



HI-TECH TOWNSHIPS

INTEGRATED TOWNSHIPS

GROUP HOUSING

COMMERCIAL-  
SHOPPING MALLS /  
OFFICE SPACE

HOTELS

IT & BIO-TECH PARKS

# Quarterly (Q4) & Annual Update FY 2011

30<sup>th</sup> May 2011

# 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.
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# Overview

- ▶ New bookings during Q4 – 2.11 mn sq. ft. – Total area booked till 31<sup>st</sup> Mar. 2011 at 59.52 mn sq. ft. :

*Plotted Development* 1.37 mn sq. ft.

*Built-up (Villas, GH, Floors)* 0.33 mn sq. ft.

*Commercial (Plotted, Built-up)* 0.41 mn sq. ft.

- ▶ Value of bookings Rs. 2,640 mn;

- ▶ New Launches:
  - Shubhangana Plots, Jaipur* 0.6 mn sq. ft.
  - Swarnprastha Floors, Sonapat* 0.12 mn sq. ft.
  - Royal Arcade, Ludhiana* 0.12 mn sq. ft.
  - Omaxe Hills Villa, Indore* 0.2 mn sq. ft.
  - Shubhangana Plots, Indore* 0.6 mn sq. ft.
  - Omaxe Shopping Arcade, Bhatinda* 0.5 mn sq. ft.

- ▶ Area completed during the quarter – 12.61 mn sq. ft. – Total completion for FY 2011 at 22.66 mn sq. ft.

# Overview

## ▶ Major projects contributing to revenue for the year:

1. Omaxe Grand Woods, Noida (Mid – Income Group Housing)
2. Royal Residency, Ludhiana (Mid – Income Group Housing)
3. Omaxe Heights, Faridabad (Mid – Income Group Housing)
4. Omaxe City, Mullanpur, Chandigarh (Residential Plots & Low – Rise Group Housing)
5. Omaxe City, Rohtak (Residential Plots & Low – Rise Group Housing)

## ▶ Major projects completed during the year:

- ✓ Integrated Townships – Omaxe City at Jaipur, Sonapat, Rohtak, Indore
- ✓ Group Housing – Omaxe Heights at Faridabad, Bahadurgarh, Lucknow; Omaxe Greens at Derabassi
- ✓ Shopping Malls – Patiala, Gurgaon & Agra

# Financial Highlights

Comparative Performance (Rs. mn)				
Particulars	Quarter Ended 31 <sup>st</sup> Mar.		Year Ended 31 <sup>st</sup> Mar.	
	FY 2011	FY 2010	FY 2011	FY 2010
<b>Financials</b>				
Net Sales	5,663	3,782	15,216	10,012
EBIDTA	348	336	2,377	2,101
PBT	100	128	1282	1034
Tax	17	323	355	91
PAT	117	452	927	1125
EPS (Rs.)	0.67	2.60	5.34	6.48
<b>Key Ratios</b>				
EBIDTA Margin	6.1%	8.9%	15.6%	20.9%
PAT Margin	2.0%	12.0%	6.1%	11.1%
Debt / Equity Ratio			0.93	1.15

# Financial Highlights

## Balance Sheet Details as on 31<sup>st</sup> Mar. 2011 (Rs. mn)

Net Worth	16,778
Consolidated Gross Debt (including deferred land payment)	15,523
Cash & Bank Balance	1,946
Net Debt	13,578
Inventory	12,147
Work In Progress	57,913
Net Current Assets	31,196
Cumulative Net Customer Advances	36,839

# Financial Highlights

## Consolidated Debt Position as on 31<sup>st</sup> Mar. 2011 (Rs. mn)

Gross Opening Balance (as on 1 <sup>st</sup> Jan. 2011)	16,372
Less: Repaid during Q4 FY 2011 (including accrued interest)	2,421
Add: New loan availed	1,572
Gross Debt Position (as on 31 <sup>st</sup> Mar. 2011)	15,523

## Debt Repayment Plan (Rs. mn)

Scheduled Debt Repayment in FY 2012	6,270
Scheduled Debt Repayment in FY 2013	3,411

# Financial Highlights

Cash Flow Position (Rs. mn)		
Particulars	Q4 FY 2011	FY 2011
Cash Flow from Operations (A)	6,004	19,948
Less:		
Construction, Land & Overheads	3,834	11,573
Selling & Administration Expenses	744	2,670
Interest Payments	549	2,200
Debt Repayments	2,241	5,994
Total Outflows (B)	7,367	22,442
Add:		
New Borrowings from Banks/FIs (C)	1,572	3,222
Balance (A-B+C)	209	728



# Shareholding Pattern

Category	No. of Shares	Percentage Shareholding
Promoters	154,725,636	89.14
Financial Institutions / Banks	3,198,060	1.84
Foreign Institutional Investors	1,355,807	0.78
Bodies Corporate	7,856,868	4.53
Individuals	6,040,135	3.48
Others	390,494	0.23
<b>TOTAL</b>	<b>173,567,000</b>	<b>100.00</b>
Total Number of Shareholders		
Data as on 31 <sup>st</sup> Mar. 2011		

# Industry Outlook

- ▶ Inflationary pressures mounting cost of construction;
- ▶ Cost of borrowings on upward trend for both developers and buyers;
- ▶ Many other large developers have also started focusing on Tier II cities as inventory moving slow in Tier I cities;
- ▶ Demand for low-rise housing, plotted developments and Shop cum Office structures is on upswing;
- ▶ Developers focusing on completion and delivery of projects;
- ▶ Approvals for new projects are on slow trajectory.

# Risk Mitigation Strategies

- ▶ Well diversified and geographically spread land bank – a natural safeguard from regional risk – presence in 40 cities in 12 States;
- ▶ Monetization of non-strategic land parcels, though smaller in size, continue to remain thrust area – exited from few Tier III cities;
- ▶ Focus on execution and recovery – target completion for FY 2012 – 17–18 mn sq. ft.;
- ▶ Phased launches of new projects and product category depending upon need of market – approx. 10 mn sq. ft. of projects in pipeline to be launched in FY 2012;
- ▶ Slowly adding low cost land in the kitty for future growth – acquired close to 500 acres across Chandigarh, Lucknow, Faridabad & Allahabad during FY 2011.

# Omaxe Chandigarh Extension, Mullannpur



# Omaxe Eternity, Vrindavan

OMAXE  
OMAXE ETERNITY  
Vrindavan  
**OPALA - 1**

←  
SITE OFFICE /  
SAMPLE FLAT

24 3 2011

# Waterfront Hi - Tech Township, Allahabad



# Omaxe Residency, Lucknow



# Thank You!!!

**Omaxe Ltd.**

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