

**Omaxe Limited**  
**Q4 FY 14 and FY 14 Results Conference Call**  
**June 2, 2014; 4:00 pm IST**

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**Moderator:** Good evening ladies and gentlemen, I am Maumita, the moderator for this conference. Welcome to conference call of Omaxe Limited. We have with us today Mr. Mohit Goel - CEO; Mr. Sudhanshu Biswal – President, Corporate Finance; Mr. Amit Mehta - Senior General Manager and Mr. Abhijit A Diwan - General Manager, Equity and IR. At this moment, all participant lines are in listen only mode. Later we will conduct a question and answer session. At that time if you have a question please press '\*' and '1' on your telephone keypad. I would now like to hand over the floor to Mr. Abhijit A. Diwan to begin the conference, over to you.

**Abhijit A. Diwan:** Good afternoon everyone, thank you for joining us this afternoon. We would like to update you with the facts and results of the quarter ended March 2014 and for the entire financial year 2014. I now hand over the mike to Mr. Mohit Goel. He will update you with the brief results.

**Mohit Goel:** The consolidated income from operation for FY 14 is Rs. 1623 crores as against Rs. 2078 crores for FY 13, down by 22%. The Profit after Tax for the whole year is at Rs. 78.52 crores against Rs. 105.68 crores during the previous year, down by 26%.

On a quarterly basis - The consolidated income from operation for this quarter was Rs. 514 crores as against Rs. 680 crores in the corresponding quarter last year, down by 24%, while the EBITDA for the quarter stood at Rs. 85 crores against Rs. 55 crores in the previous year. The PAT for the quarter stood at Rs. 25 crores against Rs. 36 crores for the same period of the previous year, down by 30%.

With respect to operational updates for the quarter, details are as follows: We sold around 2.44 mn sq. ft. of area consisting of 0.24 mn sq. ft. of residential

development and 2.20 mn sq. ft. of commercial development. Total sales value of this area was around Rs. 415 crores with an average realization of approximately Rs. 1,700 per sq. ft. Commercial spaces in New Chandigarh and Greater Noida and residential spaces in Bahadurgarh, Yamuna Nagar and Ludhiana were the major contributors to sales during this quarter.

For the full year FY 14, we sold 7.83 mn sq.ft of area consisting of 5.13 mn sq.ft of residential space and 2.70 mn of commercial builtup. Total sales value of the area sold is Rs. 2,107 crores with an average realization of Rs. 2700 per square feet. The top contributors to the sales were our residential projects at New Chandigarh, Lucknow, Bahadurgarh, Ludhiana and Faridabad, comprising of Plots, Group Housing and Floors. In the commercial space major contribution came from projects at New Chandigarh and Greater Noida. The average selling rate for FY 14 is Rs. 2700 per sq ft vis-à-vis Rs. 2081 per sq ft for the previous year FY 13.

I will now brief you on cash flow position for the year. Total inflows were Rs. 2394 crores comprising of Rs. 1696 crores from operations, Rs. 369 crores from borrowings, Rs. 74 crores from Public Deposit and Rs. 255 crores as subscription towards preference share capital and unsecured loan. The same was utilized towards Construction, Land Purchase and approval charges to the tune of Rs. 1280 crores, Selling & Admin expenses of Rs. 461 crores, Interest payment of Rs. 132 crores and Debt repayments of Rs. 501 crores.

Our Net Worth as on March 31, 2014 stood at Rs. 2,178.63 crores. As of March 31<sup>st</sup> 2014, the gross debt equity ratio of the company stood at 0.48, while the net debt equity ratio for the company stood at 0.37. Gross Debt for FY 14 stood at Rs. 1049 crores, while the Net Debt stood at Rs. 806 crores.

Other important events during the year:

1. We have complied with SEBI's Minimum Public Shareholding norms during the year, bringing the promoters stake down to 75% from the previously held 90%.

2. In December 2013, CARE Limited has revised upwards, the ratings for bank facilities of Rs. 1,000 crores to CARE BBB- (Triple B minus) making us one of the very few real estate companies, with Investment Grade Bank ratings.
3. We have entered into an exclusive tie up with the Intercontinental Hotel Group at New Chandigarh. We are developing a hotel over there with 150 keys.

This is a small presentation of facts at our end. We leave the floor open for questions.

**Moderator:** Ladies and Gentlemen we will now begin the question and answer session. Our first question comes from Ravi Dhodhia from CRISIL, please go ahead.

**Ravi Dhodhia:** Just wanted to know, what are your expectations of bookings now from here on for next 1-2 years?

**Mohit Goel:** Next two years or one year?

**Ravi Dhodhia:** One to two years, if you can say for one year?

**Mohit Goel:** This year, I think revenues would be around in the range of Rs. 1800 crores to, could be Rs.2500 crores, depending upon what all projects what all falls in to the percentage completion method and in terms of bookings which were Rs. 2100 crores last year, we are expecting a jump of around 20%.

**Ravi Dhodhia:** Sure, so in terms of million square feet what would be your expectation?

**Mohit Goel:** In terms of area, area it is going to be very difficult for me to give you the area because this year we sold around 7 million square feet, probably again we will be expecting around 8 to 9 million square feet but the average realization, average rate per square feet would increase so that is why our revenues would increase.

**Ravi Dhodhia:** No it has to do with the mix of product that is there, right?

**Mohit Goel:** Yes.

**Ravi Dhodhia:** Thank you.

**Moderator:** Next question comes from Shatrugna from Sicom Limited, please go ahead.

**Mughda Keskar:** As far as your FY14 triggers go for sales which are 1627, what would be the major reasons for this fall? Which areas has its trend from? Are there any specific areas where the sales have not happened as expected?

**Mohit Goel:** We can give you where exactly we have sold, the revenue has not been booked, as I said the last year, and the pre-bookings were again Rs. 2100 crores which is equivalent to the pre booking of FY13, which is why a lot of projects could not reach the revenue threshold. So few projects are Bahadurgarh, we sold a group-housing over there and we sold the service-suite in Chandigarh, we sold some in Faridabad. All these projects, have not fallen in to the revenue threshold.

**Mughda Keskar:** And is there a difference in the realization per square feet, as compared to FY13?

**Mohit Goel:** Yes it has increased.

**Mughda Keskar:** What was the figure for last year, could you provide that?

**Mohit Goel:** I have already said that it is around Rs. 2100 per square feet and it has increased to Rs. 2700, from Rs. 2100 it has increased to Rs. 2700.

**Mughda Keskar:** Okay that is the realization figures, Sir?

**Mohit Goel:** Yes.

**Moderator:** There are no further questions, now I hand over the floor to Mr. Abhijit A. Diwan for closing comments, please go ahead Sir.

**Abhijit A. Diwan:** Thank you all for joining us in this afternoon on this conference call. The presentation about the company will also be shortly put up on our web site. So in case, if you have any further queries please feel free to reach us anytime. Thank you.

**Moderator:** Thank you sir. Ladies and gentlemen this concludes your conference for today. Thank you.