



HI-TECH TOWNSHIPS



INTEGRATED TOWNSHIPS



GROUP HOUSING



COMMERCIAL-
SHOPPING MALLS /
OFFICE SPACE



HOTELS



IT & BIO-TECH PARKS

Investor Presentation

December'10



Disclaimer

- The information contained in this presentation is only current as of its date.
- This presentation may contain forward-looking statements, including those relating to our general business plans and strategy, our future financial condition and growth prospects, and future developments in our industry and our competitive and regulatory environment.
- Actual results may differ materially from those forward-looking statements due to a number of factors, including future changes or developments in our business, our competitive environment, technology and application, and political, economic, legal and social condition in India and Rest of the World.
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Overview

- ▶ Founded by Mr. Rohtash Goel, first generation entrepreneur, in 1989 as Construction Company and ventured into Real Estate Development in 2001;
- ▶ Delivered ~48 mn sft – 30 mn as third party construction company (1989 – 01) and 18 mn as real estate developer (2001 – Sept. 10);
- ▶ Presently have saleable area of ~164 mn sft, spread over 30 Cities and 9 States in India, comprising of approx. 80% residential space;
- ▶ Employs more than 1,700 people as on date with more than 500 professionals among them.

Overview

- ▶ Access to land reserve of more than 4,582 acres out of which projects are planned on 4,364 (~164 mn sft) and remaining land of 218 acres is for future developments;
- ▶ Total 52 projects in planning and development stage – 21 Townships; 20 Residential; 9 Commercial & Retail and 2 Exclusive Hotels;
- ▶ Present focus on 42 projects (~114 mn sft) slated to be delivered by FY 2015;
- ▶ Continue to undertake third party construction contracting through a fully owned subsidiary – Omaxe Infrastructure & Construction Ltd.

Overview

PUNJAB - 854 acres (~29 mn sq ft)

- Amritsar
- Ludhiana
- Rajpura
- Chandigarh
- Patiala
- Bhatinda
- Derabassi

HARYANA – 1151 acres (~39 mn sq ft)

- Bahadurgarh
- Gurgaon
- Palwal
- Yamuna Nagar
- Faridabad
- Rohtak
- Sonapat

RAJASTHAN - 564 acres (~15 mn sq ft)

- Jaipur
- Bhiwadi
- Ajmer

MADHYA PRADESH – 895 acres (~25 mn sq ft)

- Indore

HIMACHAL PRADESH - 27 acres (~1 mn sq ft)

- Baddi

NEW DELHI 1 acres (~0.29 mn sq ft)

UTTRAKHAND - 48 acres (~2.42mn sq ft)

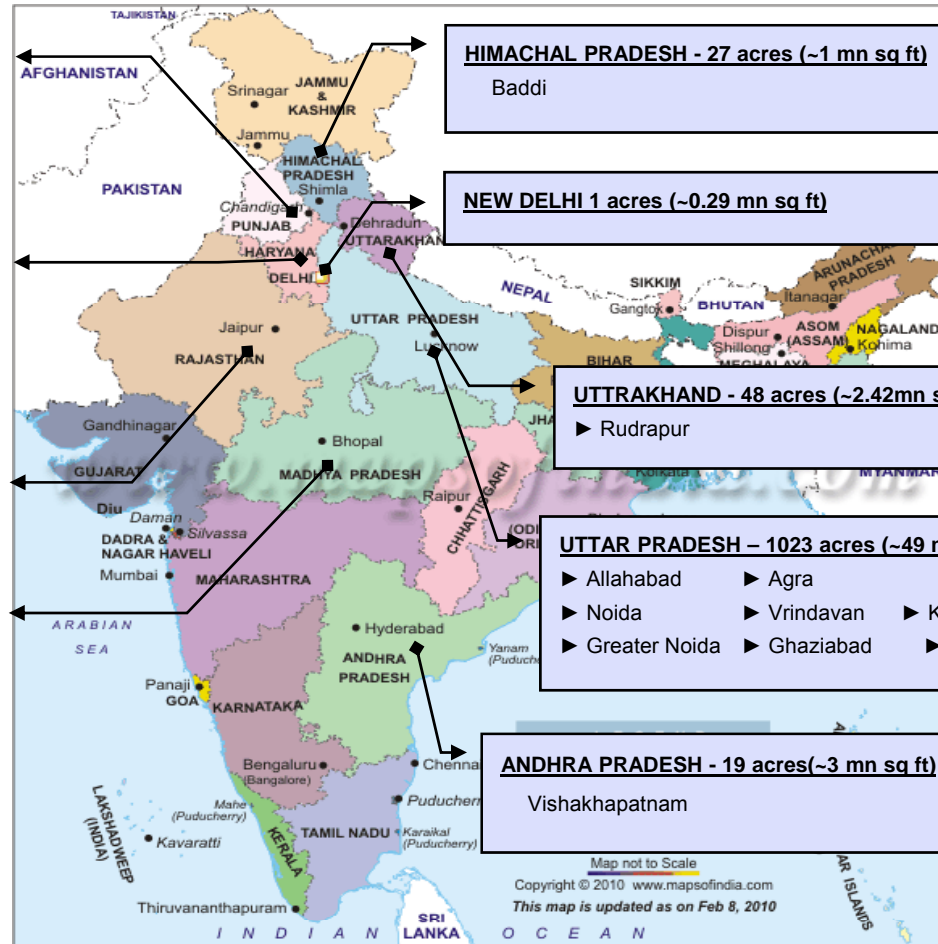
- Rudrapur

UTTAR PRADESH – 1023 acres (~49 mn sq ft)

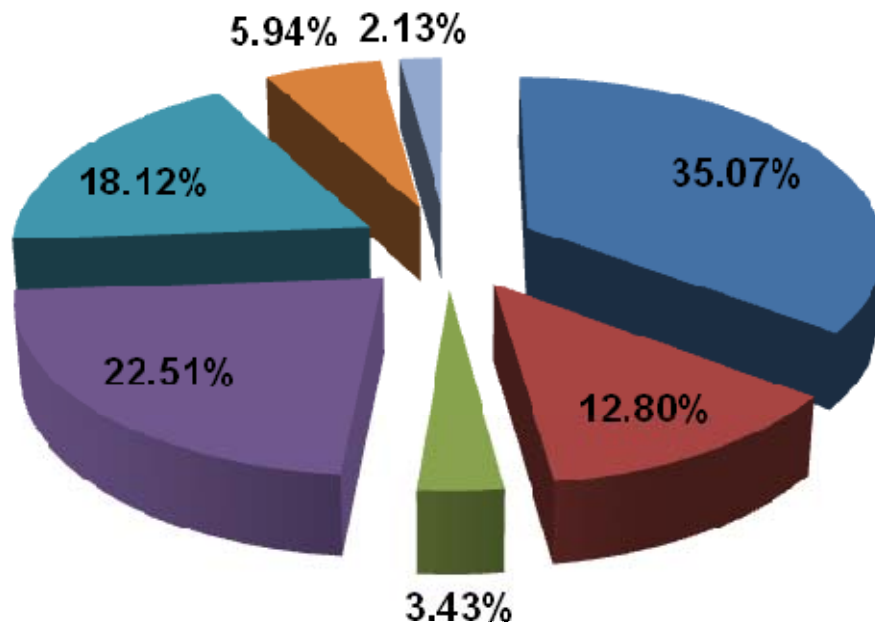
- Allahabad
- Noida
- Greater Noida
- Agra
- Vrindavan
- Ghaziabad
- Kanpur
- Lucknow

ANDHRA PRADESH - 19 acres (~3 mn sq ft)

- Vishakhapatnam



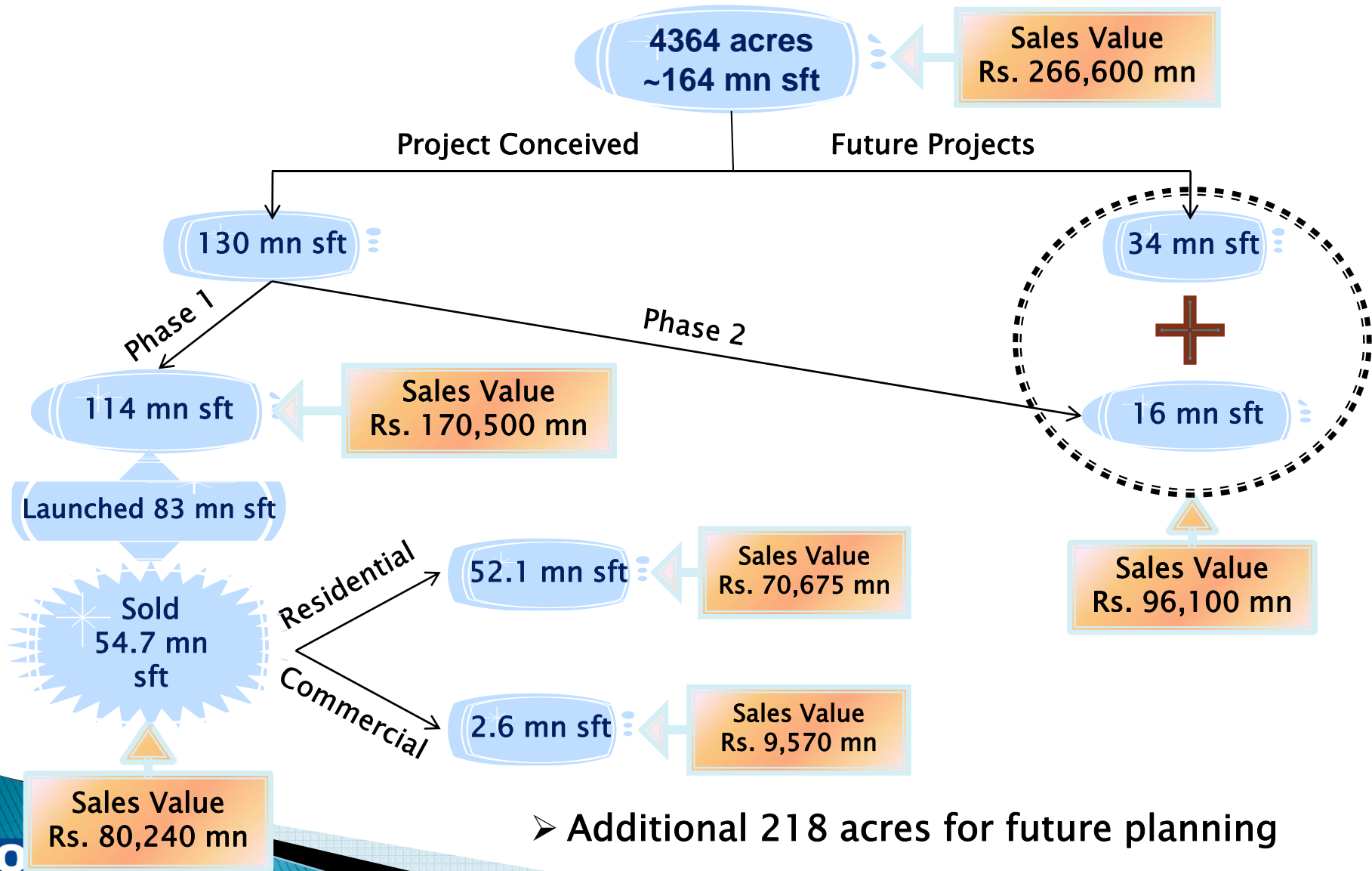
Overview



Break-up of Total Land Bank

	(mn sft)
Residential Plots	57.37
Commercial Plots	20.95
Villas	5.62
Group Housing	36.82
Floors	29.65
Commercial Built-up	9.71
Suites & Hotel	3.48
Total	163.58

Overview



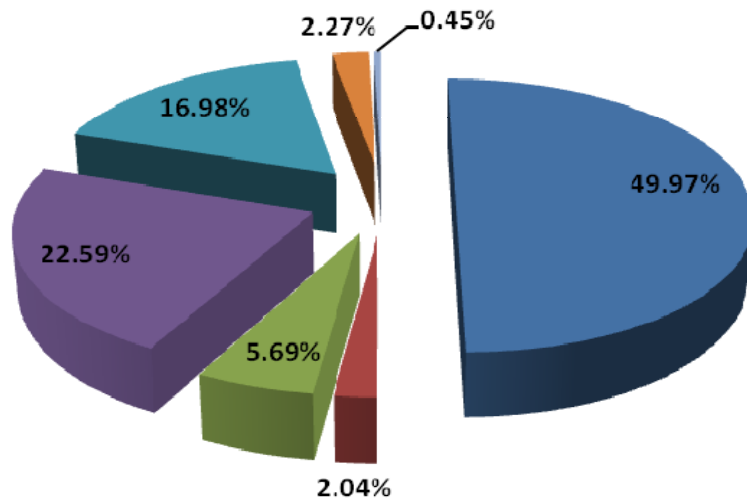
➤ Additional 218 acres for future planning

Project Details

mn sft	National Capital Region (NCR)	Non – NCR	Total
Area in Phase 1	36	78	114
Launched for Sales	35	48	83
Sold	26	29	55

- ▶ Out of 54.7 mn sft sold till 30th Sept. 2010 – 10.4 mn sft sold in FY 2010 compared to 9.4 mn sft sold in FY 2008;
- ▶ More than 75% of residential inventory is in the price range of Rs. 1 mn to Rs. 3 mn – very much within budget of common Indian household.

Project Details

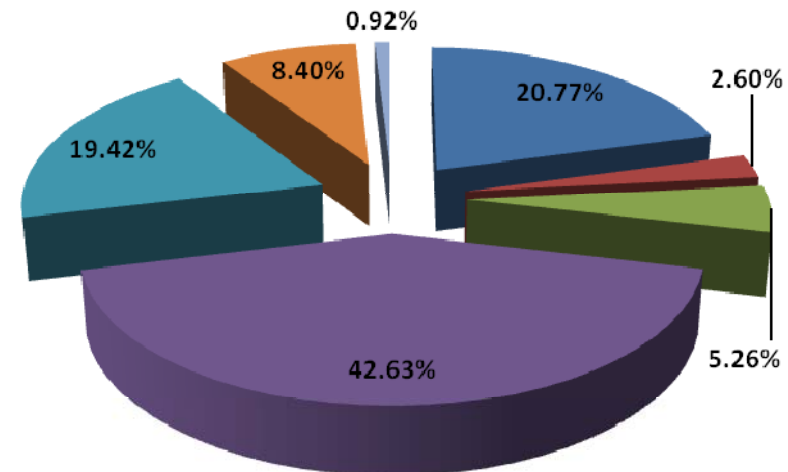


Break-up of Area Sold

Category	(mn sft)
Residential Plots	27.34
Commercial Plots	1.12
Villas	3.11
Group Housing	12.35
Floors	9.29
Commercial Built-up	1.24
Suites & Hotel	0.25
Total	54.70

Contribution to Sales

Category	(Rs. mn)
Residential Plots	16,665
Commercial Plots	2,088
Villas	4,218
Group Housing	34,210
Floors	15,581
Commercial Built-up	6,740
Suites & Hotel	740
Total	80,242



Project Details

Quarter-wise Area Sold (mn sft)		
Quarter	FY 2010	FY 2011
Q1 (Apr – Jun)	0.70	2.54
Q2 (Jul – Sept)	3.08	2.39
Q3 (Oct – Dec)	3.66	–
Q4 (Jan – Mar)	3.01	–
Total	10.45	4.93

- ▶ Tier II & III markets like Chandigarh, Ludhiana, Indore, etc. have become major demand drivers as professional income, agricultural income, business income and salaries of Government employees have increased significantly and they form large part of our customer base.
- ▶ Compared to previous years, now, there is more demand visible for built – up units in affordable category.

Project Details

Stage-wise Execution Status of On - going Projects (mn sft)

Type of Project	Handing Over / Finishing Stage	Structure Complete / Internal Work in Progress	Structure Work in Progress	Pre - Construction	Total
Group Housing	6.35	6.74	6.93	3.56	23.58
Commercial	1.32	1.87	0.37	0.25	3.80
Township (Number of Projects)	Out of 17 on-going Integrated Township projects - 5 are up for delivery in FY 11 (Jaipur, Sonapat, Indore, Rohtak & Bahadurgarh) and remaining 12 shall be completed in next 2 - 3 years.				

- ▶ In first half of FY 2011 - 7.2 mn sft has been already offered for possession. Another approx. 15 mn sft is slated to be delivered in next 6 months.

Project Details

Average Realization Per Sft (Rs.)

Type of Project	Sold Area	Unsold Area
Residential Plots	610	922
Residential FSI	476	448
Retail / Office Plots	2,207	2,217
Commercial FSI	1,110	-
Institutional / Hospital etc. Plots	390	330
Industrial Plots	-	286
Average for Plotted Development	659	780
Villas	1,355	1,760
Floors	1,677	1,654
Group Housing	2,769	2,510
Retail / Office Space	5,428	4,201
Hotel	2,983	3,161
Hotel Personal Suites	-	4,000
Average for Built-up Development	2,343	2,497
Average Realization per sq. ft.	1,467	1,711

Project Details

Cash Flow Statement of Phase 1 – 114 mn sft (Rs. mn)			
Particulars	Sold Area (54.7 mn sft)	Unsold Area (59.3 mn sft)	Total
Sales Value	80,242	90,258	170,500
Advance Received	50,198	–	50,198
To be Received	30,044	90,258	120,302
Cost of Project (including land)			105,375
Incurred till 30 th Sept. 2010			51,800
To be Incurred	16,050	37,525	53,575
Revenue recognized based on percentage completion till 30 th Sept. 2010			53,597

- ▶ Target completion (offer for possession) of Phase 1 is by FY 2015.

Project Details

- ▶ Approx. 34 mn sft of saleable area is kept for future developments;
- ▶ Comprises of 4 Integrated Townships, 5 Residential Projects and 2 Exclusive Hotel Projects;
- ▶ The land has been fully paid for or tied - up in the form of joint development;
- ▶ Located in promising Tier II & III markets having huge growth potential.
- ▶ Presently under planning and approval stage. The development is expected to commence in phased manner starting early FY 2012 and delivery shall commence by FY 2014 onwards.

Hi – Tech Townships

- ▶ Hi – Tech Townships are large scale developments of 1,500 acres plus;
- ▶ It is a policy in the State of Uttar Pradesh and in all 10 such projects are allotted;
- ▶ Omaxe successfully won bid for 3 projects. These are located at: –
 - (1) Allahabad: 1,535 acres – 726 acres already acquired/tied-up in joint development and forms part of existing land bank;
 - (2) Lucknow: 2,700 acres – land acquisition is in progress and shall further add to the land reserve;
 - (3) Greater Noida (Bulandshahr): 3,601 acres – land acquisition yet to begin.

Hi – Tech Townships

Strengths:

- (1) Potential of adding approx. 300 mn sft to the land reserve;
- (2) Single window clearance from Government;
- (3) No External Development Charges to be paid to Government;
- (4) Gives visibility for next 10 – 12 years of business;
- (5) Exclusive rights of development in a phased manner on the notified land area;

Weaknesses:

- (1) Capital intensive in nature, however, land is to be acquired in phases – Strategy is to tie-up land through joint development, therefore, land payments shall be largely made from sales proceeds;
- (2) These projects are more of infrastructure projects in nature, as these are typically satellite towns on the outskirts of densely populated cities, therefore, gestation period is longer.

Construction & Infrastructure

- ▶ Given its strong execution capabilities and track record Omaxe re-entered into construction contracting through a fully owned subsidiary Omaxe Infrastructure & Construction Ltd.;
- ▶ Have order book of more than Rs. 12,500 mn with average execution period of 2.5 years;
- ▶ Largely Government projects like Medical Facilities, Residential Accommodations for Defense Personnel, etc.;
- ▶ Ventured into road construction and development;
- ▶ EBIDTA margins in the range of 9 - 10%.

Financial Highlights

Audited Annual Results (in mn)						
Particulars*	FY 2010		FY 2009		FY 2008	
	Rs.	\$	Rs.	\$	Rs.	\$
Revenue	10,147	225	8,148	181	23,078	513
EBITDA	2,100	47	1,642	36	6,804	151
PBT	1,034	23	507	11	6,162	137
PAT	1,125	25	413	9	4,949	110
Net Worth	15,818	352	14,778	328	14,133	314
Total Debt	18,137	403	19,832	441	21,264	473

* Consolidated

1 \$ = Rs.45

Financial Highlights

Comparative Performance (Rs. mn)				
Particulars	Quarter Ended 30 th Sept.		Half Year Ended 30 th Sept.	
	FY 2011	FY 2010	FY 2011	FY 2010
Financials				
Net Sales	3544	2239	6073	3428
EBIDTA	837	601	1357	1065
PBT	536	283	829	479
Tax	169	58	245	105
PAT	367	225	584	375
EPS (Rs.)	2.12	1.30	3.37	2.16
Key Ratios				
EBIDTA Margin	23.62%	26.86%	22.34%	31.07%
PAT Margin	10.37%	10.05%	9.63%	10.93%
Debt / Equity Ratio	1.02	1.30	1.02	1.30

Financial Highlights

Balance Sheet Details as on 30th Sept. 2010 (Rs. mn)

Net Worth	16,440
Consolidated Gross Debt (including deferred land payment)	16,740
Cash & Bank Balance	1,508
Net Debt	15,232
Net Current Assets	32,134
Work In Progress	73,352
Sundry Debtors	532
Cumulative Net Customer Advances	47,803

Financial Highlights

Consolidated Debt Position as on 30th Sept. 2010 (Rs. mn)

Gross Opening Balance (as on 1 st July 2010)	17,578
Less: Repaid during Q2 FY 2011	949
Add: New loan availed	112
Gross Debt Position (as on 30 th Sept. 2010)	16,741
Less: Cash in hand	1,509
Net Debt (as on 30 th Sept. 2010)	15,232
Net Debt (as on 30 th June 2010)	15,932

Debt Repayment Plan (Rs. mn)

Scheduled Debt Repayment in FY 2011	5,558
Less: Repaid till 30 th Sept. 2010	2,058
Balance	3,500

Financial Highlights

Cash Flow Position (Rs. mn)		
Particulars	HY 2011	FY 2010
Cash Flow from Operations	8,594	9,250
Less:		
Construction, Land & Overheads	4,376	4,640
Selling & Administration Expenses	1,040	1,650
Interest Payments	1,361	2,250
Debt Repayments	2,058	3,200
Add:		
Fresh Disbursals from Banks/FIs	650	2,600
Net Change in Cash	409	110
Opening Balance	350	240
Closing Balance	759	350

Shareholding Pattern

Category	No. of Shares	Percentage Shareholding
Promoters	154,725,636	89.15
Financial Institutions / Banks	3,163,110	1.82
Foreign Institutional Investors	1,275,346	0.73
Bodies Corporate	6,598,133	3.80
Individuals	7,177,699	4.14
Others	627,076	0.36
TOTAL	173,567,000	100.00
Total Number of Shareholders		116,746
Data as on 30 th Sept. 2010		

Capital Market

BSE Symbol	532880
NSE Symbol	Omaxe
Bloomberg	OAXE:IN
Reuters	OMAX.BO
Closing Price (Dec. 07, 2010 – NSE)	Rs. 141.75
Market Cap	Rs. 24.6 billion
52 Week H/L (Rs.)	155.90 / 85.15
Average Volume at NSE of last 30 days	370,000
Average Price at NSE of last 30 days	Rs. 145.3
Book Value Per Share	Rs. 94.8

Industry Outlook

- ▶ Demand for low-rise built-up units continue to be buoyant in Tier II markets;
- ▶ There is limited scope for price escalation from this point as the market is very price sensitive and increasing level of competition in Tier I markets makes it all the more difficult;
- ▶ At the same time inflationary pressures on cost are not high and no significant escalation in construction cost is visible;
- ▶ Interest on housing loans and availability of long-term resources for developers still remains to be a matter of caution;
- ▶ Private Equity transactions, especially in housing segment, has increased significantly;
- ▶ Commercial demand is gradually picking up but still lags far behind the growth in residential sector.

Demand Drivers

- ▶ Traders, Professionals, Government Employees and Agriculturist forms large part of our customers;
- ▶ There has been consistent increase in the levels of disposable income for these segments;
- ▶ Centre of the cities are densely populated and this gives scope for development of new-generation housing projects in the close outskirts;
- ▶ Both State & Central Government thrust on development of infrastructure to improve connectivity and transportation;
- ▶ Tax benefits and reasonable interest rates on housing loans makes it an attractive proposition to buy a house than to rent it.

Risk Mitigation Strategies

- ▶ Well diversified and geographically spread land bank – a natural safeguard from regional risk;
- ▶ Identified few land parcels which are not strategic in nature and could be sold as is where is basis;
- ▶ Possibility of raising private equity for few Township projects;
- ▶ Focus on execution and recovery;
- ▶ Phased launches of new projects and product category depending upon need of market;
- ▶ Slowly adding low cost land in the kitty for future growth.

City & Project Dynamics

- ▶ Few important projects which will have major contribution to revenue in coming years:
 1. Omaxe City Chandigarh Extension, Mullanpur, Punjab;
 2. Omaxe Royal Residency, Ludhiana, Punjab;
 3. Omaxe City Mayakheri Extension & Nihalpur Mandi, Indore, MP;
 4. Omaxe Waterfront Hi – Tech Township, Allahabad, UP;
 5. Omaxe Hi – Tech Township, Lucknow, UP (Proposed).

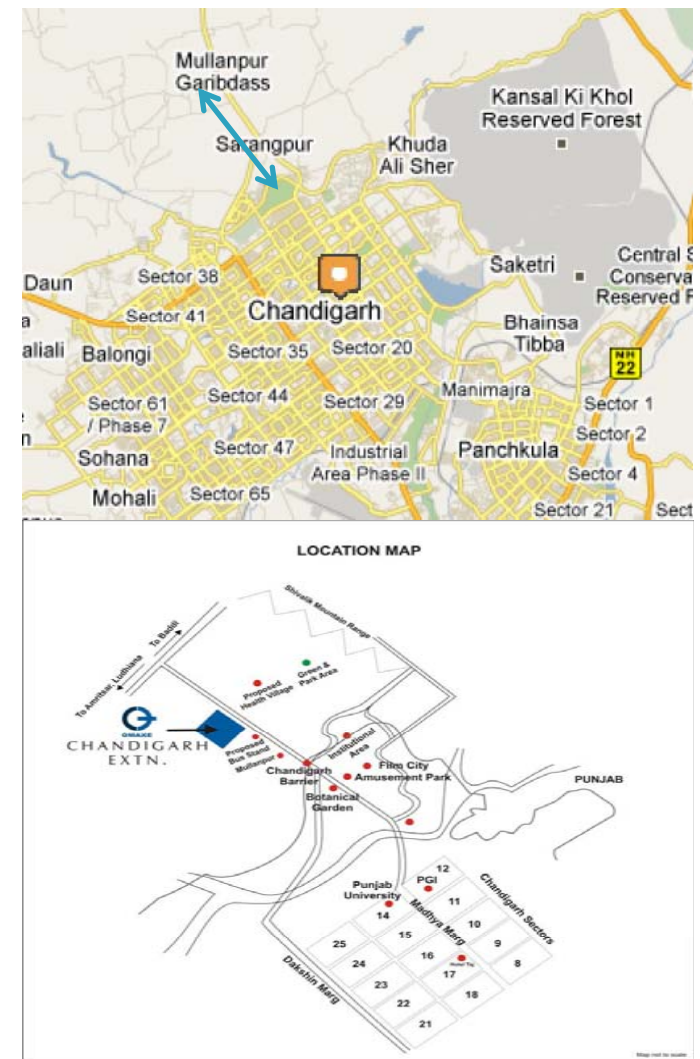
Omaxe City Chandigarh Extension, Mullanpur, Punjab

CITY DYNAMICS:

- ▶ Located in Northern foothills of the Shivalik ranges of the Himalayas;
- ▶ First planned city of India;
- ▶ Well connected by Air, Road and Rail;
- ▶ Present estimated population of more than 1 mn;
- ▶ Strong presence of Government offices, IT Companies and Industries;
- ▶ Many organized real estate players present.

PROJECT HIGHLIGHTS:

- ▶ Distance from major places:
Airport: 20 km; CBD (Sec. 17): 10 km; Medical Univ.: 7 km
- ▶ Integrated township project spread over 200 acres of land fully acquired;
- ▶ Licensed area 123 acres – Phase 1;
- ▶ Residential Plots, Floors and Commercial Plots;
- ▶ Total area in Phase 1 – 3.3 mn sft – Sold 2.2 mn sft;
- ▶ Estimated revenue – Rs. 6,080 mn;
- ▶ Target completion – FY 2014 in phases.



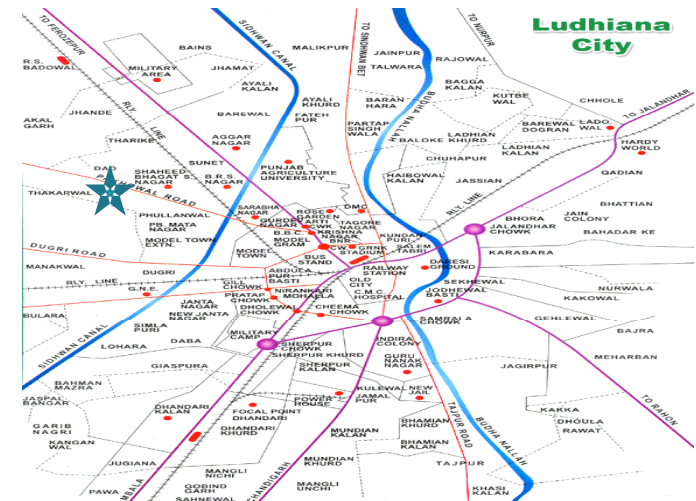
Omaxe Royal Residency, Ludhiana, Punjab

CITY DYNAMICS:

- ▶ Largest and richest city in the State of Punjab;
- ▶ Well connected by Road and Rail;
- ▶ Present estimated population of more than 4.5 mn;
- ▶ Major industrial center of Northern India known as 'Manchester of India';
- ▶ Hub for hosiery and textile Mills;
- ▶ Major export hub worth more than USD 40 mn;
- ▶ Home to largest Agriculture University in Asia.

PROJECT HIGHLIGHTS:

- ▶ Distance from major places:
Railway: 7.5 km; CBD: 3.5 km
- ▶ Residential project spread over 36 acres of land;
- ▶ Group Housing, Floors, Commercial Shops and Plots;
- ▶ Total area 2.56 mn sft – Sold 0.9 mn sft;
- ▶ Estimated revenue – Rs. 6,400 mn;
- ▶ Target completion – FY 2015 in phases.



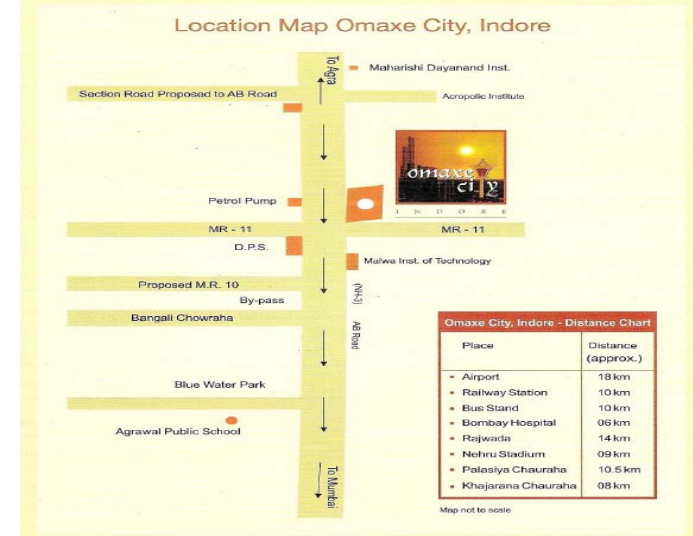
Omaxe City Mayakheri Extension & Nihalpur Mandi, Indore, MP

CITY DYNAMICS:

- ▶ Largest city in the State of Madhya Pradesh and located centrally in India;
- ▶ Well connected by Air, Road and Rail;
- ▶ Present estimated population of more than 2.5 mn;
- ▶ Major trading hub of Central India;
- ▶ Home to Indian Institute of Management, Indore;
- ▶ Surrounded by industrial belt – major industries Textile, Metal Works, Auto and Pharmaceuticals.

PROJECT HIGHLIGHTS:

- ▶ Both the sites are located on Agra – Mumbai Highway at distance of 10 – 12 km from CBD and 20 – 25 km from Airport;
- ▶ Integrated townships each spread over 200 acres of land;
- ▶ Residential Plots, Group Housing, Floors and Commercial Plots;
- ▶ Total area 12.2 mn sft – To be launched in phases;
- ▶ Estimated revenue – Rs. 8,200 mn;
- ▶ Target completion – FY 2018 in phases;
- ▶ Omaxe has previously launched three (3) projects at Indore and each of them received encouraging response. One (1) of them has been already delivered.



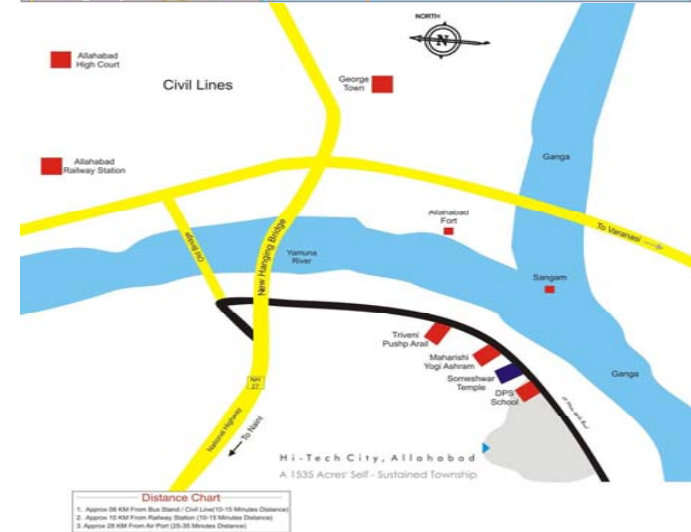
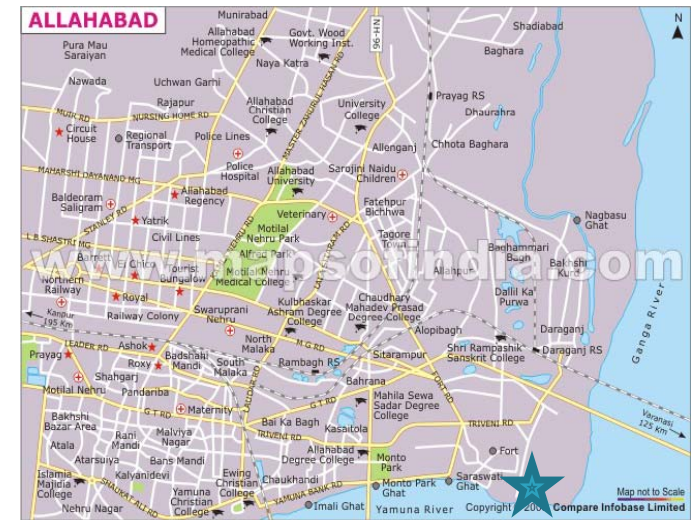
Omaxe Waterfront Hi – Tech Township, Allahabad, UP

CITY DYNAMICS:

- ▶ Administrative and Educational hub of Uttar Pradesh;
- ▶ Well connected by Air, Road and Rail;
- ▶ Present estimated population of more than 1.5 mn;
- ▶ Home to High Court, Northern Railways HQ, Medical & Agriculture Univ. of UP;
- ▶ A sacred city for Hindus famous in the name of “Sangam” or “Prayag” and is situated at confluence of three rivers Ganges, Yamuna and the invisible Saraswati.

PROJECT HIGHLIGHTS:

- ▶ Distance from major places:
Airport: 28 km; CBD: 8 km
- ▶ Hi – Tech township project spread over 1535 acres of land;
- ▶ Development agreement signed for 727 acres – Phase 1 of 150 acres launched;
- ▶ Residential Plots, Group Housing, Floors, Commercial Shops and Plots;
- ▶ Total area Phase 1 – 30.2 mn sft – Sold 1.9 mn sft;
- ▶ Estimated revenue – Rs. 45,680 mn;
- ▶ Target completion – FY 2018 in phases.



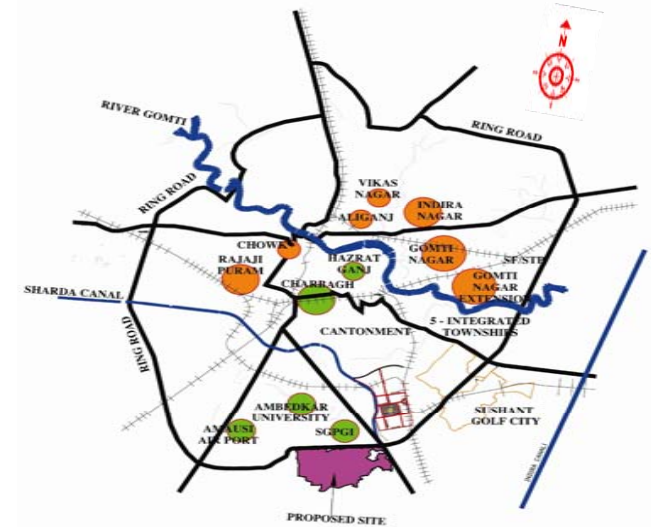
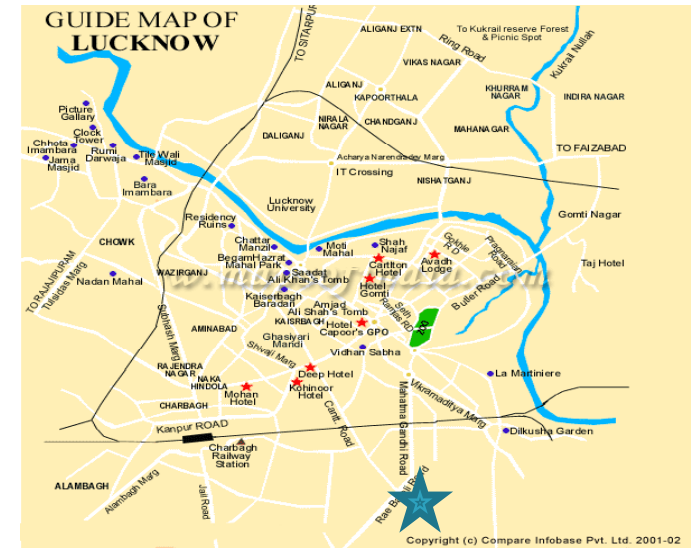
Omaxe Hi – Tech Township, Lucknow, UP

CITY DYNAMICS:

- ▶ Capital city and Administrative HQ of Uttar Pradesh;
- ▶ Well connected by Air, Road and Rail;
- ▶ Present estimated population of more than 3 mn;
- ▶ Government departments and PSUs are the major employers;
- ▶ Major manufacturers – Hindustan Aeronautics, Tata Motors, Eveready Industries, etc.; IT companies present – TCS & IBM;
- ▶ Major Indian real estate players present.

PROJECT HIGHLIGHTS:

- ▶ Distance from major places:
Airport: 7 km; CBD: 14 km; Secretariat: 13.5 km
- ▶ Hi – Tech township project spread over 2700 acres of land;
- ▶ Land acquisition in progress. First development agreement is to be executed for 600 acres;
- ▶ Residential Plots, Group Housing, Floors, Commercial Shops and Plots;
- ▶ Project yet to be launched for sales;
- ▶ Omaxe has previously launched three (3) residential projects at Lucknow and each getting phenomenal response from customers. Two (2) of them have been already delivered.



Thank You!!!

Omaxe Ltd.
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