

OL/SE/223/JUL 2020-21

July 29, 2020

The Secretary <b>BSE Limited</b> Phiroze Jeejeebhoy Towers Limited Dalal Street , Mumbai 400 001	The Secretary <b>National Stock Exchange Limited</b> 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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**Regd. Office:** Shop No. 19-B, First Floor, Omaxe Celebration Mall, Sohna Road, Gurgaon - 122 001, (Haryana)  
**Toll Free No.** 18001020064, **Website:** www.omaxe.com, **CIN:** L74899HR1989PLC051918



## 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 31<sup>st</sup> Mar 2020: 123.44 mn sq.ft (6.51 mn sq.ft in FY20)



5 group housing projects



9 Townships

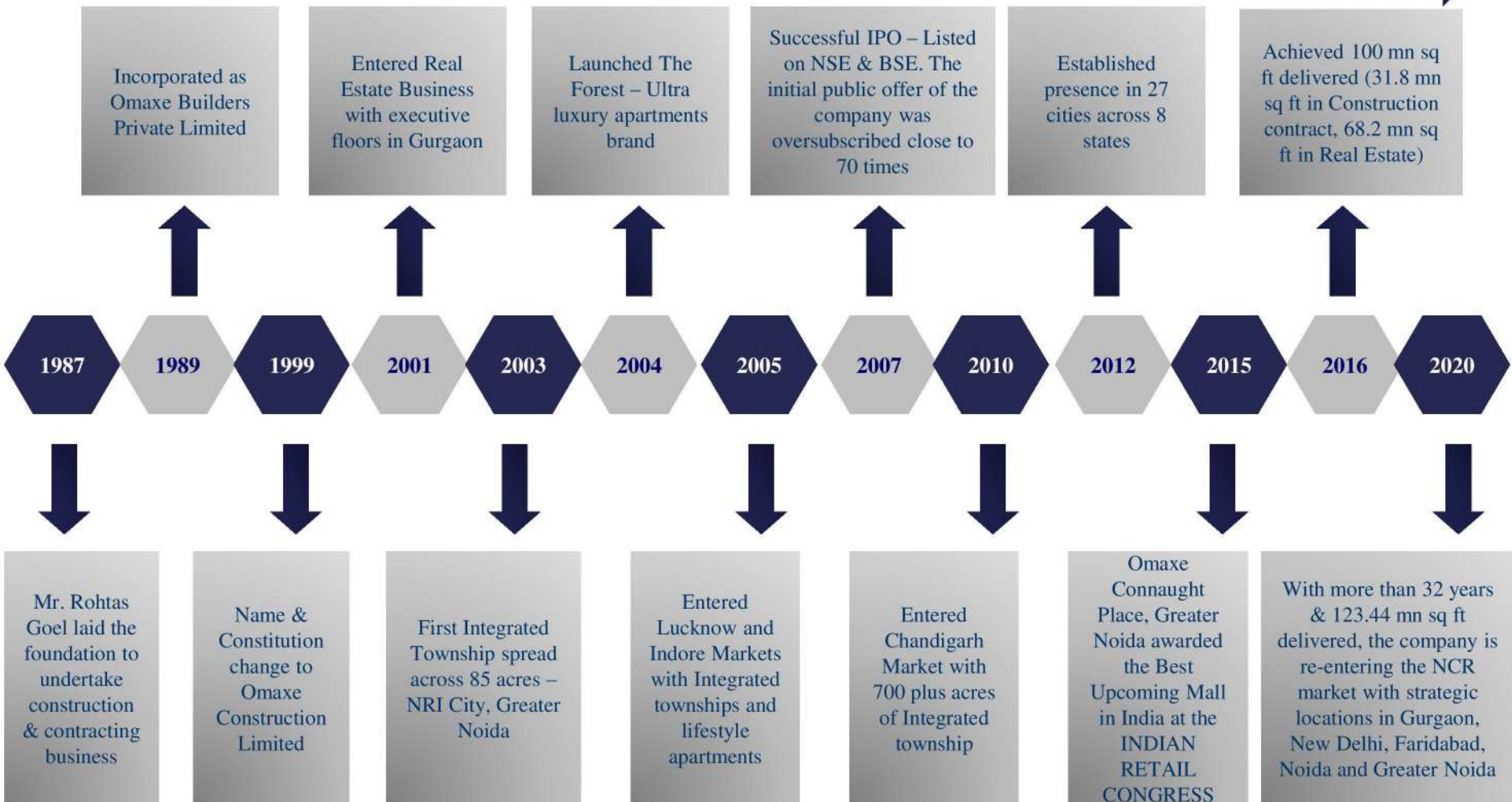


7 mix of Commercial Malls/  
office spaces/Hotels/ SCOs

**21 ON-GOING PROJECTS**

# THE 32 YEARS JOURNEY OF OMAXE LIMITED

Humble beginnings, strong fundamentals, sustained growth





# STRONG FINANCIAL TRACK RECORD – KEY FINANCIAL HIGHLIGHTS

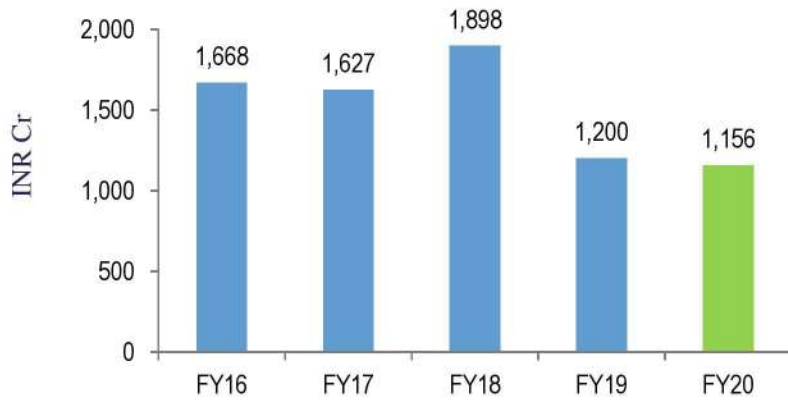
(Figures in INR cr)

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%	-

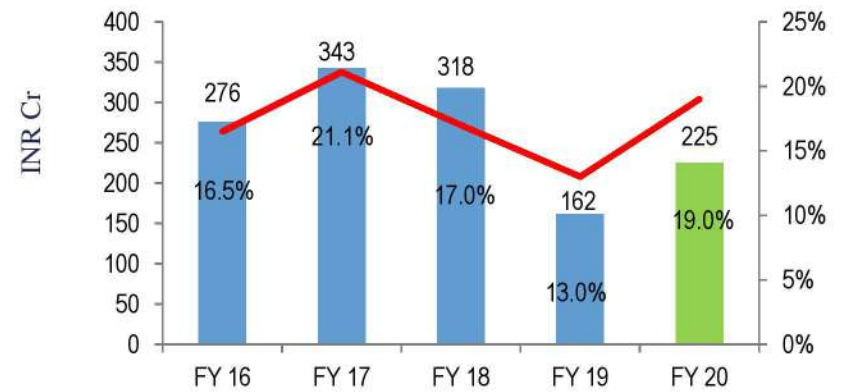
\*Note: The loss during FY 2019-20 occurred due to reversal of deferred tax assets as per adoption of new Income Tax Policy

# FINANCIAL TRACK RECORD – KEY FINANCIAL HIGHLIGHTS

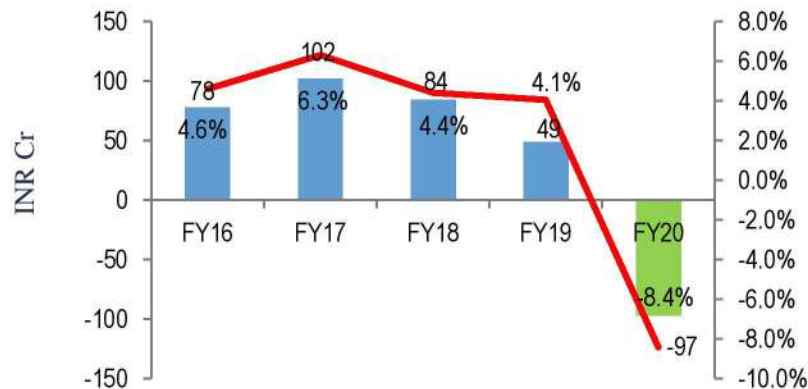
## Revenue



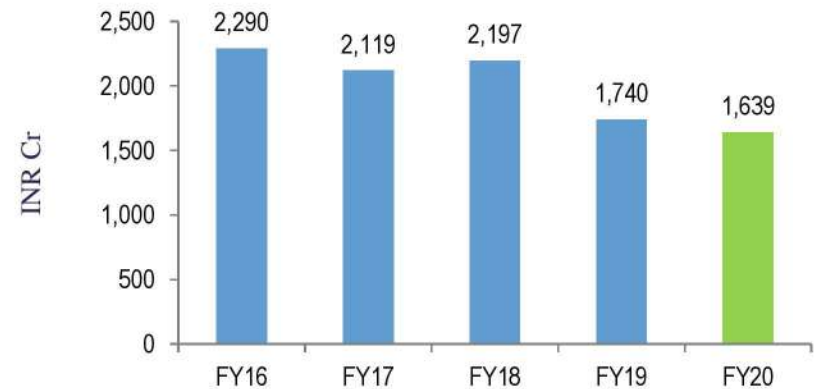
## EBITDA/ EBITDA Margins



## PAT/ PAT Margins



## Net Worth
















# DIVERSIFIED BUSINESS MODEL

					
	<b>Residential</b>	<b>Commercial</b>	<b>Integrated Townships</b>	<b>Hotels</b>	<b>Hi-tech Townships</b>
<b>Particulars</b>	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.
<b>Revenue Model</b>	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.



# 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

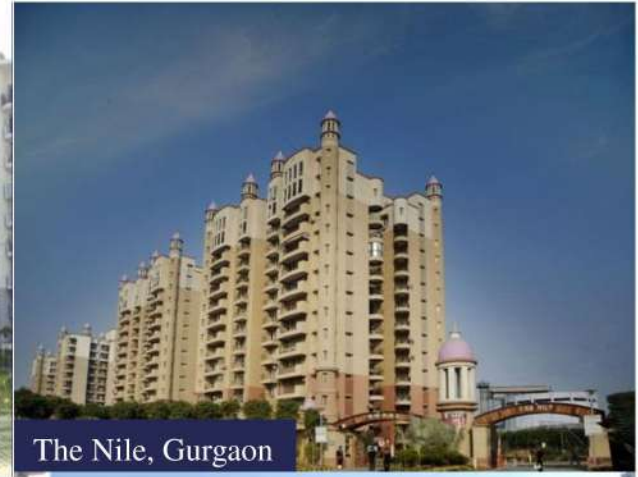
## Residential Projects



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









# 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

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TOP PROPERTY DEVELOPERS THAT FOCUS ON AFFORDABLE HOUSING

**#1** **MR. ROHTAS GOEL & FAMILY**  
INDIA

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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

13th February 2020 | Taj Lands End, Mumbai

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'

Year (North), at 11th Annual Estate Awards 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'

Year, at 11th Realty+ Excellence Awards 2019-North

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'

Commercial Understakings (CICU)- Ludhiana,



# AWARDS & RECOGNITION



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

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

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





# 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 24<sup>th</sup> 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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Figures are subject to change and the company undertakes no obligation to publicly revise the figures to reflect subsequent events or circumstances.



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