

the-bridge

JANUARY - MARCH, 2012 VOL 1 ISSUE 4

 **OMAXE**
Turning dreams into reality



Consistency

In any endeavour.... staying consistent every single day is what unlocks the treasures of the spirit.



3 /	Standing Tall
4-5/	Overview
6-9/	Business Operation
10/	Operational Comparison
11/	New Launches
12-13/	Operational Glimpse
14-15/	Financial Highlights
16-17/	Major Contributor to Revenue
18/	Shareholding Pattern
19/	Share Price Movement
20/	Industry Outlook & Risk Mitigation Strategies
21-22/	New Horizons
23-24/	Succeeded
25/	Omaxe Infra
26/	Media Presence
27/	Be in Touch

Company Overview

Presence in 40 cities across 12 states

Delivered approx. 74.60 mn sq. ft. of area including 31.80 mn sq. ft. in the infrastructure development and 42.80 mn sq. ft. in the real estate vertical

106 mn sq.ft. of potential developable area

More than 4500 acres of land bank across India

Currently working on 42 real estate projects:

- 17 Integrated Townships including 2 Hi-Tech Townships,
- 16 Group Housing projects,
- 7 Shopping Malls & Commercial Complexes, and
- 2 Hotel projects.

10 ongoing projects in infrastructure segment comprising of EPC Contracts, Roads & Bridges construction having book value of Rs. 1018 crore.

More than 2160 employees



HI-TECH TOWNSHIPS



INTEGRATED TOWNSHIPS



GROUP HOUSING



COMMERCIAL-
SHOPPING MALLS /
OFFICE SPACE



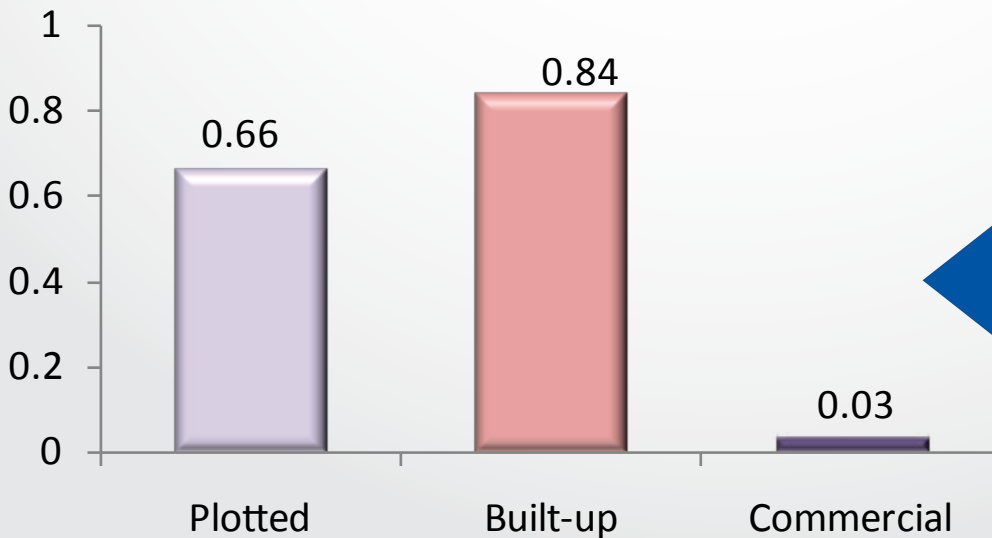
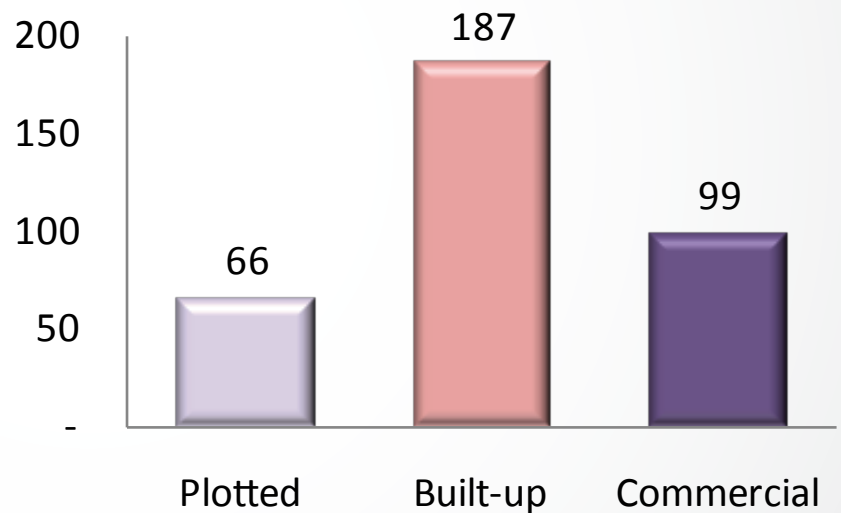
HOTELS

New bookings during Q4 FY12 - 1.53 mn sq. ft.

	Area Booked	Value Of Bookings
Plotted Development	0.66 mn sq. ft.	Rs 66 Cr
Built-up (Villas, GH, Floors)	0.84 mn sq. ft.	Rs 187 Cr
Commercial (Plotted, Built-up)	0.03 mn sq. ft.	Rs 99 Cr

Tied up sales for Q4 FY12

Value Of Booking (Rs in Cr)

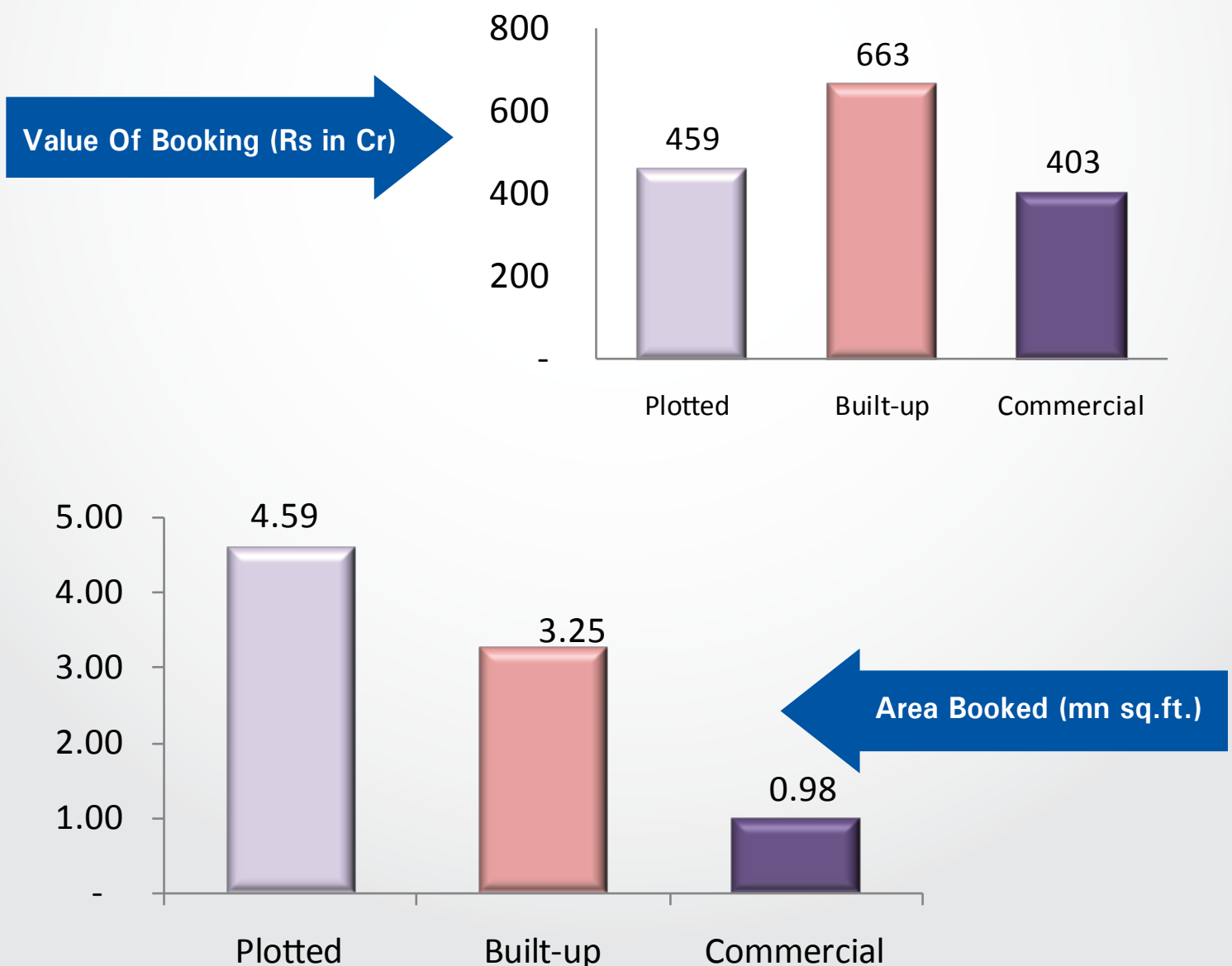


Area Booked (mn sq.ft.)

New bookings during FY12 – 8.82 mn sq. ft.
Total area booked till 31st March, 2011 at 47.68 mn sq. ft.:

	Area Booked	Value Of Bookings
Plotted Development	4.59 mn sq. ft.	Rs 459 Cr
Built-up (Villas, GH, Floors)	3.25 mn sq. ft.	Rs 663 Cr
Commercial (Plotted, Built-up)	0.98 mn sq. ft.	Rs 403 Cr

Tied up sales for Q4 FY12

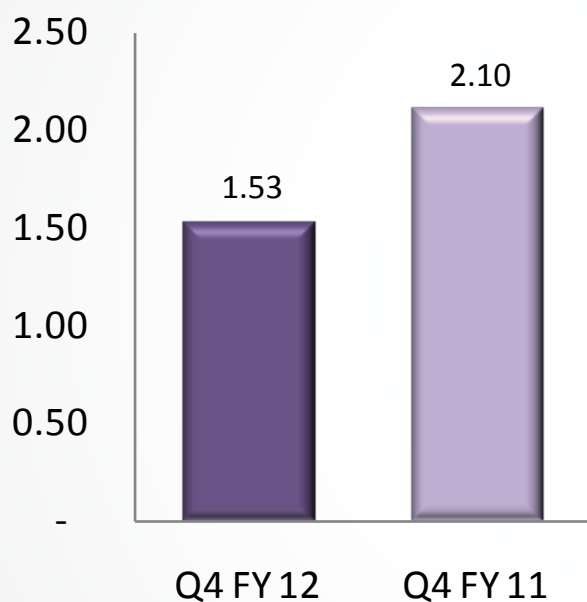


Business Operation (Q4 FY 12 vs Q4 FY 11)

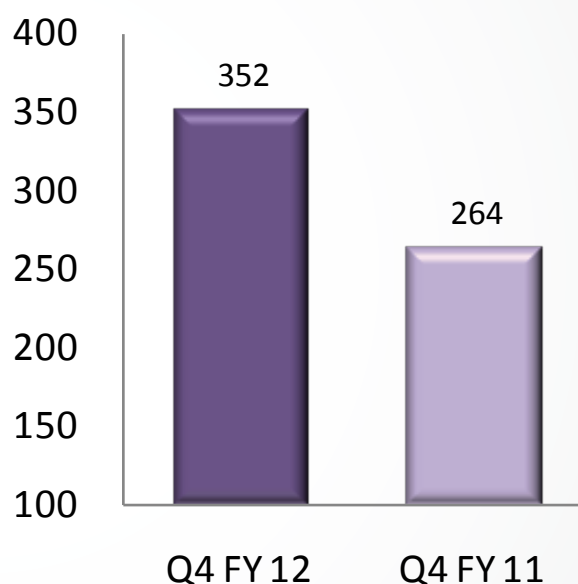
	UOM	Q4 FY 12	Q4 FY 11
Area Booked	mn sq.ft.	1.53	2.10
Value Of Bookings	INR Cr	352	264
Realizations	INR/sq.ft.	2,295	1,255

Details of New Bookings During Q4 FY 12 & Q4 FY 11

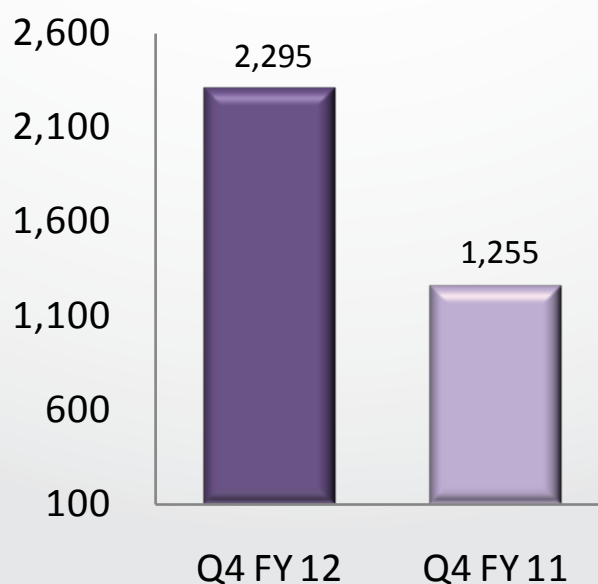
Area Booked (mn sq.ft.)



Value Of Booking (Rs in Cr)



Realizations (Rs in INR/Sqft)

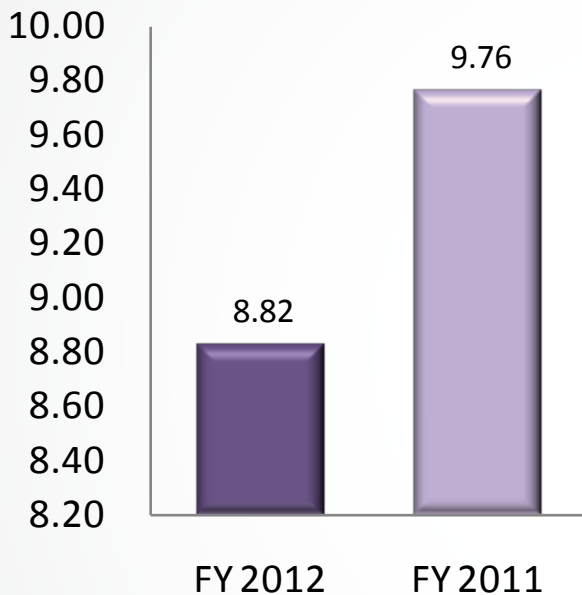


Business Operation (FY 12 vs FY 11)

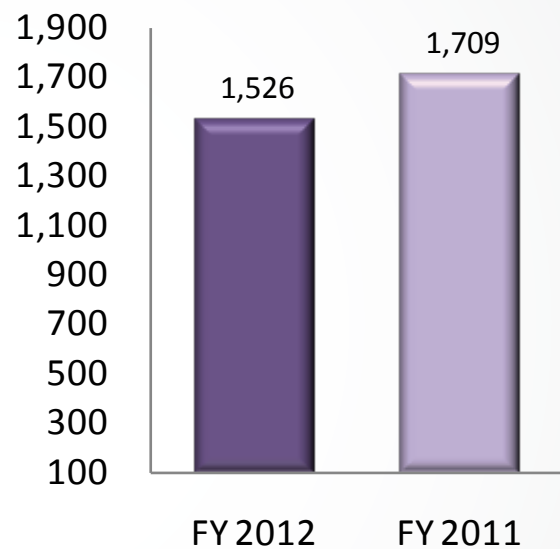
	UOM	FY 2012	FY 2011
Area Booked	mn sq.ft.	8.82	9.76
Value Of Bookings	INR Cr	1,526	1,709
Realizations	INR/sq.ft.	1,729	1,751

New Bookings During FY 12 & FY 11

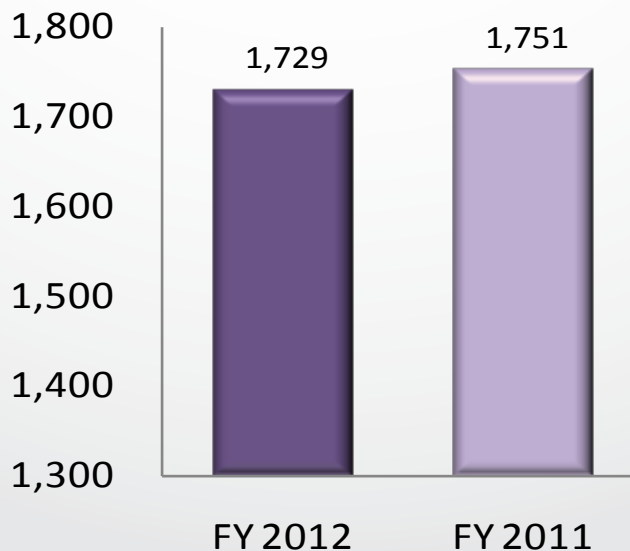
Area Booked (mn sq.ft.)



Value Of Booking (Rs in Cr)



Realizations (Rs in INR/Sqft)

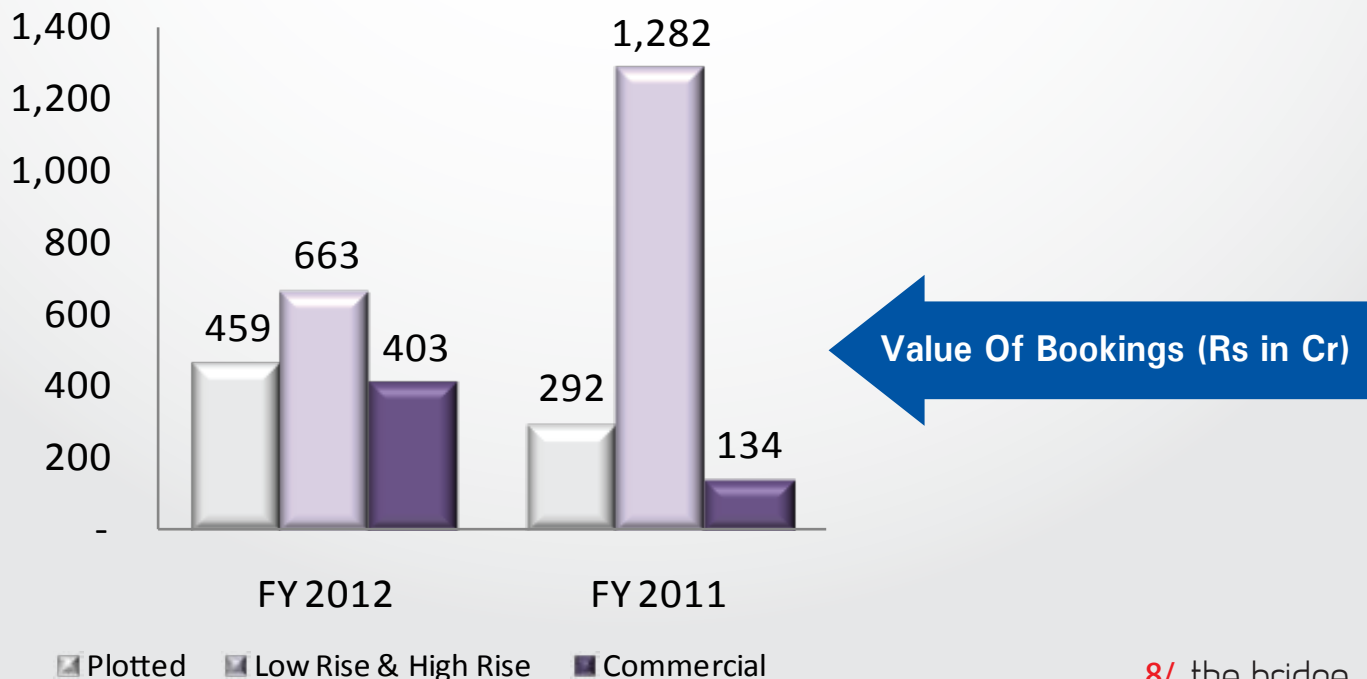
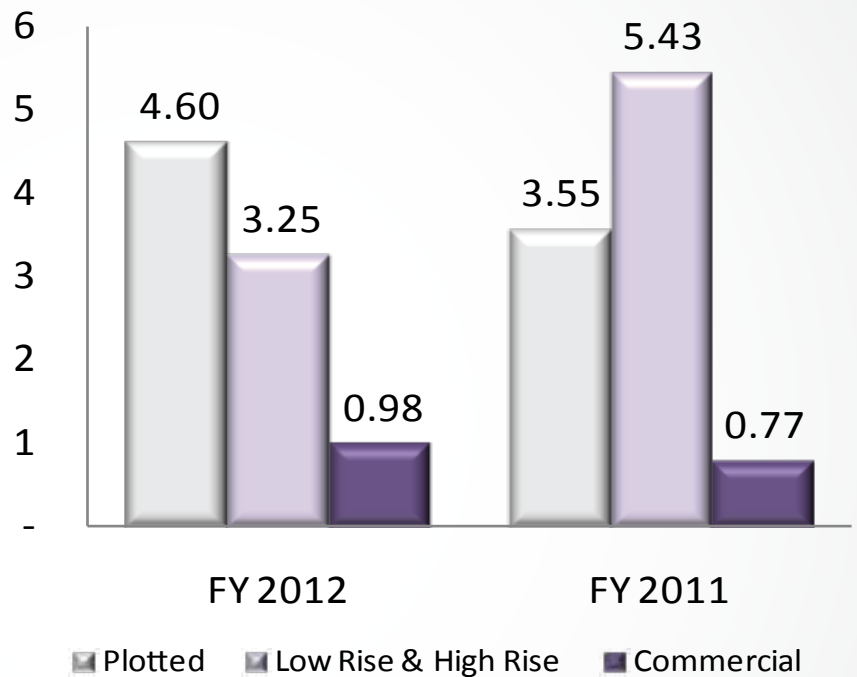


Business Operation (FY12 & FY11) - Overview

Segment Wise	Area Booked (mn sq.ft.)		Value of Booking (Rs In Cr)		Average Booking Rate (INR/sq.ft..)	
	FY 2012	FY 2011	FY 2012	FY 2011	FY 2012	FY 2011
Plotted	4.60	3.55	459	292	998	821
Low Rise & High Rise	3.25	5.43	663	1,282	2,044	2,361
Commercial	0.98	0.77	403	134	4,105	1,738
Total	8.82	9.76	1,526	1,709	1,729	1,751

New Bookings During FY 12 & FY 11

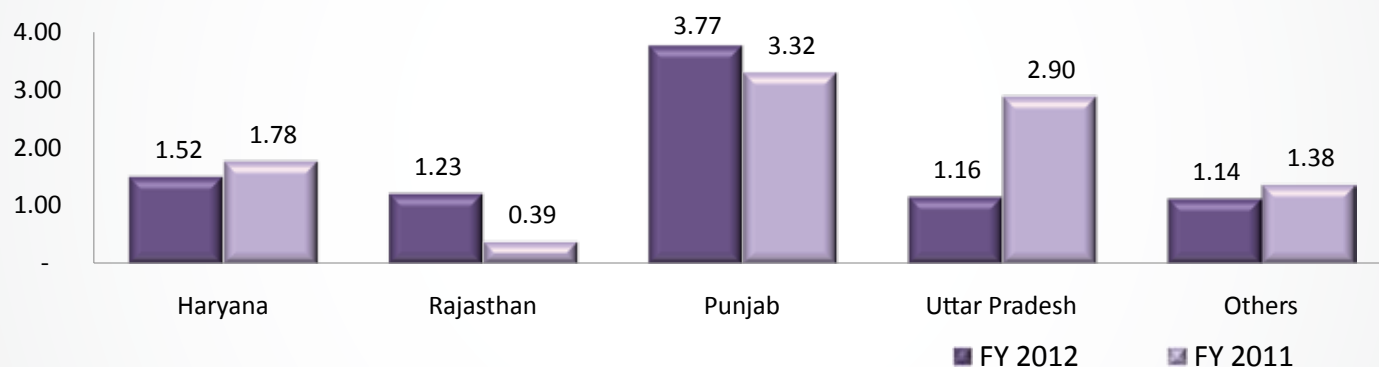
Area Booked (mn sq.ft.)



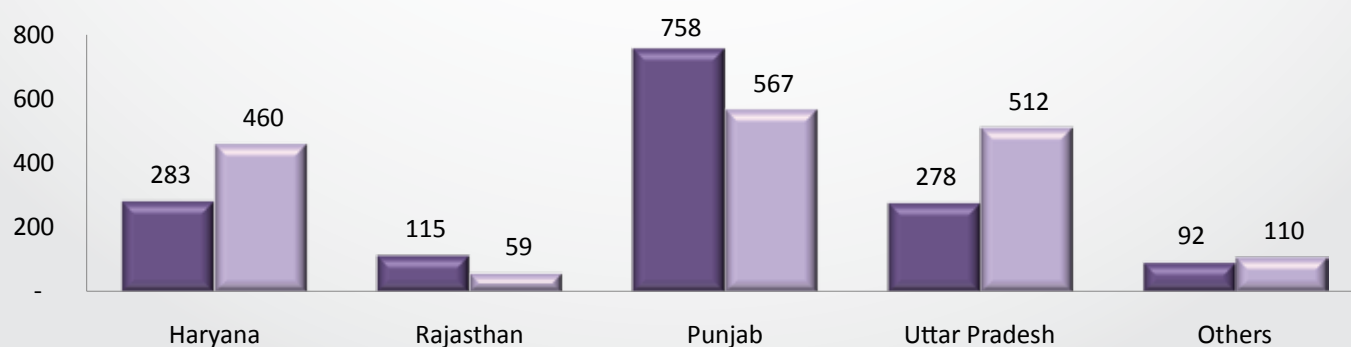
Business Operation - Overview

States	Area Booked (mn sq.ft.)		Value Of Bookings (Rs In Cr)		Average Booking Rate (INR/sq.ft.)	
	FY 2012	FY 2011	FY 2012	FY 2011	FY 2012	FY 2011
Haryana	1.52	1.78	283	460	1,861	2,588
Rajasthan	1.23	0.39	115	59	939	1,510
Punjab	3.77	3.32	758	567	2,008	1,711
Uttar Pradesh	1.16	2.90	278	512	2,384	1,767
Others	1.14	1.38	92	110	811	800
Total	8.82	9.76	1,526	1,709	1,729	1,751

Area Booked Comparison (mn sq.ft.)

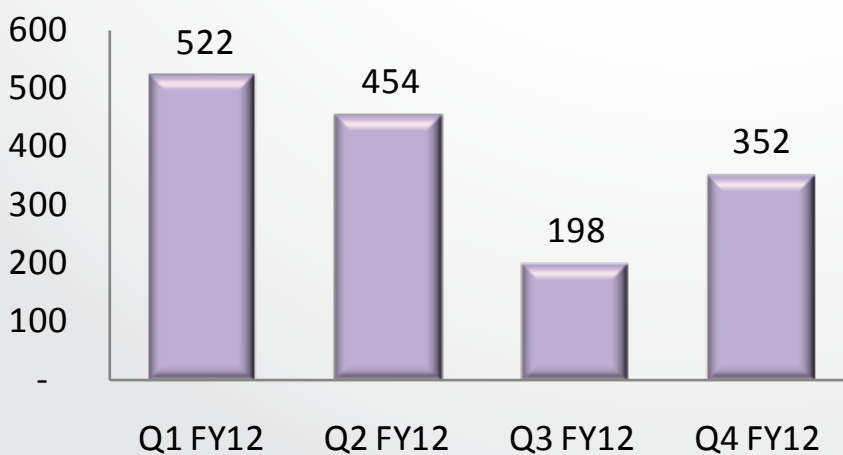
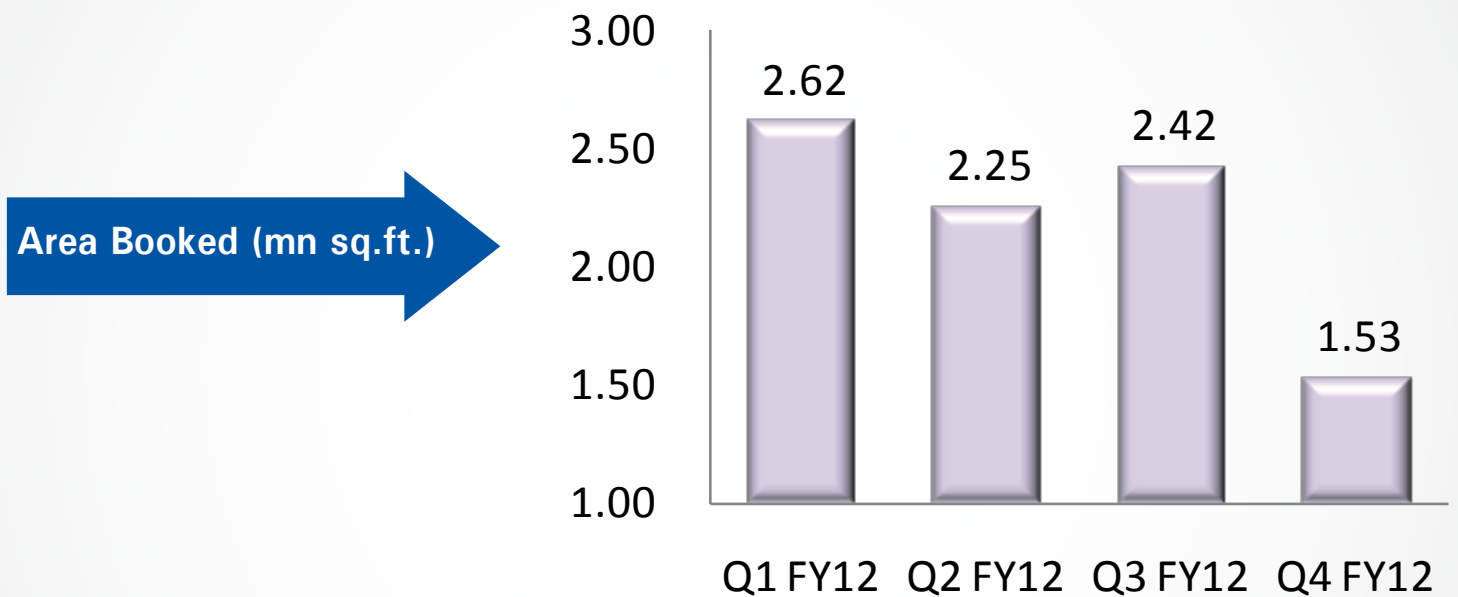


Value Of Bookings Comparison (Rs in Cr)



Quarter-wise Operational Comparison

	Area Booked (mn sq.ft.)	Value Of Bookings (Rs in Cr)	Average Realization (INR/sq.ft.)
Q1 FY12	2.62	522	1,996
Q2 FY12	2.25	454	2,013
Q3 FY12	2.42	198	818
Q4 FY12	1.53	352	2,295
Total	8.82	1,526	1,729



New Launches during Q4 FY 12

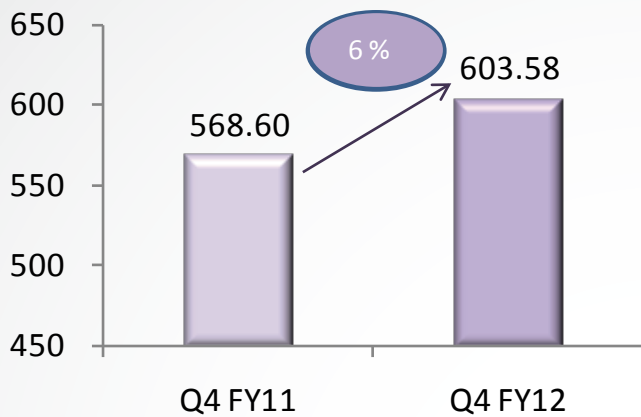
New Launches:	Location	Type	Total Area (mn sq.ft.)	Area Booked (mn sq.ft.)	Value Of Bookings (Rs in Cr)	Avg Rate (INR/sq.ft.. (Rs)
City Mart Palwal Comm. Booth	Palwal	Commercial	0.01	0.01	7	6,416
Retail Shops Bhiwadi-II	Bhiwadi	Commercial	0.03	0.01	3	5,920
Studio Apartments Bhiwadi-II	Bhiwadi	Floor	0.05	0.04	9	2,317
Omaxe Royal Street Bahadurgarh	Bahadurgarh	Floor	0.19	0.19	52	2,802
Patiala Mall Extn.	Patiala	Commercial	0.10	0.07	50	7,595
Omaxe Mayakhedi (Annex) Plot	Indore	Plot	0.29	0.14	14	947
Omaxe Mayakhedi (Annex) Villa	Indore	Villa	0.12	0.03	9	2,805
Total			0.78	0.48	143	2,980

New Launches during FY 2011-12

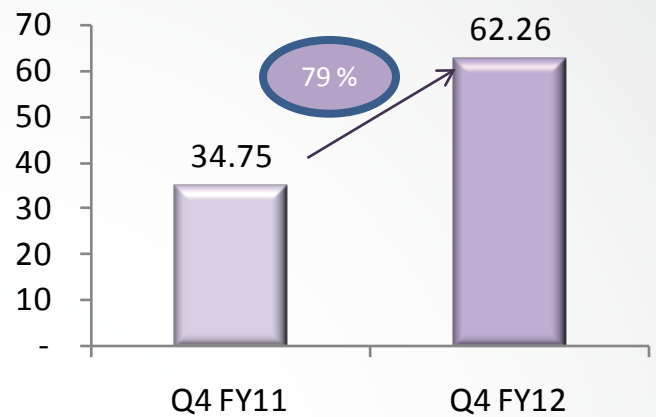
Projects	Location	Type	Area Booked (mn sq.ft.)	Value Of Bookings (Rs in Cr)	Avg Rate (INR/sq.ft.. (Rs)
Omaxe City Chandigarh	Chandigarh	Plots & Floors	1.75	413	2,351
Omaxe City Rohtak	Rohtak	EWS Plot	0.04	0.23	55
Omaxe Eternity Vrindavan	Vrindavan	LIG and EWS	0.25	26	1,053
Omaxe Riviera, Rudrapur	Rudrapur	High Rise	0.07	12	1,679
Omaxe Royal Street Bahadurgarh	Bahadurgarh	Floor	0.19	52	2,802
Omaxe City Patiala & Patiala Mall	Patiala	SCO Plots & Commercial	0.11	123	10,900
Omaxe City Jaipur	Jaipur	Floor & Plots	0.31	35	1,149
Royal Residency Ludhiana	Ludhiana	Floor & High Rise	0.29	68	2,348
Omaxe City, Lucknow	Lucknow	Plot Commercial /Studio	0.89	115	1,291
Omaxe City Palwal	Palwal	Commercial & EWS	0.15	15	1,021
Omaxe City II, Bhiwadi	Bhiwadi	Commercial & Floors	0.04	12	2,736
Omaxe City Mayakhedi, Indore	Indore	Plot & Villa	0.18	22	1,282
Grand Total			4.26	893	2,093

Operational Glimpse (Q4 FY 2012 vs Q4 FY 2011)

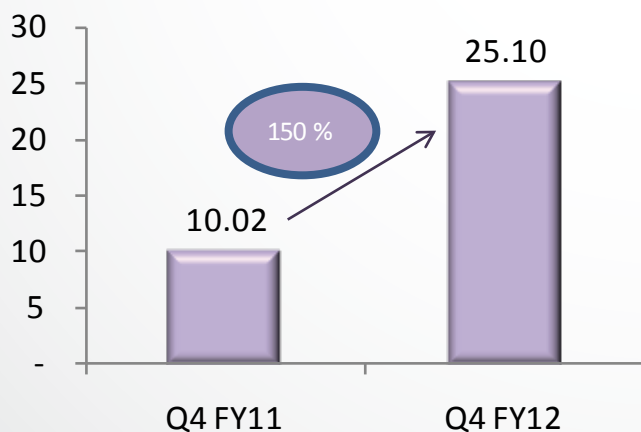
Income from operations (Rs in Cr)



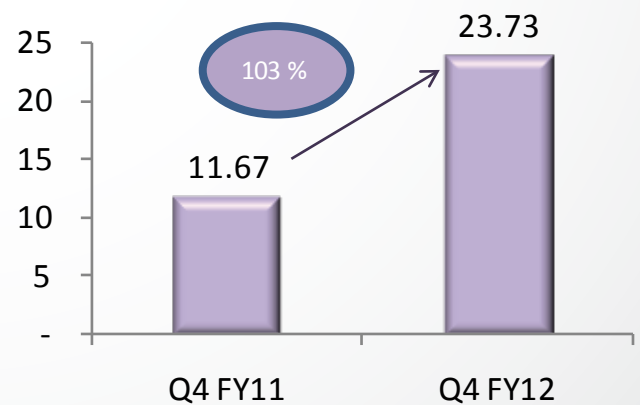
EBITDA (Rs in Cr)



PBT (Rs in Cr)

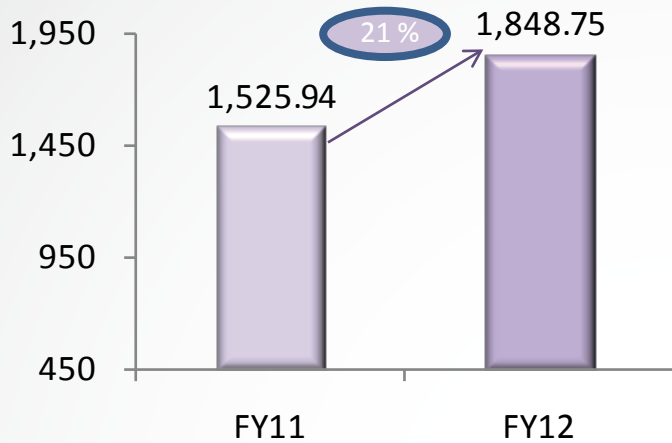


PAT (Rs in Cr)

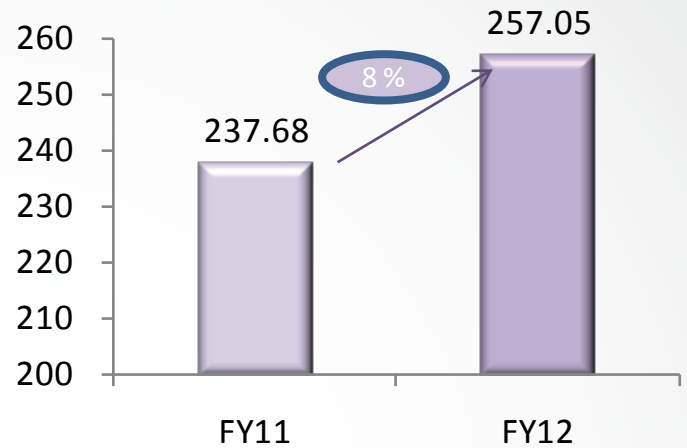


Operational Glimpse (FY 2012 vs FY 2011)

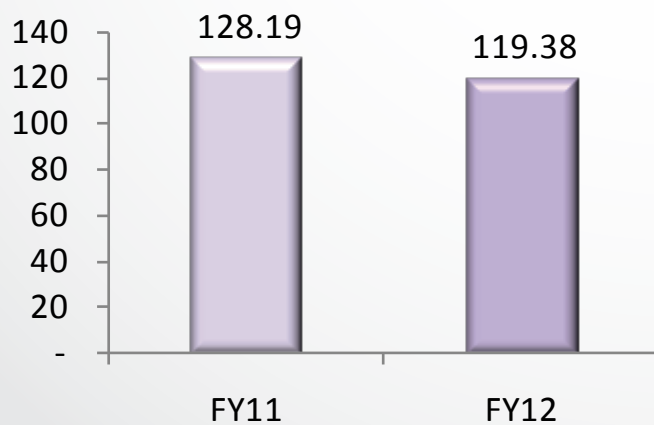
Income from operations (Rs in Cr)



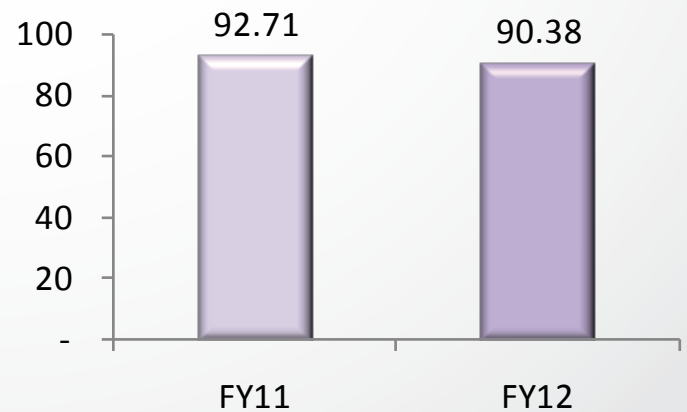
EBITDA (Rs in Cr)



PBT (Rs in cr)



PAT (Rs in Cr)



Financial Highlights

(Rs in Cr)

Particular	Q4 FY12	Q4 FY11	FY 12	FY 11
Operational Income	603.58	568.60	1,848.75	1,521.60
EBIDTA	62.26	34.76	257.05	237.68
PBT	25.10	10.02	119.38	128.19
PAT	23.73	11.67	90.38	92.71
EPS	1.37	0.67	5.21	5.34
EBIDTA Margin	10.31%	6.11%	13.90%	15.62%
PAT Margin	3.94%	2.05%	4.89%	6.09%
Debt / Equity Ratio	0.76	0.93	0.76	0.93

(Rs in Cr)

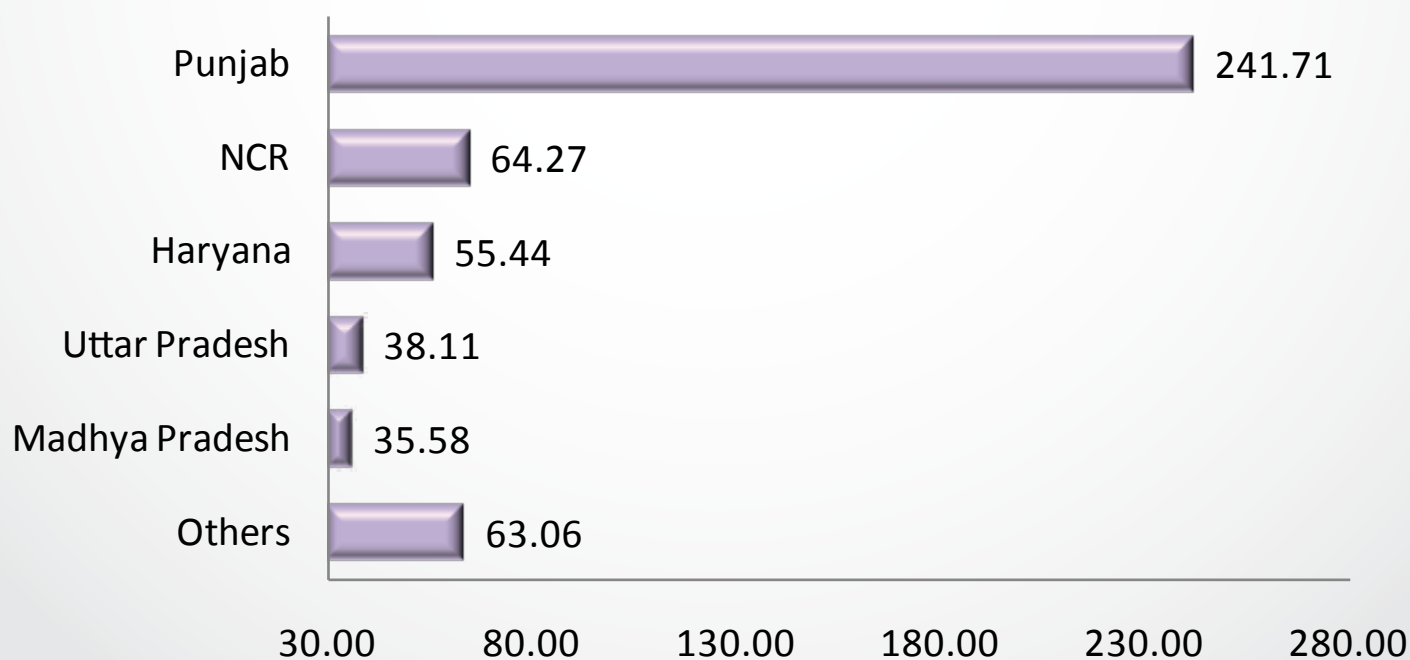
Consolidated Debt Position As on 31st Mar, 2012	
Opening Balance (As on 01 Jan 2012)	1,491.90
Less : Repaid During Q4 FY 2012	195.47
Add : New Project Loan Aailed	43.13
Gross Debt Position As on 31st Mar, 2012	1,339.55
Debt Repayment Schedule	
Schedule Debt Repayment in Next Three Months	155.22
Schedule Debt Repayment for FY 2012-2013	530.39

Cash flow Position (Rs in Cr)		
Particulars	Q4 FY12	FY 11-12
Cash Flow from Operations (A)	588	2,057
New Borrowings from Banks/FIs (B)	43	423
Less:		
Construction, Land & Overheads	308	1,206
Selling & Administration Expenses	100	362
Interest Payments	56	196
Debt Repayments	183	652
Total Outflows (C)	646	2,416
Balance (A+B-C)	(16)	64

Major Contributor to Revenue in Q4 FY 2012

	Q4 FY 2012 (Rs in Cr)
Punjab	241.71
NCR	64.27
Haryana	55.44
Uttar Pradesh	38.11
Madhya Pradesh	35.58
Others	63.06

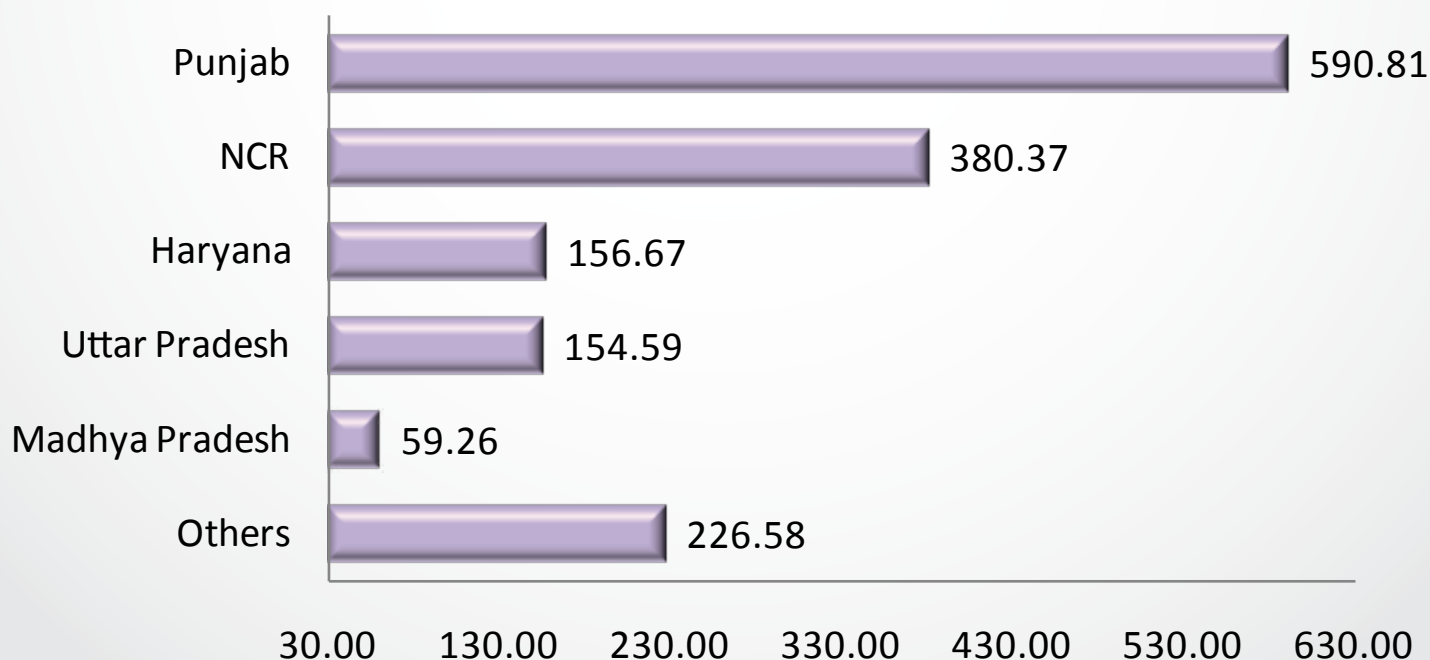
(Graphical Representation)



Major Contributor to Revenue in FY 2011-2012

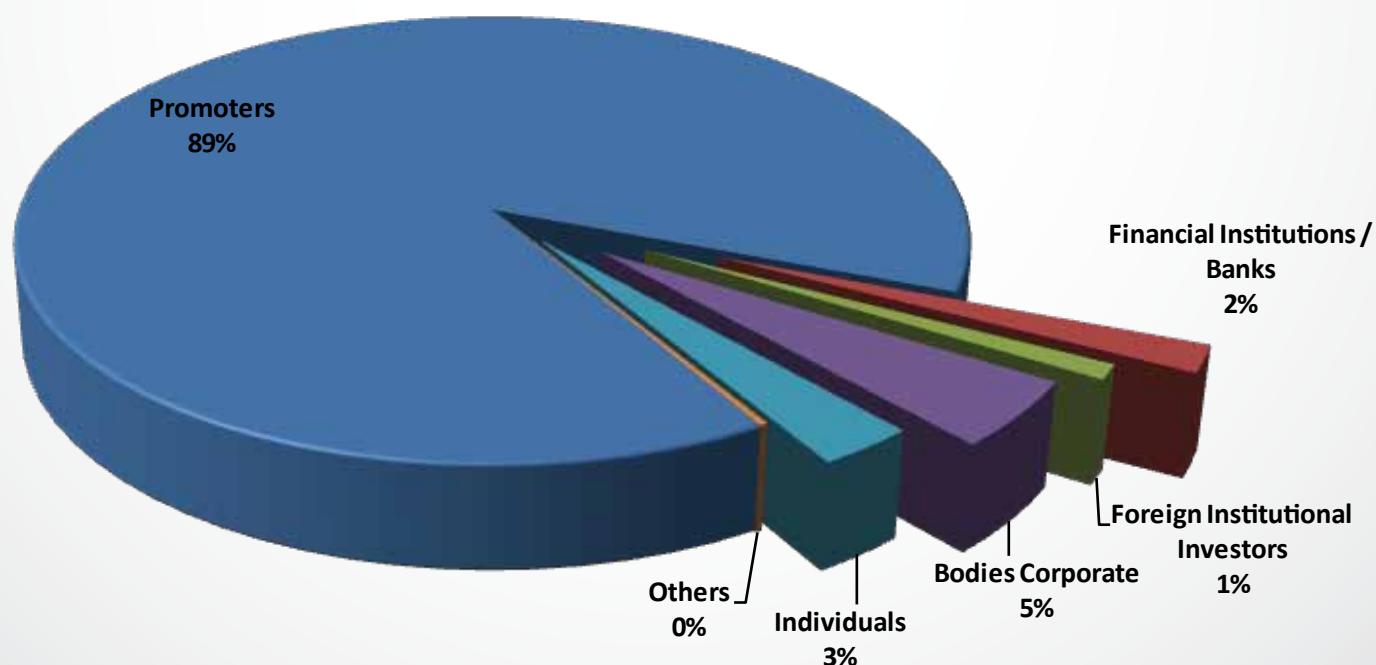
	FY 2011-2012 (Rs in Cr)
Punjab	590.81
NCR	380.37
Haryana	156.67
Uttar Pradesh	154.59
Madhya Pradesh	59.26
Others	226.58

(Graphical Representation)

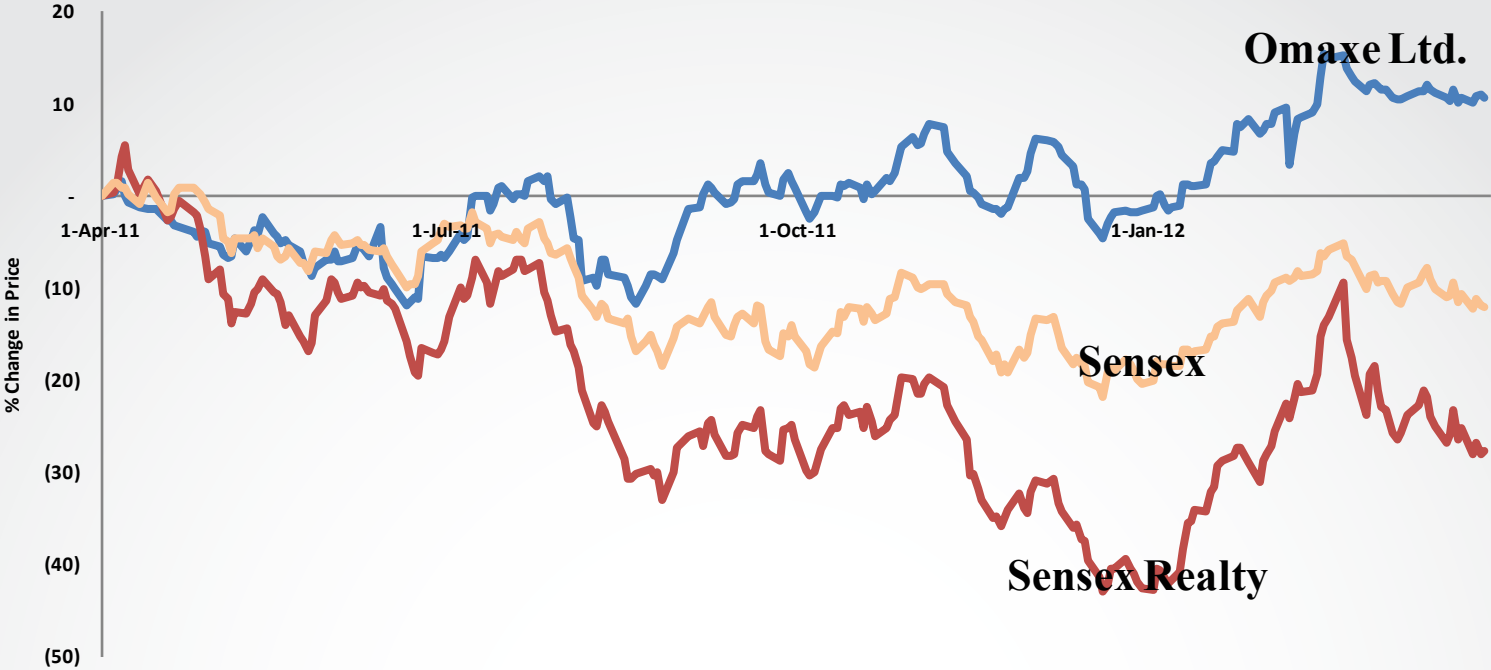


Shareholding Pattern

Category	No. of Shares	Percentage Shareholding
Promoters	1,54,725,636	89.14
Financial Institutions / Banks	3,26,85,34	1.88
Foreign Institutional Investors	1,81,37,57	1.04
Bodies Corporate	8,18,40,59	4.72
Individuals	5,16,54,49	2.98
Others	4,09,565	0.24
TOTAL	1,73,567,000	100.00



Share Price Movement (FY 2011-12)



- Demand for housing in Tier I cities remain static but demand for affordable housing in Tier II cities are showing uptrend;
- Global financial uncertainties and Delay in interest rate going down will negatively impact the sector.
- Rise in capital value of plots and flats will be marginal.
- Competition in smaller cities getting tough – developers with comparatively low cost land bank and proven track record at advantage;
- Borrowing cost for the developers will remain high till there is a decrease in rates by RBI – putting further pressure on margins;
- Cost of construction material is showing an increasing trend resulting in decline in operating margins.

Risk Mitigation Strategies

- Well diversified and geographically spread land bank – a natural safeguard from regional risk – presence in 12 States across 40 cities including infrastructure business;
- More focus on sales of plots and Low rise independent floors for early capitalization.
- Focus on execution and recovery of ongoing projects;
- Phased launches of new projects and product category depending upon need of market – approx. 4.28 mn sq. ft. of projects has been booked in FY11-12;
- Slowly adding low cost land in the kitty for future growth – acquired more than 375 acres in FY11-12 in Chandigarh, Lucknow, Allahabad, Faridabad, Vrindavan and Indore;
- Extending existing projects;
- Product design as per the requirements in the market.

Commercial Booth in City Mart, Omaxe City, Palwal



Located inside Omaxe City, Palwal, these commercial booths shall cater to the daily needs of the residents of the township.

A contemporary integrated township located on the Delhi-Agra highway makes Omaxe City, Palwal very viable. Consisting of plots, apartments and villas that are on offer in the approx. 128 acre Omaxe City, it has provisions for Shopping mall, schools, dispensary, theme park, crèche, state-of-the-art club reflecting style and taste.

Omaxe launched 48 units.

Omaxe Mall-II, Patiala

Spread over a staggering 3.55 lakh square feet with 2.3 lakh square feet of operational space, the launch of another 1.25 lakh square feet will bring along more retail space, facilities and features in Omaxe Mall Patiala. The Mall has changed the shopping and entertainment experience for the residents of Patiala and adjoining districts. The only and largest operational Mall in the heart of city, Omaxe Mall is the pride of Patiala. With easyday Hypermarket, McDonald's, Nike, 4 screen multiplex by SRS Cinemas etc; kids zone, food court, speciality restaurant etc have made Omaxe Mall, Patiala the most happening destination.



Retail shops and Studio apartments in Omaxe City-II, Bhiwadi



Situated inside Omaxe City-II, Bhiwadi, these retail shops of 250 sq. ft. shall house a few brands, daily need stuffs, restaurants and other requirement of necessity.

Omaxe City-II, Bhiwadi is a value-for-money township on NH-8, adjacent to Delhi and Gurgaon, making it well connected and easily accessible. An upcoming industrial town, Bhiwadi is an ideal location for Omaxe City-II with health facilities, wide roads, commercial complex to name a few landscaping the township.

The One BHK studio apartment spread across 500 sq. ft, in Omaxe City, Bhiwadi-II are good options for a comfortable living.

The company has launched 70 units each.

Villas in Omaxe City, Mayakhedi (Annex), Indore



These elegantly designed villas with a super area of 1750 sq. ft. offers a taste of luxury. With Modern fittings and superior amenities duly complimenting the world-class facilities in the township, makes these villas highly attractive to own.

Facilities like theme parks, state-of-the art club, local shopping centre, grocery store within the township Omaxe City, Mayakhedi are all world-class.

The company has launched 80 units.

Omaxe Royal Street, Omaxe North Avenue-II, Bahadurgarh

Spread across 3.85 acres, Omaxe Royal Street is a part of the state-of-art Omaxe North Avenue-II With 3BHK structure on offer, it is spread over 1550 sq. ft. with world-class amenities, open spaces and modern fittings.

Located on NH-10, the state-of-the-art Omaxe North Avenue II offers a lifestyle that is rejuvenating and refreshing. Specifications and feature will stand out amidst the amenities like ample parking, entrance through wide roads, pollution free environment and lush-green surrounding.

The company has launched 117 units.



Plots in Omaxe City, Mayakhedi (Annex), Indore



Omaxe is offerings attractively priced plots in 102 sq. yds, 135 sq. yds and 200 sq. yds area. These plots enjoy locational advantage further adding value and financial viability to it.

Facilities in Omaxe City, Mayakhedi like theme parks, state-of-the art club, local shopping centre, grocery store within the township Omaxe City, Mayakhedi are all contemporary.

The company has launched 247 units.

Apartments in Omaxe Eternity, Vrindavan



Omaxe Eternity is an integrated township spread across 56 acres with easy accessibility and connectivity.

The facilities include a large Temple Complex, Dharamshala, Yoga / Meditation Centre, Central Park with Musical Fountain, large open green spaces, local shopping area, wide roads with ample parking spaces, provision for schools within the complex, gated entry exit and security arrangements, Kids Park and play area, re-creational centre, restaurant facility, etc.

Have offered possession of 2 bedroom apartments.

Plots in Omaxe City, Bahadurgarh

Omaxe City, Bahadurgarh consists of villas and G + 2 Floors and is a self contained township on NH-10.

The township will have schools, dispensary, theme park, crèche, state-of-the-art club with facilities like swimming pool, sauna, steam, Jacuzzi etc., local shopping centre, grocery store and more luxuries reflecting style and taste.

Have offered possession of plots in the range of 260 sq. yd and 650 sq. yd.



Plots in Omaxe City, Mangliya, Indore



Located on Agra-Bombay bypass, Omaxe City, Mangliya is a step ahead, keeping pace with the fast changing economic status of the city. Spread over 88.41 acres, amidst lush green serene surroundings enables a healthy lifestyle.

This modern township comprises Group housing, independent floors and villas with facilities such as green parks, local shopping centre, grocery store and many more all within the township limits.

Plots ranging from 968 sq. ft. to 7530 sq. ft. have been offered for possession.

Villas in Omaxe City, Mangliya, Indore



A part of Omaxe City, Mangliya, these villas are built keeping in mind the growing aspirations of the people in the city. The 2 bedroom villas, spread over 1400 square feet, have lots of open and airy spaces with lots of green cover.

Spread over approx. 88.41 acres, Omaxe City, Mangliya comprises Group housing, independent floors along with villas and plots with all facilities and amenities such as green parks, local shopping centre, grocery store and many more all within the township limits.

Have been offered for possession.

Plots in ParkWoods, Baddi

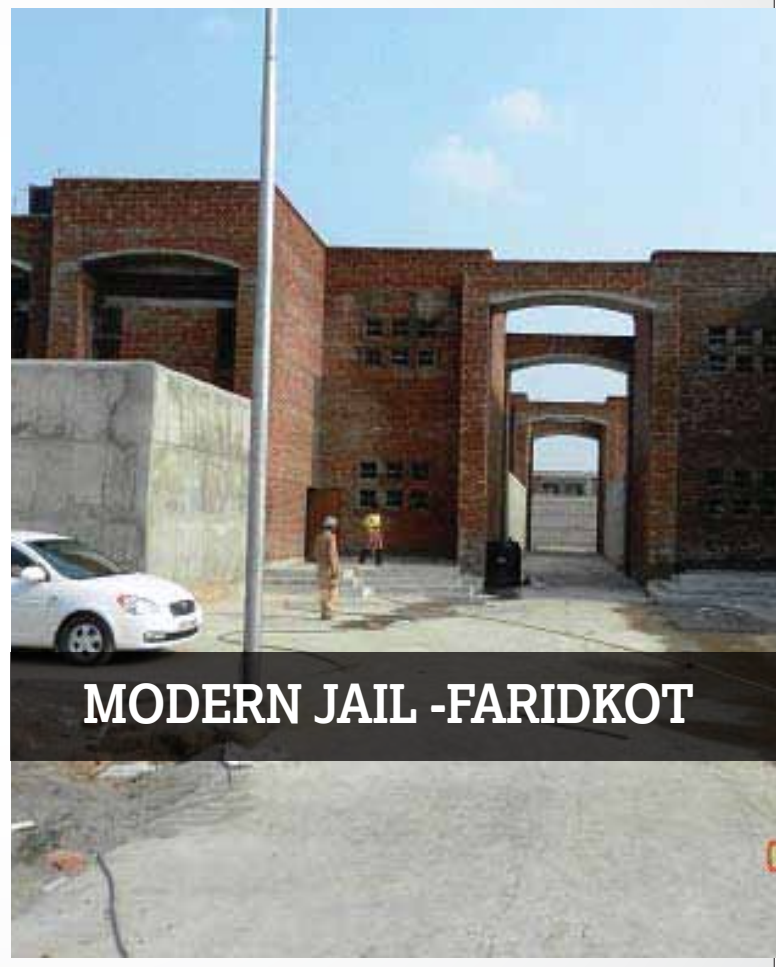
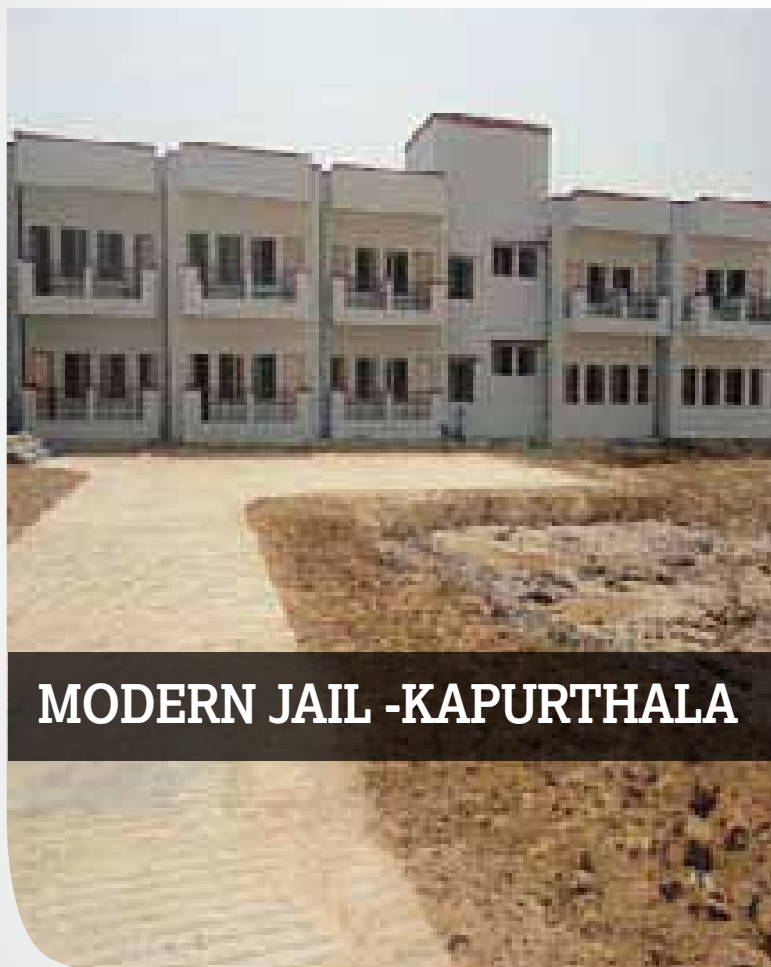
A part of the self-sustained complex Omaxe ParWoods, offers plots in the sizes of 100 sq mtr, 137 sq mtr and 150 sq mtr in Parkwoods.

Locational advantage, accessibility to modern living and facilities at ParkWoods, besides lavish green environs of Baddi. Located 22 km from PGI Chandigarh and within the 26 acre residential housing project Parkwoods, these plots cater to the growing population in the industrial town of Baddi.

Have been offered for possession.



COMPLETED PROJECTS



Punjab

We look forward to your feedback, suggestion and contribution to enable us to make this medium of expression truly enjoyable and informative. Our contact details are:

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