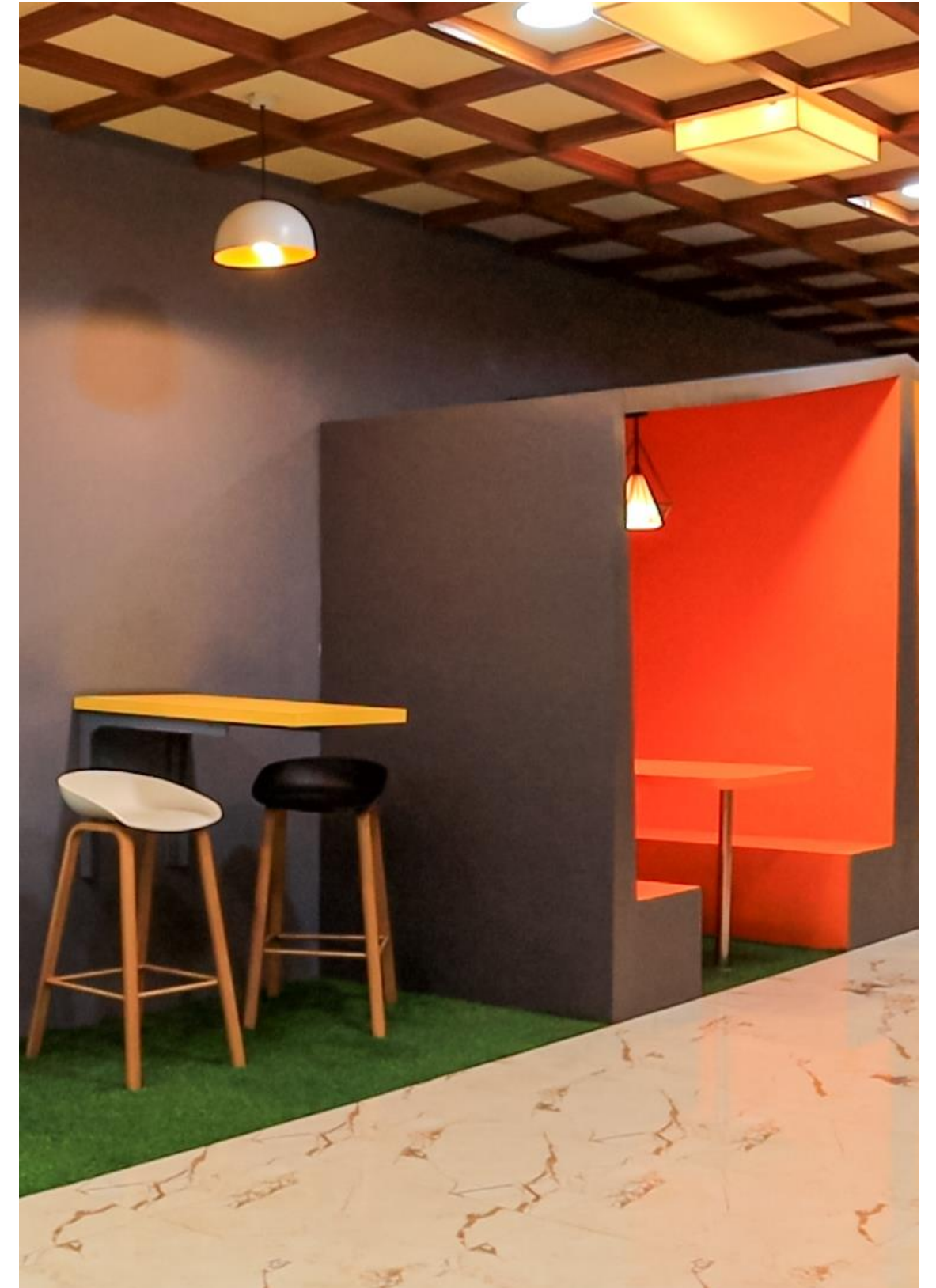


Design & **Build Vertical**

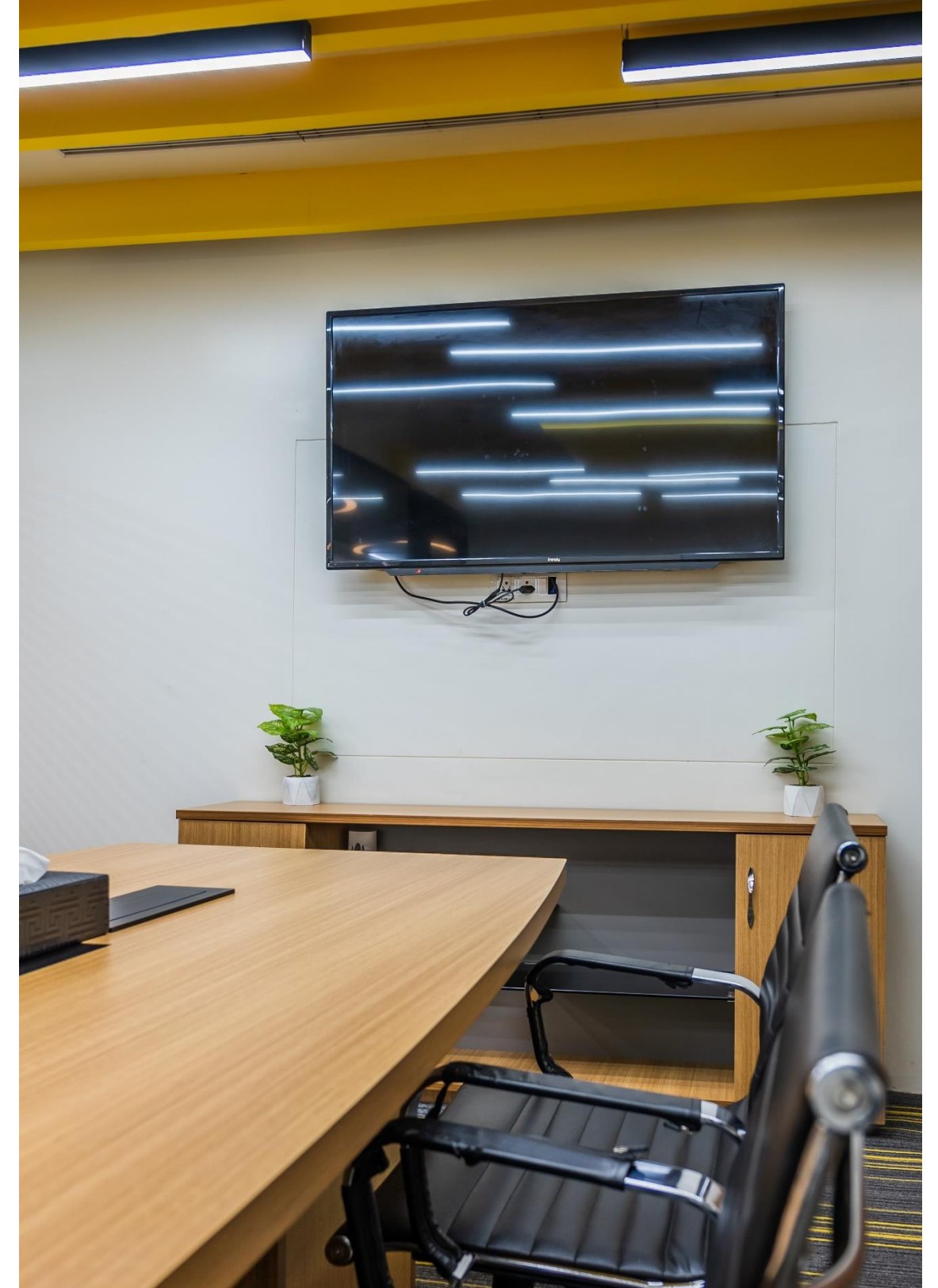
Project Completed



Project Completed

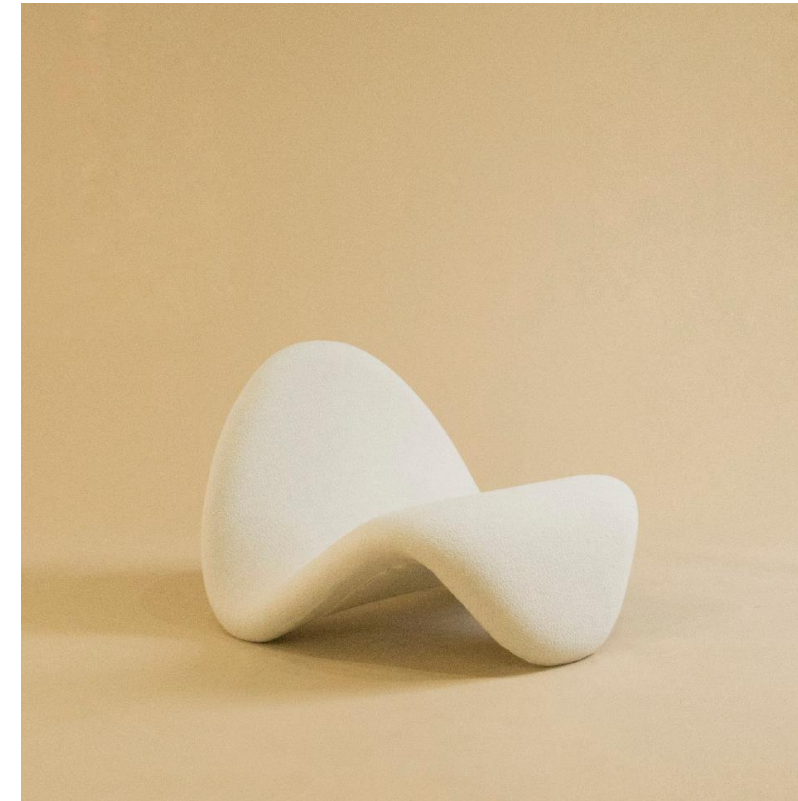


Project Completed



ijk **EK**
DESIGN

New Products Developed



New Products Developed



New Products Developed



EVENTS

EVENTS – EMPLOYEE ENGAGEMENT





THANK YOU

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compliance@efclimited.in

6TH FLOOR, VB CAPITOL, SHIVAJINAGAR,
PUNE, MAHARASHTRA