



**Q3 FY16 Investor Presentation**

# Omaxe - Vision & Mission

## **Vision**

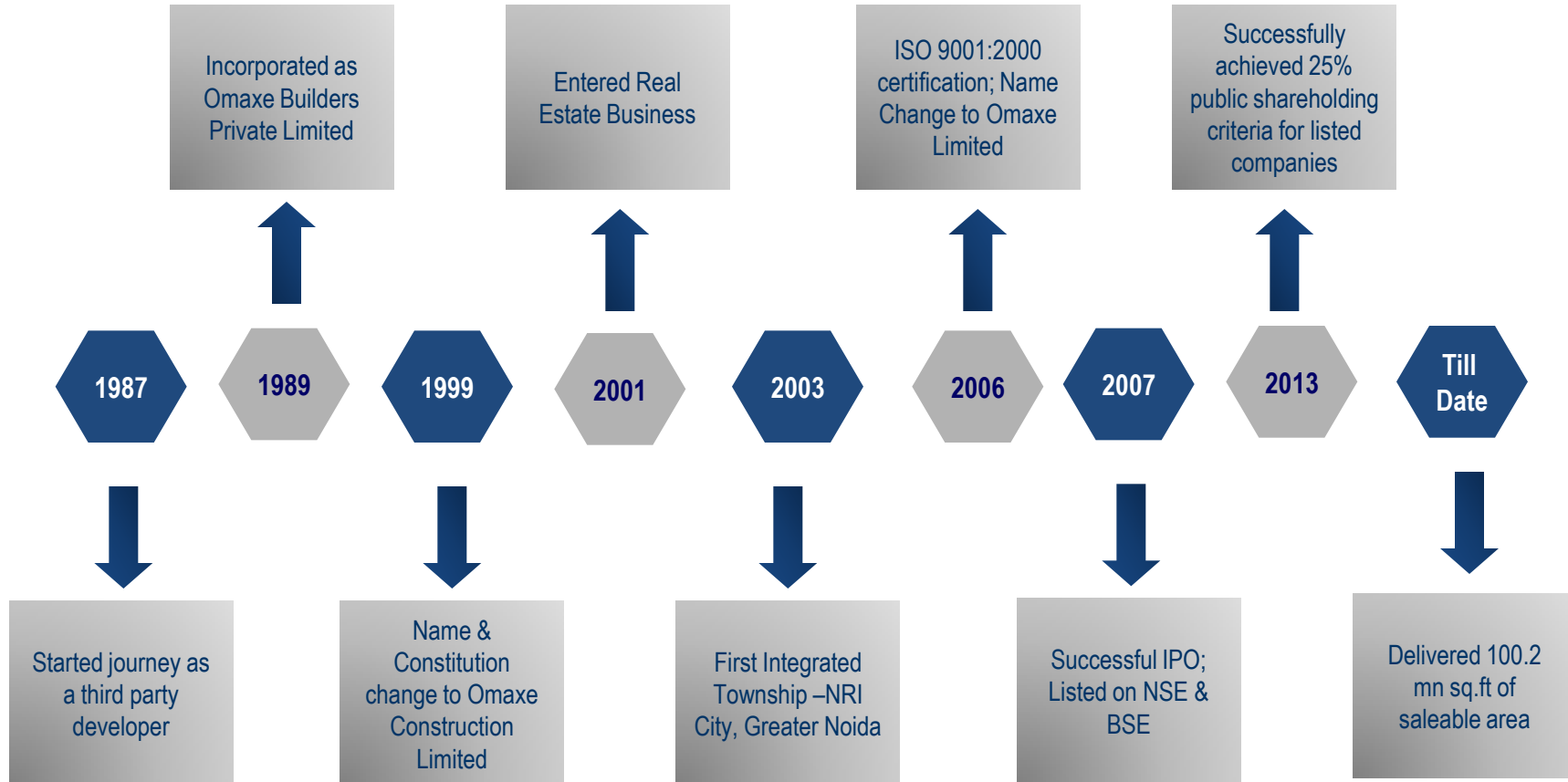
*To be a trusted leader in the real estate sector contributing towards a progressive India.*

## **Mission**

*To provide customer satisfaction and create value for stakeholders through professionalism, transparency, quality, cutting-edge technology and social responsibility.*

# Journey of Omaxe Limited

Humble beginnings, strong fundamentals, sustained growth



# Facts that Built Omaxe

**Present across 27 cities and 8 states**

**On-Going Projects in 22 cities across and 7 States**

**Project Under Execution/ Construction: ~ 70 mn sq ft**

**Area delivered in Real Estate: ~ 68.49 mn sq ft  
(Delivered across 26 cities 8 states)**

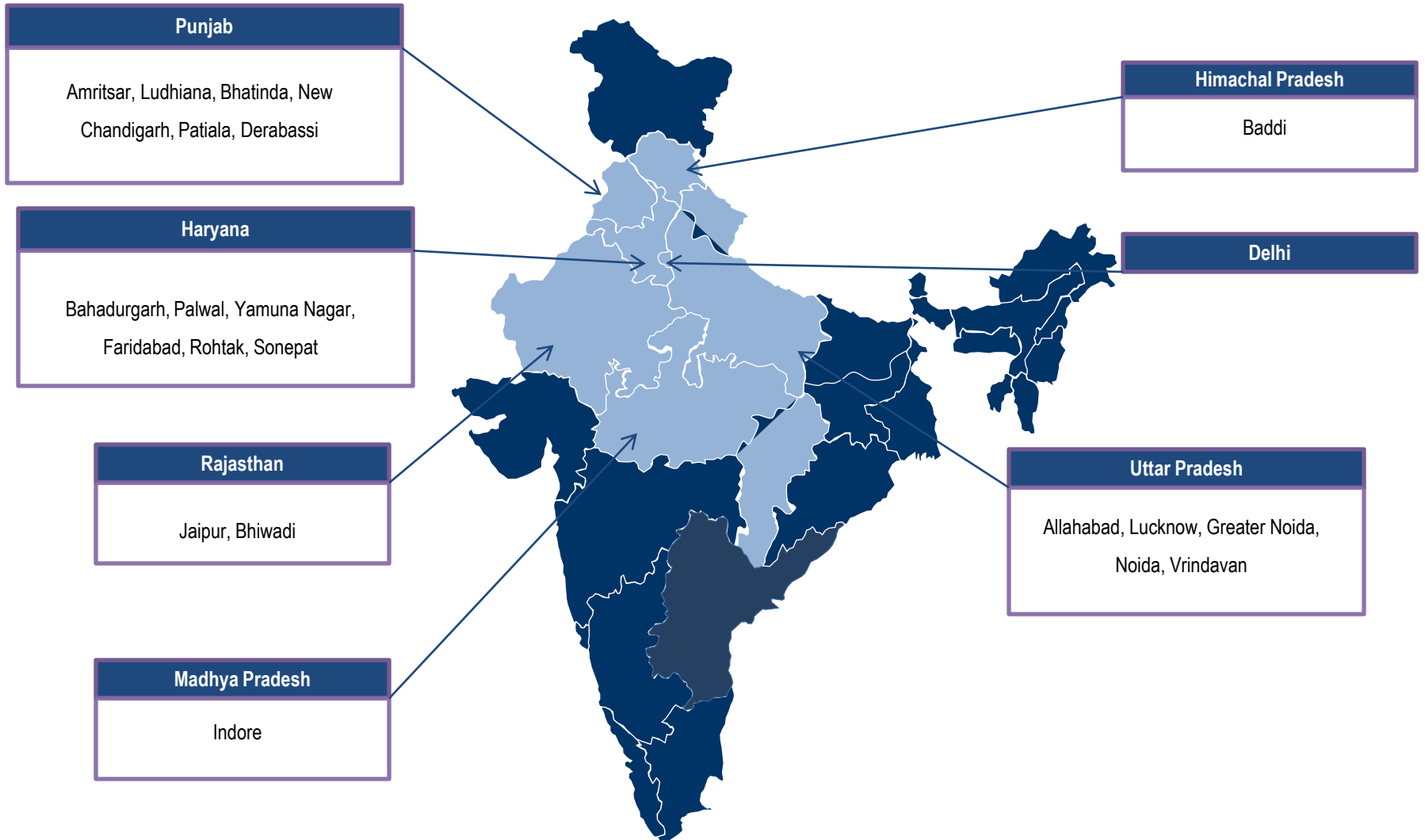
**Area delivered as Third Party Contractor: 31.80 mn sq ft (over 123 contracts)**

**Employee strength: ~1,600**

**No. of Projects (ongoing): 13 Group Housing, 16 Townships, 10 Commercial  
Malls/ Hotels/ SCO**

# KEY FOCUS AREAS...

## 22 Cities in 7 States



## Recent Awards

- Recently our Company won the award for 'Best Developer in Affordable Housing' for its group housing project "Omaxe Height" at sector 86, Faridabad at the recently concluded Infra & Realty Sutra Awards 2014, presented by the Honourable Minister of Road Transport, Highways and Shipping, Mr. Nitin Gadkari to our Chairman & Managing Director, Mr. Rohtas Goel.



- Our CEO, Mr. Mohit Goel received the award for 'Young Male Entrepreneur of the Year' from the Honorable Minister of Road Transport, Highways and Shipping, Mr. Nitin Gadkari at Infra & Realty Sutra Awards 2014.



- Our township project at Vrindavan, 'Omaxe Eternity', won the Best Project Award at the CREDAI-UPCON Real Estate Award 2014 at the hands of Shri. Akhilesh Yadav, Honourable Chief Minister of Uttar Pradesh.



## Business Overview (Q3 FY 16 vis-à-vis Q3 FY 15)

	<b>Q3 FY 16</b>	<b>Q3 FY 15</b>	<b>Change</b>
Area Sold (mn sq.ft)	0.79	1.18	-33%
Value of Booking (Rs. Cr)	276	473	-42%
Avg Rate psf (Rs. INR)	3500	4013	-13%

	<b>Q3 FY16</b>		<b>Q3 FY15</b>	
<b>Particular</b>	<b>Area (mn sq ft)</b>	<b>Value (Cr.)</b>	<b>Area (mn sq ft)</b>	<b>Value (Cr.)</b>
Residential	0.73	221	0.97	378
Commercial	0.06	55	0.21	95
Total	0.79	276	1.18	473
Avg Rate psf (Rs. INR)	<b>3500</b>		<b>4013</b>	

Area delivered during the quarter is 1.39 mn sqft

## Business Overview (9M FY 16 vis-à-vis 9M FY 15)

	9M FY 16	9M FY 15	Change
Area Sold (mn sq.ft)	3.57	2.87	24%
Value of Booking (Rs. Cr)	1335	1145	17%
Avg Rate psf (Rs. INR)	3744	3,997	-6%

Particular	9M FY16		9M FY15	
	Area (mn sq ft)	Value (Cr.)	Area (mn sq ft)	Value (Cr.)
Residential	3.10	1115	2.36	908
Commercial	0.47	220	0.51	237
Total	3.57	1335	2.87	1145
Avg Rate psf (Rs. INR)	3744		3,997	

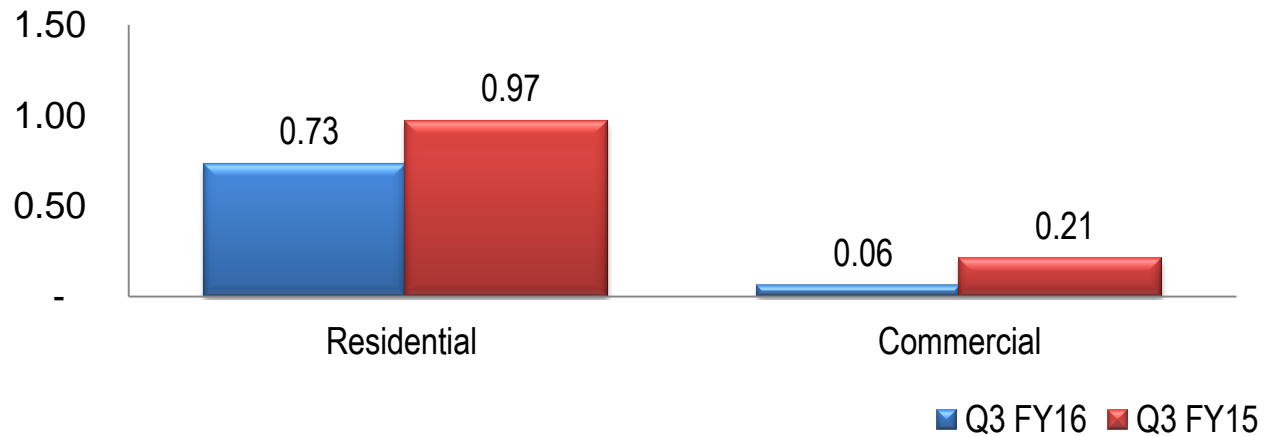
Area delivered during 9 months is 5.20 mn sqft



# Business Operation (Q3 FY 16 vis-à-vis Q3 FY 15)

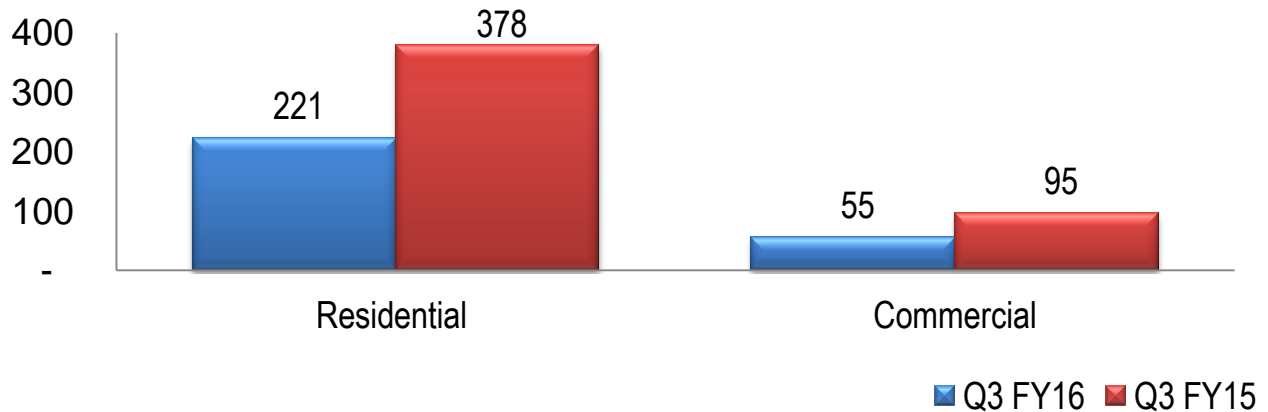
**Area Booked (Mn Sqft)**

Q3 FY16  
Area booked 0.79 mn sqft



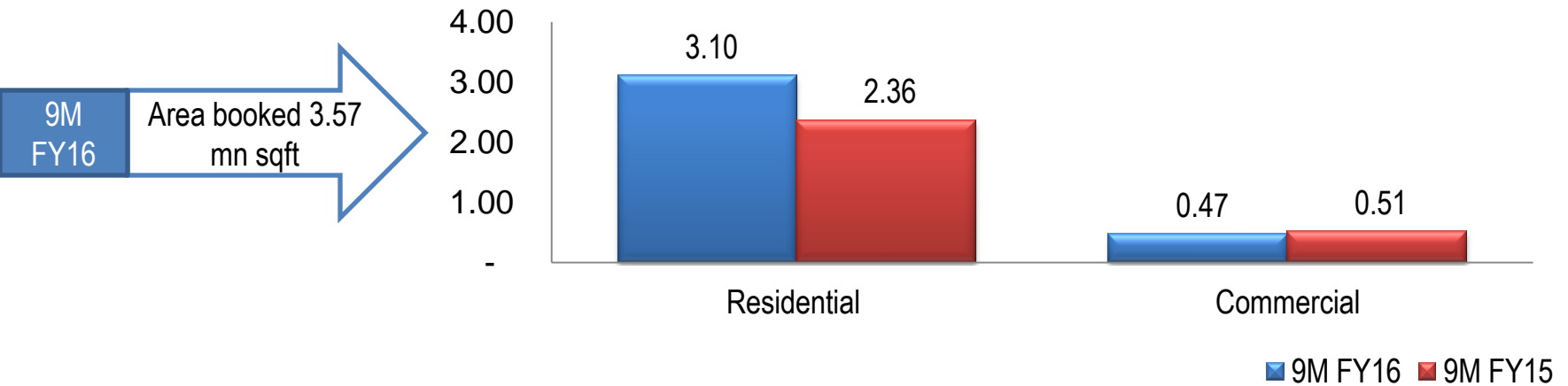
**Value Of Booking (Rs in Cr)**

Q3 FY16  
Value of booking 276Cr

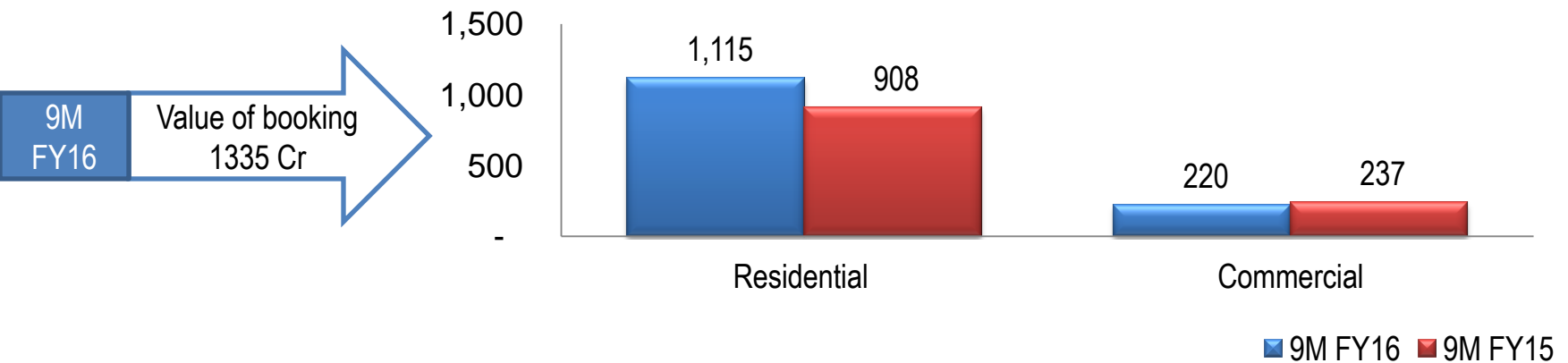


# Business Operation (9M FY 16 vis-à-vis 9M FY 15)

**Area Booked (Mn Sqft)**



**Value Of Booking(Rs in Cr)**



# Financial Highlights

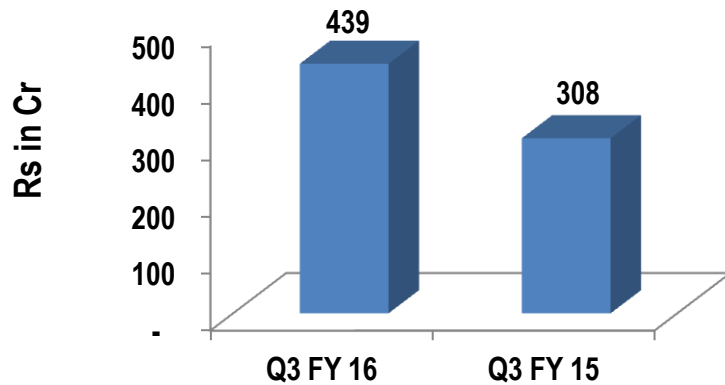
## Results (Q3FY16 & 9MFY16)

Fig in Rs. Cr.

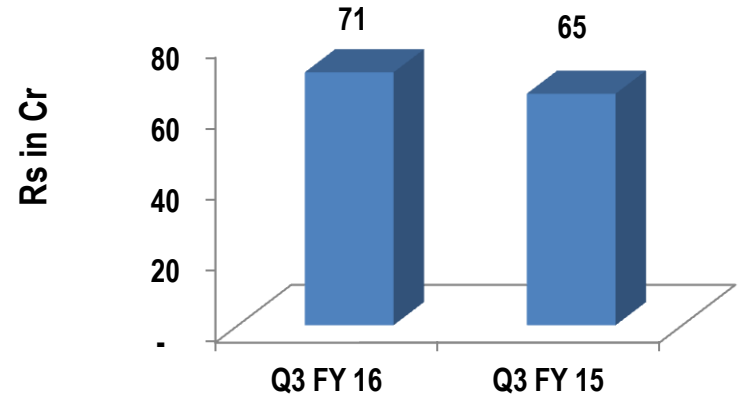
	Quarter Ended			Half year ended		Year Ended
	Q3 FY16	Q2 FY16	Q3 FY15	9MFY16	9MFY15	FY15
<b>Turnover</b>	439	410	308	1183	1017	1,431
<b>EBIDTA</b>	71	72	65	209	206	268
<b>PBT</b>	31	33	23	94	75	110
<b>PAT</b>	18	19	14	54	40	60
<b>EPS (Diluted) INR</b>	0.97	1.06	0.75	2.95	2.17	3.28

# Operational Glimpse (Q3 FY16 vis-à-vis Q3 FY15)

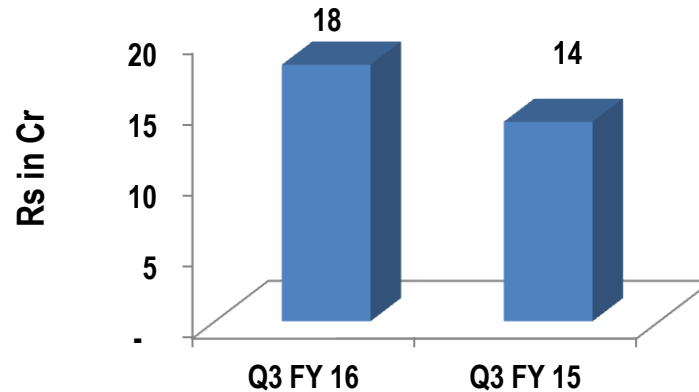
### Income from Operation (Cr.)



### EBITDA (Cr.)

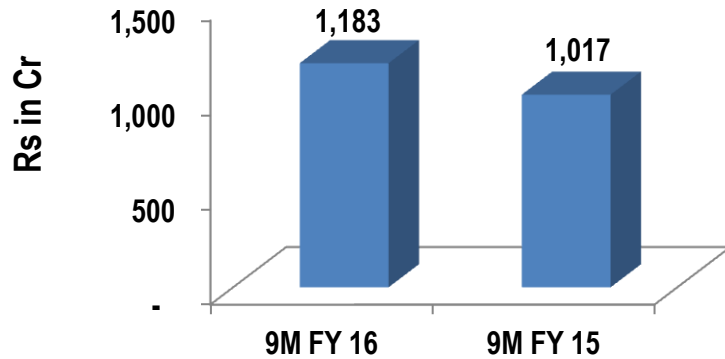


### PAT (Cr.)

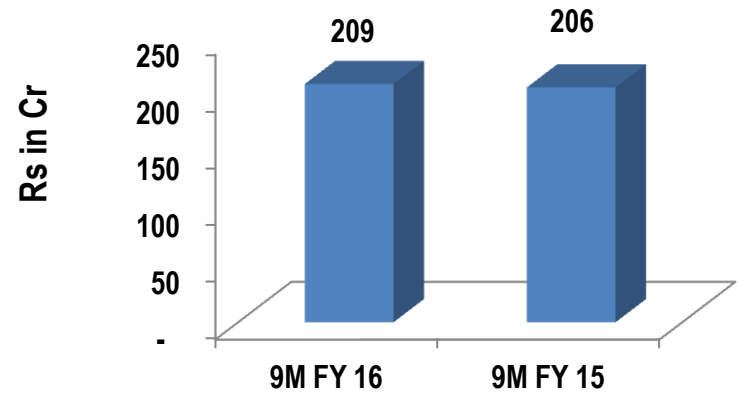


# Operational Glimpse (9M FY16 vis-à-vis 9M FY15)

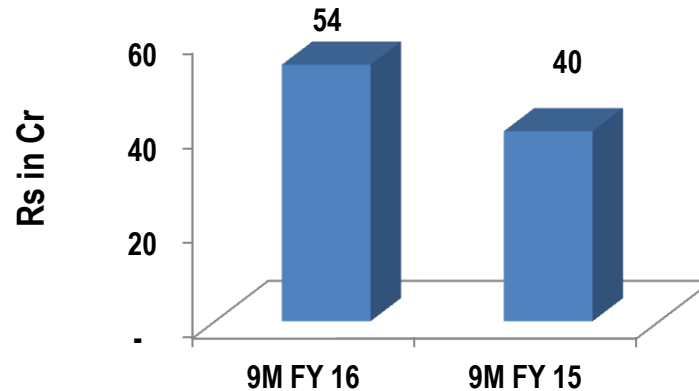
### Income from Operation (Cr.)



### EBITDA (Cr.)

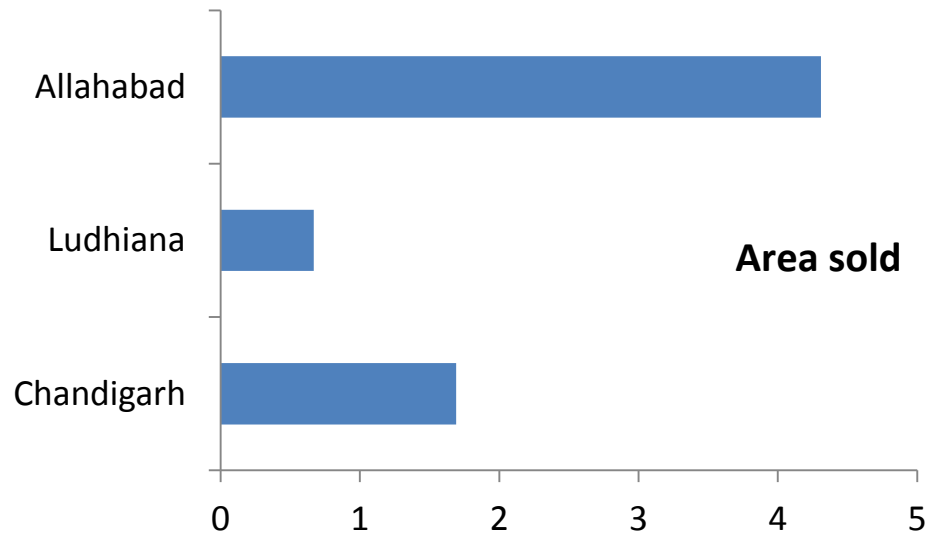


### PAT (Cr.)



# New Projects launched in Q3FY16

Particulars	Category	Region	Area Sold(Lac sq.ft)	Sold Value(Cr)
Celestia Royal	Floors	Chandigarh	1.69	68
Twin Tower	Group Housing	Ludhiana	0.67	26
Ananda	Group Housing	Allahabad	4.31	121



# Financial Highlights

## Debt Status (as on 31<sup>th</sup> December, 2015)

<b>Particulars</b>	<b>Amount in Cr.</b>
Gross Debt Position (as on October 1, 2015)	1,270
Add: Loans availed during the Quarter	166
Less: Repaid during the Quarter	177
Add: Working Capital Limit & Others	1
<b>Gross Debt Position (as on December 31, 2015)</b>	<b>1260</b>
Debt Repayment Schedule	
Debt Repayment in next 3 months	114
<b>Net worth</b>	<b>2282</b>

# Financial Highlights

Cash Flow Position (Q3FY16 & 9MFY16)

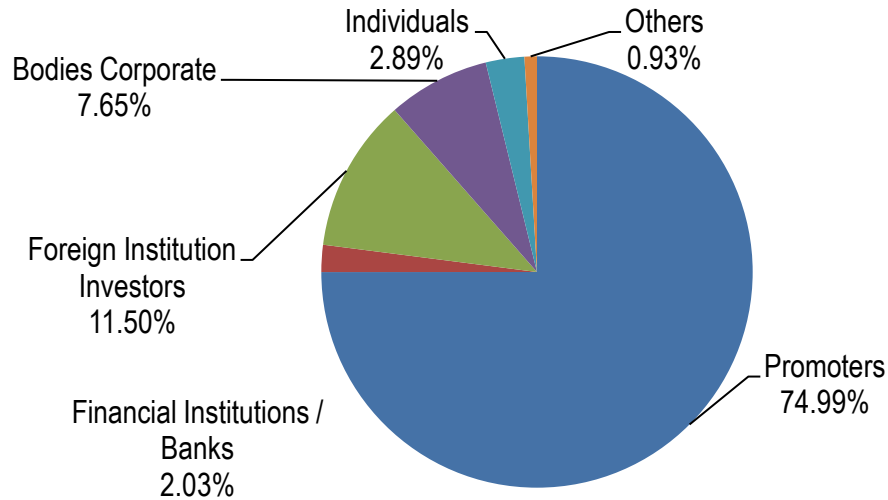
Fig in Rs. Cr.

<b>Particulars</b>	<b>Q3 FY16</b>	<b>9M FY16</b>
Cash Flow from Operation	325	1026
<b>Total Inflow (A)</b>		
Construction and Other Overhead Expenses	224	633
Admin, selling & Others expenses	152	390
Financial expenses	45	131
Dividend payout		9
<b>Total outflow (B)</b>	<b>421</b>	<b>1163</b>
<b>Net cash flow (A-B)=C</b>	<b>(96)</b>	<b>(137)</b>
Net Borrowings (D)	(14)	159
<b>Net Balance (C+D)</b>	<b>(110)</b>	<b>22</b>



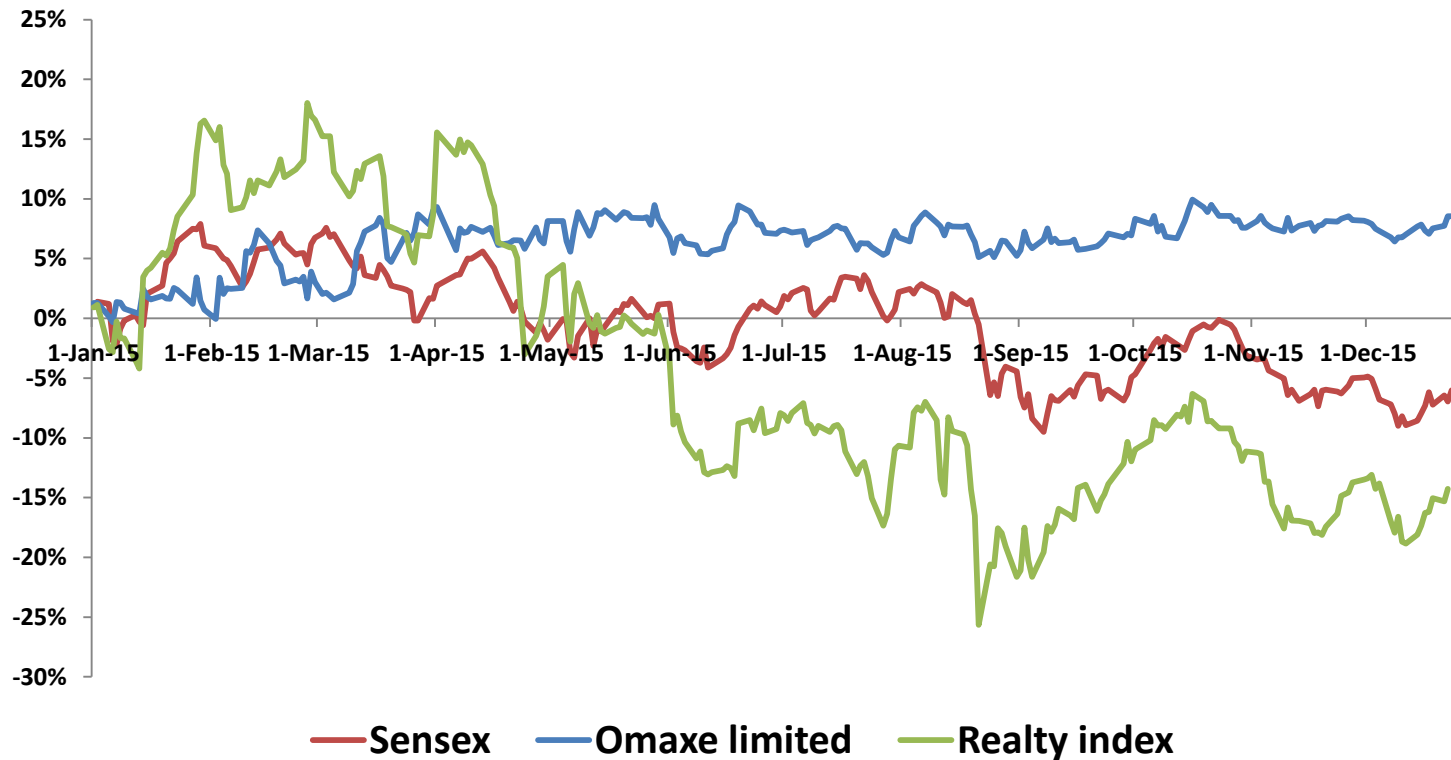
# Shareholding Pattern

As on December 31, 2015



Category	No of Shares	Percentage Shareholding
Promoters	137,166,194	74.99%
Financial Institutions / Banks	3,703,778	2.03%
Foreign Institution Investors	21,041,212	11.50%
Bodies Corporate	13,994,434	7.65%
Individuals	5,287,972	2.89%
Others	1,706,950	0.93%
<b>Total</b>	<b>18,29,00,540</b>	<b>100%</b>

# Omaxe Limited – Share price movement



Last Trading Price

*As on February 08, 2016*

INR 135.3

52 Week High

INR 140.0

52 Week Low

INR 127.0

Market Capitalization

INR 2476 cr

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