



Results Update Q3FY24

January 22, 2024

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Financial Update

Investment Properties

Development Properties

Note: The areas for Investment Properties and Development Properties mentioned in this Result Update refer to carpet areas.



Balance Sheet – Abstract (Consolidated)

Amount in Rs Lakh

| Particulars | 9MFY24 | 9MFY23 | FY23 |
|-------------------------|------------------|------------------|------------------|
| Non-current assets | 6,76,068 | 7,43,030 | 6,18,461 |
| Current assets | 12,78,520 | 9,91,208 | 12,45,639 |
| Total | 19,54,588 | 17,34,238 | 18,64,100 |
| Equity | 13,12,942 | 11,73,018 | 12,21,012 |
| Non-current liabilities | 2,78,000 | 2,39,182 | 3,14,304 |
| Current liabilities | 3,63,646 | 3,22,038 | 3,28,784 |
| Total | 19,54,588 | 17,34,238 | 18,64,100 |

Note: Previous period figures have been re-grouped / re-classified wherever necessary to conform to current period's classification.

Cash Flow – Abstract (Consolidated)

Amount in Rs Lakh

| Particulars | Q3FY24 | Q2FY24 | Q3FY23 | 9MFY24 | 9MFY23 |
|--|---------------|-----------------|---------------|---------------|---------------|
| Opening Cash and Cash Equivalents | 1,06,032 | 1,02,370 | 99,380 | 83,699 | 1,19,554 |
| Operating Cash Flows | 45,399 | 70,093 | (28,430) | 1,92,570 | (13,352) |
| Investing Cash Flows | (37,124) | (44,063) | (40,668) | (73,275) | (67,828) |
| Financing Cash Flows | (54,306) | (57,799) | 2,031 | (1,42,993) | (6,061) |
| Closing Cash and Bank Balance * | 60,001 | 70,601 | 32,313 | 60,001 | 32,313 |
| Add: Short-term Liquid Investments | 32,993 | 35,431 | 28,974 | 32,993 | 28,974 |
| Closing Cash and Bank Balance (incl. Short-term Liquid Investments) | 92,994 | 1,06,032 | 61,287 | 92,994 | 61,287 |

* Includes Rs. 2,974 lakh for Q3FY24/9MFY24, Rs. 11,756 lakh for Q2FY24 and Rs. 5,696 lakh for Q3FY23/9MFY23 shown under other financial assets

Note: Previous period figures have been re-grouped / re-classified wherever necessary to conform to current period's classification.

Assets – Abstract (Consolidated)

Amount in Rs Lakh

| Particulars | 9MFY24 | 9MFY23 | FY23 |
|---------------------------------|------------------|-----------------|------------------|
| Non-current assets | | | |
| Fixed assets (including CWIP) | 5,52,519 | 4,79,297 | 4,98,000 |
| Financial assets | 36,575 | 1,93,083 | 46,168 |
| Deferred tax assets (net) | 19,991 | 2,923 | 20,837 |
| Other non-current assets | 66,983 | 67,727 | 53,456 |
| | | | |
| Total non-current assets | 6,76,068 | 7,43,030 | 6,18,461 |
| | | | |
| Current assets | | | |
| Inventories | 9,51,640 | 5,22,273 | 8,54,309 |
| Financial assets | | | |
| i) Investments | | | |
| a) Investments in mutual fund | 32,993 | 28,975 | 28,142 |
| b) Investments - Others | 240 | 240 | 224 |
| ii) Cash and Bank balances | 57,030 | 26,620 | 51,292 |
| iii) Trade receivables | 52,021 | 10,206 | 1,09,831 |
| iv) Others | 53,248 | 52,120 | 53,690 |
| Other current assets | 1,31,348 | 3,50,774 | 1,48,151 |
| | | | |
| Total current assets | 12,78,520 | 9,91,208 | 12,45,639 |

Note: Previous period figures have been re-grouped / re-classified wherever necessary to conform to current period's classification.

Liabilities – Abstract (Consolidated)

Amount in Rs Lakh

| Particulars | 9MFY24 | 9MFY23 | FY23 |
|--------------------------------------|-----------------|-----------------|-----------------|
| Non-current liabilities | | | |
| Financial liabilities | | | |
| i) Borrowings | 2,38,922 | 2,11,719 | 2,88,064 |
| ii) Trade Payables | 8,364 | 5,402 | 6,913 |
| iii) Others | 19,194 | 16,515 | 14,243 |
| Provisions | 148 | 150 | 165 |
| Deferred tax liabilities (Net) | 4,722 | 1,644 | 1,546 |
| Other non-current liabilities | 6,650 | 3,752 | 3,373 |
| Total non-current liabilities | 2,78,000 | 2,39,182 | 3,14,304 |
| Current liabilities | | | |
| Financial liabilities | | | |
| i) Borrowings | 57,163 | 96,618 | 1,06,345 |
| ii) Trade Payables | 17,336 | 46,477 | 17,318 |
| iii) Others | 67,710 | 21,405 | 58,917 |
| Other current liabilities | | | |
| i) Advance from customers | 4,589 | 5,485 | 3,755 |
| ii) Others | 2,12,142 | 1,42,550 | 1,37,879 |
| Provisions | 4,706 | 9,503 | 4,570 |
| Total current liabilities | 3,63,646 | 3,22,038 | 3,28,784 |

Note: Previous period figures have been re-grouped / re-classified wherever necessary to conform to current period's classification.

Profit & Loss Account – Abstract (Consolidated)

Amount in Rs Lakh (Except EPS)

| Particulars | Q3FY24 | Q2FY24 | Q3FY23 | 9MFY24 | 9MFY23 |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|
| Revenue from Projects | 83,983 | 1,02,069 | 1,47,880 | 2,57,574 | 2,80,766 |
| Revenue from Hospitality | 4,901 | 3,996 | 4,169 | 12,819 | 11,013 |
| Other Operating Revenues | 259 | 438 | 553 | 849 | 1,220 |
| Revenue from Rent | 14,988 | 14,083 | 9,173 | 43,219 | 26,652 |
| Property Management Revenues | 1,233 | 1,155 | 1,171 | 3,641 | 3,465 |
| Revenue from Operations | 1,05,364 | 1,21,741 | 1,62,946 | 3,18,102 | 3,23,116 |
| Non Operating Income | 2,921 | 2,639 | 2,204 | 7,919 | 6,694 |
| Total Income | 1,08,285 | 1,24,380 | 1,65,150 | 3,26,021 | 3,29,810 |
| Total Expenses | 60,571 | 64,700 | 73,736 | 1,76,178 | 1,62,521 |
| Profit before share of profit / (loss) of joint ventures and exceptional items | 47,714 | 59,680 | 91,414 | 1,49,843 | 1,67,289 |
| Share of Profit / (loss) of associates (net) | 219 | 209 | 1,444 | 603 | 16,031 |
| Profit Before Tax | 47,933 | 59,889 | 92,858 | 1,50,446 | 1,83,320 |
| Net Profit for the period | 36,015 | 45,676 | 70,257 | 1,13,858 | 1,42,426 |
| Other comprehensive income, net of tax | (13) | (70) | (80) | (111) | (49) |
| Total Comprehensive Income for the period | 36,002 | 45,606 | 70,177 | 1,13,747 | 1,42,377 |
| Diluted EPS (Rs.) (not annualised) | 9.91 | 12.56 | 19.32 | 31.31 | 39.17 |

Key Financial Parameters

| Particulars | 9MFY24 | 9MFY23 |
|----------------------|--------|---------------------|
| Operating margin | 50.97% | 53.94% |
| Net profit margin | 34.92% | 43.18% |
| RONW [#] | 11.98% | 17.15% [*] |
| ROCE [#] | 10.81% | 14.54% [*] |
| Gross debt to equity | 0.23 | 0.26 |
| Net debt to equity | 0.15 | 0.21 |
| Current ratio | 3.52 | 3.08 |

#Calculated on Average Network and Average Capital Employed

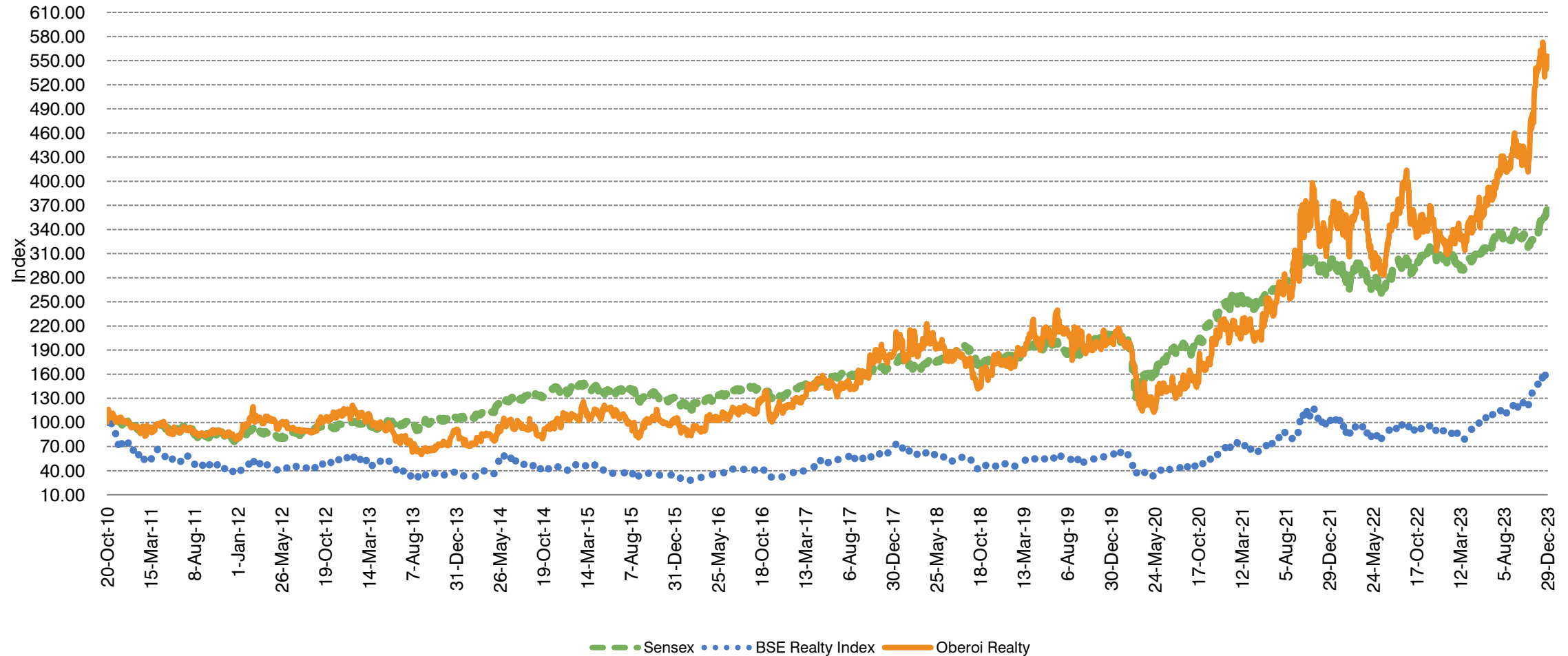
** The numbers disclosed in the Result Update Q3FY23 have been rectified*

Operating Margin Analysis

Amount in Rs Lakh

| Particulars | Total | Residential | Rental | Hospitality | Property Management Services |
|--------------------------|----------|-------------|--------|-------------|------------------------------|
| Q3FY24 | 48.34% | 41.32% | 95.56% | 41.57% | -18.24% |
| Revenues from operations | 1,05,364 | 84,221 | 14,984 | 4,923 | 1,236 |
| Operating margin | 50,936 | 34,798 | 14,318 | 2,046 | (226) |
| 9MFY24 | 50.97% | 44.90% | 96.43% | 38.08% | -12.70% |
| Revenues from operations | 3,18,102 | 2,58,343 | 43,228 | 12,883 | 3,648 |
| Operating margin | 1,62,130 | 1,16,004 | 41,684 | 4,905 | (463) |
| Q3FY23 | 57.71% | 56.43% | 95.36% | 37.64% | -4.47% |
| Revenues from operations | 1,62,946 | 1,48,375 | 9,210 | 4,190 | 1,171 |
| Operating margin | 94,036 | 83,728 | 8,783 | 1,577 | (52) |
| 9MFY23 | 53.94% | 51.49% | 94.79% | 36.48% | -5.63% |
| Revenues from operations | 3,23,116 | 2,81,847 | 26,722 | 11,077 | 3,470 |
| Operating margin | 1,74,296 | 1,45,121 | 25,329 | 4,041 | (195) |

Performance of Scrip (from listing)



Note: Closing levels of Sensex and Realty Index as on Oct 20, 2010 was 19,872.15 and 3,787.98 respectively, the same has been indexed to 100. For Oberoi Realty, the issue price of Rs. 260/- is indexed to 100.

Shareholding Pattern (%)

| Category | 31-Dec-23 | 30-Sep-23 | 30-Jun-23 | 31-Mar-23 | 31-Dec-22 |
|--|-----------|-----------|-----------|-----------|-----------|
| Promoter and Promoter Group | 67.70% | 67.70% | 67.70% | 67.70% | 67.70% |
| Foreign Institutional Investors (FIIs) | 17.53% | 17.94% | 18.16% | 17.76% | 17.33% |
| Domestic Institutional Investors (Institutional investors other than FIIs) | 12.05% | 11.62% | 11.32% | 12.10% | 12.46% |
| Other public shareholders | 2.72% | 2.74% | 2.82% | 2.44% | 2.51% |

Investment Properties - Completed



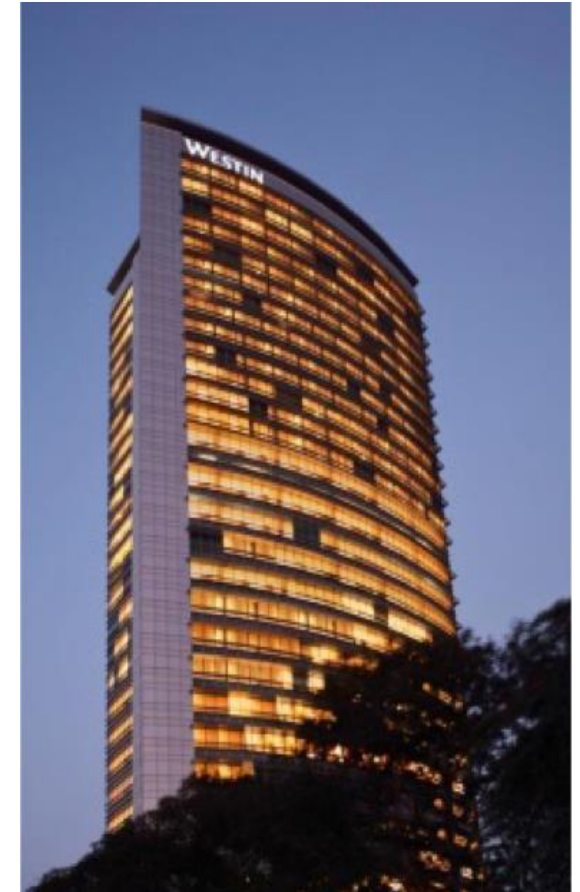
Carpet Area: 317,046 sqft.



Carpet Area: 189,250 sqft.



Carpet Area: 480,754 sqft.



269 Rooms

Note: The areas for Investment Properties mentioned in this Result Update refer to carpet areas.



Oberoi Mall

| Particulars | Q3FY24 | Q2FY24 | Q3FY23 | 9MFY24 | 9MFY23 |
|------------------------------|----------|----------|----------|----------|----------|
| Operating Revenue (Rs. Lakh) | 4,427 | 3,637 | 3,734 | 11,847 | 10,968 |
| EBITDA (Rs. Lakh) | 4,205 | 3,429 | 3,547 | 11,214 | 10,458 |
| EBITDA Margin (%) | 95% | 94% | 95% | 95% | 95% |
| Occupancy (%) | 97% | 96%* | 96% | 97%* | 96% |
| Carpet Area Leased (sqft.) | 3,06,625 | 2,76,132 | 3,19,524 | 3,06,035 | 3,18,739 |

* An area of ~ 45,150 sqft. is being remodeled and hence not considered as part of leasable carpet area

Commerz

| Particulars | Q3FY24 | Q2FY24 | Q3FY23 | 9MFY24 | 9MFY23 |
|-----------------------------------|---------------|----------|----------|----------|----------|
| Operating Revenue (Rs. Lakh) | 1,143 | 928 | 691 | 2,865 | 2,229 |
| EBITDA (Rs. Lakh) | 1,059 | 837 | 622 | 2,610 | 1,903 |
| EBITDA Margin (%) | 93% | 90% | 90% | 91% | 85% |
| Occupancy (%) | 52% | 60% | 56% | 56% | 55% |
| Carpet Area Leased (sqft.) | 99,214 | 1,14,220 | 1,06,717 | 1,06,717 | 1,04,701 |

Commerz II

| Particulars | Q3FY24 | Q2FY24 | Q3FY23 | 9MFY24 | 9MFY23 |
|-----------------------------------|-----------------|----------|----------|----------|----------|
| Operating Revenue (Rs. Lakh) | 2,746 | 2,721 | 2,947 | 8,148 | 8,550 |
| EBITDA (Rs. Lakh) | 2,522 | 2,481 | 2,739 | 7,497 | 7,924 |
| EBITDA Margin (%) | 92% | 91% | 93% | 92% | 93% |
| Occupancy (%) | 87% | 83% | 79% | 83% | 80% |
| Carpet Area Leased (sqft.) | 4,16,647 | 3,99,028 | 3,79,802 | 4,00,626 | 3,82,703 |

The Westin Mumbai Garden City

| Particulars | Q3FY24 | Q2FY24 | Q3FY23 | 9MFY24 | 9MFY23 |
|------------------------------|--------|--------|--------|--------|--------|
| Operating Revenue (Rs. Lakh) | 4,923 | 4,018 | 4,190 | 12,884 | 11,076 |
| EBITDA (Rs. Lakh) | 2,049 | 1,419 | 1,579 | 4,913 | 4,044 |
| EBITDA Margin (%) | 42% | 35% | 38% | 38% | 37% |
| Number of Rooms | 269 | 269 | 269 | 269 | 269 |
| Average Room Rate (Rs.) | 13,629 | 11,686 | 12,344 | 12,306 | 10,335 |
| Occupancy (%) | 82% | 84% | 80% | 83% | 85% |
| RevPAR (Rs.) | 11,112 | 9,830 | 9,961 | 10,156 | 8,726 |



Development Properties

ETERNIA
BY OBEROI REALTY



FORESTVILLE
BY OBEROI REALTY



SKY CITY
BY OBEROI REALTY



Note: The areas for Development Properties mentioned in this Result Update refer to carpet areas.



Project Till Date Synopsis – Key Development Properties

| Residential Projects | Carpet Area | Area Booked Till Date | Inventory as on Date | Booking Value till Date | Revenue Recognised till Date | Project Completion |
|------------------------|------------------|-----------------------|----------------------|-------------------------|------------------------------|--------------------|
| | (sqft.) | (sqft.) | (sqft.) | (Rs. Lakh) | (Rs. Lakh) | (%) |
| Elysian | 15,15,481 | 10,19,570 | 4,95,911 | 3,39,223 | 1,59,671 | @ |
| Forestville | 11,08,932 | 1,08,775 | 10,00,157 | 20,937 | - | ^ |
| Eternia | 13,49,549 | 7,93,308 | 5,56,241 | 1,96,636 | 1,95,453 | * |
| Enigma | 12,57,392 | 8,11,354 | 4,46,038 | 2,03,786 | 2,02,898 | * |
| Sky City | 28,54,907 | 23,62,149 | 4,92,758 | 6,54,345 | 5,31,628 | # |
| Three Sixty West - ORL | 5,49,191 | 50,982 | 4,98,209 | 62,608 | 54,728 | 100% |
| Total | 86,35,452 | 51,46,138 | 34,89,314 | 14,77,535 | 11,44,378 | |

@ - Project Completion for Elysian T-A is 49% and Elysian T-B is 44%

^ - Project Completion for Forestville is yet to reach threshold

* - Part Occupation Certificate received

- Occupation Certificate received for Sky City A-D and Sky City T-E; Project Completion for Sky City T-F is 45% and Sky City T-G is 33%

Quarterly Synopsis – Key Development Properties

| Residential Projects | Area Booked in Q3FY24 | Units Booked in Q3FY24 | Booking Value for Q3FY24 | Amount Collected in Q3FY24 | Revenue Recognised in Q3FY24 |
|------------------------|-----------------------|------------------------|--------------------------|----------------------------|------------------------------|
| | (sqft.) | (nos.) | (Rs. Lakh) | (Rs. Lakh) | (Rs. Lakh) |
| Seven | 3,286 | 1 | 2,641 | 528 | 2,641 |
| Elysian | 28,788 | 16 | 12,243 | 9,938 | 19,281 |
| Forestville | 1,08,775 | 116 | 20,937 | 1,926 | - |
| Eternia | 19,965 | 19 | 5,941 | 19,307 | 7,175 |
| Enigma | 48,502 | 23 | 14,342 | 30,703 | 14,342 |
| Sky City | 45,919 | 40 | 14,702 | 19,659 | 39,685 |
| Three Sixty West - ORL | 5,397 | 1 | 7,880 | 7,092 | - |
| Total | 2,60,632 | 216 | 78,686 | 89,153 | 83,124 |



Elysian

Project status as on Sep 30, 2023



Project status as on Dec 31, 2023



Elysian

| Particulars | Q3FY24 | Q2FY24 | Q3FY23 | 9MFY24 | 9MFY23 | Project Till Date |
|-------------------------------|-----------|-----------|-----------|-----------|-----------|-------------------|
| Carpet area (sqft.) | 15,15,481 | 15,15,481 | 15,15,481 | 15,15,481 | 15,15,481 | 15,15,481 |
| Units (nos.) | 719 | 719 | 719 | 719 | 719 | 719 |
| Area Booked (sqft.) | 28,788 | 32,866 | 2,418 | 89,880 | 1,26,051 | 10,19,570 |
| Units Booked (nos.) | 16 | 17 | 1 | 47 | 59 | 464 |
| Area in Inventory (sqft.) | 4,95,911 | 5,24,699 | 6,09,668 | 4,95,911 | 6,09,668 | 4,95,911 |
| Units in Inventory (nos.) | 255 | 271 | 314 | 255 | 314 | 255 |
| Booking Value (Rs. Lakh) | 12,243 | 13,145 | 727 | 37,460 | 44,506 | 3,39,223 |
| Amount Collected (Rs. Lakh) | 9,938 | 12,190 | 7,213 | 32,067 | 31,318 | 1,82,391 |
| Revenue Recognised (Rs. Lakh) | 19,281 | 18,005 | 28,143 | 56,415 | 61,377 | 1,59,671 |
| Average Rate per sqft. (Rs.) | 42,527 | 39,995 | 30,049 | 41,676 | 35,308 | 33,271 |



Forestville

Project status as on Dec 31, 2023



Forestville

| Particulars | Q3FY24 |
|-------------------------------|-----------|
| Carpet area (sqft.) | 11,08,932 |
| Units (nos.) | 1,257 |
| Area Booked (sqft.) | 1,08,775 |
| Units Booked (nos.) | 116 |
| Area in Inventory (sqft.) | 10,00,157 |
| Units in Inventory (nos.) | 1,141 |
| Booking Value (Rs. Lakh) | 20,937 |
| Amount Collected (Rs. Lakh) | 1,926 |
| Revenue Recognised (Rs. Lakh) | - |
| Average Rate per sqft. (Rs.) | 19,248 |



Financial Update



Investment Properties



Development Properties

Eternia



Eternia

| Particulars | Q3FY24 | Q2FY24 | Q3FY23 | 9MFY24 | 9MFY23 | Project Till Date |
|-------------------------------|-----------|-----------|-----------|-----------|-----------|-------------------|
| Carpet area (sqft.) | 13,49,549 | 13,49,549 | 13,49,549 | 13,49,549 | 13,49,549 | 13,49,549 |
| Units (nos.) | 1,312 | 1,312 | 1,312 | 1,312 | 1,312 | 1,312 |
| Area Booked (sqft.) | 19,965 | 42,209 | 32,135 | 87,956 | 87,177 | 7,93,308 |
| Units Booked (nos.) | 19 | 40 | 31 | 84 | 83 | 769 |
| Area in Inventory (sqft.) | 5,56,241 | 5,76,206 | 6,81,346 | 5,56,241 | 6,81,346 | 5,56,241 |
| Units in Inventory (nos.) | 543 | 562 | 662 | 543 | 662 | 543 |
| Booking Value (Rs. Lakh) | 5,941 | 12,816 | 8,189 | 26,452 | 22,400 | 1,96,636 |
| Amount Collected (Rs. Lakh) | 19,307 | 19,431 | 6,752 | 72,404 | 20,589 | 1,88,878 |
| Revenue Recognised (Rs. Lakh) | 7,175 | 12,332 | 37,863 | 29,141 | 62,790 | 1,95,453 |
| Average Rate per sqft. (Rs.) | 29,757 | 30,363 | 25,483 | 30,073 | 25,694 | 24,787 |

Financial Update

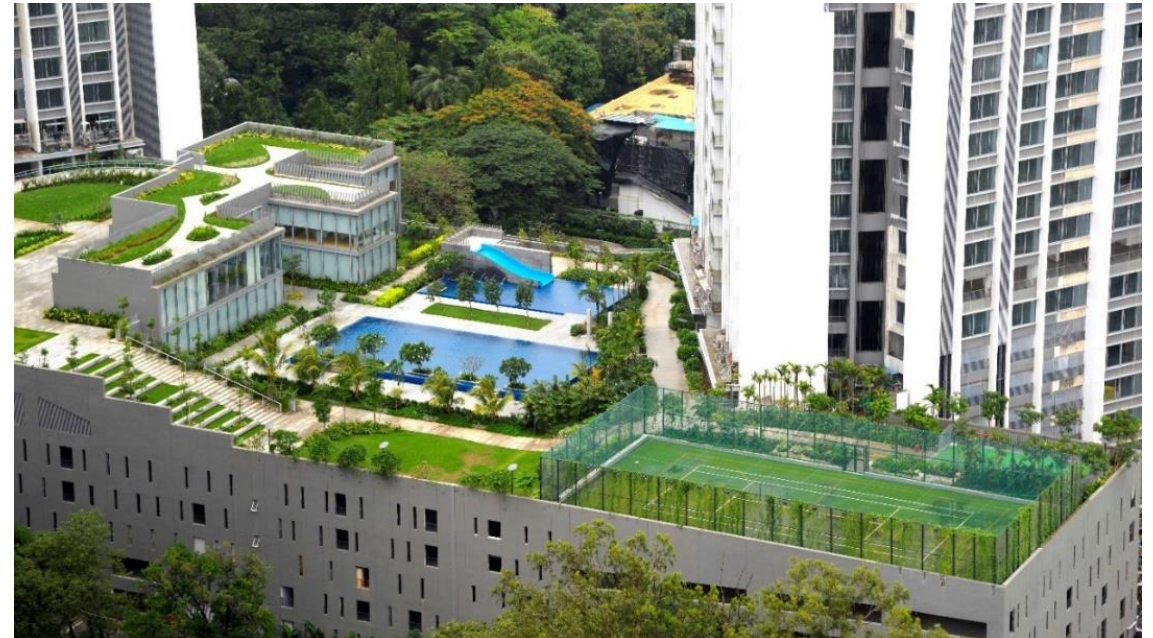


Investment Properties



Development Properties

Enigma



Enigma

| Particulars | Q3FY24 | Q2FY24 | Q3FY23 | 9MFY24 | 9MFY23 | Project Till Date |
|-------------------------------|-----------|-----------|-----------|-----------|-----------|-------------------|
| Carpet area (sqft.) | 12,57,392 | 12,57,392 | 12,57,392 | 12,57,392 | 12,57,392 | 12,57,392 |
| Units (nos.) | 682 | 682 | 682 | 682 | 682 | 682 |
| Area Booked (sqft.) | 48,502 | 29,088 | 30,828 | 1,00,532 | 1,13,180 | 8,11,354 |
| Units Booked (nos.) | 23 | 14 | 17 | 48 | 61 | 455 |
| Area in Inventory (sqft.) | 4,46,038 | 4,94,540 | 5,73,528 | 4,46,038 | 5,73,528 | 4,46,038 |
| Units in Inventory (nos.) | 227 | 250 | 288 | 227 | 288 | 227 |
| Booking Value (Rs. Lakh) | 14,342 | 8,502 | 7,546 | 29,589 | 28,405 | 2,03,786 |
| Amount Collected (Rs. Lakh) | 30,703 | 19,567 | 12,050 | 68,590 | 27,299 | 1,85,365 |
| Revenue Recognised (Rs. Lakh) | 14,342 | 10,493 | 45,933 | 30,232 | 71,696 | 2,02,898 |
| Average Rate per sqft. (Rs.) | 29,571 | 29,229 | 24,479 | 29,432 | 25,098 | 25,117 |

Financial Update



Investment Properties



Development Properties

Sky City



Sky City

| Particulars | Q3FY24 | Q2FY24 | Q3FY23 | 9MFY24 | 9MFY23 | Project Till Date |
|-------------------------------|-----------|-----------|-----------|-----------|-----------|-------------------|
| Carpet area (sqft.) | 28,54,907 | 28,54,907 | 28,21,269 | 28,54,907 | 28,21,269 | 28,54,907 |
| Units (nos.) | 2,734 | 2,734 | 2,696 | 2,734 | 2,696 | 2,734 |
| Area Booked (sqft.) | 45,919 | 85,138 | 1,53,596 | 1,99,995 | 3,02,163 | 23,62,149 |
| Units Booked (nos.) | 40 | 73 | 131 | 173 | 255 | 2,314 |
| Area in Inventory (sqft.) | 4,92,758 | 5,38,677 | 7,08,766 | 4,92,758 | 7,08,766 | 4,92,758 |
| Units in Inventory (nos.) | 420 | 460 | 597 | 420 | 597 | 420 |
| Booking Value (Rs. Lakh) | 14,702 | 27,940 | 45,783 | 63,733 | 91,855 | 6,54,345 |
| Amount Collected (Rs. Lakh) | 19,659 | 24,803 | 14,219 | 82,406 | 50,884 | 5,00,287 |
| Revenue Recognised (Rs. Lakh) | 39,685 | 27,590 | 32,644 | 94,706 | 74,741 | 5,31,628 |
| Average Rate per sqft. (Rs.) | 32,018 | 32,817 | 29,808 | 31,868 | 30,399 | 27,701 |



Highlights

- Acquired land admeasuring ~14.82 acres from Ireo Residences Company Private Limited at Sector 58, Gurugram, Haryana marking the Company's first foray in the NCR region
- Concluded the transaction for land admeasuring ~6.4 acres at Pokhran Road 2, Thane. Consequently, the company's total land at Pokhran Road 2, Thane now admeasures ~75 acres
- Commenced bookings for new project Forestville Phase 1, Thane Kolshet
- Received Occupation Certificate for Sky City A-D and Sky City Tower E, Borivali (East)



Awards

- Elysian won 'Interior Design Sample flat of the year – Residential' at the CREDAI-MCHI Golden Pillar Awards
- Indian Hospitality Excellence Awards The Westin Mumbai Garden City for:
 - Restaurant of the Year for Kangan
 - Gold certification in corporate category
- Global Marketing Excellence Awards recognised Oberoi Mall for:
 - Marketing Campaign of the Year
 - Innovative launch campaign of the Year

Thank You

Investor Relation efforts are coordinated by:

| | | |
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Annexure

Notes

1. Previous period figures have been re-grouped, re-arranged and re-classified wherever necessary to conform to current period's classification. The classification in this presentation may vary from classifications under Schedule III to the Companies Act or under Accounting Standards or the financial statements published in the Annual Report.
2. Considering the nature of the business carried on by the Company whereby revenues do not necessarily accrue evenly over the projects period, the revenues of the quarter and/or the year may not be strictly comparable with the results of the corresponding quarter and/or the year.
3. Total areas of the projects refer to the carpet areas calculated as per prevailing law. All areas / configurations of projects are based on present estimates and are subject to change based on regulatory requirements and / or design / construction exigencies and / or management decisions.

Glossary/Abbreviations

- | | | | |
|------------------|---|---------|---|
| • Crore | = 10 Million | • PAT | = Profit After Tax |
| • EPS | = Earnings Per Share | • PBT | = Profit Before Tax |
| • EBITDA | = Earnings before Interest, Tax, Depreciation and Amortisation | • RERA | = Real Estate (Regulation and Development) Act 2016 |
| • IGAAP | = Indian Generally Accepted Accounting Principles (Till March 31, 2016) | • ROCE | = Return on Capital Employed |
| • IND AS | = Indian Accounting Standards (From April 01, 2016) | • RONW | = Return on Networth |
| • Lakh | = Hundred Thousand | • Rs. | = Indian Rupees |
| • MahaRERA Rules | = Maharashtra Real Estate (Regulation and Development) (Registration of real estate projects, Registration of real estate agents, rates of interest and disclosures on website) Rules, 2017 | • sqft. | = Square Feet |
| • nos. | = Numbers | | |



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