

May 29, 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 Q4 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**

INVESTOR PRESENTATION – Q4 FY25

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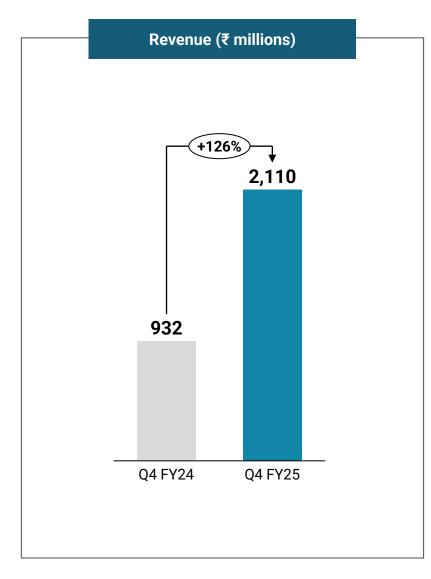


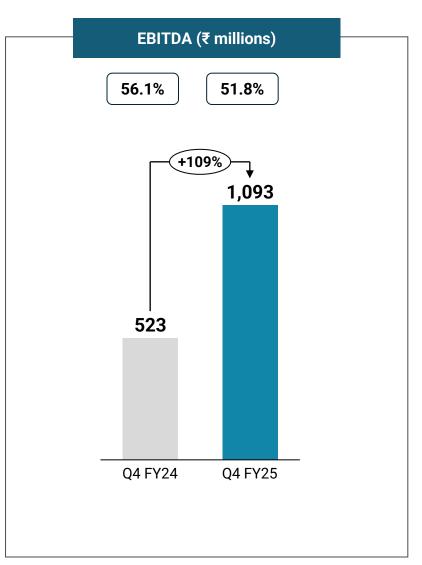
# Q4 & FY25 Update

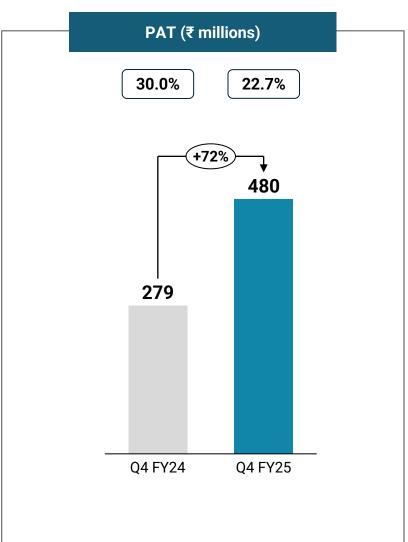


### Consolidated Financial Performance - Quarterly



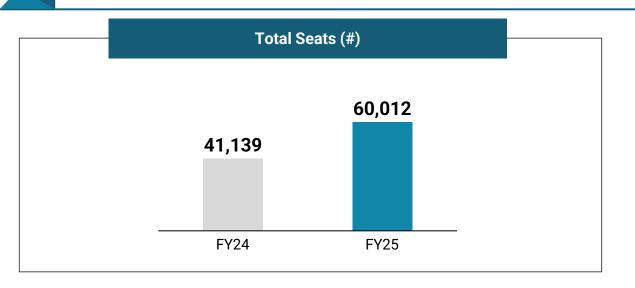


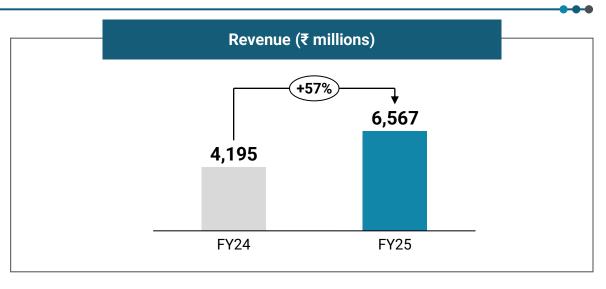


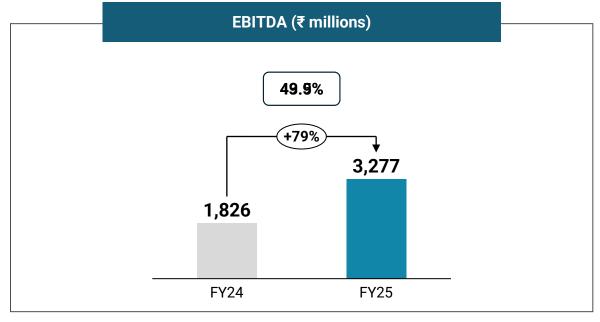


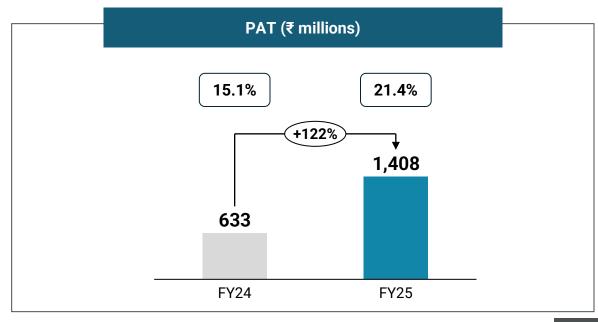
### Consolidated Financial Performance - Annual









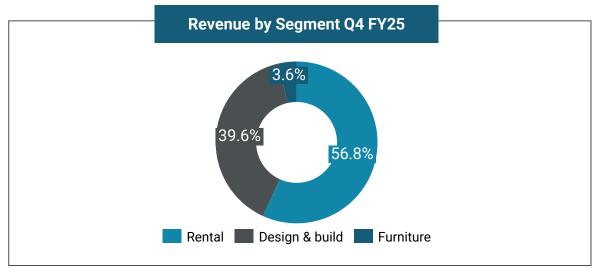


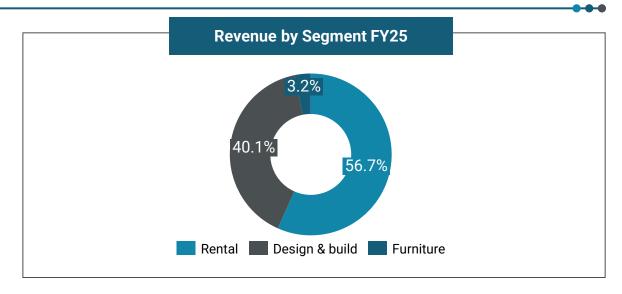
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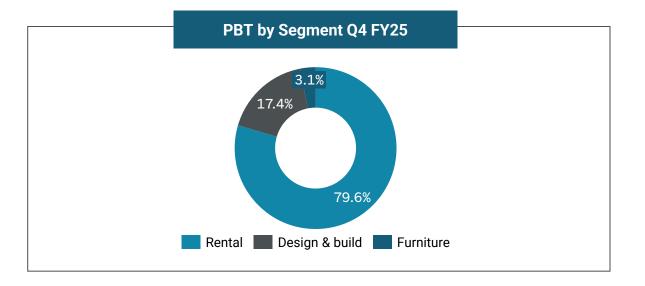


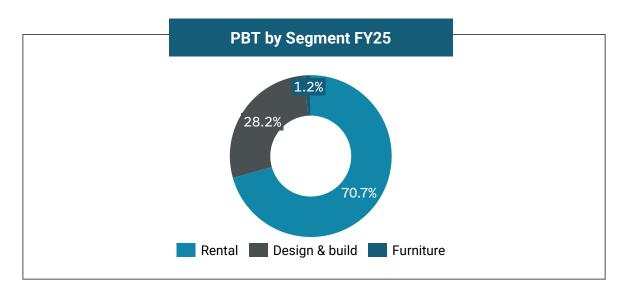
### Revenue and PBT Split by Segment











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## Consolidated Profit and Loss Statement



Particulars (₹ Mn)	Q4 FY25	Q4 FY24	Y-o-Y	FY25	FY24	Y-o-Y
Revenue from Operations	2,110.1	932.0	126.4%	6567.4	4194.6	56.6%
Cost of Services	729.9	221.2	120.4%	2351.2	1038.9	30.0%
Changes in Inventories and Finished goods	-18.0	-27.808		-18.0	827.7	
Employee Expenses	128.1	45.8		312.8	140.3	
Other Expenses	177.1	169.7		644.6	361.7	
EBITDA	1,093.1	523.1	108.9%	3,276.8	1,826.0	79.4%
EBITDA Margin (%)	51.8%	56.1%		49.9%	43.5%	
Other Income	53.8	59.2		175.2	93.2	
Depreciation and amortization expense	296.3	193.8		996.7	756.3	
EBIT	850.59	388.52	118.9%	2,455.28	1,163	111.1%
EBIT Margin (%)	40.3%	41.7%		37.4%	27.7%	
Finance Cost	145.2	68.5		456.8	353.2	
Profit before Tax	705.39	319.99	120.4%	1,998.44	810	146.8%
Profit before Tax(%)	33.4%	34.3%		30.4%	19.3%	
Тах	225.7	40.6		590.7	176.7	
Profit After Tax	479.7	279.4	71.7%	1,407.7	633	122.4%
PAT Margin (%)	22.7%	30.0%		21.4%	15.1%	
EPS (As per Profit after Tax)	4.8	2.8		14.1	6.4	

### **Key Strategic Updates**







#### **LEASING BUSINESS**

#### **Acquisition of Bigbox Ventures**

- In July 2024, announced the acquisition of 51% stake in Bigbox Ventures Private Limited for approximately INR 51mn
- Bigbox is a fast-growing managed workspace company offering workspace as a service to enterprises and start-ups
- Added 3,000 workstations across 9 locations in Pune to the portfolio
- The deal enhances presence in the co-working business and facilitates EFC's ability to offer a wide range of solutions

#### Small & Medium Real Estate Investment Trust (SM REIT)

- Ventured into managing an SM REIT, namely "EMBERSTONE SM REIT" to acquire and manage commercial real estate and lease it out as managed / service office spaces
- Plan to list the REIT while retaining the opportunity to manage the property throughout its lifecycle, generating recurring income and enhancing margins

#### **Expanding through Property Acquisition**

- o In FY25, purchased a 49,556 sq. ft. commercial office space building at a prime location with a capacity over 1,500 seats
- Purchased two floors admeasuring ~26,500 sq. ft of commercial office space at a prime location in Pune with a capacity of 600+ seats



### **Key Strategic Updates**



#### **FURNITURE**

#### **Ventured into Furniture Manufacturing**

Started Ek Design Industries Limited to enter the furniture manufacturing business

#### **Development of New Product Range**

 Developed high-end luxury seating systems—sofas, chairs, tables, and workstations (with or without hydraulic features)—priced competitively for both domestic and international markets

#### **INTERIOR DESIGN**

#### **Merger of Whitehills Interior**

In May 2025, received a 'No Objection' from BSE for the merger of Whitehills Interior Limited with EFC

#### **Significant contract from Indian MNC**

 Awarded an interior turnkey fit out contract worth Rs. 183 crores from a leading Indian MNC

#### **OTHERS**

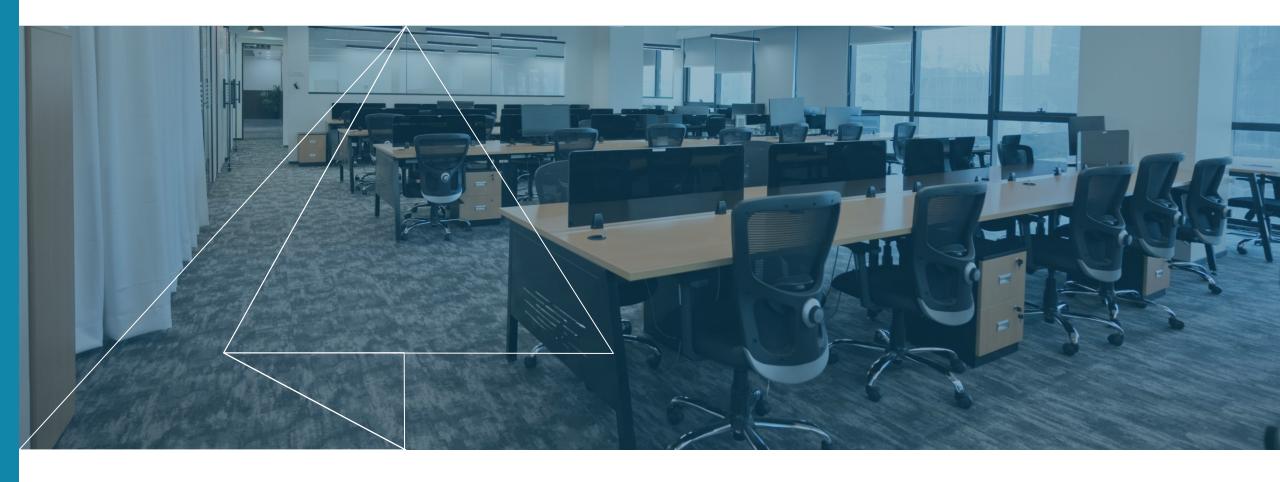
#### **Bonus shares issue**

o In February 2025, the Company allotted 4,97,76,688 equity shares of Rs. 2 each as fully paid-up bonus shares in the 1:1 ratio

#### **Demerger of subsidiaries**

o In December 2024, the Company applied to demerge EFC Ltd.'s properties into separate entities focused on managed, coworking, or leasing services

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## **EFC Group at a Glance**





### Leading Real Estate Enterprise Offering Transformative Office Spaces



Delivers personalized workspace services to suit various client requirements

Designs dynamic workspaces that inspire innovation and foster growth

Provides premium furniture through integration of modern technology with traditional craftsmanship

Strategically located facilities offering top-tier convenience and accessibility

Preferred choice for freelancers, start-ups, SMEs and multinational corporations (MNCs)



Over a **decade** of excellence in offering real estate services



Headquartered in Pune, India with presence in 9 cities



150+ Projects completed across all verticals



**79** Sites under management



600+ Clients

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### **VISION**

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

### **MISSION**

To provide our clients, healthy workspaces and create an ecosystem with the tools and services to help them achieve all their business goals

### **CORE VALUE**

We are aligned to be ethical, honest & trustworthy, flexible & transparent

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**UMESH SAHAY FOUNDER** 



**NIKHIL BHUTA DIRECTOR** 



**UDYA VORA CHIEF FINANCIAL OFFICER** 



**AMAN GUPTA COMPANY SECRETARY** 



**ABHISHEK NARBARIA** FOUNDER



**RAJESH VAISHNAV** 

#### **INDEPENDENT DIRECTORS**



**SRINIVAS RAO** 



**GAYATHRI IYER** 



### **Diverse Business Segments**



Unique Business Model: Our value proposition is based on three diverse, yet integrated businesses by developing an integrated ecosystem in the real estate service

#### **Managed Offices**



- Tailored Managed workspace solutions
- Fully serviced, visually appealing, and tech-enabled office environments

#### **Design & Build**



- Blueprint to Excellent Commercial Interior Design for Modern Workspaces
- Services include General Contracting, Project Management, Design & Build & MEP Services

#### **Furniture**



- State-of-the-art manufacturing facility in Pune spans an impressive 1.25 lakh square feet
- Specializing in modular office furniture, luxury hospitality furnishings, and high-end residential pieces

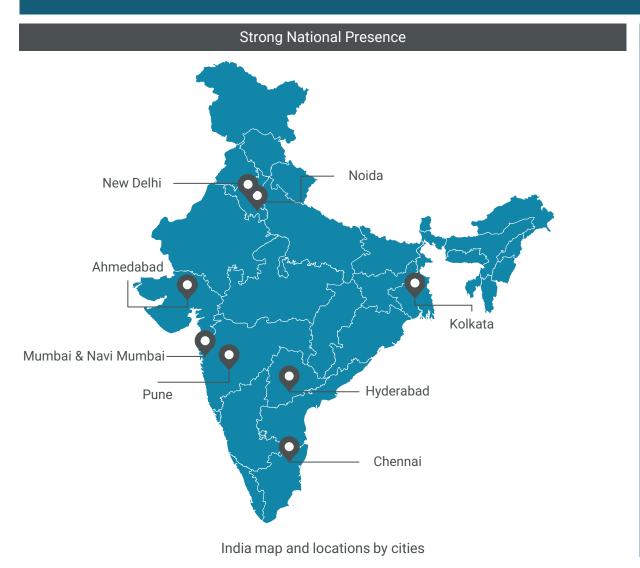
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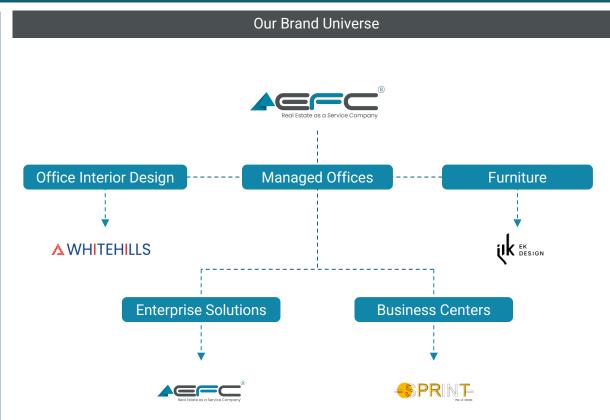


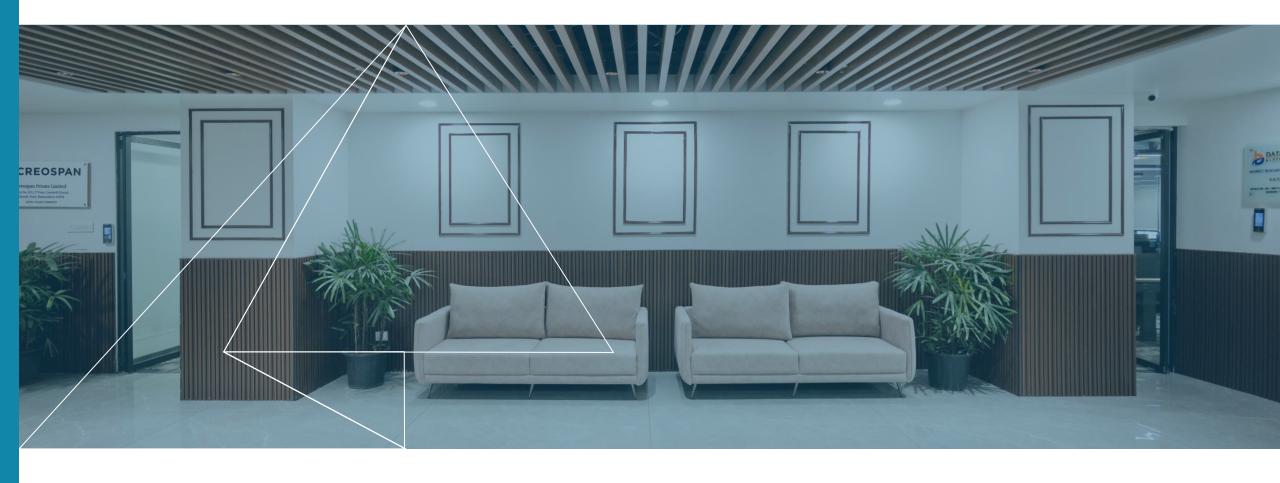
### Strong Geographic Coverage



### Expanding footprint through strategic partnerships and collaborations.







## **Leasing Vertical**





### Leasing Solutions Deliver Desirable Services for all Business Needs









**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



#### **Transparent Billing**

Unified billing system with absolute clarity no hidden charges



#### **Ideal for All Business Sizes**

Perfect for firms for all size



#### **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



#### **Prime Location**

Tactically placed for maximum convenience and accessibility

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### Key Leasing Vertical Highlights







### New Clients Onboarded During the Quarter

















































### **Eclectic Mix of Clientele**



















































































### **Eclectic Mix of Clientele**









































































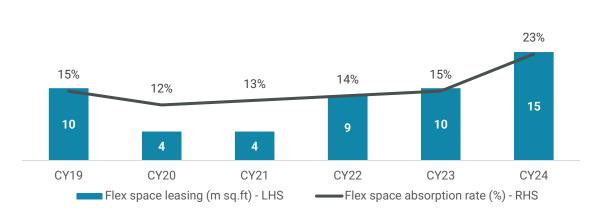




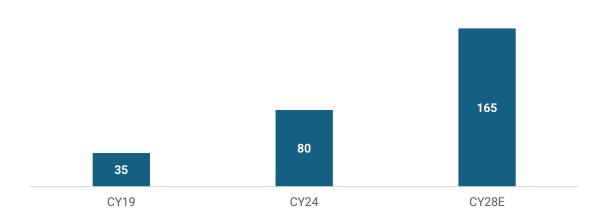
## Flex Leasing Market Is Well Organized With A Robust TAM







#### Flex workspace stock (Tier 1 & 2) in m sq.ft



Source: Propeguity, CBRE, JLL, Avendus Spark



The flexible (flex) office market is well organized with the top five players accounting for 40% of the flex office spaces in FY24



India had 450+ flex office operators and 2,000+ unique center locations in India (as of December 2024)



- In the top six cities, Bengaluru had:
  - 32% of the total flex workspace supply
  - highest supply of commercial and flex workspaces



Total addressable market for flex office spaces in India is estimated to reach 240mn sq.ft, reaching INR 600bn in value by FY27

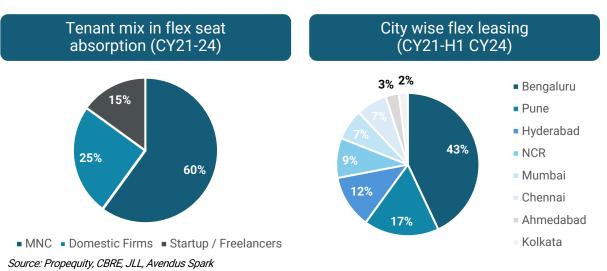
Source: ICRA

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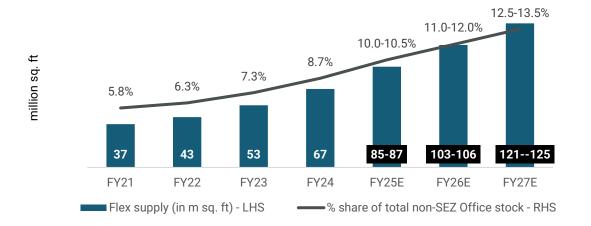


### Flex Leasing Concentrated in Select Cities and Segments





#### Supply of flex office spaces in India's top six cities



Source: ICRA



MNC clients contributed to 60% of all flex space absorption in about three years



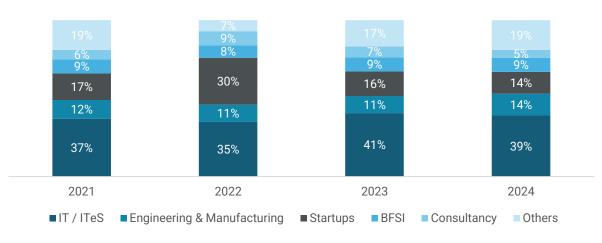
Bangalore, Pune, and Hyderabad together accounted for 70% of all flex space leasing over the past three years



Amongst segments, IT/ ITeS and Engineering & Manufacturing accounted for more than 50% of flex office space leasing in the past three years

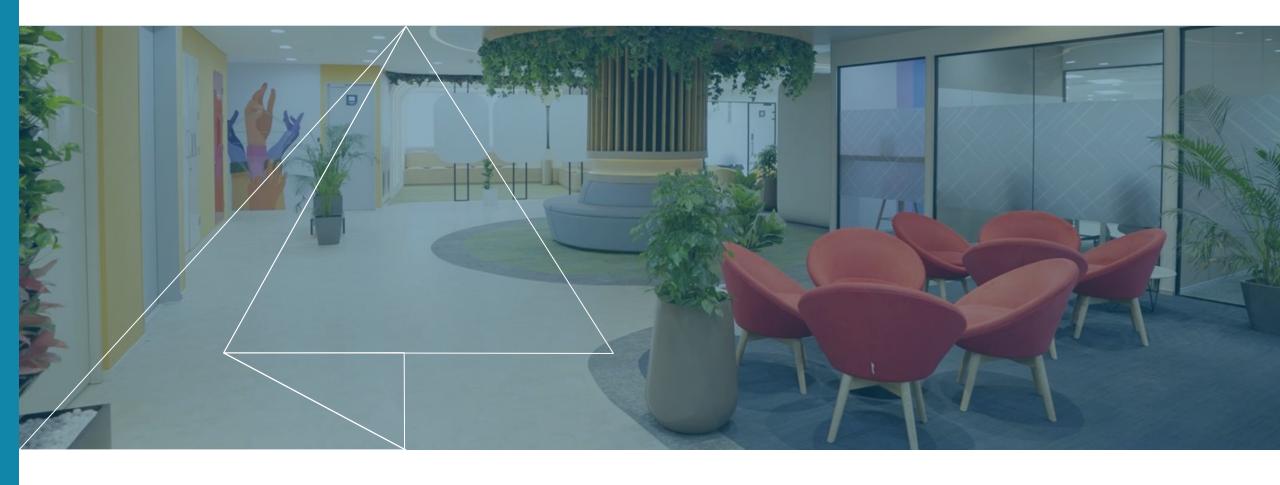
Source: Propequity, CBRE, JLL, Avendus Spark

#### Leasing of flex office space by segment (2021-24)



Source: ICRA

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## **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 Lakhs+ sq.ft

Total area



Real Estate, Education, IT/ITES

Sectors



**INR 200+ crores** 

**Order Book** 

Offer interior design and fit-out services to create functional and aesthetically pleasing work environments

Our design process unfolds in four key phases: initial consultation with a designer, site visit, rigorous research and development ,framework refinement and finalization of a design



25+

**Interior Designers** 



25+

**Reputed Clients** 



8+

Locations



3.5M

Sq. feet Designed



### Bringing Life to Spaces Through Detailing and Innovation





### **AGILE DELIVERY** Tackle each design element with efficiency and timeliness, aligning with our clients' schedules Engagement-focused approach and innovative concept-architecture

#### **PRECISION**

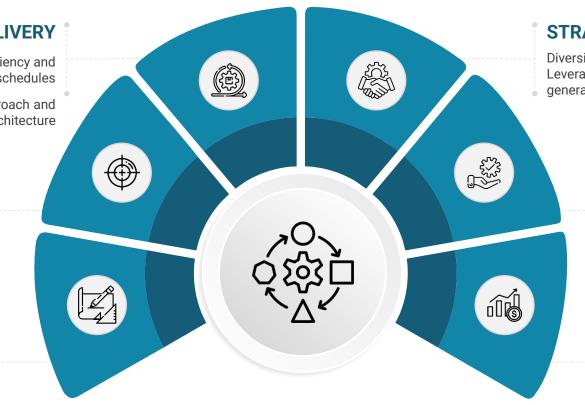
Our design process comprises four phases: discussions with a designer, site visit, desk research, and initial framework.

Followed by a second round of discussions, framework refinement, and finalization

#### **DESIGN**

Crafting distinct, bespoke interiors for diverse clients. From boutique offices to healthcare facilities and universities

> Ensures an exclusive and tailored experience



#### STRATEGIC DEVELOPMENT

Diversity across 15+ industry sectors Leveraging our design experience and expertise to generate lasting, impactful results

#### **EFFICIENT**

Grasp office design metrics, spanning frictionless enterprises to niche markets, parallel tasking to bricks-and-clicks

Transform visions into blueprints and reality

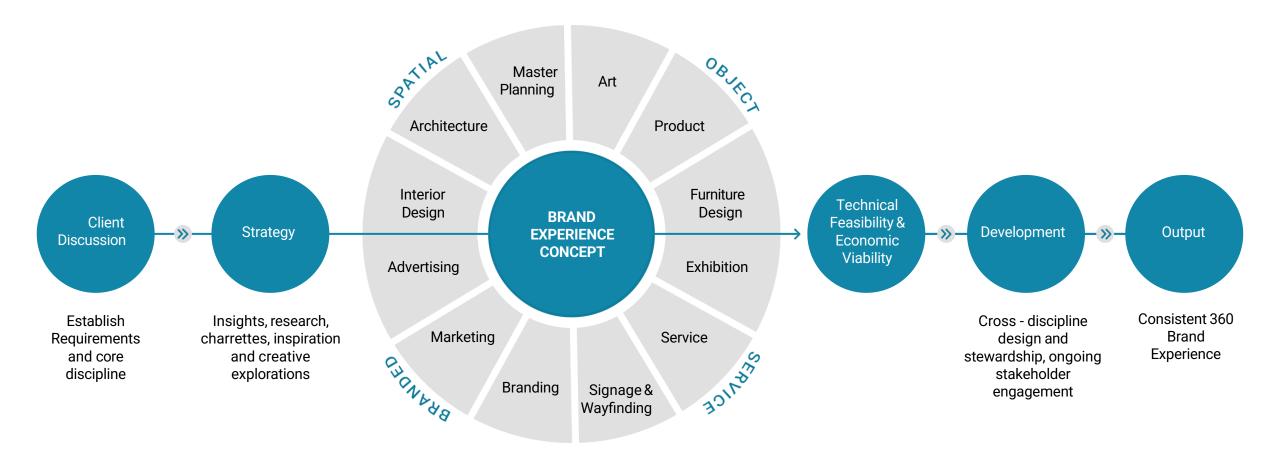
#### **ECONOMICAL**

Swiftly address issues at all levels, innovating, integrating, and providing end-to-end interior solutions that are economically efficient

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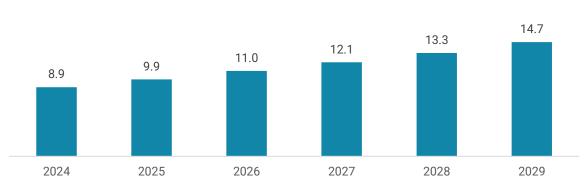


### Presence in a High Growth Potential Market

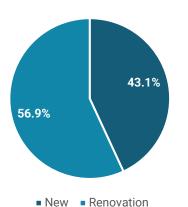




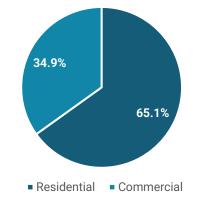
## Commercial interior design market in India (\$ bn)



India's interior design market by decoration type (2023)



India's interior design market by end user (2023)



Source: Mordor Intelligence



The interior design players, independent designers and small studios leads to a fragmented interior design market in India



During 2023 to 2029, the commercial interior design market is expected to reach \$ 14.7bn at a CAGR of 10.8%



The increasing trend of urbanization and disposable incomes has led to a proliferation of retail and entertainment spaces, shopping malls and mixed-use developments. Moreover, sustainability and environmentally friendly materials are gaining traction



The emergence of co-working and flex workspaces equipped with modern amenities and aesthetic furniture are also cited as reasons for the pick-up in demand for interior design market

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## **Furniture Vertical**





## Furniture - Building with Purpose And Delivering with Precision





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

#### **Our Advantages**



#### **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

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### Furniture - Build with purpose and deliver with precision







#### **Upcoming Product Innovations**



Modular workstations for dynamic workspaces



Premium sofas blending comfort and luxury



High-end office and gaming chairs

**Growth-Focused Product Strategy** 

Ongoing expansion into premium and niche segments to meet evolving market demands and set new industry benchmarks

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### Fragmented Market with Strong Growth Opportunities









The office furniture market in India is fragmented with the presence of many local and global players. Consequently, the focus for players is on mergers and acquisitions and partnership to expand their line of businesses



Seating segment includes ergonomic chairs, stools, swivel chairs, stacking chairs, and benches; represent the dominant product category in India's office furniture market

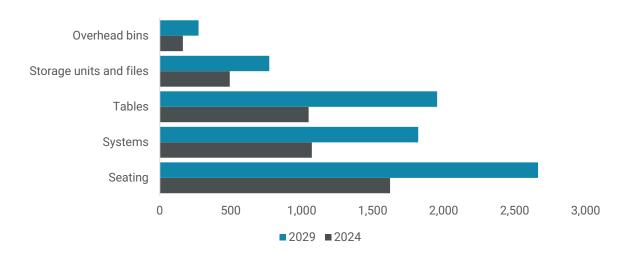


The demand for office seating furniture is driven by the need for ergonomics, comfort, body balance and support, and overall product quality



The office furniture market in India was valued at  $\sim$ \$ 4.4bn in 2024 and projected to grow to \$ 7.5bn by 2029, implying a CAGR of 11.2%

#### Office furniture market size by product (\$ mn)



Source: Technavio



# Why EFC?



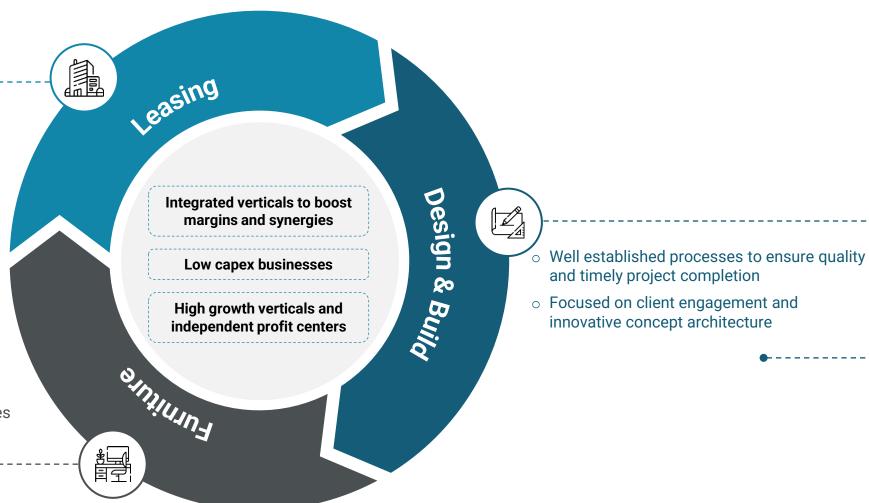




#### Creating a Real estate-as-a-Service ecosystem with multiple inter-related businesses

- Agile space planning with no constraints of traditional leasing
- Low seasonality with predictable weakness during inauspicious periods

- Access to raw materials to support uninterrupted operations
- State-of-the-art manufacturing facility provides operational control



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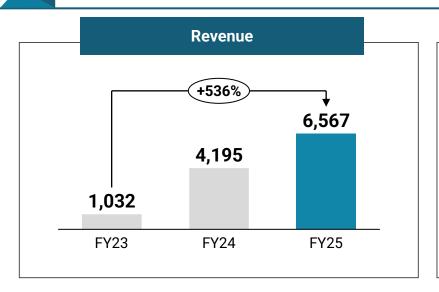


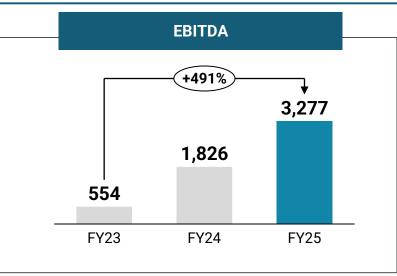
## **Historical Financials**

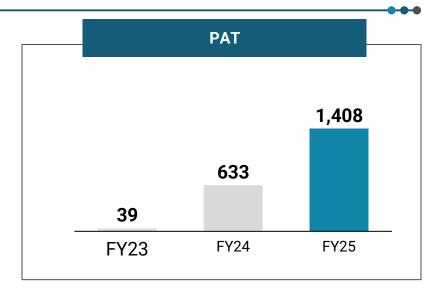


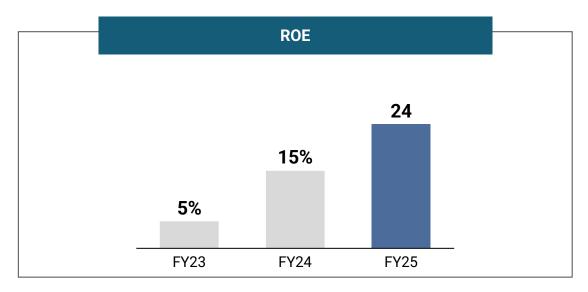
## Financial Snapshot

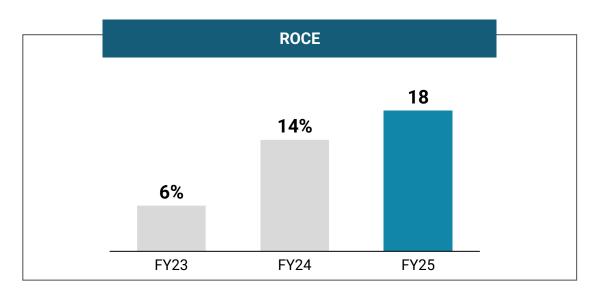












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## Consolidated Profit and Loss Statement



Particulars (₹ Mn)	FY25	FY24	FY23
Revenue from Operations	6567.4	4194.6	1032.1
Cost of Services	2351.2	1038.9	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%
Тах	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	2407.25	823.94	399.9
Right-of-use assets	4075.70	2386.79	2508.3
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	4590.24	1049.43	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	12234.94	5215	3835.0
Current assets			
Inventories	26.03	351.88	0.0
Financial assets	0.0	0.0	0.0
Trade receivables	983.15	1242.81	145.8
Cash and cash equivalents	171.11	129.33	28.1
Bank balances other than Cash and Cash equivalents	1241.09	1723.19	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	1632.92	1061.29	660.3
Sub-total - Current Assets	4756.75	4588.37	924.6
Assets Classified as held for Sale			
TOTAL - ASSETS	169916.87	9803.37	4759.6

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	5230.96	4168.22	657.0
Sub-total - Shareholders' funds	5810.52	4313.26	747.8
LIABILITIES			
Non-current liabilities			
Financial liabilities			
Borrowings	2108.94	1117.27	537.8
Lease Liabilities	4856.92	2313.51	2145.2
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	7914.69	3905.60	2979.7
Current liabilities			
Financial liabilities			
Borrowings	199.27	36.03	46.3
Lease Liabilities	1615.68	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	3266.48	1584.50	1032.1
TOTAL - EQUITY AND LIABILITIES	16991.69	9803.37	4759.6

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## Consolidated Cash Flow Statement



Particulars (₹ Mn)	FY25	FY24	FY23
Cash Flow from Operating Activities			
Profit before Tax	199.84	809.73	71.9
Adjustment for Non-Operating Items	-154.2	638.0	79.3
Operating Profit before Working Capital Changes	1844.2	1447.8	151.1
Changes in Working Capital	-287.1	-1196.3	-615.9
Cash Generated from Operations	1557.03	251.4	-464.8
Less: Direct Taxes paid	-220.25	-146.0	-44.5
Net Cash from Operating Activities	1336.7	105.4	-509.2
Cash Flow from Investing Activities	-1051.2	-2556.47	-354.6
Cash Flow from Financing Activities	-243.7	2552.0	885.6
Net increase/ (decrease) in Cash & Cash equivalent	41.76	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	171.0	129.3	28.3



## **ESG Approach**





## ESG Highlights - Focused on creating robust, functional, and environmentally responsible workspaces



EFC is committed to building functional, sustainable workspaces by integrating Environmental, Social, and Governance (ESG) principles into our core strategy.

We strive to balance financial growth with a strong focus on environmental stewardship and social responsibility.



#### **ESG Integration**

EFC has embedded ESG principles into its operations through robust policies and procedures that promote transparency and adaptability. These efforts focus on identifying opportunities, managing risks, and measuring impacts to protect stakeholder interests



#### **Value Creation**

The company emphasizes value creation through a strong ESG framework whereby foundation is laid down for carrying out value accretive activities leading to reduction in carbon footprints, establish socially compliant working environment for the entire ecosystem and give confidence to stakeholder ensuring highest standards of compliances



#### **Sustainability Projects**

Undertaking projects which are economically, environmentally sustainable and compliant with applicable regulatory standards and regulations in the fields of;

- Co-working / Managed Office Spaces (green building certification, waste management & recycling measures, accessing renewable energy sources, etc)
- Design & Build Contracts (labour management & compliances, design concepts, health & safety standards, etc) and
- Furniture Manufacturing (sources of raw material wood & metal, operating environment, etc)

EFC's strategy would make its existing and upcoming projects sustainable from ESG and economical stand point



#### **Operational Eco-Efficiency**

- A laser-sharp focus on operational eco-efficiency benefits customers directly while fostering responsible communities.
  - The three-tiered sustainability philosophy (quality, safety, and environment) is cascaded across the supply chain

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Ensuring 100 % compliance to all applicable Legal regulations for (State and Central both).







**Training on ESG and Sustainability** – 3 Training sessions conducted since Jan 2025 till date on Introduction / Awareness on ESG and its applicability for the company; covering 50 odd resources across Verticals

Safeguarding the interests of temporary laborers (third party onboarding) involved at our various Co-working spaces, construction sites & manufacturing units







IMS Certification - ISO 9001:2015; ISO 14001:2015 and ISO 45001:2018 .Standardization of processes and procedures for different verticals with Internationally set standards

Sustenance of employees by guaranteeing their good health and wellbeing under various schemes and initiatives covering 100% employees







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Launching of ESG Reporting Software - Digital platform for easy data consolidation, align with global standards and auto-generate disclosure reports in real time – Establishment of Management Information system

A total of 24 policies and procedures were framed, reviewed, & set for implementation during this reporting year, covering key ESG domain such as ethics, environment, safety & compliance

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**Water Stewardship** 

Installation of Water saving aerators



#### **Solid waste Management**

Segregation of Solid waste and Wet waste composting and dry waste for recycling Segregation of Sanitary-pad waste and turning them into recycled products



#### Renewable energy

Exploring renewable Options like direct purchase from grid (through DISCOMs)

Open access (buying directly from renewable generators), captive or group captive models



### **Green Building Certifications-**

For new acquisitions for construction sites, we recommend green building practices (like dual plumbing; STP, Vermicomposting) which can be incorporated during construction phase itself

By aligning our ESG approach with core values and business philosophy, we reaffirm our commitment to sustainable growth and responsible value creation for all stakeholders. We remain dedicated to continuous improvement, transparent disclosure, and proactive engagement as we navigate the ESG challenges and opportunities ahead

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#### **COMPANY:**



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Meeting Request

