

February 12, 2018

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 – Disclosure of Material Event/Information under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation of the Company on Standalone and Consolidated Unaudited Financial Results of the Company for the Quarter and Nine Months ended on December 31, 2017.

This is for your kind information and record.

Thanking You

Your's Faithfully

**For Omaxe Limited**



**Shubha Singh**  
**Company Secretary**  
**Encl: a/a**

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

**OMAXE LTD.**

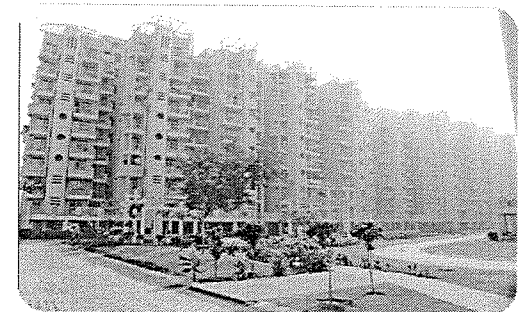
**Corporate Office:** 7, Local Shopping Centre, Kalkaji, New Delhi-110019.  
**Tel.:** +91-11-41896680-85, 41893100, **Fax:** +91-11-41896653, 41896655, 41896799

**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



*Turning dreams into reality*

दृष्टि में आने वाले सपने



**Q3 FY18 Investor Presentation**

## Omaxe - Vision & Mission

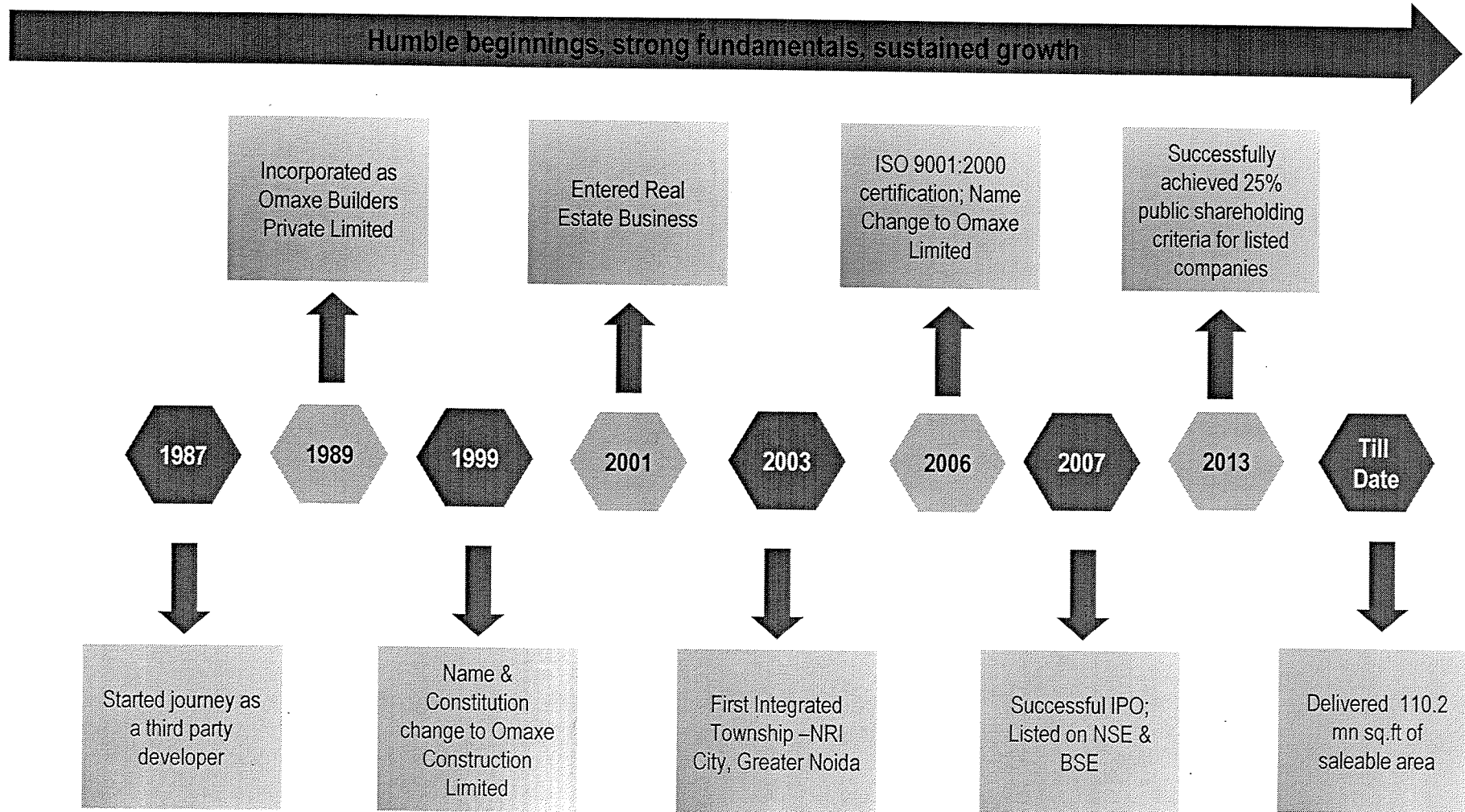
### **Vision**

*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



## 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

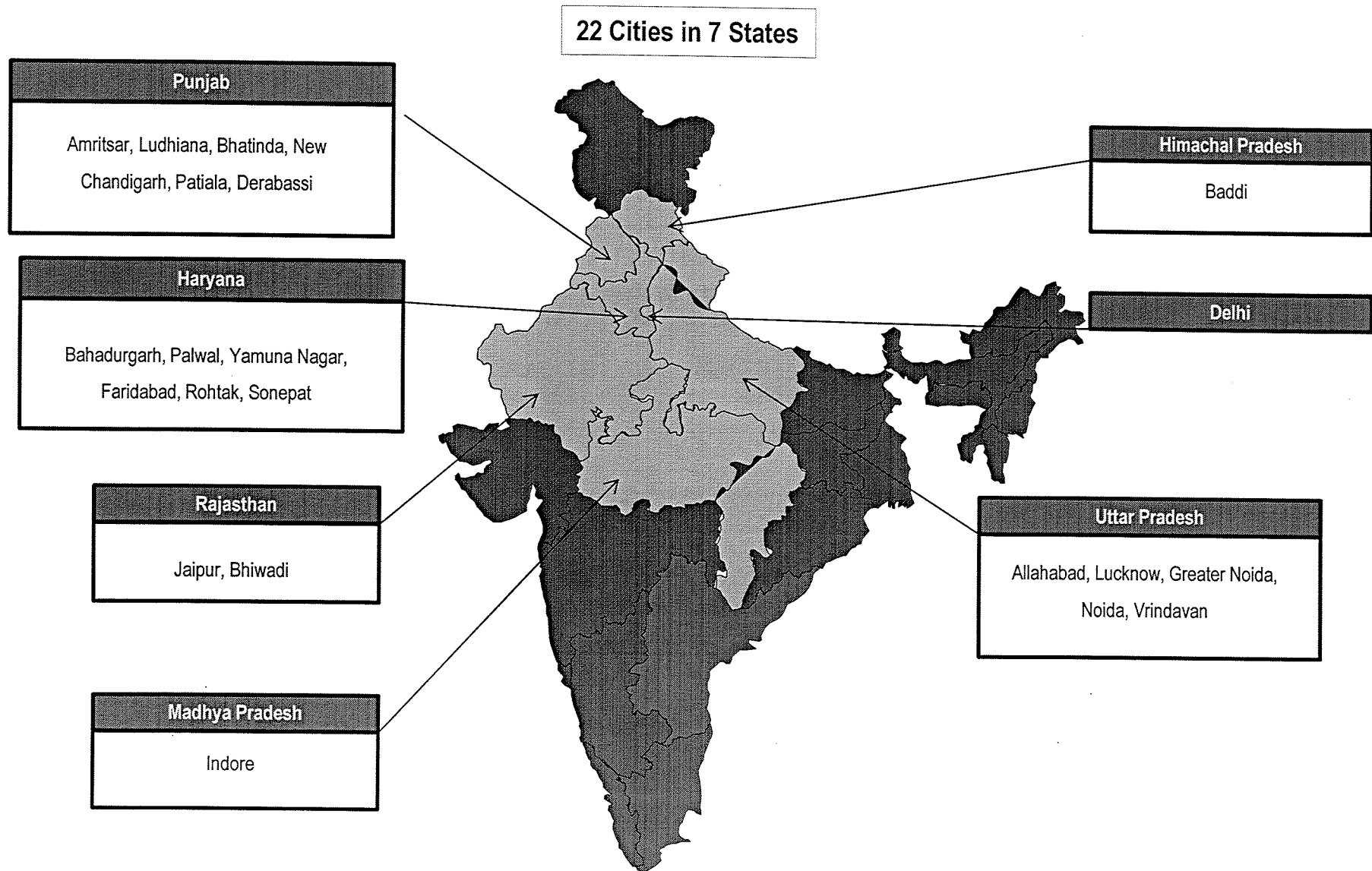
Area delivered in Real Estate: ~ 78.4 mn sq ft  
(Delivered across 26 cities 8 states)

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

Employee strength: ~1,600

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

# I. LAND YOU CAN BANK UPON ... ACROSS KEY MARKETS



## Business Overview (Q3 FY 18 vis-à-vis Q3 FY 17)

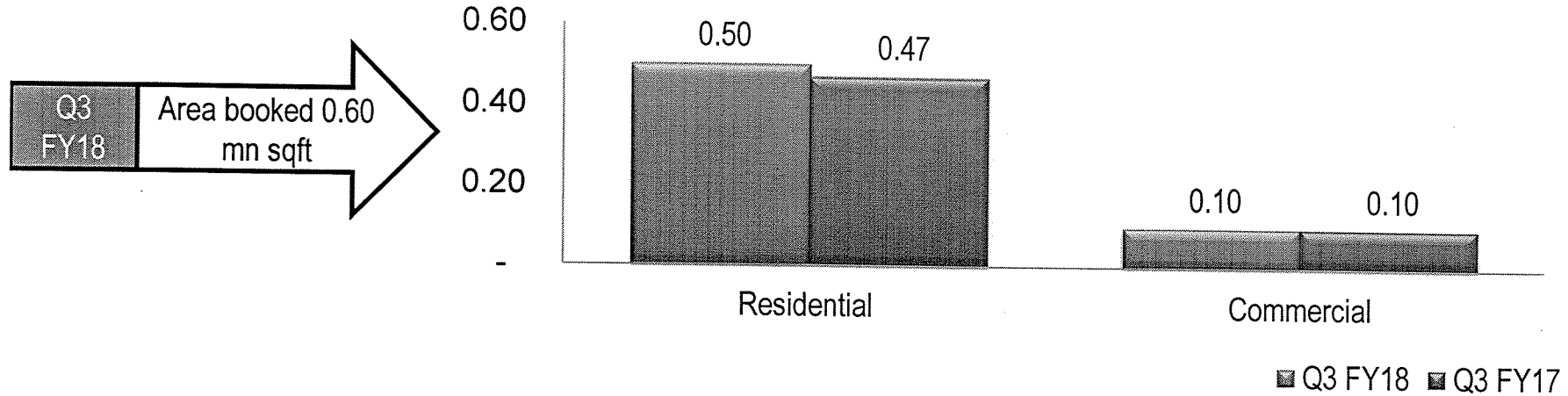
	Q3 FY 18	Q3 FY 17	Change
Area Sold (mn sq.ft)	0.60	0.57	5%
Value of Booking (Rs. Cr)	168	282	-40%
Avg Rate psf (Rs. INR)	2,773	4,955	-44%

Particular	Q3 FY18		Q3 FY17	
	Area (mn sq ft)	Value (Cr.)	Area (mn sq ft)	Value (Cr.)
Residential	0.50	131	0.47	202
Commercial	0.10	37	0.10	80
Total	0.60	168	0.57	282
Avg Rate psf (Rs. INR)	2,773		4,955	

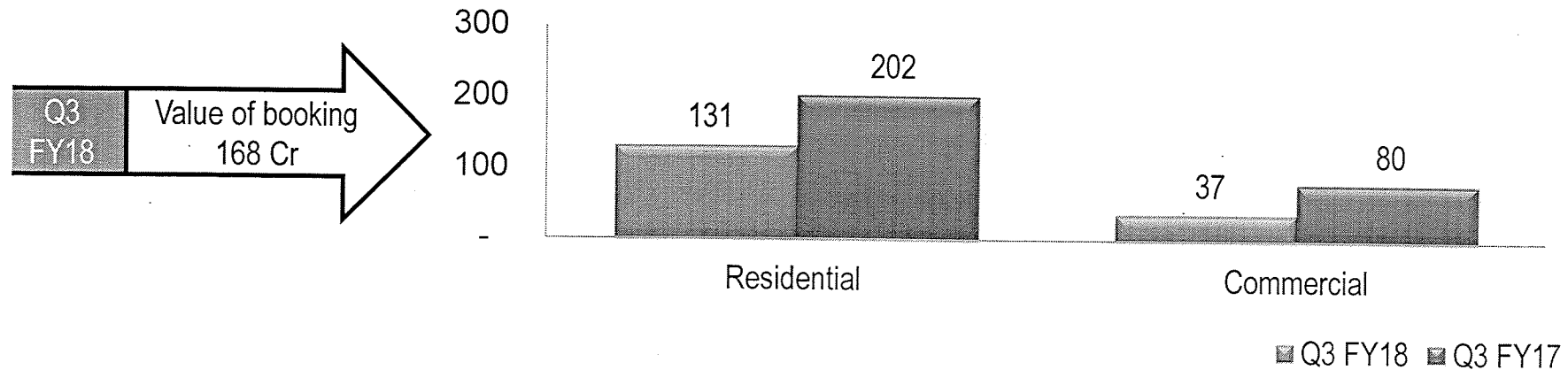
Area delivered during the quarter is 0.67 mn sqft

# Business Operation (Q3 FY 18 vis-à-vis Q3 FY 17)

Area Booked (Mn Sqft)



Value Of Booking(Rs in Cr)





## Business Overview (9M FY 18 vis-à-vis 9M FY 17)

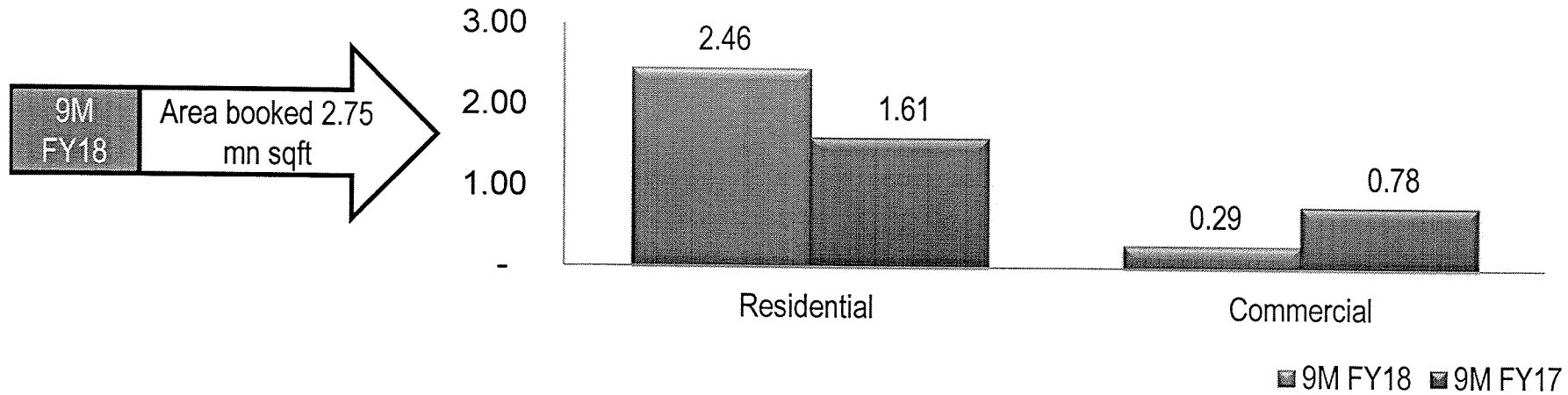
	9M FY 18	9M FY 17	Change
Area Sold (mn sq.ft)	2.75	2.39	15%
Value of Booking (Rs. Cr)	673	792	-15%
Avg Rate psf (Rs. INR)	2,447	3,318	-26%

Particular	9M FY18		9M FY17	
	Area (mn sq ft)	Value (Cr.)	Area (mn sq ft)	Value (Cr.)
Residential	2.46	563	1.61	405
Commercial	0.29	110	0.78	387
Total	2.75	673	2.39	792
Avg Rate psf (Rs. INR)	2,447		3,318	

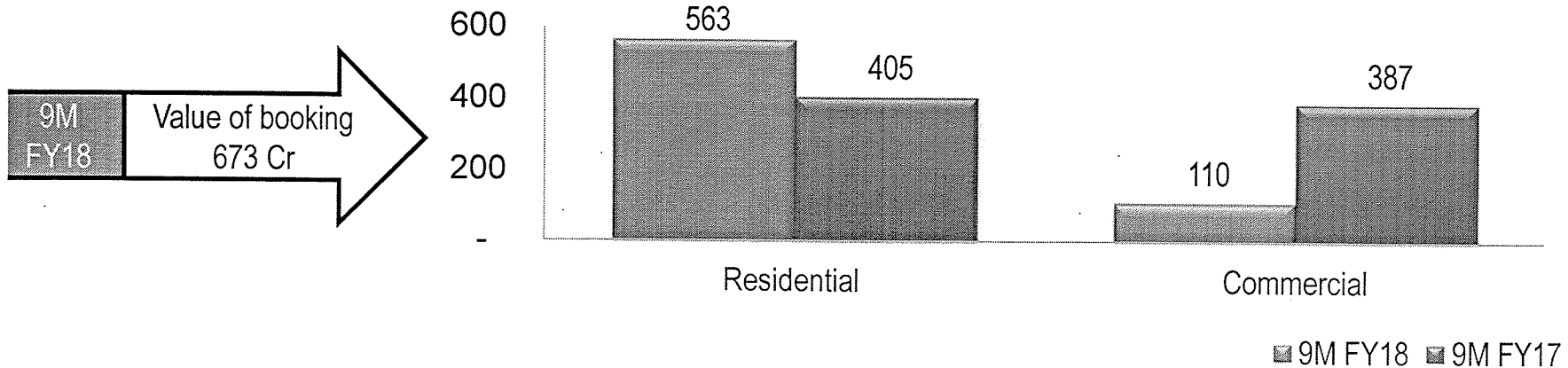
Area delivered during 9M is 2.57 mn sqft

# Business Operation (9M FY 18 vis-à-vis 9M FY 17)

Area Booked (Mn Sqft)



Value Of Booking(Rs in Cr)



## Projects Launched till 9M FY18

Particulars	Category	Region	Area Sold (Lac sq.ft)	Sold Value (Cr)
Metro City	Plots	Lucknow	1.10	144
The Royal Meridian	Group Housing	Ludhiana	0.16	66
		<b>Total</b>	<b>1.26</b>	<b>210</b>

# Financial Highlights

## Results (Q3 FY18 & 9M FY18)

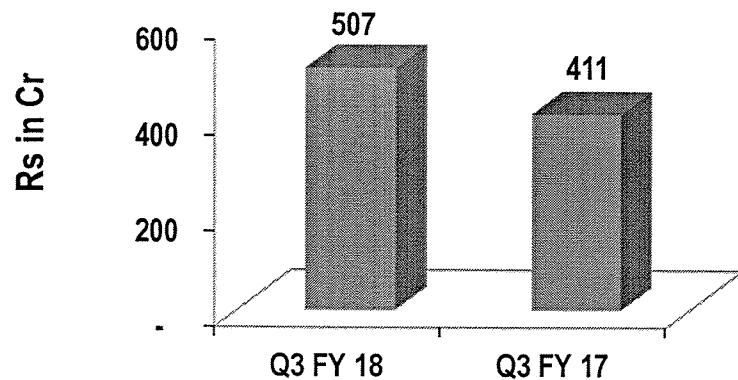
Fig in Rs. Cr.

	Quarter Ended <sup>^</sup>			9M year ended <sup>^</sup>		Year Ended <sup>^</sup>
	Q3 FY18	Q2 FY18	Q3 FY17	9MFY18	9MFY17	FY17
<b>Income from Operation</b>	507	359	411	1,348	1,175	1627
<b>EBIDTA</b>	83	76	81	240	284	343
<b>PBT</b>	31	35	38	104	156	179
<b>PAT</b>	21	19	21	64	89	105
<b>EPS (Diluted) INR</b>	1.12	0.98	1.13	3.36	4.86	5.57

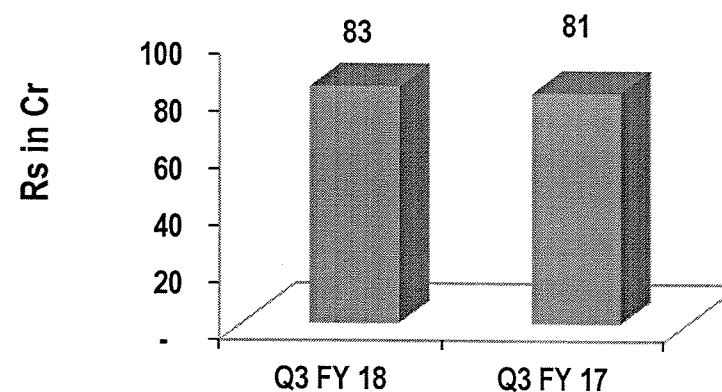
<sup>^</sup> As per IND AS

# Operational Glimpse (Q3 FY18 vis-à-vis Q3 FY17)

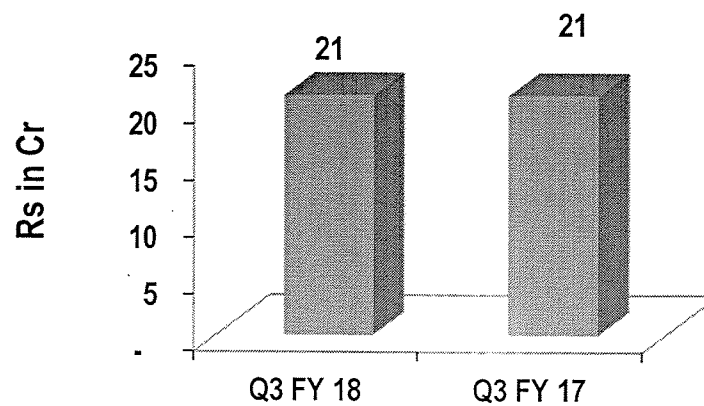
Income from Operation (Cr.)



EBITDA (Cr.)

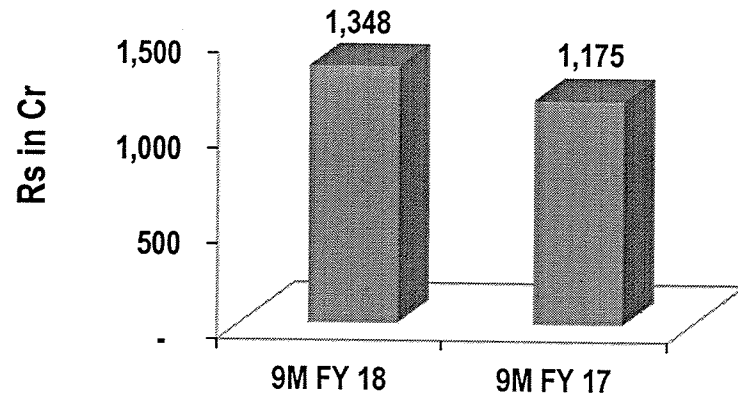


PAT (Cr.)

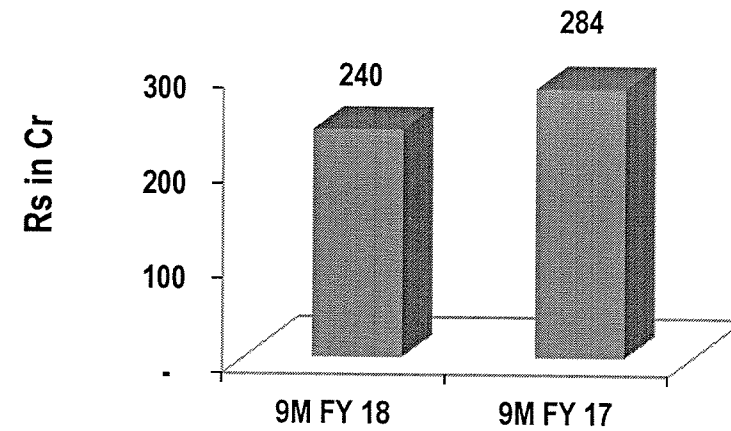


# Operational Glimpse (9M FY18 vis-à-vis 9M FY17)

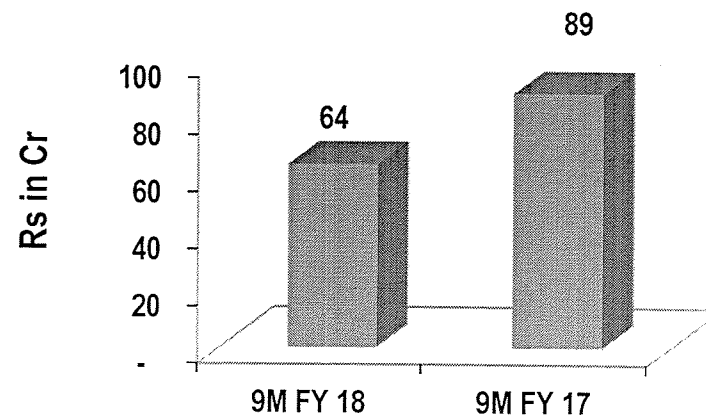
Income from Operation (Cr.)



EBITDA (Cr.)



PAT (Cr.)



## Financial Highlights

### Q3 FY 18 Debt Status (as on 31<sup>th</sup> December, 2017)

Particulars	Amount in Cr.
Gross Debt Position (October 1 <sup>ST</sup> , 2017)	1,615
Add: Loans availed during the quarter	283
Less: Repaid during the quarter	162
Add : Working Capital	(10)
<b>Gross Debt Position (December 31<sup>th</sup>, 2017)</b>	<b>1,726</b>
<b>Net worth</b>	<b>2,176</b>

# Financial Highlights

## Cash Flow Position (Q3FY18 & 9MFY18)

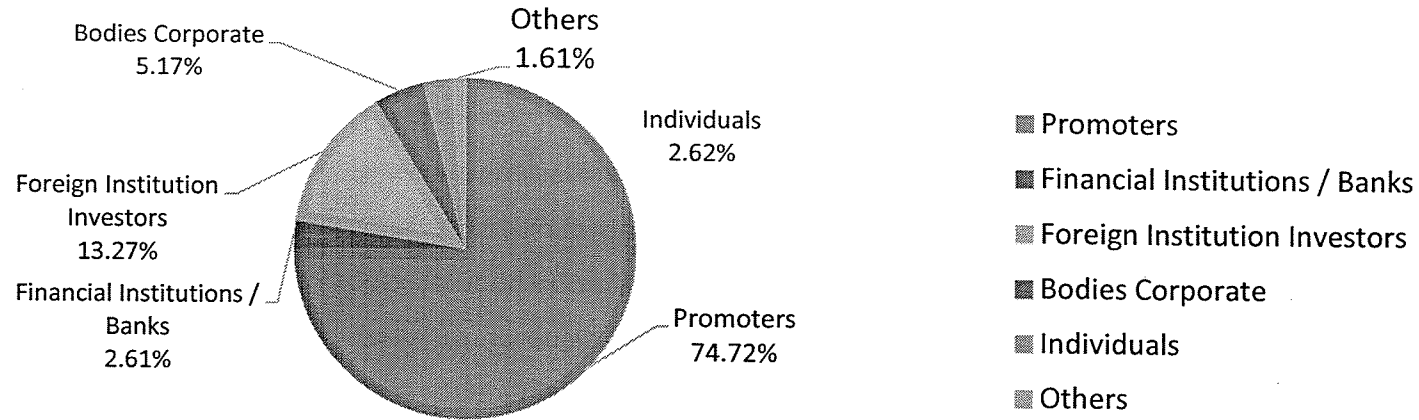
Fig in Rs. Cr.

Particulars	Q3 FY18	9M FY18
Cash Flow from Operation	334	1,089
<b>Total Inflow (A)</b>	<b>334</b>	<b>1,089</b>
Construction and Other Overhead Expenses	175	597
Admin, selling & Others expenses	174	498
Financial expenses	66	189
<b>Total outflow (B)</b>	<b>415</b>	<b>1,284</b>
<b>Net cash flow (A-B)=C</b>	<b>(81)</b>	<b>(195)</b>
<b>Net Borrowings (D)</b>	<b>120</b>	<b>233</b>
<b>Net Balance (C+D)</b>	<b>39</b>	<b>38</b>



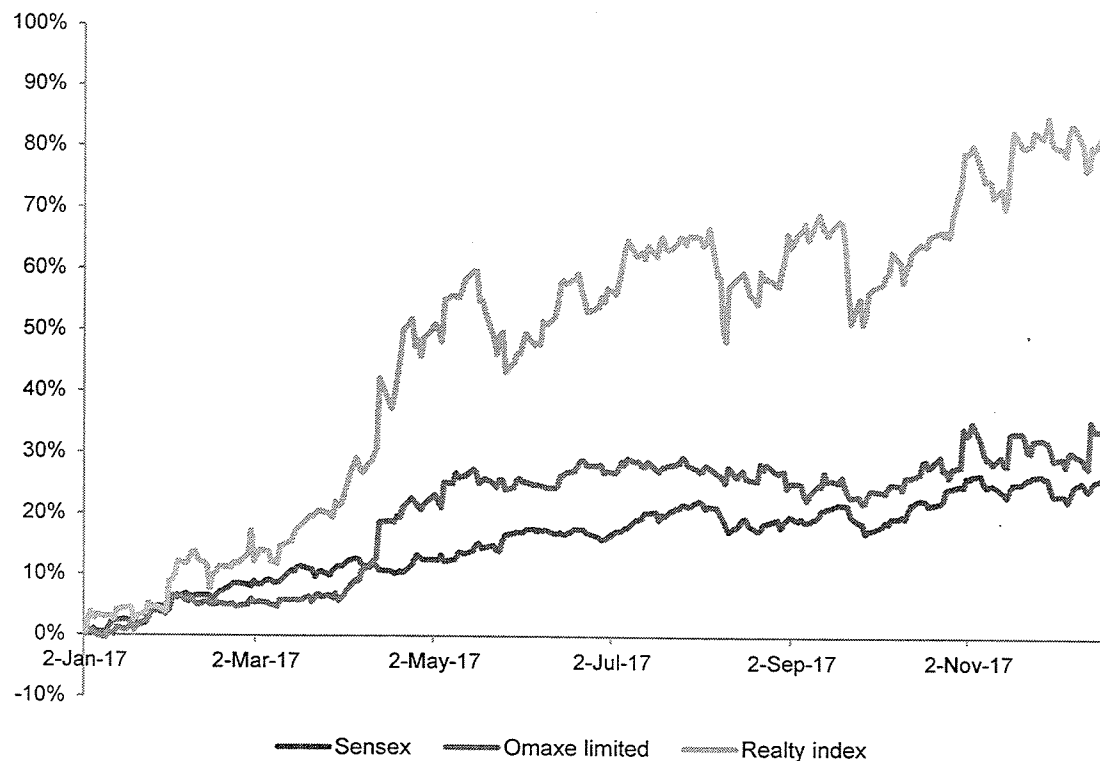
# Shareholding Pattern

As on December 31<sup>ST</sup>, 2017



Particulars	No. of equity shares	% Shareholding
Promoters	136,666,194	74.72%
Financial Institutions / Banks	4,765,388	2.61%
Foreign Institution Investors	24,270,507	13.27%
Bodies Corporate	9,458,711	5.17%
Individuals	4,786,431	2.62%
Others	2,953,309	1.61%
<b>Total</b>	<b>182,900,540</b>	<b>100.00%</b>

# Omaxe Limited – Share price movement



Last Trading Price As on February 12	INR 228.50
52 Week High	INR 235.15
52 Week Low	INR 166.65
Market Capitalization	INR 4179 cr

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