

# Omaxe Ltd.

## Turning Dreams Into Reality

Q 1 FY11 Investors' Update

29<sup>th</sup> July, 2010



Integrated Township

Group Housing

Commercial - Shopping Malls / Office Space

Hotels

## Business Overview

- Presence across key verticals consisting integrated townships, residential, commercial and hotels;
- Delivered total area of 15.18 mn sq. ft.;
- Presently having 53 projects comprising of 21 Integrated Townships, 21 Group Housings, 9 Commercials & 2 Hotel Projects;
- Land bank of more than 4500 acres comprising of 164 mn sq. ft. of saleable area spread across 30 cities of 9 States;
- Diversified land bank with 75% land bank in non NCR region;
- As on 30<sup>th</sup> June 2010, Contractual Business order book stands Rs. 850 Crores Approx.

## Update

- Vertical wise area under development, booked area & advances received

	<b>Total Area under development (mn Sq. ft.)</b>	<b>Booked/sold Area ( mn Sq. ft.)</b>	<b>Advances Received (Rs. in Crores)</b>
Township	88.06	35.84	1,807
Residential	22.52	15.20	2,364
Commercial	3.37	1.27	536
<b>Total</b>	<b>113.94</b>	<b>52.31</b>	<b>4,708</b>

- Higher Cash inflows and increasing fresh sales trend in last 3 months.
- Net Area Sold during the quarter 2.54 million sq. ft. with tied-up Sales of Rs.354 Crores.
- Net Advances received during the quarter Rs. 305 Crores.



## New Projects Launched during the 1<sup>st</sup> Quarter FY11

S. No.	Name of the Project	Location	Segment	No. of Units sold	Area Sold (mn Sq. ft.)	Value of Sold (Rs. Crores)
1	Commercial SCO at PDA Omaxe City, Patiala	Patiala	SCO	60	0.05	38
2	LIG Housing At PDA Omaxe City, Patiala	Patiala	Flats	960	0.34	30
3	My Homes , Omaxe City, Bhiwadi-II	Bhiwadi	Floors	215	0.19	26
4	Duplex Villas, Omaxe City, Bhiwadi-II	Bhiwadi	Villas	27	0.04	5
5	Omaxe Residency, Sultanpur Road	Lucknow	Flats	716	0.82	140
6	LIG Homes at Omaxe Waterfront Hitech City, Allahabad	Allahabad	Flats	637	0.28	23
7	India Trade tower at Chandigarh Extn., Mullanpur	Mullanpur	Retail Space	14	0.02	7
8	Rohtak Commercial	Rohtak	Commercial	49	0.07	11
9	Naffhil Homes at Omaxe Waterfront Hi-tech City, Allahabad	Allahabad	Flats	142	0.15	22
	<b>Total</b>			<b>2,820</b>	<b>1.95</b>	<b>302</b>

## Major Projects under fast track

S. No.	Name of Project	Location	State	Saleable Area (mn Sq. ft.)	Estimated Sales Value (Rs. In Crores)	Booked Value (Rs. In Crores)
<b>Residential</b>						
1	Omaxe Grand woods	Sec. 93-,Noida	Uttar Pradesh	3.03	1,338.44	1,059.34
2	Omaxe Heights	Faridabad	Haryana	2.41	466.35	442.15
3	Omaxe Riviera	Pant Nagar	Uttrakhand	2.45	352.56	289.24
4	Omaxe Heights	Lucknow	Uttar Pradesh	1.26	207.97	192.18
5	Omaxe North Avenue-I	Bahadurgarh	Haryana	0.85	176.61	172.99
<b>Townships</b>						
6	Omaxe City	Jaipur	Rajasthan	10.20	678.62	416.45
7	Omaxe City	Sonepat	Haryana	9.21	891.99	578.47
8	Omaxe City	Palwal	Haryana	2.84	289.80	174.32
9	Omaxe City, Mayakheri	Indore	Madhya Pradesh	2.75	176.95	134.14

## Financial Highlights



## Consolidated Financial Performance

	Rs. In Crores			
	Q 1 FY11	Q1 FY10	FY10	FY09
<b>Financials</b>				
Net Sales	252.93	118.91	1001.22	798.79
EBIDTA	51.98	46.35	210.09	164.20
PBT	29.34	19.68	103.43	50.74
Tax	7.62	4.02	-9.12	4.01
PAT	21.72	15.66	112.56	46.73
EPS	1.25	0.90	6.48	2.69
<b>Key Ratios</b>				
EBIDTA Margin	20.55%	38.98%	19.64%	18.55%
PAT Margin	8.59%	13.17%	11.24%	5.85%
Debt / Equity Ratio	1.10	1.33	1.15	1.34

## Update on Balance Sheet as on 30.06.2010

	Rs. In Crores
Net Worth	1603.50
Debt (incl. deferred land payment)	1757.83
Cash & Bank Balance	164.56
Net Debt	1593.27
Net Current Assets	3262.95
Work In Progress	7010.15
Sundry Debtors	63.84
Cumulative Net Customer Advances	4488.33

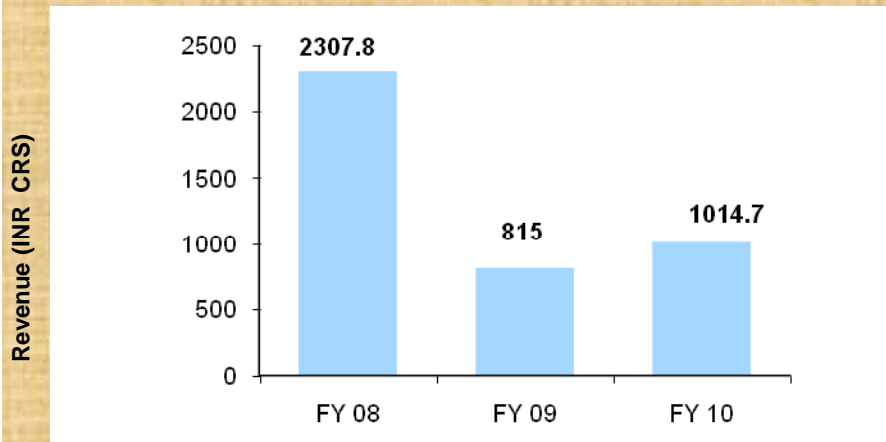


## Debt Profile as on 30.06.2010

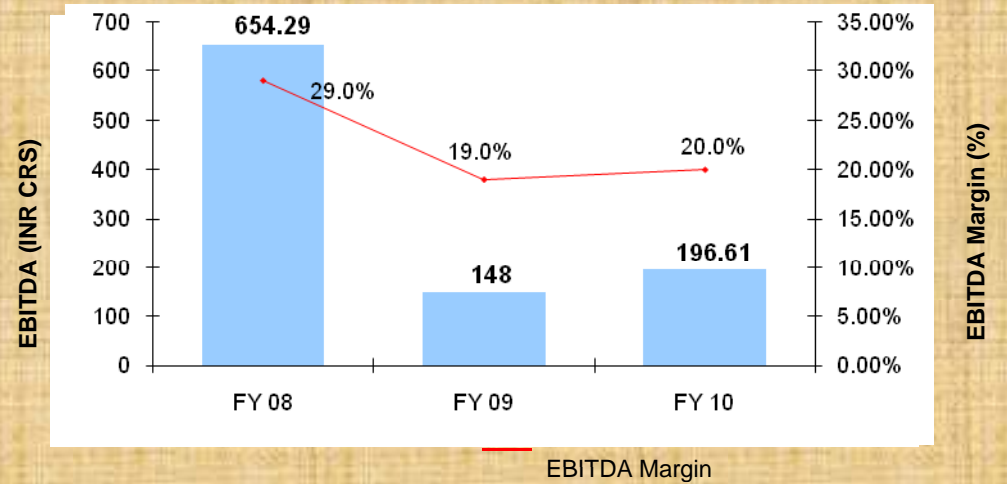
<b>Break Up</b>	<b>Rs. In Crores</b>
Term Loan	1,200.66
NCDs	205.00
Cash Credit Limit	130.20
Deferred Payments Credits	151.66
Vehicle Loan	0.78
Interest accrued and due	69.53
<b>Total</b>	<b>1,757.83</b>
Less :Cash & Bank Balance	164.56
<b>Net Debt</b>	<b>1593.27</b>
Balance Debt repayable (up to 31.03.2011)	437.00
Average cost of capital (%)	13.50%

# Financial Results (Consolidated Financials)

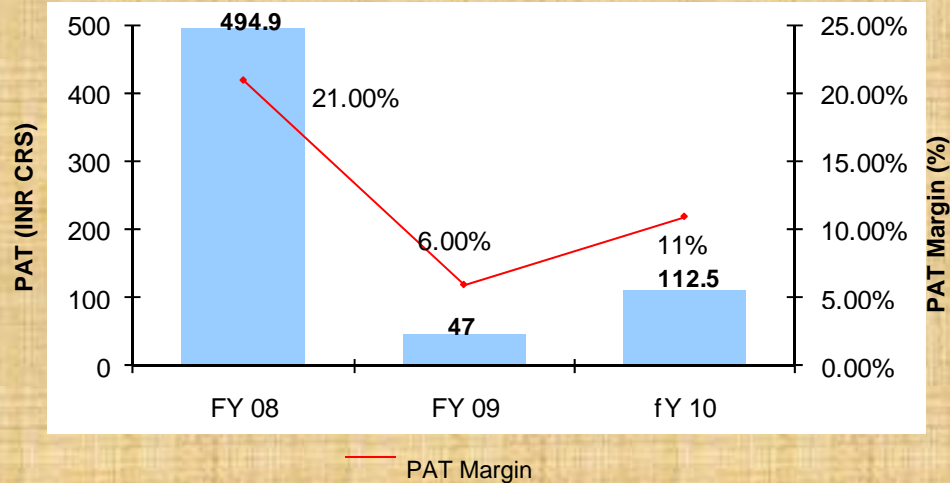
## Total Revenue



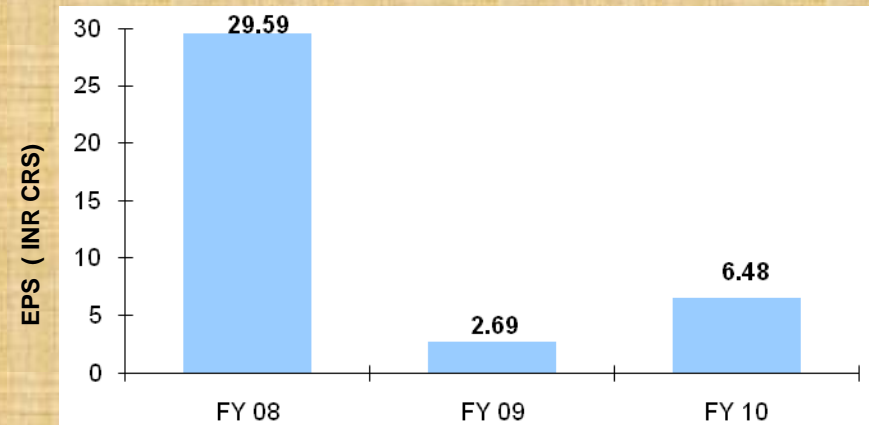
## Profit before depreciation, finance cost and taxation (EBITDA) and Total EBITDA Margin



## PAT and PAT Margin



## Earnings Per Share



## Growth Drivers

- Adopting joint development model with land owners thereby reducing fund requirement for development;
- Improve operating cash flow by strong focus on completion of existing projects, and new launches in affordable housing segment on pan India basis;
- Cost of construction commitment for the next 12 months would be at Rs. 800 Crores, which is proposed to be funded through internal accruals from old and fresh bookings.



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Thank You