

Simplicity with Variety !





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Standing Tall

Company Overview

- ✓ Presence : 8 States across 27 Cities
- ✓ Project Under Execution/ Construction : ~ 74 mn sq ft
- ✓ Area delivered in Real Estate : 63.40 mn sq ft (approx.)
- ✓ Area Delivered as Third Party Contractor : 31.80 mn sq ft (over 123 contracts)
- ✓ No of projects (On-going) : 13 Group Housing, 16 Integrated Township, 10 Commercial Malls/Hotels/ SCO
- ✓ Employee Strength : ~1,640



HI-TECH TOWNSHIPS



INTEGRATED TOWNSHIPS



GROUP HOUSING



COMMERCIAL-
SHOPPING MALLS /
OFFICE SPACE



HOTELS

Omaxe Presence Across India

Our Presence Across India

08 States | 27 Cities

PUNJAB

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

RAJASTHAN

- ✓ Jaipur ✓ Bhiwadi

HARYANA

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

MADHYA PRADESH

- ✓ Indore

HIMACHAL PRADESH

- ✓ Baddi

UTTARAKHAND

- ✓ Rudrapur

DELHI

UTTAR PRADESH

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



Business Overview Q4 FY 15

	Q4 FY 15	Q4 FY 14	Change
Area Sold (mn sq.ft)	1.42	2.44	-42%
Value of Booking (Rs. Cr)	346	415	-16%
Avg Rate psf (Rs. INR)	2,432	1,696	43%

Particular	Q4 FY15		Q4 FY14	
	Area (mn sq ft)	Value (Cr.)	Area (mn sq ft)	Value (Cr.)
Residential	1.13	240	0.24	52
Commercial	0.29	106	2.20	363
Total	1.42	346	2.44	415
Avg Rate psf (Rs. INR)	2,432		1,696	

Area delivered during the quarter is 2.50 mn sqft

Business Overview FY 15

	FY 15	FY 14	Change
Area Sold (mn sq.ft)	4.29	7.83	-45%
Value of Booking (Rs. Cr)	1,491	2,107	-29%
Avg Rate psf (Rs. INR)	3,477	2,692	29%

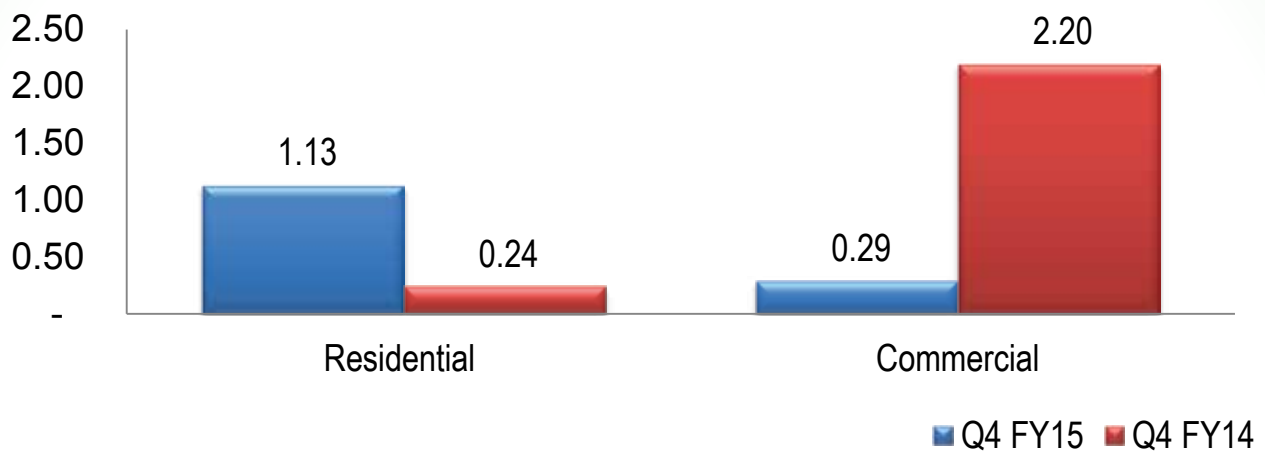
Particular	FY15		FY14	
	Area (mn sq ft)	Value (Cr.)	Area (mn sq ft)	Value (Cr.)
Residential	3.49	1,149	5.13	1,429
Commercial	0.80	342	2.70	678
Total	4.29	1,491	7.83	2,107
Avg Rate psf (Rs. INR)	3,477		2,692	

Area delivered during FY15 is 5.00 mn sqft

Business Operation (Q4 FY 2014-15)

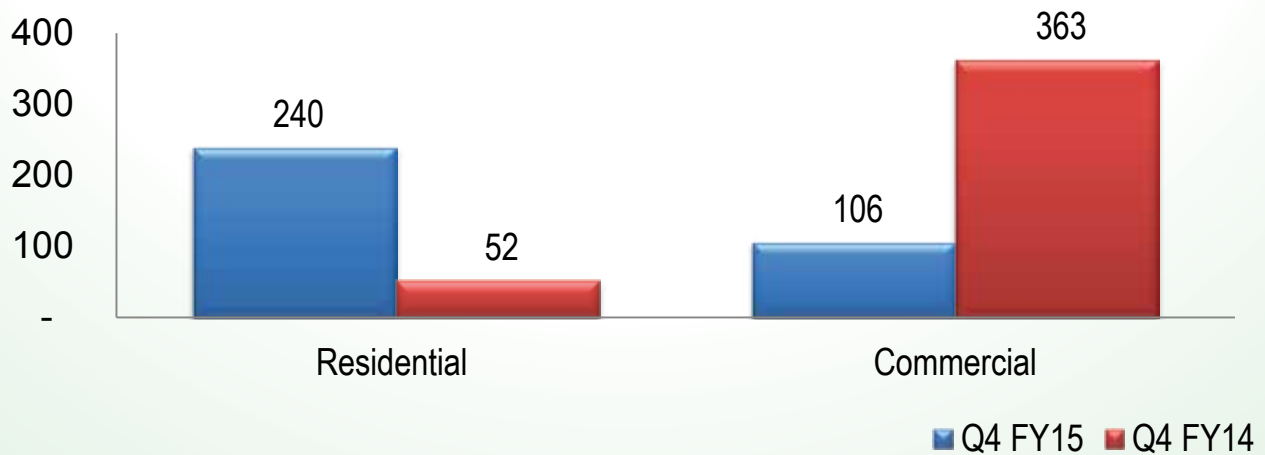
Area Booked (Mn Sqft)

Q4 FY15 Area booked 1.42 mn sqft



Value Of Booking (Rs in Cr)

Q4 FY15 Value of booking 346 Cr

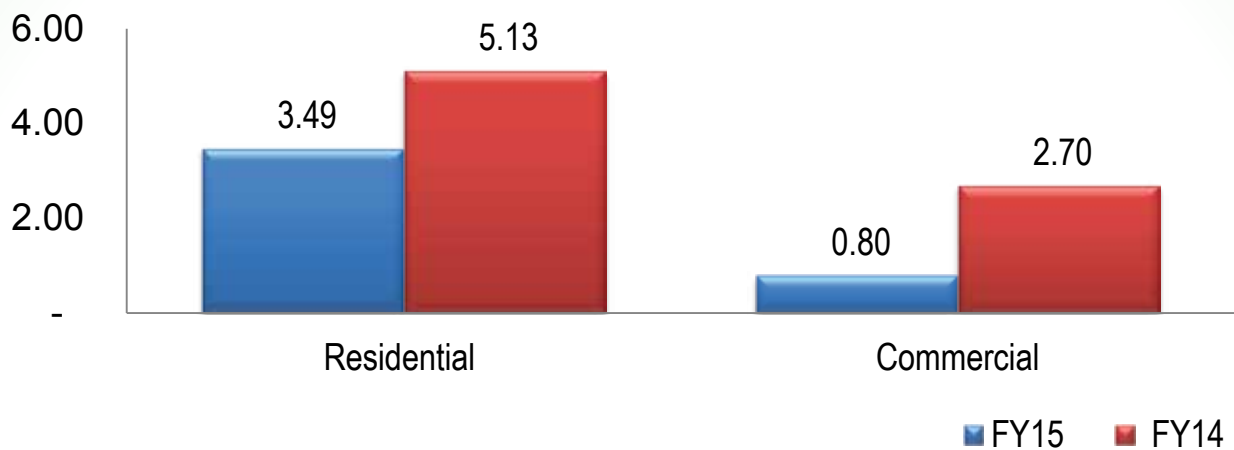


Business Operation (FY 2014-15)

Area Booked (Mn Sqft)

FY15

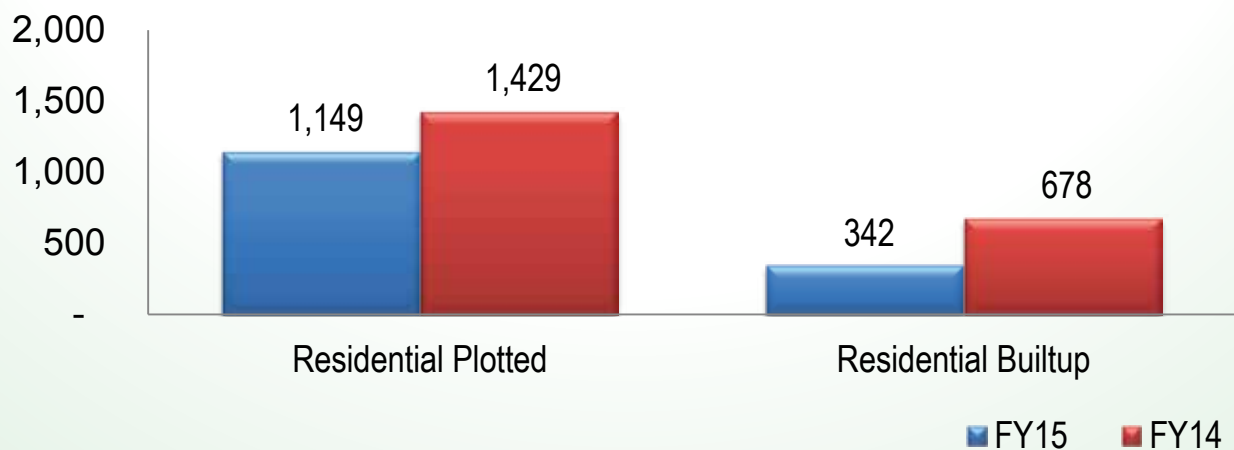
Area booked 4.29 mn sqft



Value Of Booking(Rs in Cr)

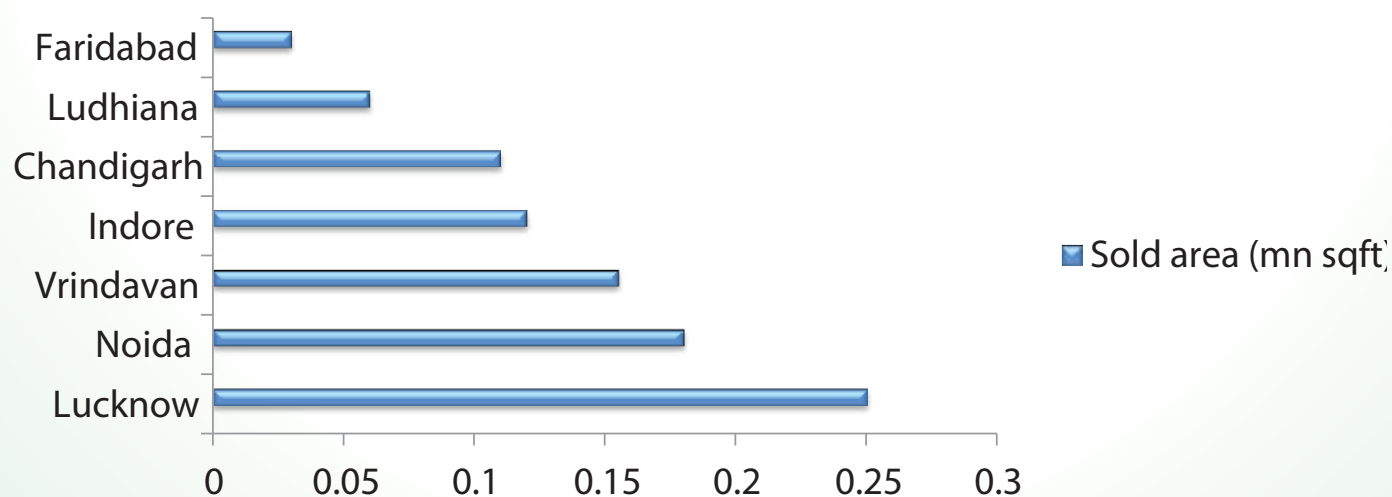
FY15

Value of booking 1,491 Cr



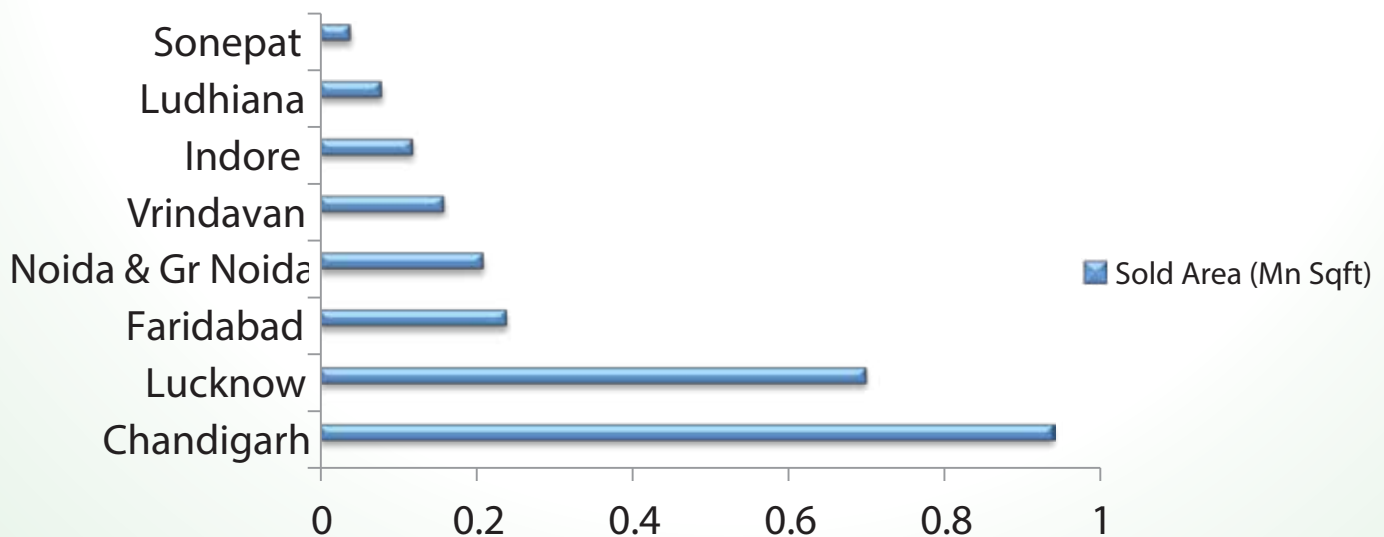
Newly Launched Projects during Q4-FY15

Location	Type	Sold area (mn sqft)
Lucknow	Commercial Built-up	0.25
Noida	Group Housing	0.18
Vrindavan	Group Housing, Plots	0.16
Indore	Plots, Commercial Built-up	0.12
Chandigarh	Floors	0.11
Ludhiana	Floors	0.06
Faridabad	Commercial Built-up	0.03
Grand Total		0.91



Newly Launched Projects during FY15

Location	Type	Sold area (mn sqft)
Chandigarh	Group Housing, Floors	0.94
Lucknow	Commercial Built-up, Group Housing	0.70
Faridabad	Commercial Built-up, Group Housing	0.24
Noida & Gr Noida	Group Housing	0.21
Vrindavan	Group Housing, Plots	0.16
Indore	Plots, Commercial Built-up	0.12
Ludhiana	Floors	0.08
Sonepat	Commercial Built-up	0.04
Total		2.49



Financial Highlights

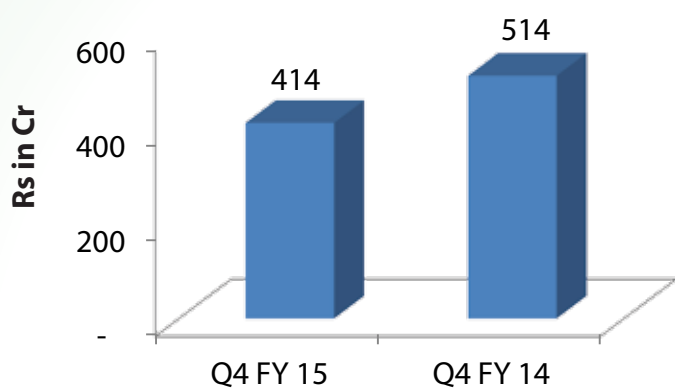
Results (Results (Q4 & FY15))

Fig in Rs. Cr.

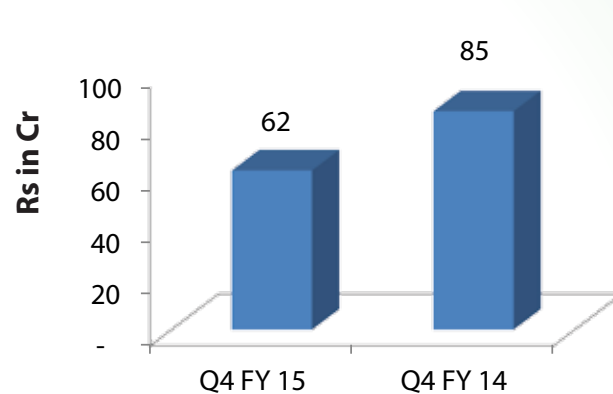
	Quarter Ended			Year Ended	
	Q4 FY15	Q3 FY15	Q4 FY14	FY15	FY14
Turnover	414	308	514	1,431	1,623
Gross profit	102	98	127	399	436
EBIDTA	62	65	85	268	256
PBT	35	23	45	110	116
PAT	20	14	25	60	79
EPS (Diluted)	1.09	0.76	1.37	3.27	4.29

Operational Glimpse (Q4 FY15 vis-à-vis Q4 FY14)

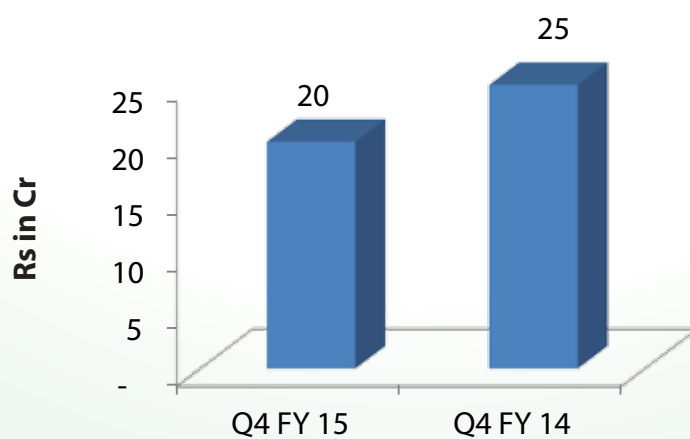
Income from Operation (Cr.)



EBITDA (Cr.)

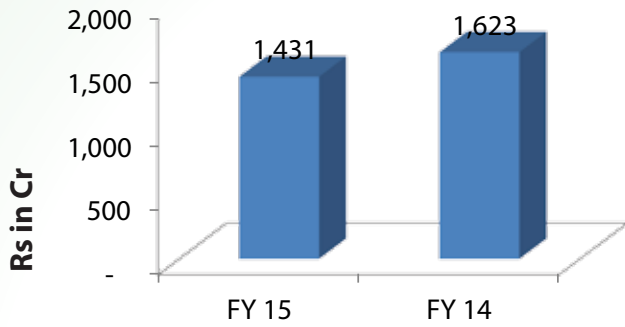


PAT (Cr.)

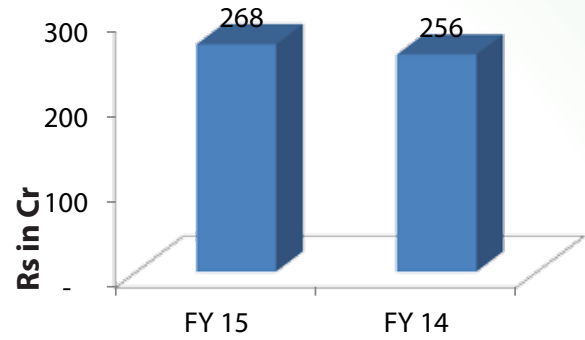


Operational Glimpse (FY15 vis-à-vis FY14)

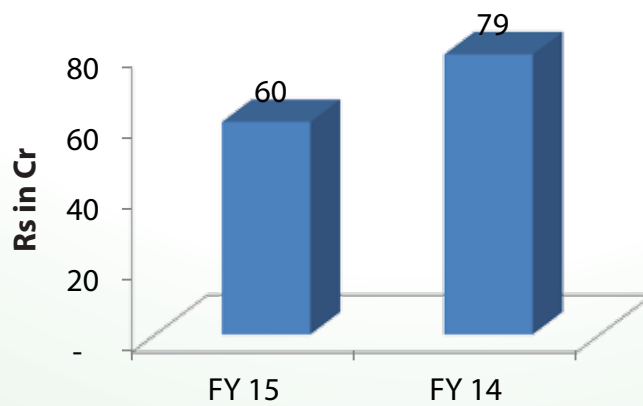
Income from Operation (Cr.)



EBITDA (Cr.)



PAT (Cr.)



Financial Highlights

Debt Status (as on 31st March, 2015)

Particulars	Amount in Cr.
Gross Debt Position (as on December 31, 2014)	1,147
Add: Loans availed during the Quarter	128
Less: Repaid during the Quarter	193
Add: Working Capital Limit	14
Gross Debt Position (as on March 31, 2015)	1,096
Debt Repayment Schedule	
Debt Repayment in next one year	516

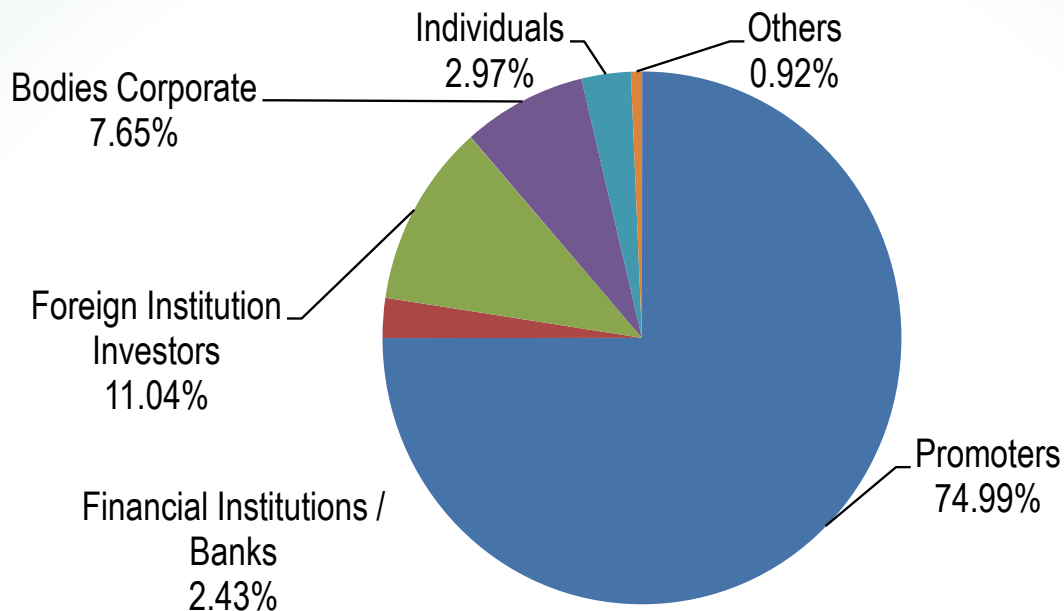
Financial Highlights

Cash Flow Position (Q4 & FY15)

Particulars	Q4 FY15	FY15
Cash Flow from Operation	408	1576
New Borrowings	128	622
Total Inflow	536	2198
Construction and Other Overhead Expenses	182	922
Selling and Admin Expenses	168	574
Interest Expenses	39	169
Debt Repayments	192	588
Total outflow	581	2253
Net Balance	(45)	(55)

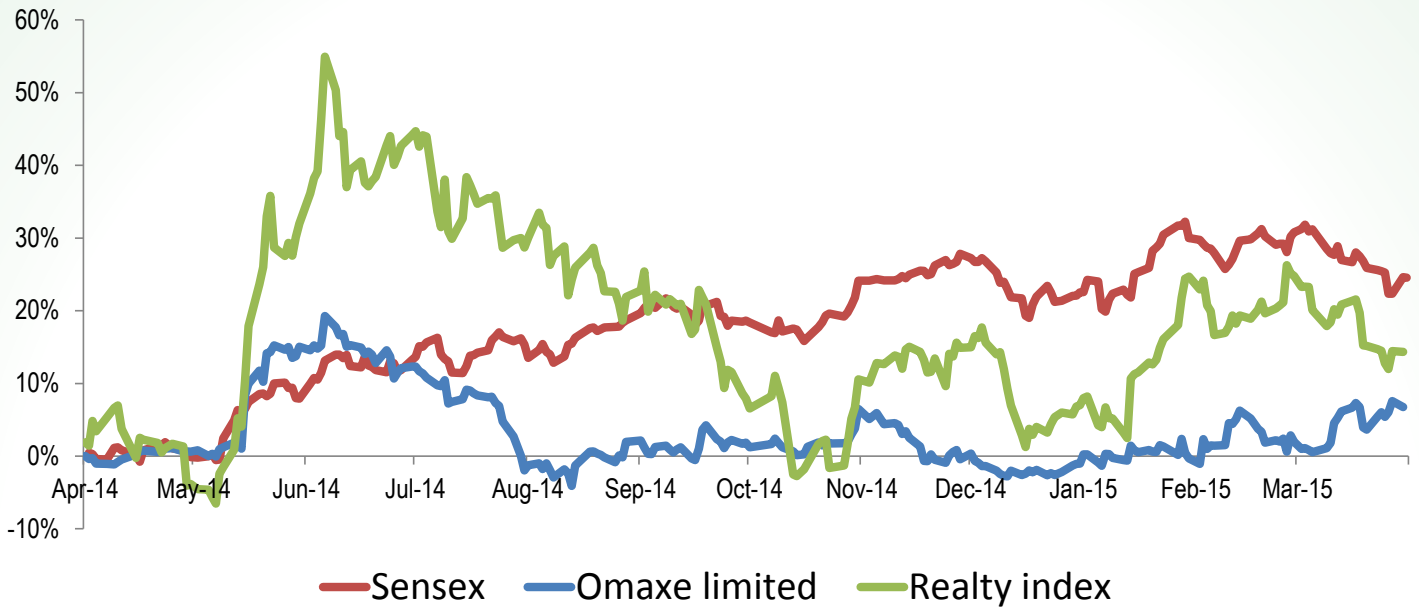
Shareholding Pattern

As on March 31, 2015



Category	No of Shares	Percentage Shareholding
Promoters	13,71,66,194	74.99%
Financial Institutions / Banks	44,41,335	2.43%
Foreign Institution Investors	2,01,95,859	11.04%
Bodies Corporate	1,39,87,676	7.65%
Individuals	54,29,968	2.97%
Others	16,79,508	0.92%
Total	18,29,00,540	100%

Omaxe Limited – Share price movement



Last Trading Price
As on May 28, 2015

INR 136.05

52 Week High

INR 152.30

52 Week Low

INR 120.05

Market Capitalization

INR 2,488 cr

Source: www.bseindia.com

Omaxe Hazratganj, Lucknow



A mix of retail & entertainment, & service apartment units of approx. 500 Sq. Ft. and above located in sect 7, gomti nagar extension on Amar Shaheed Path express way, which is a new life line of Lucknow and is placed in the hub of Futuristic developments like IT City, International Cricket Stadium, IIIT, Hospital, to name a few. Also, metro in the vicinity of Gomti Nagar Extension.

Omaxe Riyaasat, Noida



Luxury is redefined, elegance is rediscovered & richness is extensively more elaborated to metamorphose into Riyaasat...where you rule life on your own terms. Riyaasat needs no introduction... it's just a reward for the discerning few, as for them life means class, style & regality. Located on Noida expressway with unit in sizes between 1225 sq. ft. and 1825 sq. ft.



Celestia Grand, Omaxe New Chandigarh



These independent villa floors with lift in Omaxe New Chandigarh is an abode of peaceful and spacious living. The 3BHK Residential Apartments in S+3 Floors are exclusively designed with modern amenities. The most modern facilities that are coming up in the township add to the beauty of owing one.

Celestia Grand, Omaxe Royal Residency, Ludhiana



Based on a similar concept, Celestia Grand is one of the most prized properties in Ludhiana. Spacious villa floors with modern amenities and a beautiful surrounding



Way to Success



Entertainment Zone “Oh!Max” in Omaxe Connaught Place



Omaxe Novelty Mall, Amritsar



India Trade Tower, Omaxe New Chandigarh



Omaxe Hazratganj Chowk, Lucknow



"The coming Budget is expected to continue with positive policy changes in order to improve business environment and give strong push to growth."



Mohit Goel, Chief Executive Officer, Omaxe Limited joined the company as an Executive. He gained the relevant grassroots experience in various aspects of real estate business, like construction, sales & marketing, business development etc. Goel has been credited with infusing new energy in the institution through regular meetings, discussions, events etc. Goel has also won the Young Achiever's Award by ABP's Real Estate Awards in 2014 along with the Young Male Entrepreneur of the Year Award by Infra & Realty Sutra Award 2014.

Omaxe Limited is one of India's leading real estate development companies. Founded in 1987, the company has fast spread its footprints in 9 States across 30 cities. The company has in its kitty a diversified product portfolio that includes Integrated Townships, Hi-Tech Townships, Group Housing projects, Shopping Malls, Office Spaces, SCOs and Hotel projects.

With approx. 92.6 million sq. ft. of delivered space in both real estate and construction contracting, the company is currently undertaking 42 real estate projects - 14 Group Housing, 18 Townships, 10 Commercial Malls/Hotels/SCO. A BSE & NSE listed company, Omaxe has over the years made a mark with some landmark projects and engineering marvels. Sensing an opportunity in Tier II and III cities, the company made a conscious decision to venture into States like Uttar Pradesh, Madhya Pradesh, Punjab, Haryana, Uttarakhand, Rajasthan, Delhi, Himachal Pradesh to name a few and has immensely contributed in the socio-economic development of these cities.

Replying to **Yash Ved** of IIFL, **Mohit Goel** says "The coming Budget is expected to continue with positive policy changes in order to improve business environment and give strong push to growth."

What are your expectation from Budget?

Post the interim Budget, where a number of positive announcements were made, the macroeconomic indicators have improved with inflation and industrial growth showing positive signals. The coming Budget is expected to continue with positive policy changes in order to improve business environment and give strong push to growth. Government has been moving steadily on Smart Cities and the Budget will have a lot of announcements on this front including the broader contours. With several countries pledging support including the US, Singapore etc. Smart cities will bring in a lot of opportunities for private developers. The Government must further liberalize and allow FDI in other segments, after allowing the same in construction and affordable housing. The Government must re-introduce tax benefit under section 80 IB (10) of the Income Tax Act in order to overcome the supply gap and fulfill the vision of Housing for all by 2022.

This benefit should also be extended to Smart Cities, affordable housing and re-development. The real estate sector is expecting its long pending demand of grant of infrastructure status. It will immensely help the sector to access easy finance. A single window clearance mechanism is the need of the hour when implementation of project is the key to investment and growth in the country today. GST is an important tax regime and will benefit the economy going forward. Inclusion of real estate in GST is something that needs a holistic view but we believe its inclusion will bring about a lot of transparency in the sector. Taxes comprise a major portion in a property purchase and it must be rationalized. While a cut in interest rate by RBI isn't alone enough, buyers, too, have to be incentivized through rebate in Personal Income Tax and more money be put into their hands in order to drive demand.

Brief us about your Financials?

We recently announced financial results for Q3 FY15 which saw our consolidated Income at Rs 308 crore for the quarter ended December 31st 2014. PAT for the quarter stood at Rs 13 crore. In the 9 month period, the consolidated income stood at Rs 1017 cr. And PAT at Rs 40 crore.

Your new project launches for the coming months?

We are looking to launch 6-7 new projects in the coming months in cities like New Chandigarh, Lucknow, Ludhiana, Bahadurgarh etc. We are also focusing on delivering our existing projects in New Chandigarh, Lucknow, Noida amongst others.

What is your outlook on real estate prices?

Prices are likely to remain subdued atleast in metro cities for the next 6 months. Inflation and industrial growth has shown positive signs. RBI's repo rate cut and SLR cut may prod banks to reduce lending rates and keep aside more for lending to corporate and retail. The prices in tier II and III cities have seen some increase because these markets due to its affordability find many takers.

Do you expect demand scenario will improve for the real estate sector?

Sales have not been on expected lines on account of challenging economic scenario. Despite the formation of a stable Government and various reforms announced, demand remains subdued. However, the Government has been taking measures to boost sentiments and the outcome will be visible in the next 6-9 months. A lot of demand in commercial and residential space has been coming from tier II and III cities and we are expecting these cities to perform better than Tier I cities.

What are your fund raising plans?

The Board had given an approval to raise Rs 550 crore through NCDs. We have already raised Rs 50 crore and in this quarter, we may raise another Rs 50 crore.

Your current debt?

Our Gross debt stands at Rs 1147 crore, a rise of 5%, mainly due to Rs 50 crore raised through NCD. We are comfortably placed with a debt anywhere between Rs 1000-1200 crore.



This filled day-long Beach Fiesta was organised by Ommax Group at the Waterscape, the Grand Nagar Extension recently. The highlight of the event was entertainment, food, music, lucky draw and the colourful cultural extravaganza. Company's CMD Prakash Goel was also present and on the occasion. -HTE

Omaxe repays ₹135-crore debt

COGENCIS
New Delhi, January 28

Delhi-based real estate developer Omaxe Ltd has paid off ₹135 crore of debt during the quarter ended December, and plans to raise fresh debt by March in to bid for a 25-acre land in Noida, Chief Executive Officer Mohit Goel told Cogencis.

The company's total debt during the quarter ended September was ₹1,000 crore.

According to Goel, the company's ambitious plan of a housing project in Noida, for which it is planning to buy 25 acres, has not been able to start as the Uttar Pradesh government delayed the auctions of land under its affordable housing schemes.

The cost of acquiring 25 acres, which would have a saleable area of 5 million sq ft, would be around ₹500-600 crore, Goel had earlier said.

Omaxe to sell non-core land worth ₹150 crore

Realty firm Omaxe is looking to raise about Rs 150 crore through sale of non-core land parcels as part of its strategy to focus on completion of ongoing real estate projects and cut debts. According to sources, the Delhi-based developer is in advance stage of talks to sell two land parcels at Yamuna Nagar and Visakhapatnam. The sale value of these two parcels could be worth about Rs 150 crore, they added. Omaxe is selling about 100 acres at Yamuna Nagar in Haryana, while it has 20 acres in Visakhapatnam, sources said.

बॉनफायर और फेस्टिवल के साथ भंगड़ा के साथ मनाई लोहड़ी



04

REAL CONCERN



WITHOUT A COMPREHENSIVE AND COORDINATED POLICY, WE CANNOT EVEN THINK OF 'HOUSING FOR ALL BY 2022'



A FUND LIKE 'AFFORDABLE HOUSING FUND' AND REVISION OF SECTION 80B(1)(I) IS A MUST FOR 'HOUSING FOR ALL'

CEOSPEAK

'BUDGET 2015-16 WAS A BIG DISAPPOINTMENT FOR THE SECTOR!'

We pinned a lot of hope on it, but nothing concrete came out of it. This will delay the revival of the sector: Rohtas Goyal

PRABHAKAR SENHA

Rohtas Goyal, CMD of Omaxe Group, in an interview with Times Property, says that owing to the economic slowdown a number of industries in the country have entered out and that the government has to take concrete measures to revive them.

The real estate sector, too, is on a ventilator and needs oxygen in the form of a broad-spectrum, business-friendly eco system in the country for revival, Goyal says.

Goyal touted up a list of measures to rev up the realty market, infrastructure status, tax incentives, revision of Section 80B(1)(I) for affordable housing segment, and legalizing unaccounted money (not in government money) in the sale-purchase of housing units, etc.

WHAT IS YOUR COMMENT ON BUDGET 2015-2016? HOW WILL IT AFFECT THE SECTOR?

→ Let me be very clear! The budget was a big disappointment for the sector. We pinned a lot of hope on it, but nothing concrete came out of it. If the government does not take concrete measures soon, it will delay the revival of the sector.

In fact, we were very happy with the announcement of Prime Minister Narendra Modi's development projects—housing for all by 2022—last year. If the project has to be imple-



mented within the given time, it will open up great opportunities to the realty sector, but it requires certain

enabling measures. We were expecting the government to start announcing these en-



abling measures in this budget. Nothing has happened! It is really a setback for the sector as well as implementation of the 'housing for all' project. If the government wants to revive the sector, which will also help about 200 other industries, it must introduce real estate-friendly policies. The real estate is a very specialised and critical for the economy as a whole market.

IS THERE ANY TAKE AWAY FROM THIS BUDGET?

→ Of course! The Budget gives a road map for realising India's growth potential and fosters the much needed consolidation for infra-structure. Taking cue from the Union government's emphasis on growth and development, the SBP will have more focus for lowering interest rates. The recent cut in the repo rate is good, but not enough. A combination of tax incentives

and lower home loan rates will give the much needed fillip to the sector. Rationalisation of capital gains tax regime for REITs is also a welcome decision, which will provide more investment opportunities to people having disposable incomes.

KEEPING THE POSITIVE STEPS OF GOVERNMENT IN MIND, DO YOU THINK MISSION 'HOUSING FOR ALL BY 2022' IS POSSIBLE?

→ No! Without a comprehensive and coordinated policy, we cannot even dare to pick up the gauntlet. According to a report, almost a quarter of Indian households lack adequate housing. So, there is huge demand of housing, especially from the poorer sections.

The question is how can it be implemented, let alone completed! The government should immediately introduce a specific fund like 'affordable housing fund' and revise

Section 80B(1)(I) under which tax concessions are given to developers who build houses in the affordable segment.

WHAT ARE THE URGENT REFORMS NEEDED TO BOOST MARKET?

→ At the policy level, first of all, the real estate sector should be granted infrastructure status. This is a game-changer. Housing development involves undertaking large-scale urban infrastructure projects. High cost of a plot may land chunk—either from any development authority or directly from farmers—have to get more than all approvals from different agencies like central, state, urban, and local bodies. Consolidating the process, leading to uncertainties and delays in approvals that take about two to three years to obtain all the necessary approvals.

Apart from this, approvals from various civic authorities should be streamlined. If a developer buys land in a Master Plan zone, he should not be obliged to obtain any other approval, as it defeats the intent and purpose of a Master Plan, apart from introducing corruption and delays in the system.

Even in the new zone where government agencies grant change in land use, all the approvals required to construct housing projects should be looked into in advance by the authorities concerned.

We expect the SBP to have more room for lowering interest rates. Only a combination of tax incentives and lower home loan rates will boost the prospects of the sector.

WHAT IS CURRENT STATUS OF THE REALTY MARKET?

→ For end users and investors, market is quite good—I think this is the right time to buy property.

WILL 'SWACCH BHARAT ABHIYAN' HELP PROVIDE QUALITY LIFE IN YOUR PROJECTS?

→ Cleanliness is prerequisite for a decent living—and it is the right of every citizen, rich or poor. The objective of the mission is commendable. We sincerely hope this will lead to a clean and developed India.

With inputs from A K Tiwary



Deerlasi, Zirakpur, Shimla Highway, Kasari Road, Panchkula and Kharar-Ludhiana Road.

Price bracket
Upcoming residential projects in Chandigarh are more concentrated in the affordable segment than the premium ones. New projects being launched within the price range of Rs 20-40 lakh are witnessing good number of transactions.

Mohit Goel, CEO, Omaxe Ltd. said, "The idea of self-sustained townships is fast catching up in New Chandigarh. New Chandigarh can also be the wisest choice in terms of choosing a property. The market of real estate in New Chandigarh is expected to grow at the rapid speed in the coming years. Omaxe has always played a key role in the socio-economic development of New Chandigarh. Every project of ours sets a benchmark and we hope to strengthen our association with India's future in the coming year."

Future of Chandigarh
With major infrastructure projects and industrial corridors being planned, a new wave of development is soon going to sweep the region, especially Punjab and Haryana, the credit goes to the Metro rail project, upgradation of Chandigarh Airport to international standards, conversion of all highways, roads, metro, BCC, roads etc. The Government of Punjab with its new industrial and business policy has taken steps in this regard. It is the need of the hour to delineate an issues that are critical to the

“ THE UPCOMING LOCALITIES HAVE WITNESSED 30-50% APPRECIATION IN THE PAST COUPLE OF YEARS AND ARE EXPECTED TO GROW FURTHER ONCE THE GOVERNMENT PROVIDES ADEQUATE INFRASTRUCTURAL FACILITIES SUCH AS SEWAGE, ROADS, WATER AND OTHER CIVIC AMENITIES ”

MOHIT GOEL
CEO, OMAXE LTD.

growth of housing and urban infrastructure sector in the region and create a road map for the authorities and industry to usher in holistic and planned development of the region in a sustainable manner. Similarly in culture, philosophy and lifestyle needs with Chandigarh, makes New Chandigarh high on the priority list of homebuyers. In the next three years, the prospect and landscape of New Chandigarh will transform considerably and that will drive appreciation in the property market. During that time the properties in New Chandigarh will see more than 100% appreciation as compared to 10-30 per cent in Mohali, Panchkula, Zirakpur and old Chandigarh. »

UNIVERSITY OF
PROPERTY EXPERT

hot destination

New Chandigarh Seeing Daylight

Ever since the Punjab Government conceived New Chandigarh as the first eco-town of Punjab, the basic work and foundation of it is being seen on the ground. Like Chandigarh this is again showing signs of being a well-planned city with better amenities and infrastructure.

By: Deepshikha Singh

The Punjab Government is committed towards creating New Chandigarh on 13000 acres of land as a self-sustained modern city and has even allocated approximately Rs 1200 crore in the budget. The availability of modern social infrastructure, civic amenities, lifestyle facilities and technology driven services will define Smart City and New Chandigarh has laid the foundation for all these.

A Medical, Education City, Cricket stadium, Metro Rail have all been proposed. In fact, the foundation for a Cancer Hospital has already been laid. More service driven industries like IT and IT&E, tourism, healthcare etc. will be facilitated to provide job opportunities. New Chandigarh is planned and is being developed not as an alternative to Chandigarh but as a self-sustained Intelligent Smart City with no overhead wires and cables, low carbon emission, lake and waterfront, golf course etc. Apart from this, the natural beauty of the Shivaliks will add to the beauty of a peaceful and smart life in New Chandigarh.

The endeavour is to make New Chandigarh

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“ THE AVAILABILITY OF MODERN SOCIAL INFRASTRUCTURE, CIVIC AMENITIES, LIFESTYLE FACILITIES AND TECHNOLOGY DRIVEN SERVICES WILL DEFINE SMART CITY AND NEW CHANDIGARH HAS LAID THE FOUNDATION FOR ALL THESE ”

“ A self-sustainable city, which by definition means that the city will be able to independently support livelihood and habitation within its perimeter. A 300-acre Medical, 1700-acre Education City, a state-of-the-art Cricket stadium and Metro Rail have been proposed. In fact, the foundation for a Cancer Hospital has already been laid. Holiday homes and more hotels of various types are being planned to cater to a large number of MNC workforce and tourists. More service driven industries like IT and IT&E, tourism, healthcare etc. will be facilitated to provide job opportunities and better lifestyles. The city will have no overhead wires and cables.”

UNIVERSITY OF
PROPERTY EXPERT

hot destination

On the other hand, Chandigarh's real estate market witnessed a slump in real estate sector in the past but post formation of new government we are witnessing positive trends with residential values rising an average appreciation of 10% across the city. There has been tremendous growth in the city's suburban localities such as New Chandigarh, Panchkula, Mohali, Zirakpur and Deerlasi in

new projects being launched within the price range of Rs 20-40 lakh are witnessing good number of transactions.

Pros and cons of this area
Suburbs are rapidly developing around Chandigarh because of overcrowding within the city but provision of adequate infrastructure to support the residential development is still a concern among developers.

Who are the buyers here?
With reduction in base rates and interest rates because of improving economy the buyers are coming back to real estate market and it is expected that 2015 will prove to be a good year for real estate. Buyers are looking to invest in properties in this area as an investment option, as the area is expected to provide high returns in the coming years. Also NRIs from Punjab invest back home and with Chandigarh to become the first Smart City they are looking to invest in the area.

Few of the active developers who have launched affordable projects are Ansal APJ, Omaxe Ltd., Sud-Swift Land-Inf., DLF Ltd. and Pearl Infrastructure Projects Ltd. In localities such as

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We look forward to your feedback, suggestion and contribution to enable us to make this medium of expression truly enjoyable and informative. Our contact details are:

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