



**Q2 FY18 Investor Presentation**

# Omaxe - Vision & Mission

## **Vision**

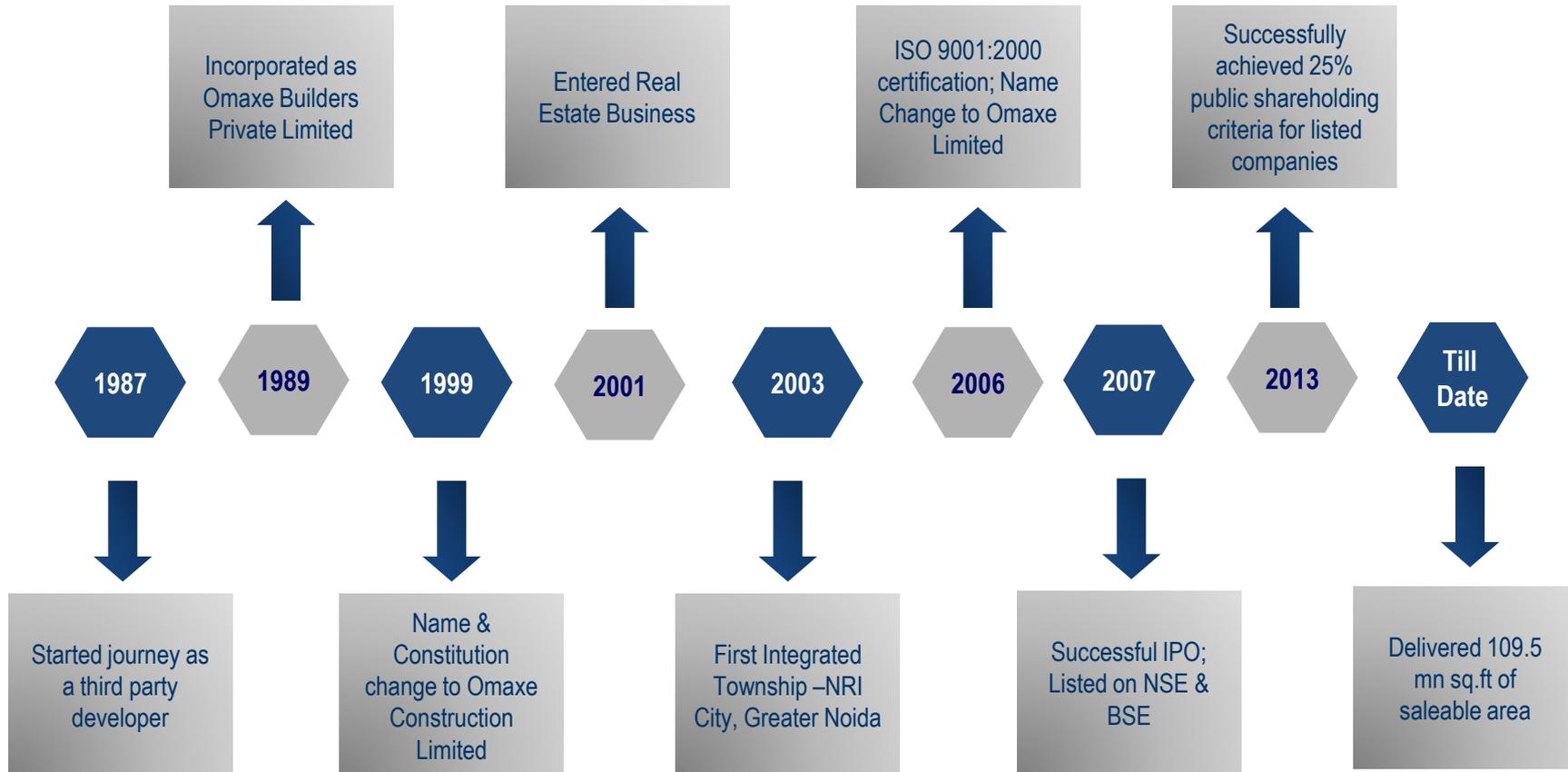
*To be a trusted leader in the real estate sector contributing towards a progressive India.*

## **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: ~ 77.70 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: ~1,675**

**No. of Projects (ongoing): 11 Group Housing, 16 Townships, 9 Commercial  
Malls/ Hotels/ SCO**

# Our Presence Across India

08 States | 27 Cities

## PUNJAB

- ✓ Amritsar ✓ Derabassi
- ✓ Ludhiana ✓ Bathinda
- ✓ Patiala ✓ Rajpura
- ✓ New Chandigarh

## RAJASTHAN

- ✓ Jaipur ✓ Bhiwadi

## HIMACHAL PRADESH

- ✓ Baddi

## UTTARAKHAND

- ✓ Rudrapur

## DELHI



## HARYANA

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

## MADHYA PRADESH

- ✓ Indore

## UTTAR PRADESH

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

Map not to scale

## Business Overview (Q2 FY 18 vis-à-vis Q2 FY 17)

	Q2 FY 18	Q2 FY 17	Change
Area Sold (mn sq.ft)	0.65	0.79	-18%
Value of Booking (Rs. Cr)	196	218	-10%
Avg Rate psf (Rs. INR)	3,015	2,756	9%

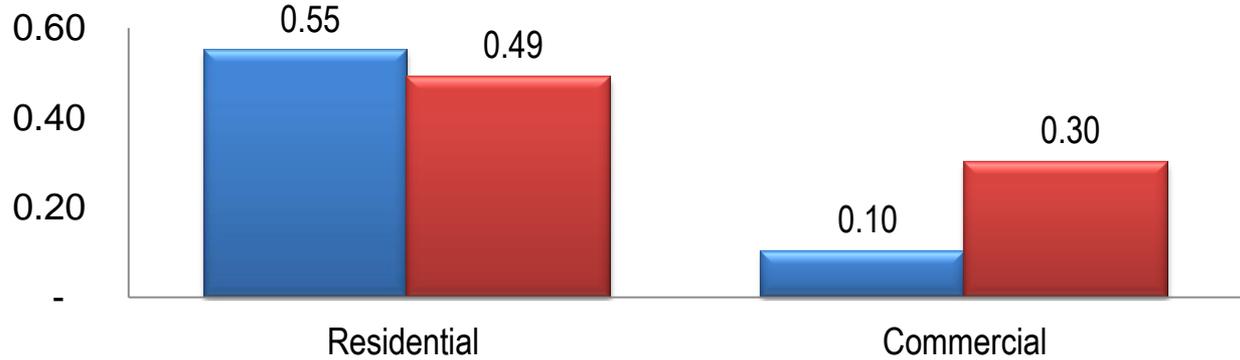
Particular	Q2 FY18		Q2 FY17	
	Area (mn sq ft)	Value (Cr.)	Area (mn sq ft)	Value (Cr.)
Residential	0.55	142	0.49	87
Commercial	0.10	54	0.30	131
Total	0.65	196	0.79	218
Avg Rate psf (Rs. INR)	3015		2756	

Area delivered during the quarter is 0.86 mn sqft

# Business Operation (Q2 FY 18 vis-à-vis Q2 FY 17)

**Area Booked (Mn Sqft)**

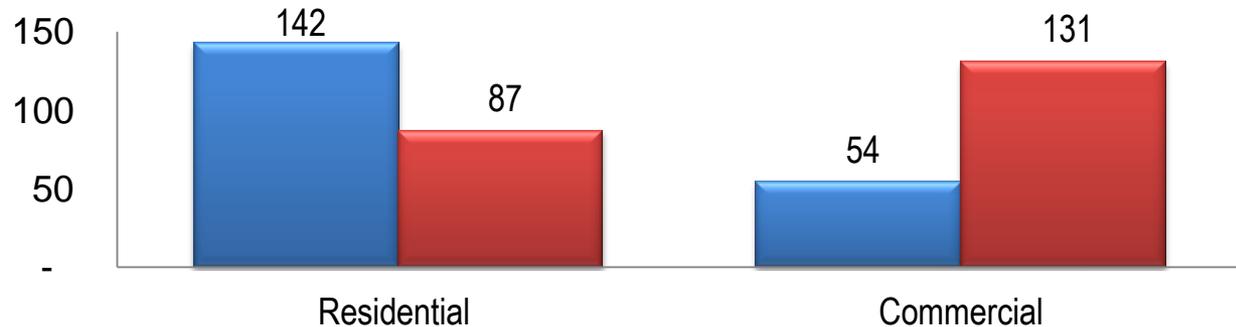
Q2 FY18  
Area booked 0.65 mn sqft



■ Q2 FY18 ■ Q2 FY17

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

Q2 FY18  
Value of booking 196 Cr



■ Q2 FY18 ■ Q2 FY17

## Business Overview (H1 FY 18 vis-à-vis H1 FY 17)

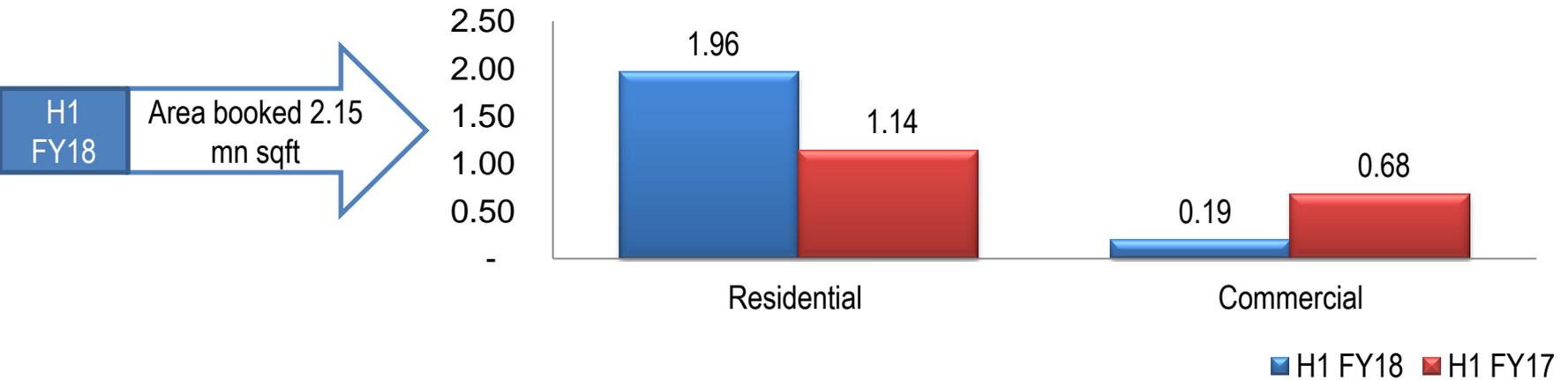
	H1 FY 18	H1 FY 17	Change
Area Sold (mn sq.ft)	2.15	1.82	18%
Value of Booking (Rs. Cr)	505	510	-1%
Avg Rate psf (Rs. INR)	2351	2806	-16%

Particular	H1 FY18		H1 FY17	
	Area (mn sq ft)	Value (Cr.)	Area (mn sq ft)	Value (Cr.)
Residential	1.96	432	1.14	203
Commercial	0.19	73	0.68	308
Total	2.15	505	1.82	510
Avg Rate psf (Rs. INR)	2351		2806	

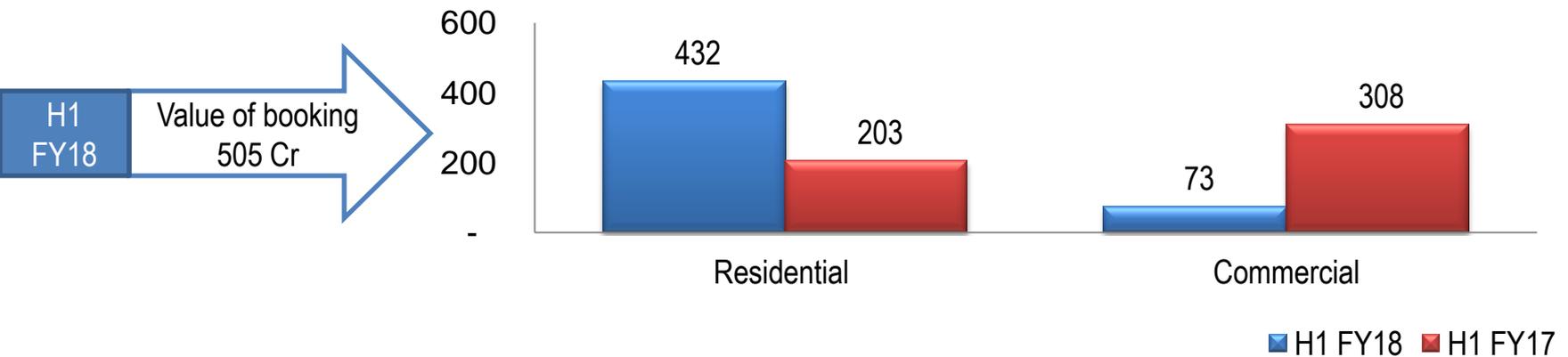
Area delivered during H1 is 1.90 mn sqft

# Business Operation (H1 FY 18 vis-à-vis H1 FY 17)

**Area Booked (Mn Sqft)**



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



# Financial Highlights

## Results (Q2FY18 & H1FY18)

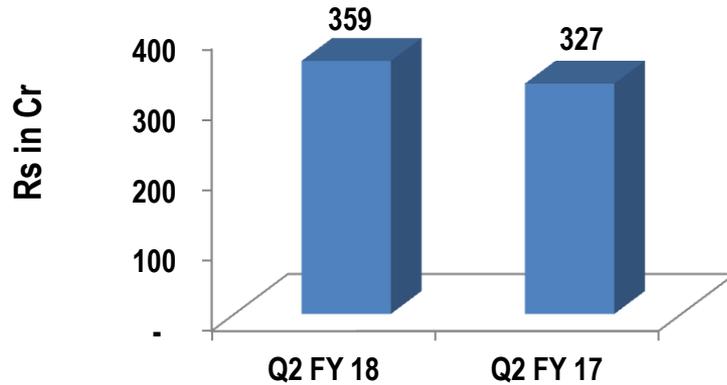
Fig in Rs. Cr.

	Quarter Ended^			Half year ended^		Year Ended^
	Q2 FY18	Q1 FY18	Q2 FY17	H1FY18	H1FY17	FY17
<b>Income from Operation</b>	359	482	327	842	764	1627
<b>EBIDTA</b>	76	81	90	157	204	343
<b>PBT</b>	35	39	43	74	118	179
<b>PAT</b>	19	25	23	43	69	105
<b>EPS (Diluted) INR</b>	0.98	1.26	1.25	2.24	3.74	5.57

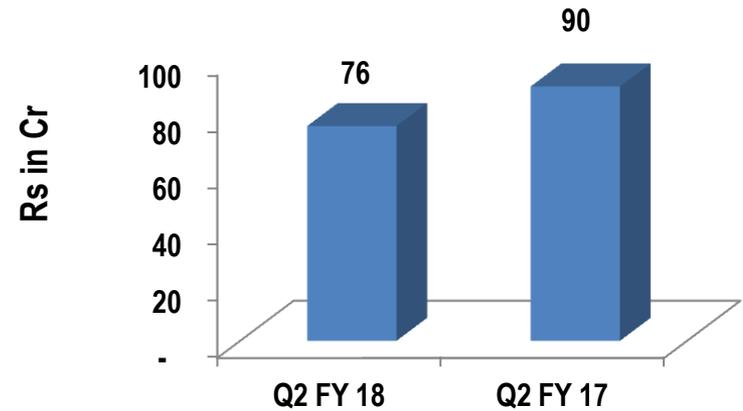
^ As per INDAS

# Operational Glimpse (Q2 FY18 vis-à-vis Q2 FY17)

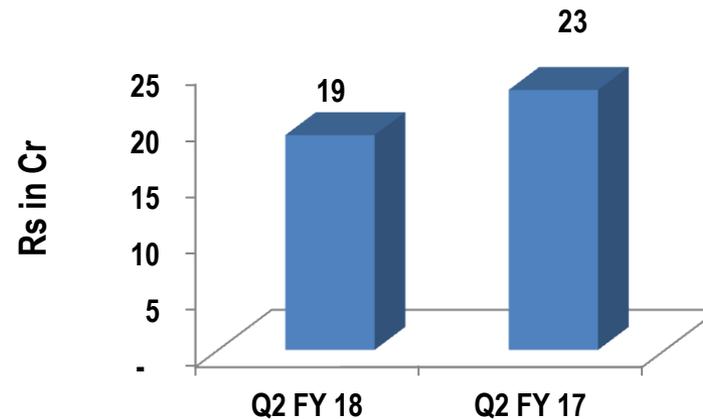
### Income from Operation (Cr.)



### EBITDA (Cr.)

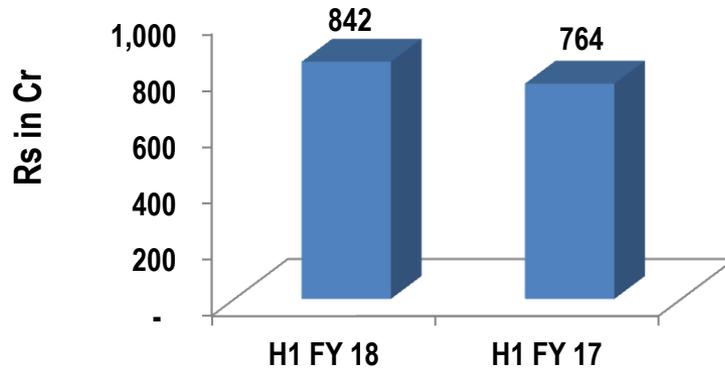


### PAT (Cr.)

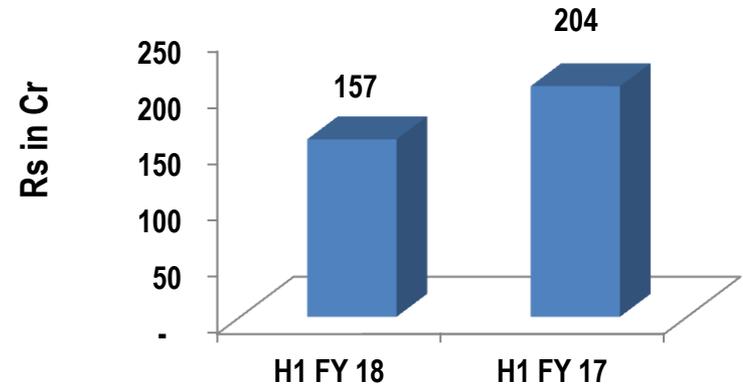


# Operational Glimpse (H1 FY18 vis-à-vis H1 FY17)

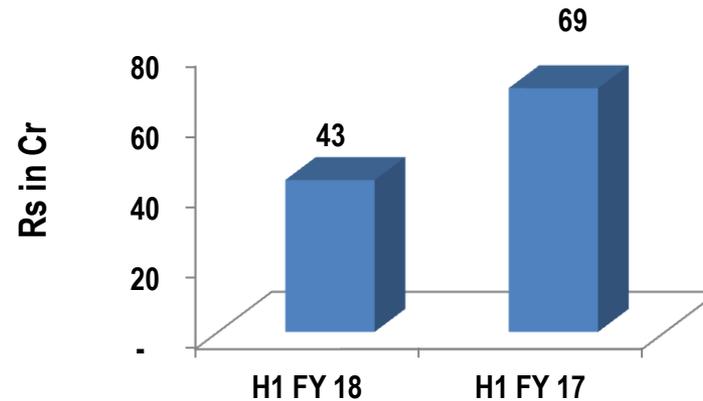
### Income from Operation (Cr.)



### EBITDA (Cr.)



### PAT (Cr.)



# Financial Highlights

Q2 FY 18 Debt Status (as on 30<sup>th</sup> September, 2017)

<b>Particulars</b>	<b>Amount in Cr.</b>
Gross Debt Position (July 01, 2017)	1,487
Add: Loans availed during the quarter	291
Less: Repaid during the quarter	(168)
Add: Working Capital Limit & Others	5
<b>Gross Debt Position (September 30, 2017)</b>	<b>1,615</b>
<i>Debt Repayment Schedule</i>	
Debt Repayment in next 6 months	287
<b>Net Worth</b>	<b>2156</b>

# Financial Highlights

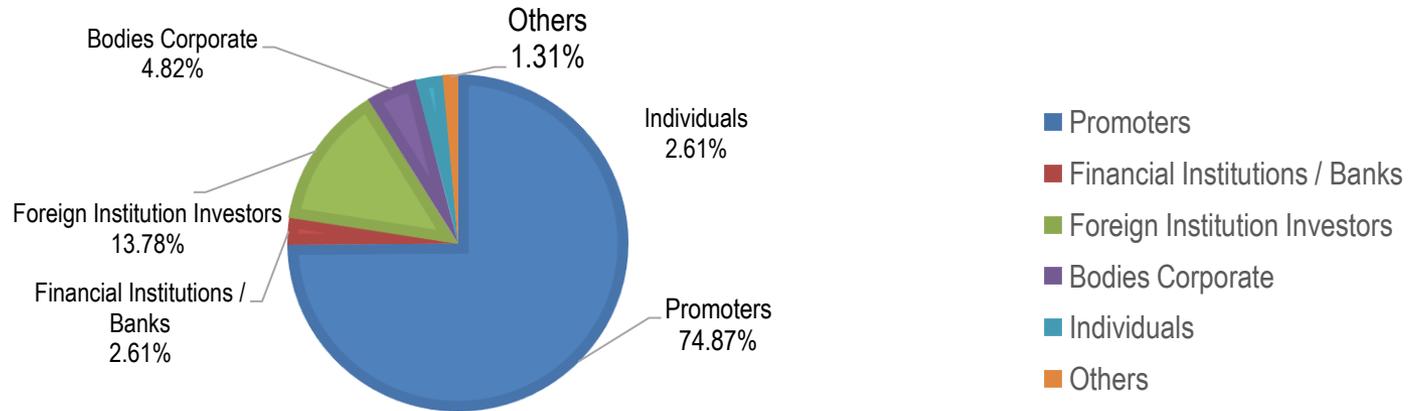
## Cash Flow Position (Q2FY18 & H1FY18)

Fig in Rs. Cr.

<b>Particulars</b>	<b>Q2 FY18</b>	<b>H1 FY18</b>
Cash Flow from Operation	319	755
<b>Total Inflow (A)</b>	<b>319</b>	<b>755</b>
Construction and Other Overhead Expenses	185	423
Admin, selling & Others expenses	169	324
Financial expenses	71	123
<b>Total outflow (B)</b>	<b>425</b>	<b>870</b>
<b>Net cash flow (A-B)=C</b>	<b>(106)</b>	<b>(115)</b>
<b>Net Borrowings (D)</b>	<b>123</b>	<b>113</b>
<b>Net Balance (C+D)</b>	<b>17</b>	<b>(2)</b>

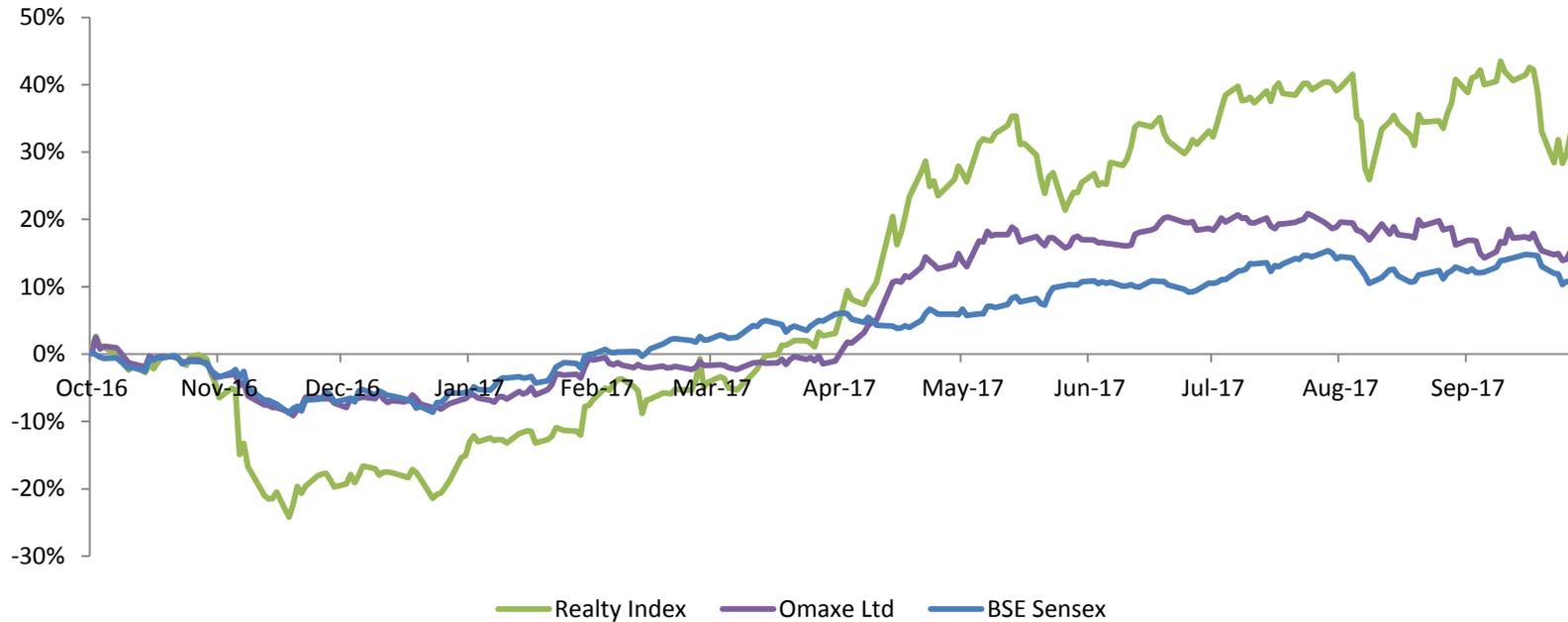
# Shareholding Pattern

As on September 30, 2017



Category	No of Shares	Percentage Shareholding
Promoters	137,166,194	74.87%
Financial Institutions / Banks	4,777,426	2.61%
Foreign Institution Investors	25,237,695	13.78%
Bodies Corporate	8,831,779	4.82%
Individuals	4,779,236	2.61%
Others	2,407,122	1.31%
<b>Total</b>	<b>183,199,452</b>	<b>100%</b>

# Omaxe Limited – Share price movement



Last Trading Price INR 205.20  
As on November 13, 2017

52 Week High INR 217.45

52 Week Low INR 154.85

Market Capitalization INR 3754.95 cr

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