
Oberoi Realty Limited

Result Update Q4FY22
May 26, 2022



Table of Contents

Financial Update

Investment Properties

Development Properties



Balance Sheet – Abstract (Consolidated)

| Particulars | <i>Amount in Rs Lakh</i> | |
|-------------------------|--------------------------|------------------|
| | FY22 | FY21 |
| Non-current assets | 6,78,150 | 5,28,845 |
| Current assets | 8,90,907 | 6,76,517 |
| Total | 15,69,057 | 12,05,362 |
| Equity | 10,41,614 | 9,36,914 |
| Non-current liabilities | 2,43,043 | 60,044 |
| Current liabilities | 2,84,400 | 2,08,404 |
| Total | 15,69,057 | 12,05,362 |

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

Cash Flow – Abstract (Consolidated)

| Particulars | <i>Amount in Rs Lakh</i> | | | | |
|--|--------------------------|-----------------|---------------|-----------------|---------------|
| | Q4FY22 | Q3FY22 | Q4FY21 | FY22 | FY21 |
| Opening Cash and Cash Equivalents | 1,19,488 | 51,777 | 24,775 | 27,433 | 28,663 |
| Operating Cash Flows | 30,725 | 19,020 | 39,856 | 1,06,873 | 69,600 |
| Investing Cash Flows | (1,08,736) | (1,17,646) | (26,456) | (2,17,402) | (70,015) |
| Financing Cash Flows | (10,352) | 72,966 | (21,565) | 1,14,221 | (11,638) |
| Closing Cash and Bank Balance * | 31,125 | 26,117 | 16,610 | 31,125 | 16,610 |
| Add: Short-term Liquid Investments | 88,429 | 93,371 | 10,823 | 88,429 | 10,823 |
| Closing Cash and Bank Balance (incl. Short-term Liquid Investments) | 1,19,554 | 1,19,488 | 27,433 | 1,19,554 | 27,433 |

* Includes Rs. 1,814 lakh for Q4FY22/FY22, Rs. 6,691 lakh for Q3FY22, Rs. 3,306 lakh for Q4FY21/FY21 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)

| Particulars | Amount in Rs Lakh | |
|---------------------------------|-------------------|-----------------|
| | FY22 | FY21 |
| Non-current assets | | |
| Fixed assets (including CWIP) | 4,27,717 | 2,99,349 |
| Financial assets | 1,81,102 | 1,54,246 |
| Deferred tax assets (net) | 2,727 | 8,789 |
| Other non-current assets | 66,604 | 66,461 |
| Total non-current assets | 6,78,150 | 5,28,845 |
| Current assets | | |
| Inventories | 5,03,608 | 4,66,261 |
| Financial assets | | |
| i) Investments | | |
| a) Investments in mutual fund | 88,429 | 10,823 |
| b) Investments - Others | 222 | 199 |
| ii) Cash and Bank balances | 29,315 | 13,308 |
| iii) Trade receivables | 12,458 | 12,798 |
| iv) Others | 46,911 | 37,273 |
| Other current assets | 2,09,964 | 1,35,855 |
| Total current assets | 8,90,907 | 6,76,517 |

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

Liabilities – Abstract (Consolidated)

| Particulars | Amount in Rs Lakh | |
|--------------------------------------|-------------------|-----------------|
| | FY22 | FY21 |
| Non-current liabilities | | |
| Financial liabilities | | |
| i) Borrowings | 2,16,496 | 35,898 |
| ii) Trade Payables | 3,219 | 2,152 |
| iii) Others | 16,705 | 14,386 |
| Provisions | 173 | 156 |
| Deferred tax liabilities (Net) | 2,474 | 3,484 |
| Other non-current liabilities | 3,976 | 3,968 |
| Total Non-current liabilities | 2,43,043 | 60,044 |
| Current liabilities | | |
| Financial liabilities | | |
| i) Borrowings | 69,051 | 1,17,482 |
| ii) Trade Payables | 39,251 | 30,027 |
| iii) Others | 21,922 | 20,918 |
| Other current liabilities | | |
| i) Advance from customers | 6,817 | 3,705 |
| ii) Others | 1,41,488 | 36,165 |
| Provisions | 5,871 | 107 |
| Total current liabilities | 2,84,400 | 2,08,404 |

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 | Q4FY22 | Q3FY22 | Q4FY21 | FY22 | FY21 |
|---|---------------|---------------|---------------|-----------------|-----------------|
| Revenue from Projects | 65,570 | 70,913 | 68,164 | 2,24,701 | 1,65,710 |
| Revenue from Hospitality | 2,260 | 2,472 | 1,195 | 7,109 | 3,167 |
| Other Operating Revenues | 393 | 765 | 128 | 1,493 | 747 |
| Revenue from Rent | 13,022 | 7,887 | 8,182 | 32,532 | 32,288 |
| Property Management Revenues | 1,101 | 1,164 | 1,339 | 3,562 | 3,346 |
| Revenue from Operations | 82,346 | 83,201 | 79,008 | 2,69,397 | 2,05,258 |
| Non Operating Income | 1,948 | 1,418 | 1,079 | 5,845 | 3,801 |
| Total Income | 84,294 | 84,619 | 80,087 | 2,75,242 | 2,09,059 |
| Total Expenses | 51,296 | 53,031 | 44,633 | 1,63,844 | 1,16,942 |
| Profit before share of profit / (loss) of joint ventures and exceptional items | 32,998 | 31,588 | 35,454 | 1,11,398 | 92,117 |
| Share of Profit / (loss) of associates (net) | 80 | 23,534 | 32 | 23,960 | 325 |
| Profit Before Tax | 33,078 | 55,122 | 35,486 | 1,35,358 | 92,442 |
| Net Profit for the period | 23,235 | 46,753 | 28,685 | 1,04,710 | 73,929 |
| Other comprehensive income, net of tax | 43 | 20 | 62 | 77 | 225 |
| Total Comprehensive Income for the period | 23,278 | 46,773 | 28,747 | 1,04,787 | 74,154 |
| Diluted EPS (Rs.) (not annualised) | 6.39 | 12.86 | 7.89 | 28.80 | 20.33 |

Key Financial Parameters

| Particulars | FY22 | FY21 |
|----------------------|--------|--------|
| Operating margin | 43.85% | 48.74% |
| Net profit margin | 38.04% | 35.36% |
| RONW [#] | 13.01% | 8.25% |
| ROCE [#] | 11.36% | 7.78% |
| Gross debt to equity | 0.27 | 0.16 |
| Net debt to equity | 0.16 | 0.13 |
| Current ratio | 3.52 | 3.25 |

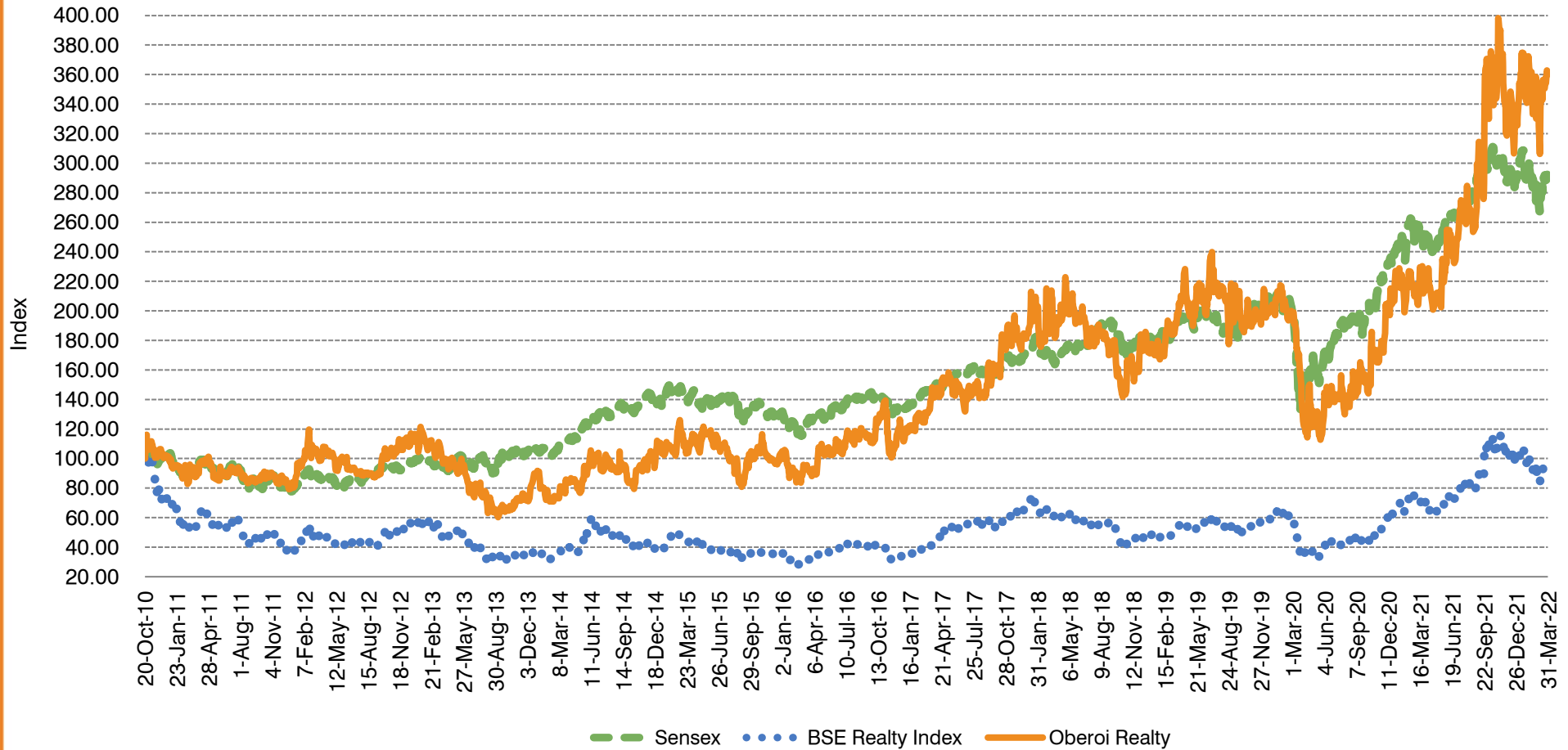
#Calculated on Average Networth and Average Capital Employed

Operating Margin Analysis

Amount in Rs Lakh

| Particulars | Total | Residential | Rental | Hospitality | Property Management Services |
|--------------------------|----------|-------------|--------|-------------|------------------------------|
| Q4FY22 | 42.72% | 33.81% | 95.32% | 24.36% | -8.50% |
| Revenues from operations | 82,347 | 65,931 | 13,032 | 2,282 | 1,102 |
| Operating margin | 35,177 | 22,293 | 12,422 | 556 | (94) |
| FY22 | 43.85% | 38.18% | 94.79% | 16.01% | -6.94% |
| Revenues from operations | 2,69,397 | 2,25,948 | 32,663 | 7,195 | 3,591 |
| Operating margin | 1,18,135 | 86,270 | 30,962 | 1,152 | (249) |
| Q4FY21 | 47.27% | 43.87% | 88.36% | 3.34% | 9.60% |
| Revenues from operations | 79,008 | 68,265 | 8,185 | 1,216 | 1,342 |
| Operating margin | 37,350 | 29,948 | 7,232 | 41 | 129 |
| FY21 | 48.74% | 42.04% | 93.79% | -15.84% | 9.75% |
| Revenues from operations | 2,05,258 | 1,66,359 | 32,291 | 3,253 | 3,355 |
| Operating margin | 1,00,040 | 69,944 | 30,284 | (515) | 327 |

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-Mar-22 | 31-Dec-21 | 30-Sep-21 | 30-Jun-21 | 31-Mar-21 |
|---|-----------|-----------|-----------|-----------|-----------|
| Promoter and Promoter Group | 67.70% | 67.70% | 67.70% | 67.70% | 67.70% |
| Foreign Institutional Investors (FIIs) | 20.26% | 20.50% | 22.22% | 23.50% | 24.85% |
| Domestic Institutional Investors (Institutional investors other than FIIs) | 9.10% | 8.70% | 7.32% | 6.00% | 4.88% |
| Other public shareholders | 2.94% | 3.10% | 2.76% | 2.80% | 2.57% |

Investment Properties - Completed



GLA: 552,893 sqft.

COMMERZ

GLA: 313,381 sqft.



COMMERZ TWO



GLA: 782,674 sqft.

The Westin Mumbai Garden City



269 rooms

Oberoi Mall

| Particulars | Q4FY22 | Q3FY22 | Q4FY21 | FY22 | FY21 |
|------------------------------|-----------------|----------|----------|----------|----------|
| Operating Revenue (Rs. Lakh) | 8,033 | 2,467 | 3,015 | 11,197 | 11,659 |
| EBITDA (Rs. Lakh) | 7,670 | 2,325 | 2,515 | 10,387 | 10,728 |
| EBITDA Margin (%) | 95.49% | 94.22% | 83.42% | 92.76% | 92.01% |
| Occupancy (%) | 94.98% | 96.23% | 93.47% | 94.61% | 93.88% |
| Area Leased (Sqft.) | 5,25,159 | 5,32,045 | 5,16,773 | 5,23,093 | 5,19,048 |

* The Mall operations of the subsidiary company were impacted during the FY2022 on account of the Covid pandemic. The subsidiary company has in Q4FY22 finalised the revenue to be collected from all the tenants at the mall and hence revenue recognition for the same has been done accordingly in Q4FY22.

Commerz

| Particulars | Q4FY22 | Q3FY22 | Q4FY21 | FY22 | FY21 |
|--|----------|----------|----------|----------|----------|
| Operating Revenue (Rs. Lakh) | 728 | 713 | 674 | 2,872 | 2,277 |
| EBITDA (Rs. Lakh) | 662 | 652 | 493 | 2,624 | 1,928 |
| EBITDA Margin (%) | 90.95% | 91.46% | 73.08% | 91.37% | 84.64% |
| Occupancy (%) | 53.54% | 53.54% | 45.56% | 53.54% | 38.58% |
| Area Leased (Sqft.) | 1,67,784 | 1,67,784 | 1,42,773 | 1,67,784 | 1,20,889 |
| Revenue psf/month on area leased (Rs.) | 145 | 142 | 140* | 143 | 135* |

* Calculated after excluding the area under rent free fit out period

Commerz II

| Particulars | Q4FY22 | Q3FY22 | Q4FY21 | FY22 | FY21 |
|--|----------|----------|----------|----------|----------|
| Operating Revenue (Rs. Lakh) | 2,717 | 3,253 | 2,953 | 12,379 | 12,852 |
| EBITDA (Rs. Lakh) | 2,501 | 3,101 | 2,697 | 11,656 | 12,085 |
| EBITDA Margin (%) | 92.05% | 95.31% | 91.33% | 94.16% | 94.03% |
| Occupancy (%) | 80.87% | 97.39% | 97.39% | 93.26% | 98.04% |
| Area Leased (Sqft.) | 6,32,914 | 7,62,247 | 7,62,247 | 7,29,914 | 7,67,354 |
| Revenue psf/month on area leased (Rs.) | 143 | 142 | 133 | 141 | 140 |

The Westin Mumbai Garden City

| Particulars | Q4FY22 | Q3FY22 | Q4FY21 | FY22 | FY21 |
|------------------------------|--------|--------|--------|--------|---------|
| Operating Revenue (Rs. Lakh) | 2,282 | 2,494 | 1,216 | 7,196 | 3,253 |
| EBITDA (Rs. Lakh) | 557 | 596 | 40 | 1,158 | (515) |
| EBITDA Margin (%) | 24.42% | 23.90% | 3.28% | 16.09% | -15.84% |
| Number of Rooms | 269 | 269 | 269 | 269 | 269 |
| Average Room Rate (Rs.) | 7,166 | 6,918 | 5,260 | 5,787 | 5,782 |
| Occupancy (%) | 74.74% | 72.24% | 44.17% | 67.33% | 32.21% |
| RevPAR (Rs.) | 5,397 | 5,001 | 2,285 | 3,950 | 1,581 |

Financial Update



Investment Properties



Development Properties

Development Properties

ETERNIA
BY OBEROI REALTY



ENIGMA
BY OBEROI REALTY



SKY CITY
BY OBEROI REALTY



Project Till Date Synopsis – Key Development Properties

| Residential Projects | Area Available for Booking | 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) | (%) |
| Esquire | 21,22,031 | 21,14,108 | 7,923 | 3,73,558 | 3,73,558 | 100% |
| Elysian | 25,00,600 | 12,80,414 | 12,20,186 | 2,48,322 | 21,223 | # |
| Maxima | 3,17,482 | 2,67,714 | 49,768 | 42,596 | 26,705 | 63% |
| Eternia | 21,58,100 | 9,30,680 | 12,27,420 | 1,37,022 | 94,336 | 71% |
| Enigma | 20,25,213 | 9,20,511 | 11,04,702 | 1,38,227 | 93,138 | 69% |
| Sky City | 36,60,022 | 29,20,789 | 7,39,233 | 4,83,599 | 3,46,722 | @ |
| Three Sixty West | 22,82,346 | 6,41,410 | 16,40,936 | 2,68,408 | * | |

- yet to reach threshold

@ Project completion for Sky City Tower A-D – 87%, Tower E – 65% and for Tower F – yet to reach threshold

* - Revenue Recognition commenced

Quarterly Synopsis - Key Development Properties

| Residential Projects | Area Booked in Q4FY22 | Units Booked in Q4FY22 | Sales Value for Q4FY22 | Amount Collected in Q4FY22 | Revenue Recognised in Q4FY22 |
|----------------------|-----------------------|------------------------|------------------------|----------------------------|------------------------------|
| | (sqft.) | (nos.) | (Rs. Lakh) | (Rs. Lakh) | (Rs. Lakh) |
| Esquire | 45,267 | 18 | 11,649 | 11,746 | 11,649 |
| Elysian | 97,402 | 27 | 19,447 | 26,356 | 4,011 |
| Maxima | 54,915 | 24 | 8,685 | 9,358 | 6,465 |
| Eternia | 65,900 | 38 | 10,143 | 4,390 | 7,024 |
| Enigma | 81,618 | 29 | 12,425 | 5,173 | 10,880 |
| Sky City | 1,84,377 | 98 | 33,734 | 32,686 | 27,315 |
| Three Sixty West | (9,562) | (1) | (4,808) | 3,289 | * |

* - Revenue Recognition commenced

Exquisite

| Particulars | Q4FY22 | Q3FY22 | Q4FY21 | FY22 | FY21 | Project Till Date |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-------------------|
| Area available for booking (sqft.) | 15,47,610 | 15,47,610 | 15,47,610 | 15,47,610 | 15,47,610 | 15,47,610 |
| Units available for booking (nos.) | 802 | 802 | 802 | 802 | 802 | 802 |
| Area Booked (sqft) | 4,374 | 11,790 | 14,710 | 42,514 | 55,635 | 15,47,610 |
| Units Booked (nos.) | 1 | 2 | 3 | 8 | 10 | 802 |
| Area in Inventory (sqft.) | - | 4,374 | 42,514 | - | 42,514 | - |
| Units in Inventory (nos.) | - | 1 | 8 | - | 8 | - |
| Booking Value (Rs. Lakh) | 1,227 | 2,304 | 3,595 | 9,465 | 13,065 | 2,62,498 |
| Amount Collected (Rs. Lakh) | 2,130 | 2,252 | 2,086 | 13,615 | 9,835 | 2,61,215 |
| Revenue Recognised (Rs. Lakh) | 1,227 | 2,304 | 3,595 | 9,465 | 13,065 | 2,62,498 |
| Average Rate per sqft (Rs.) | 28,041 | 19,540 | 24,439 | 22,261 | 23,484 | 16,961 |

Esquire

| Particulars | Q4FY22 | Q3FY22 | Q4FY21 | FY22 | FY21 | Project Till Date |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-------------------|
| Area available for booking (sqft.) | 21,22,031 | 21,22,031 | 21,22,031 | 21,22,031 | 21,22,031 | 21,22,031 |
| Units available for booking (nos.) | 882 | 882 | 882 | 882 | 882 | 882 |
| Area Booked (sqft) | 45,267 | 44,055 | 64,416 | 1,99,988 | 1,92,265 | 21,14,108 |
| Units Booked (nos.) | 18 | 18 | 27 | 82 | 80 | 879 |
| Area in Inventory (sqft.) | 7,923 | 53,190 | 2,07,911 | 7,923 | 2,07,911 | 7,923 |
| Units in Inventory (nos.) | 3 | 21 | 85 | 3 | 85 | 3 |
| Booking Value (Rs. Lakh) | 11,649 | 10,743 | 14,823 | 48,562 | 42,910 | 3,73,558 |
| Amount Collected (Rs. Lakh) | 11,746 | 13,709 | 7,465 | 52,726 | 36,994 | 3,69,201 |
| Revenue Recognised (Rs. Lakh) | 11,649 | 10,743 | 14,823 | 48,562 | 44,502 | 3,73,558 |
| Average Rate per sqft (Rs.) | 25,734 | 24,385 | 23,011 | 24,283 | 22,318 | 17,670 |



Elysian

Project status as on Mar 31, 2022



Project status as on Dec 31, 2021



Elysian

| Particulars | Q4FY22 | Q3FY22 | Q4FY21 | FY22 | FY21 | Project Till Date |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-------------------|
| Area available for booking (sqft.) | 25,00,600 | 25,00,600 | 11,75,550 | 25,00,600 | 11,75,550 | 25,00,600 |
| Units available for booking (nos.) | 719 | 719 | 349 | 719 | 349 | 719 |
| Area Booked (sqft) | 97,402 | 5,67,826 | 5,32,188 | 7,48,226 | 5,32,188 | 12,80,414 |
| Units Booked (nos.) | 27 | 141 | 154 | 192 | 154 | 346 |
| Area in Inventory (sqft.) | 12,20,186 | 13,17,588 | 6,43,362 | 12,20,186 | 6,43,362 | 12,20,186 |
| Units in Inventory (nos.) | 373 | 400 | 195 | 373 | 195 | 373 |
| Booking Value (Rs. Lakh) | 19,447 | 1,13,390 | 99,102 | 1,49,221 | 99,102 | 2,48,322 |
| Amount Collected (Rs. Lakh) | 26,356 | 36,581 | 13,012 | 98,652 | 13,012 | 1,11,664 |
| Revenue Recognised (Rs. Lakh) | 4,011 | 8,773 | 5,174 | 16,049 | 5,174 | 21,223 |
| Average Rate per sqft (Rs.) | 19,966 | 19,969 | 18,622 | 19,943 | 18,622 | 19,394 |



Maxima

Project status as on Mar 31, 2022



Project status as on Dec 31, 2021



Maxima

| Particulars | Q4FY22 | Q3FY22 | Q4FY21 | FY22 | FY21 | Project Till Date |
|------------------------------------|----------|----------|----------|----------|----------|-------------------|
| Area available for booking (sqft.) | 3,17,482 | 3,17,293 | 4,10,595 | 3,17,482 | 4,10,595 | 3,17,482 |
| Units available for booking (nos.) | 132 | 132 | 178 | 132 | 178 | 132 |
| Area Booked (sqft) | 54,915 | 75,444 | 43,498 | 1,64,637 | 80,135 | 2,67,714 |
| Units Booked (nos.) | 24 | 33 | 19 | 72 | 35 | 117 |
| Area in Inventory (sqft.) | 49,768 | 1,04,494 | 3,07,518 | 49,768 | 3,07,518 | 49,768 |
| Units in Inventory (nos.) | 15 | 39 | 133 | 15 | 133 | 15 |
| Booking Value (Rs. Lakh) | 8,685 | 11,894 | 6,661 | 26,150 | 12,786 | 42,596 |
| Amount Collected (Rs. Lakh) | 9,358 | 3,799 | 3,204 | 16,046 | 5,381 | 22,944 |
| Revenue Recognised (Rs. Lakh) | 6,465 | 7,928 | 5,963 | 18,196 | 7,628 | 26,705 |
| Average Rate per sqft (Rs.) | 15,815 | 15,766 | 15,313 | 15,884 | 15,955 | 15,911 |



Eternia





Eternia

Project status as on Mar 31, 2022



Project status as on Dec 31, 2021



Eternia

| Particulars | Q4FY22 | Q3FY22 | Q4FY21 | FY22 | FY21 | Project Till Date |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-------------------|
| Area available for booking (sqft.) | 21,58,100 | 21,58,100 | 21,58,100 | 21,58,100 | 21,58,100 | 21,58,100 |
| Units available for booking (nos.) | 1,296 | 1,296 | 1,296 | 1,296 | 1,296 | 1,296 |
| Area Booked (sqft) | 65,900 | 49,530 | 45,360 | 1,62,370 | 99,600 | 9,30,680 |
| Units Booked (nos.) | 38 | 29 | 27 | 94 | 59 | 567 |
| Area in Inventory (sqft.) | 12,27,420 | 12,93,320 | 13,89,790 | 12,27,420 | 13,89,790 | 12,27,420 |
| Units in Inventory (nos.) | 729 | 767 | 823 | 729 | 823 | 729 |
| Booking Value (Rs. Lakh) | 10,143 | 7,597 | 6,940 | 24,830 | 14,869 | 1,37,022 |
| Amount Collected (Rs. Lakh) | 4,390 | 3,294 | 2,890 | 11,145 | 4,813 | 75,612 |
| Revenue Recognised (Rs. Lakh) | 7,024 | 7,552 | 3,579 | 22,353 | 11,732 | 94,336 |
| Average Rate per sqft (Rs.) | 15,392 | 15,339 | 15,300 | 15,293 | 14,929 | 14,723 |

Financial Update



Investment Properties



Development Properties

Enigma





Enigma

Project status as on Mar 31, 2022



Project status as on Dec 31, 2021



Enigma

| Particulars | Q4FY22 | Q3FY22 | Q4FY21 | FY22 | FY21 | Project Till Date |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-------------------|
| Area available for booking (sqft.) | 20,25,213 | 20,25,213 | 20,25,213 | 20,25,213 | 20,25,213 | 20,25,213 |
| Units available for booking (nos.) | 683 | 683 | 683 | 683 | 683 | 683 |
| Area Booked (sqft) | 81,618 | 68,462 | 97,891 | 2,26,972 | 2,29,523 | 9,20,511 |
| Units Booked (nos.) | 29 | 23 | 36 | 78 | 83 | 333 |
| Area in Inventory (sqft.) | 11,04,702 | 11,86,320 | 13,31,674 | 11,04,702 | 13,31,674 | 11,04,702 |
| Units in Inventory (nos.) | 350 | 379 | 428 | 350 | 428 | 350 |
| Booking Value (Rs. Lakh) | 12,425 | 10,285 | 15,334 | 34,541 | 35,629 | 1,38,227 |
| Amount Collected (Rs. Lakh) | 5,173 | 6,200 | 6,390 | 16,911 | 12,222 | 72,883 |
| Revenue Recognised (Rs. Lakh) | 10,880 | 7,784 | 6,818 | 30,657 | 22,309 | 93,138 |
| Average Rate per sqft (Rs.) | 15,223 | 15,022 | 15,664 | 15,218 | 15,523 | 15,016 |



Sky City



Sky City

Project status as on Mar 31, 2022



Project status as on Dec 31, 2021



Sky City

| Particulars | Q4FY22 | Q3FY22 | Q4FY21 | FY22 | FY21 | Project Till Date |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-------------------|
| Area available for booking (sqft.) | 36,60,022 | 36,60,022 | 36,57,175 | 36,60,022 | 36,57,175 | 36,60,022 |
| Units available for booking (nos.) | 2,233 | 2,233 | 2,232 | 2,233 | 2,232 | 2,233 |
| Area Booked (sqft) | 1,84,377 | 2,23,572 | 2,55,527 | 5,72,431 | 4,67,946 | 29,20,789 |
| Units Booked (nos.) | 98 | 125 | 154 | 319 | 277 | 1,844 |
| Area in Inventory (sqft.) | 7,39,233 | 9,23,610 | 13,08,817 | 7,39,233 | 13,08,817 | 7,39,233 |
| Units in Inventory (nos.) | 389 | 487 | 707 | 389 | 707 | 389 |
| Booking Value (Rs. Lakh) | 33,734 | 40,304 | 44,393 | 1,04,156 | 79,981 | 4,83,599 |
| Amount Collected (Rs. Lakh) | 32,686 | 21,542 | 20,411 | 84,971 | 42,604 | 3,45,751 |
| Revenue Recognised (Rs. Lakh) | 27,315 | 25,830 | 28,171 | 81,802 | 61,258 | 3,46,722 |
| Average Rate per sqft (Rs.) | 18,296 | 18,027 | 17,373 | 18,195 | 17,092 | 16,557 |

Three Sixty West

Project Status as on Mar 31, 2022



Amount spent in Q4FY22 : Rs. 62.27 crore

Three Sixty West

| Particulars | Q4FY22 | Q3FY22 | Q4FY21 | FY22 | FY21 | Project Till Date |
|---|-----------|-----------|-----------|-----------|-----------|-------------------|
| Area available for booking (sqft.) | 22,82,346 | 22,82,346 | 22,82,346 | 22,82,346 | 22,82,346 | 22,82,346 |
| Area Booked (sqft) | (9,562) | - | 9,562 | (19,124) | 58,788 | 6,41,410* |
| Units Booked (nos.) | (1) | - | 1 | (2) | 7 | 69* |
| Area in Inventory (sqft.) | 16,40,936 | 16,31,374 | 16,21,812 | 16,40,936 | 16,21,812 | 16,40,936 |
| Booking Value (Rs. Lakh) | (4,808) | - | 4,837 | (8,663) | 29,635 | 2,68,408 |
| Amount Collected (Rs. Lakh) | 3,289 | 10,769 | 8,678 | 17,017 | 38,594 | 2,51,054 |
| Average Rate (other than transfers) per sqft (Rs) | - | - | 50,590 | - | 50,411 | 45,207** |

* The area booked includes transfers from other joint venture project at the same rate at which they were originally sold in 2006-2007

** Average rate of sales (including transfers) is Rs. 41,847 per sq. ft.

The Company's share in the net revenue ranges from 25-40% for the residential component

Highlights

- Entered into Agreements for -
 - Project at Kolshet, Thane on land admeasuring ~ 18 acres
 - Project at Peddar Road, Mumbai on land admeasuring ~ 2,500 sq. mtrs.
- Highest ever gross booking value of over Rs 4,000 crore in FY22
- Highest ever consolidated Profit after tax of Rs. 1,047 crore

Highlights - Awards

- Oberoi Realty recognised as Best Workplace Practices in the category Global HR Excellence at the 30th Edition of the World HRD Congress Awards
- Oberoi Mall recognised at ET Now Global Awards for Retail Excellence
 - Shopping Centre of the Year by Retailers Choice
 - Marketing Campaign of the Year for Jingle All the Way
 - Most Admired Shopping Centre of the Year
- The Westin Mumbai Garden City awarded as the Iconic Business Hotel Of The Year by Times Hospitality Icons
- Mr. Sharad Datta, General Manager at The Westin Mumbai Garden City received Topmost Hospitality Icons, General Manager Award by World Leadership Congress and Awards
- Mr. Pravin Pandey, Chef De Cuisine at Kangan restaurant, The Westin Mumbai Garden City awarded the Most Admired Chefs Award by World Leadership Congress and Awards

Thank You

Investor Relation efforts are coordinated by:

Saumil Daru Director - Finance

saumil.daru@oberoirealty.com

Mayank Kapoor EA to MD and Investor Relations

mayank.kapoor@oberoirealty.com

For any further information please write to ir@oberoirealty.com or contact on (+91 22) 6677 3333



Annexure

Notes

1. 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.
2. Total areas of the projects are calculated based on the carpet areas calculated as per the law prevailing prior to the introduction of RERA. The Company has given the areas to make them comparable with other projects of other developers across the country, and these areas do not represent the basis of the transaction entered into with the customers.
3. 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.
4. 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.

Abbreviations

| | | | |
|------------------|---|---------|---|
| • Crore | = 10 Million | • nos. | = Numbers |
| • EPS | = Earnings Per Share | • PAT | = Profit After Tax |
| • EBITDA | = Earnings before Interest, Tax, Depreciation and Amortisation | • PBT | = Profit Before Tax |
| • GLA | = Gross Leasable Area | • 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 |

Disclaimer

This presentation has been prepared by Oberoi Realty Limited (ORL) and does not constitute a prospectus or placement memorandum or an offer to acquire any securities of ORL. This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute an offer to subscribe for ORL securities or the total areas mentioned herein should not be deemed to be the basis for transactions with customers.

No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements”, including those relating to general business statements, plans and strategy of ORL, its future financial condition and growth prospects, future developments in its industry and its competitive and regulatory environment, and statements which contain words or phrases such as ‘will’, ‘expected to’, ‘horizons of growth’, ‘strong growth prospects’, etc., or similar expressions or variations of such expressions. These forward-looking statements are based on expectations and projections, and may involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by such statements. These risks and uncertainties include, but are not limited to risks with respect to its real estate business, economic environment in India and overseas, changes in development regulations, changes in tax laws, changes in other applicable laws, litigation and labour relations. ORL will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

ORL may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation cannot be copied and disseminated in any manner.

No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of ORL.

The MahaRERA Rules have been notified on 20th April 2017. All our under construction projects in which sales have commenced have been registered under RERA. The information given in this presentation in the form of pictures, artistic renders, areas, consideration, project details etc does not purport or tantamount to any disclosure under the MahaRERA Rules and should not be construed to be or constitute advertisements, solicitations, marketing, offer for sale, invitation to offer, invitation to acquire including within the purview of RERA.

The Group's operations were impacted by the COVID-19 pandemic. In preparation of these results, the Group has taken into account internal and external sources of information to assess possible impacts of the pandemic, including but not limited to assessment of liquidity and going concern, recoverable values of its financial and non-financial assets, impact on revenues and estimates of residual costs to complete ongoing projects. Based on current indicators of future economic conditions, the Group has sufficient liquidity and expects to fully recover the carrying amount of its assets. Considering the evolving nature of the pandemic, its actual impact in future could be different from that estimated as at the date of approval of these financial results. The Group will continue to monitor any material changes to future economic conditions.

