

OL/SE/223/JUL 2020-21

July 29, 2020

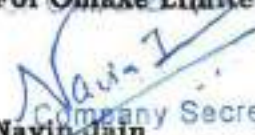
The Secretary BSE Limited Phiroze Jeejeebhoy Towers Limited Dalal Street , Mumbai 400 001	The Secretary National Stock Exchange Limited Exchange Plaza Bandra Kurla Complex Bandra (E) Mumbai 400 051
Security Code: 532880	Symbol: OMAXE
Fax No 022-22723121/2037/39/41/61	Fax No 022-2659 8237/38

Sub: Investor Presentation pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**Dear Sir/ Madam,**

Please find enclosed the investor presentation pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligation and Disclosure Requirements) Regulation 2015.

You are requested to take the same in record.

Thanking You

For Omaxe Limited
Company Secretary
Navin Jain
Company Secretary

This is to inform that please make all correspondence with us on our Corporate Office Address only

OMAXE LIMITED

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OMAXE

Turning dreams into reality

Investor Presentation

Q4 & FY 2020

July 29, 2020

OMAXE LIMITED: OVERVIEW

- The brand '**Omaxe**' was founded in 1987 by visionary first-generation entrepreneur & civil engineer Mr. Rohtas Goel to undertake construction and contracting business.
- Today, the Company is present in 27 cities across 8 states possesses a diversified product portfolio that includes Hi-Tech Townships, Integrated Townships, Group Housing, Shopping Malls, Office Spaces, SCOs and Hotel.
- Leading Player in Tier I and Tier II Cities
- Company has delivered some landmark projects and engineering marvels, created a niche in both luxury and affordable segments and more importantly has brought smiles to the lives of millions of people
- 12 Months FY20 Revenue INR 1156 Cr., EBITDA INR 225 Cr., PAT INR (97) Cr.
- Total offered possession till 31st Mar 2020: 123.44 mn sq.ft (6.51 mn sq.ft in FY20)



5 group housing projects



9 Townships

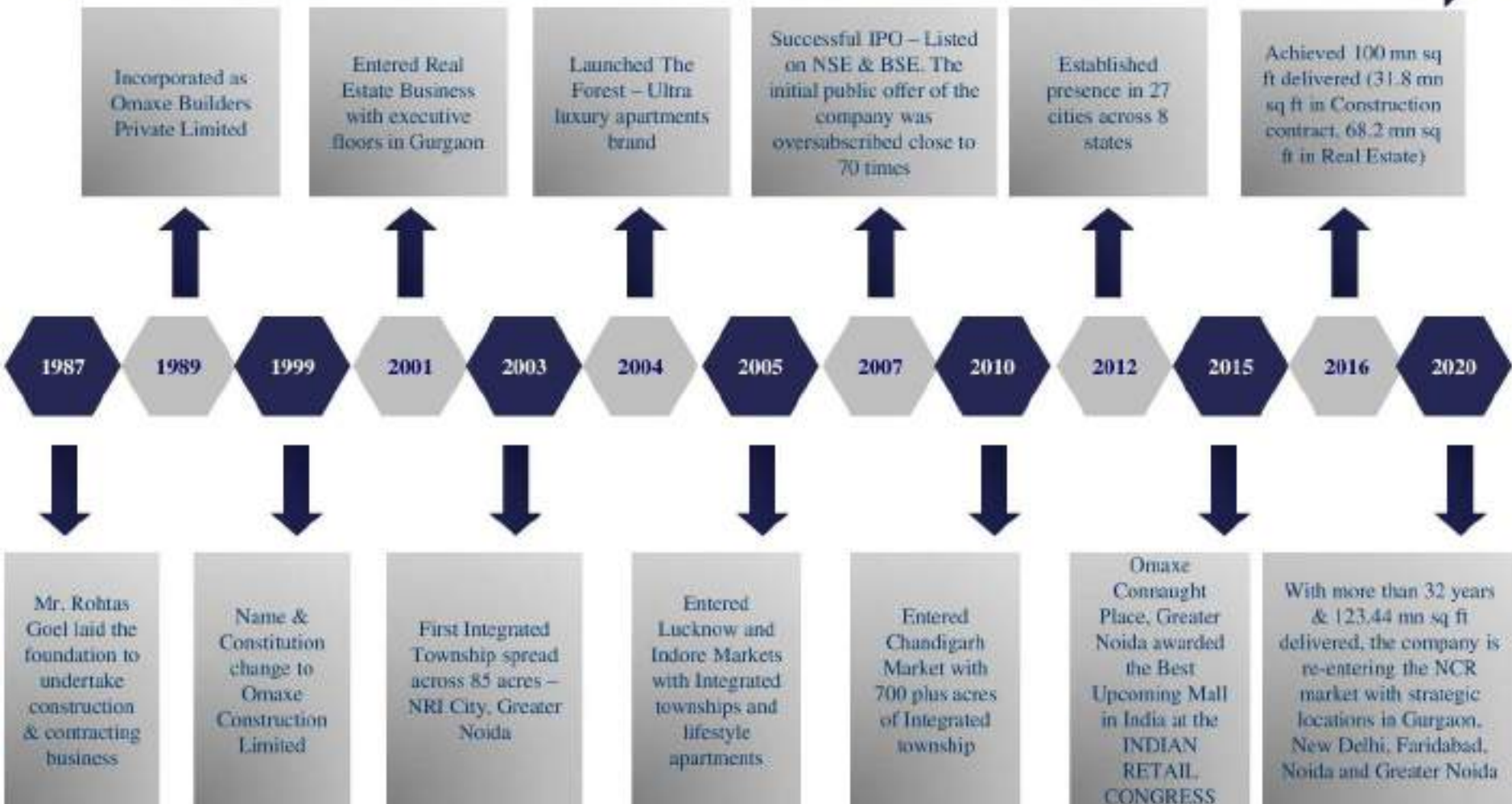


7 mix of Commercial Malls/
office spaces/Hotels/ SCOs

21 ON-GOING PROJECTS

THE 32 YEARS JOURNEY OF OMAXE LIMITED

Humble beginnings, strong fundamentals, sustained growth



OMAXE - KEY FACTS

Present in 27 cities across 8 States

Project Under Execution/ Construction: ~ 48.52 mn sq ft. and having potential of additional 40 mn sq ft.

Ongoing Projects in 16 cities and 6 states

**Area delivered in Real Estate: ~ 91.64 mn sq ft
Delivered across 26 cities 8 states**

Area delivered as Third Party Contractor: 31.80 mn sqft (over 123 contracts)

Employee strength: ~628

21 Ongoing Projects: 5 Group Housing, 9 Townships, 7 Commercial Malls/ Hotels/ SCO

STRONG FINANCIAL TRACK RECORD – KEY FINANCIAL HIGHLIGHTS

(Figures in INR cr)

Particulars	FY18	FY19	FY20
Total Revenue from Operation	1898	1200	1156
EBIDTA	318	162	225
EBIDTA Margin (%)	17%	13%	19%
Profit before Tax (PBT)	141	79	44
Profit after Tax (PAT)	84	49	(97)*
PAT Margin (%)	4.40%	4.05%	(8.41)%
Net Worth	2,197	1740	1639
Consolidated Debt	1779	1711	1490
Gross Debt Equity Ratio	0.8	0.98	0.91
Dividend declared	7%	7%	-

*Note: The loss during FY 2019-20 occurred due to reversal of deferred tax assets as per adoption of new Income Tax Policy

FINANCIAL TRACK RECORD – KEY FINANCIAL HIGHLIGHTS

Revenue



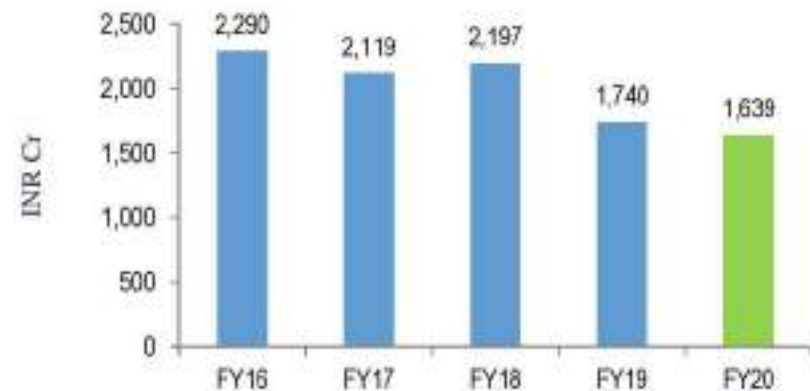
EBITDA/ EBITDA Margins



PAT/ PAT Margins



Net Worth

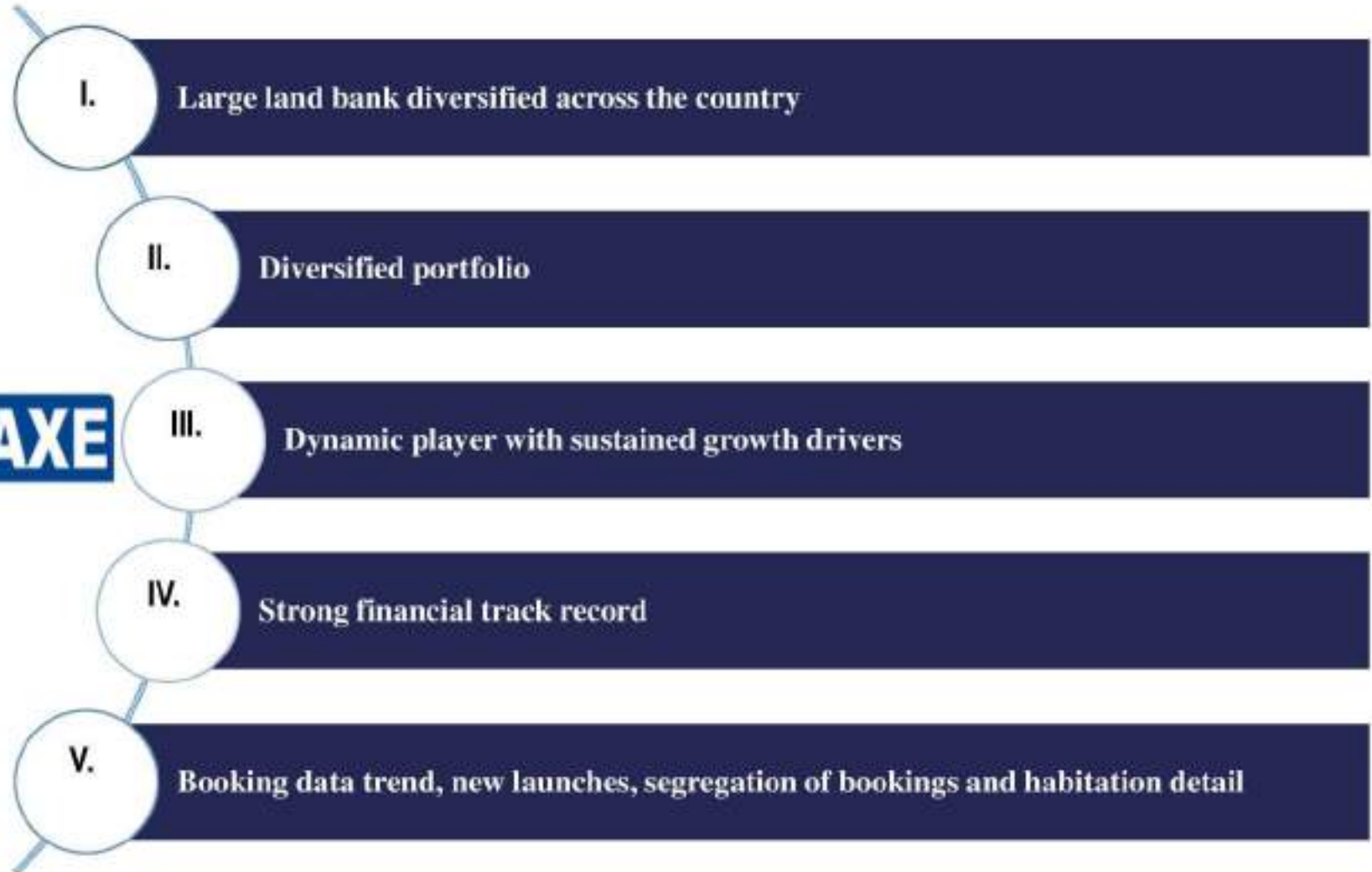


NET DEBT / OUTLOOK - WAY FORWARD

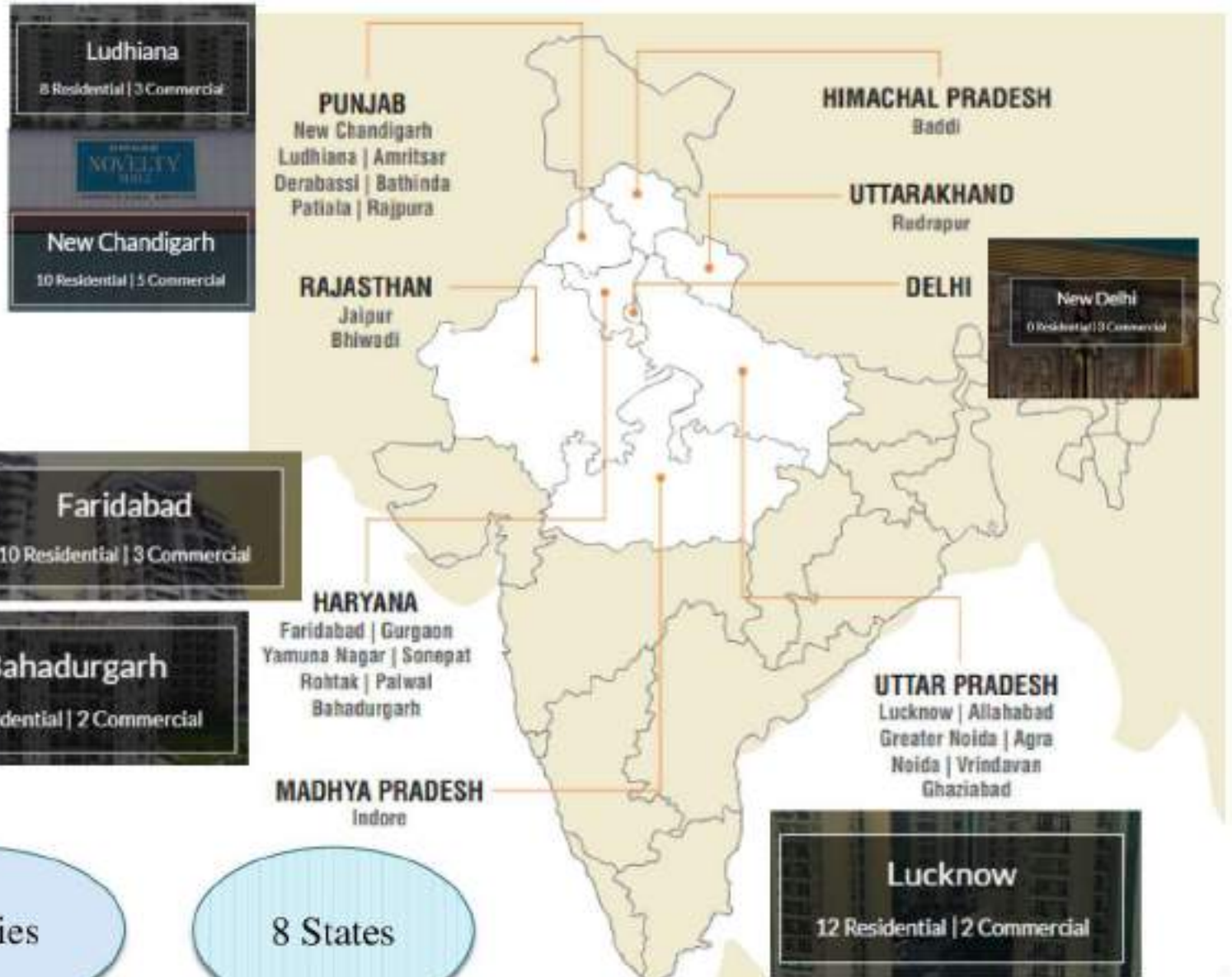
Particulars	Amount in INR (Cr.)
Debt as on March 31, 2019	1711.02
Debts repaid during FY 2019-20	269.56
Debts as on March 31, 2020	1441.46

Note: We intend to reduce the debts by 300 to 400 Cr during FY 2020-21.

ADVANTAGE OMAXE: KEY INVESTMENT HIGHLIGHTS






LARGE LAND BANK DIVERSIFIED ACROSS THE COUNTRY



27 cities

8 States

DIVERSIFIED BUSINESS MODEL

					
	Residential	Commercial	Integrated Townships	Hotels	Hi-tech Townships
Particulars	Apartments & Condominiums	Shopping Malls, Multiplexes and Office Premises	Mixed use developments spread over large land area comprising of plotted developments, Villas, Apartments, Commercial & Shopping spaces, Hotels and amenities like nursing homes, hospitals, schools etc.	5 star, 4 star, 3 star & Serviced Apts.	Mixed use developments spread over minimum 1500 acres comprising of healthy mix of residential options, commercial space, CBD, trade, commerce & finance centers, hotels, schools, hospitals etc.
Revenue Model	Sale	Lease & Sale	Sale for Residential, Lease & Sale for Commercial	Ownership of properties, Operating Lease given to Leading Hotel Chains	Sale for Residential Lease & Sale for Commercial

DYNAMIC PLAYER WITH SUSTAINED GROWTH DRIVERS

BUSINESS DEVELOPMENT

- Concept of Hi-tech townships has been taken into account, for better expansion in the years to come. With 3 Hi-tech townships coming up in Allahabad, Lucknow and Bulandshahr; Omaxe is progressing on the right track for achieving its goal of serving consumers and brand building.

PRODUCT MIX CHALLENGE

- Anticipated the slackening in pace of absorption of high-rise apartments and overall housing demand in metro cities well in time; Accordingly shifted focus towards selling plotted developments & low-rise apartments in order to capitalize from faster deliveries of these asset classes.
- Ability to foresee and Agility in execution of plans ensure our competitiveness.

Sustained
Growth
Drivers

CONTROL OVER SALES

- Sales under different geographical areas require specialized competence, geographical understanding and fully devoted attention to a particular area, therefore all the projects have been segregated to various Project Heads of required professional competence and aptitude.

REVENUE GENERATION/ STRONG BALANCESHEET

- At a time when financing for real estate sector had become a difficult proposition, Omaxe succeeded in new project financing, courtesy their impeccable track record of timely debt servicing and strength of a healthy balance sheet.

KEY PROJECT ADDITIONS OVER THE LAST YEAR

Won Bid for 650 acres project bid in Lucknow

Launched Mlcp project on 4.5 acres in Chandni Chowk, Delhi

Collaboration in Faridabad, Sector-43 and New Faridabad, Sector-97

**Expanding existing townships at New Chandigarh, Ludhiana, Lucknow
Hi-tech, Indore and Faridabad**

**New land parcel Purchases, adjoin to existing townships at Indore and
Ludhiana, Faridabad, Chandigarh**

**In continuous talks to expand at Ludhiana, Vrindavan, Lucknow,
Gurgaon**

EXPLORING OPPORTUNITIES AMIDST COVID-19

Big Brands with good credibility & pan-India reach mainly in Tier II & III cities to benefit from possible migration back to these cities

Integrated Townships demand to surge as they managed to offer better safety and facilities in this pandemic situation

Significant inorganic opportunities to emerge for taking over distressed smaller & mid-sized companies / projects

Huge opportunities in Government PPP projects like the one in Chandni Chowk, New Delhi

SALES UPDATE

Omaxe Top Performers

Omaxe
New Chandigarh

Omaxe
Metro City,
Lucknow

Omaxe
World Street,
Faridabad

Omaxe Terminal,
Amritsar

Omaxe
Royal Residency,
Ludhiana

Omaxe City
Mayakhedi-2,
Indore

WIP Inventory of 6 MN SQ.FT. to be delivered in FY 2020-21

Completed Inventory of 123.44 Mn SQ.FT. of Area delivered

Residential Projects



The Forest, Noida



Omaxe Heights Faridabad



The Nile, Gurgaon



Villas, Mayfield Gardens, Gurgaon



North Avenue, Bahadurgarh



Omaxe Heights, Lucknow

•The above list is indicative, and not exhaustive

Completed Inventory of 123.44 Mn SQ.FT. of Area delivered

Townships



Commercial



•The above list is indicative, and not exhaustive

PROMOTER PROFILE



Mr. Rohtas Goel – Chairman & Managing Director, Founder of Omaxe Limited

- Nurtured it from a construction house to a renowned real estate developer
- Mr. Goel is a civil engineer who started his professional career with a private construction firm, but later undertook his own entrepreneurial journey
- Diversified his business into Tier I & II cities where he saw huge potential to be tapped and a lot of demand-supply gap to bridge
- Mr. Goel has won several awards and accolades, been invited to national and international conferences, has had two terms as President of National Real Estate Development Council (NAREDCO) and has emerged as a prominent voice of the real estate industry
- Under the able leadership of Mr. Goel, Omaxe has demonstrated a formidable execution and delivery capabilities

OMAXE DYNAMIC TEAM LEADERS



ROHTAS GOEL

CHAIRMAN AND MANAGING DIRECTOR

Mr. Rohtas Goel is a leading name in the real estate industry and an inspiration for many. He laid the foundation of Omaxe Ltd, one of India's leading real estate companies, almost three decades ago and had since worked his way to the higher echelon of success and glory.



MOHIT GOEL

CEO & WHOLE TIME DIRECTOR

Mr. Mohit Goel was named Young Achiever by ABP Real Estate Awards and the Young Male Entrepreneur of the Year by Infra & Realty Sutra. During his tenure as North Zone Head, from April 2013 to March 2015, Mohit energized Youth CREDAI, an eminent body of real estate developers.



JATIN GOEL

DIRECTOR- IT & CORPORATE STRATEGY

A technophile, second generation entrepreneur in the real estate industry. A person of virtue, who believes that professionalism, operational excellence, stronger ethics and customer delight make the foundation of the new age real estate in India

AWARDS & RECOGNITION

- Receive 54 Awards till date in which 38 is for group and 16 is for Promoters

DEC 2019 **HURUN**
TOP PROPERTY DEVELOPERS BY CITY
#2 **MR. ROHTAS GOEL & FAMILY**
DELHI

TOP PROPERTY DEVELOPERS THAT
FOCUS ON AFFORDABLE HOUSING
#1 **MR. ROHTAS GOEL & FAMILY**
INDIA

INDIA REAL ESTATE RICH LIST 2019
#34 **MR. ROHTAS GOEL & FAMILY**
INDIA

GROHE HURUN INDIA
REAL ESTATE RICH LIST 2019

Omaxe CMD Mr. Rohtas Goel conferred with 'Hurun Report India 2019 Industry Achievement Award for Residential Real Estate' in December 2019, news has been published in Forbes India.

'Omaxe Chowk, Chandni Chowk' awarded "Innovative Project of the Year!", By ET NOW's Stars of the Industry award for excellence in real estate



Omaxe website (www.omaxe.com) awarded the "Best Real Estate Website at the Global Digital Marketing Awards 2020", By ET Now and World Digital Marketing Congress' Global Digital Marketing Awards 2020

AWARDS & RECOGNITION



Omaxe's project 'The Lake' at Omaxe New Chandigarh is awarded 'Residential Project of the Year (North)' at '11th Annual Estate Awards 2019'

ਭਾਗ (ਮਹਾਂਨਗਰ), ਓਮਾਕੇ ਨਿਊ ਚੰਡੀਗੜ੍ਹ ਵਿੱਚ 'ਰਿਜੀਡੈਂਸੀਅਲ ਪ੍ਰੋਜੈਕਟ ਆਫ ਥੀ ਯੀਰ (ਨੋਰਥ)' ਅਤੇ '11ਵੀਂ ਅਨੁਮਾਨਿਤ ਏਸਟੇਟ ਅਵਾਰਡਜ਼ 2019'

Our CEO, Mr. Mohit Goel has been awarded the Most Admired Business Leader at the IDEASFEST 2018-19

IDEASFEST 2018-19



Omaxe's project 'The Lake' at Omaxe New Chandigarh is also awarded 'Residential Project of the Year' at '11th Realty+ Excellence Awards 2019-North'

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Omaxe's CEO, Mr. Mohit Goel has been awarded 'Young Entrepreneur' at 'Business Unplugged' organized by TOI and Chamber of Industrial & Commercial Understakings (CICU)- Ludhiana'

ਬਿਜਨੈਸ ਅਨਪਲਗਡ (CICU)- ਲੁਧਿਆਣਾ



AWARDS & RECOGNITION



International Business Excellence Award 2019
For The Most Preferred Indian Developer by NRIs-2019

2019

Our CEO, Mr. Mohit Goel received the award for 'Young Entrepreneur of the Year' at BAM Awards 2019.

2019



Omaxe Ltd. bagged the award for Developer of the Year - Township - Non Metro for its project Omaxe New Chandigarh at 10th Realty+ Excellence Awards 2018.

2018

At Eminence Awards 2018 held on June 10, 2018 in Indore, Omaxe Ltd. was recognized for building Best Township 'Omaxe City-1'....

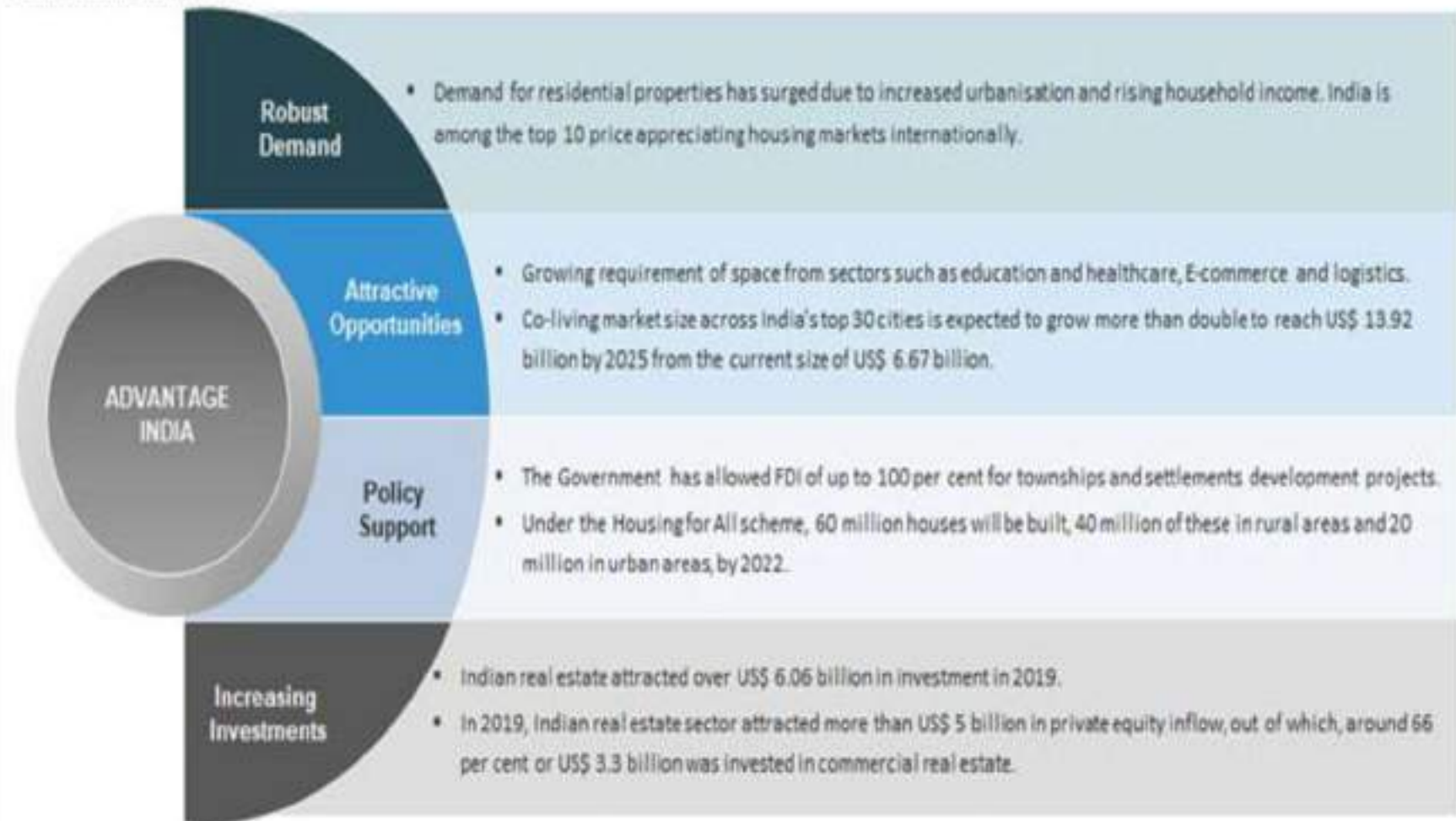


Management Comments on recent Stock Price Volatility

- ❑ As intimated to the Exchange and Regulators, we reiterate that the recent movement in the stock price of the Company is purely due to market conditions and absolutely market driven
- ❑ Neither the Company or the Promoter or any of the Management team is in any way connected with any such price movement
- ❑ The fall in the stock price was not triggered by any sell of pledged shares. None of the pledged shares were sold in recent times and the lenders continue to extend their support and faith on the company
- ❑ The fall in stock price is not driven by any deterioration in the fundamentals or the financial health of the Company
- ❑ Fundamentals of the company remains strong supported by healthy Balance Sheet
- ❑ Over the last few years, the company has been able to reduce its debt and is expected to continue to same in coming years
- ❑ Company has comfortable cash flow position and it is able to timely service its debt obligation and also meet its project execution requirements
- ❑ Business execution is very well on track and the company remains optimistic about our future growth

Indian Real Estate Sector - Overview

Latest update: June, 2020



Covid-19 Impact on Real Estate Sector

OPPORTUNITIES:

1. The whole world has lost its faith and trust in China. Americans, Australians, Japan and other European Countries started shifting product / services out of China;
2. India is a viable option with skilled manpower at low cost and with shifting of certain percentage of industries into India, it will galvanise the economy and create greater demand in Real Estate Sector;
3. Stock Exchanges / MF / Gold are no more preferred option for Investment;
4. Indian Government and Banks infusing large amount of Money into the system for economic revival;
5. India will overcome this crisis much earlier than most of the countries;
6. India Inc. is all set to grab this opportunity. Make in India, Startup India etc. will give an extra push;
7. Commercial Spaces (Offices/Retail) will eventually see a spike in demand;
8. Due to better handling of the Pandemic and healthier economic opportunities in India, all trends indicate reverse migration from America and other countries which will lead to demand in Premium Residential Apartments;
9. During lockdown, buyer interest increased in organised housing societies and for larger, open homes with space for work/office, creating fresh demand;
10. Expected ROI could be seen at approx. 1.7X (almost 2 times) for residential and 1.5X for commercial within 3-5 yrs time. However, Rentals will see a temporary correction in the Metro / Urban Cities.

Covid-19 Impact on Omaxe Business Operations

Construction Activity

- Following Lockdown guidelines from Government of India, construction activity were halted at all the sites from 24th March till end of April 2020
- As Government relaxed lockdown guidelines, we resumed construction activity at all our sites from May 2020
- Currently, construction activity is getting back at pre-Covid levels and is going on full swing
- Adequate safety measures are taken for our workers at all of our site
- No major delay expected in completion of projects from the earlier scheduled timeline

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