
Oberoi Realty Limited

rooted in values.

Result Update Q4FY13 and FY13
April 19, 2013

Highlights for the Quarter

Awards and Recognition

- Oberoi Mall won 'Retail Marketing Campaign of the Year' at the Asia Retail Awards 2013 for 50:50 Single day Flash Sale event
- Oberoi Realty won the 7th Employer Branding Awards for 'Managing Health at Work' at National Level



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Balance Sheet – Abstract (Consolidated)

Amount in Rs. Lakh

Particulars	FY13	FY12
Shareholders' Fund	416,213	373,415
Non Current Liabilities	6,742	7,767
Current Liabilities	105,947	97,271
Total Equity and Liabilities	528,902	478,453
Non Current Assets	258,336	224,413
Current Assets	270,566	254,040
Total Assets	528,902	478,453



Cash Flow – Abstract (Consolidated)

Amount in Rs. Lakh

Particulars	Q4FY13	Q3FY13	Q4FY12	FY13	FY12
Opening Cash and Cash Equivalents	36,224	56,725	36,438	106,443	140,240
Operating Cash Flows	11,704	2,249	8,165	14,191	32,622
Investing Cash Flows	(18,177)	(22,749)	61,840	(83,252)	(62,604)
Financing Cash Flows	(0)	(2)	(0)	(7,633)	(3,815)
Closing Cash and Cash Equivalents (incl. investments in Mutual Funds)	29,750	36,224	106,443	29,750	106,443



Note: Fixed deposits having maturity of more than 3 months have been classified as part of Cash and Cash Equivalents for the purposes of this presentation. Earlier period numbers have been reclassified accordingly.

Liabilities – Abstract (Consolidated)

Amount in Rs. Lakh

Particulars	FY13	FY12
Deferred tax liabilities	1,473	782
Trade payables	797	146
Other Long term liabilities	4,355	6,750
Long-term provisions	117	89
Total Non-current Liabilities	6,742	7,767
Trade payables	2,960	3,030
Other current liabilities	95,204	86,496
<i>Advances from Customers</i>	71,813	71,536
<i>Others</i>	23,391	14,959
Short-term provisions	7,783	7,745
Total Current Liabilities	105,947	97,271



Assets – Abstract (Consolidated)

Amount in Rs. Lakh

Particulars	FY13	FY12
Fixed assets	107,145	98,501
Goodwill on consolidation	26,537	26,537
Other non-current assets	124,654	99,375
Total Non-current Assets	258,336	224,413
Cash and bank balance	107,247	129,339
Current Investments	-	-
Trade receivables	5,222	6,793
Inventories	124,478	101,962
Short-term loans and advances	32,301	14,092
Other current assets	1,318	1,854
Total Current Assets	270,566	254,040



Profit & Loss Account – Abstract (Consolidated)

Amount in Rs. Lakh (Except EPS)

Particulars	Q4FY13	Q3FY13	Q4FY12	FY13	FY12
Revenue from Projects	23,369	21,528	18,957	78,129	57,684
Revenue from Rent	3,651	3,626	3,236	13,983	12,892
Revenue from Hospitality	2,644	2,664	2,547	9,559	8,973
Operating Revenues	29,664	27,818	24,740	101,671	79,549
Other Operating Revenues	115	134	181	583	631
Project Management Fees	611	661	557	2,503	2,288
Non Operating Revenues	2,209	2,190	3,072	9,995	15,011
Total Revenues	32,599	30,803	28,550	114,752	97,479
EBIDTA (Excluding Non Operating Income)	17,792	17,068	16,428	61,207	48,349
Profit Before Tax	19,271	18,539	18,795	68,306	60,592
Profit After Tax	14,517	13,446	14,359	50,479	46,287
Diluted EPS	4.42	4.10	4.37	15.38	14.10



Key Financial Parameters

Particulars	FY13	FY12	FY 11	FY 10	FY 09	FY 08
EBITDA Margin (Including Non Operating Income/ Total Revenue)	62.05%	65.00%	60.43%	60.09%	60.87%	54.58%
EBITDA Margin (Excluding Non Operating Income/ Total Operating Income)	58.43%	58.63%	57.94%	59.29%	58.15%	50.37%
PAT Margin	43.99%	47.48%	48.85%	57.79%	55.43%	52.88%
RONW[#]	12.79%	12.93%	19.85%	27.71%	18.93%	27.53%
ROCE[#]	12.79%	12.93%	19.85%	27.62%	17.90%	22.69%
Debt/Equity	-	-	-	-	0.01	0.12

#Calculated on Average Networth and Average Capital Employed



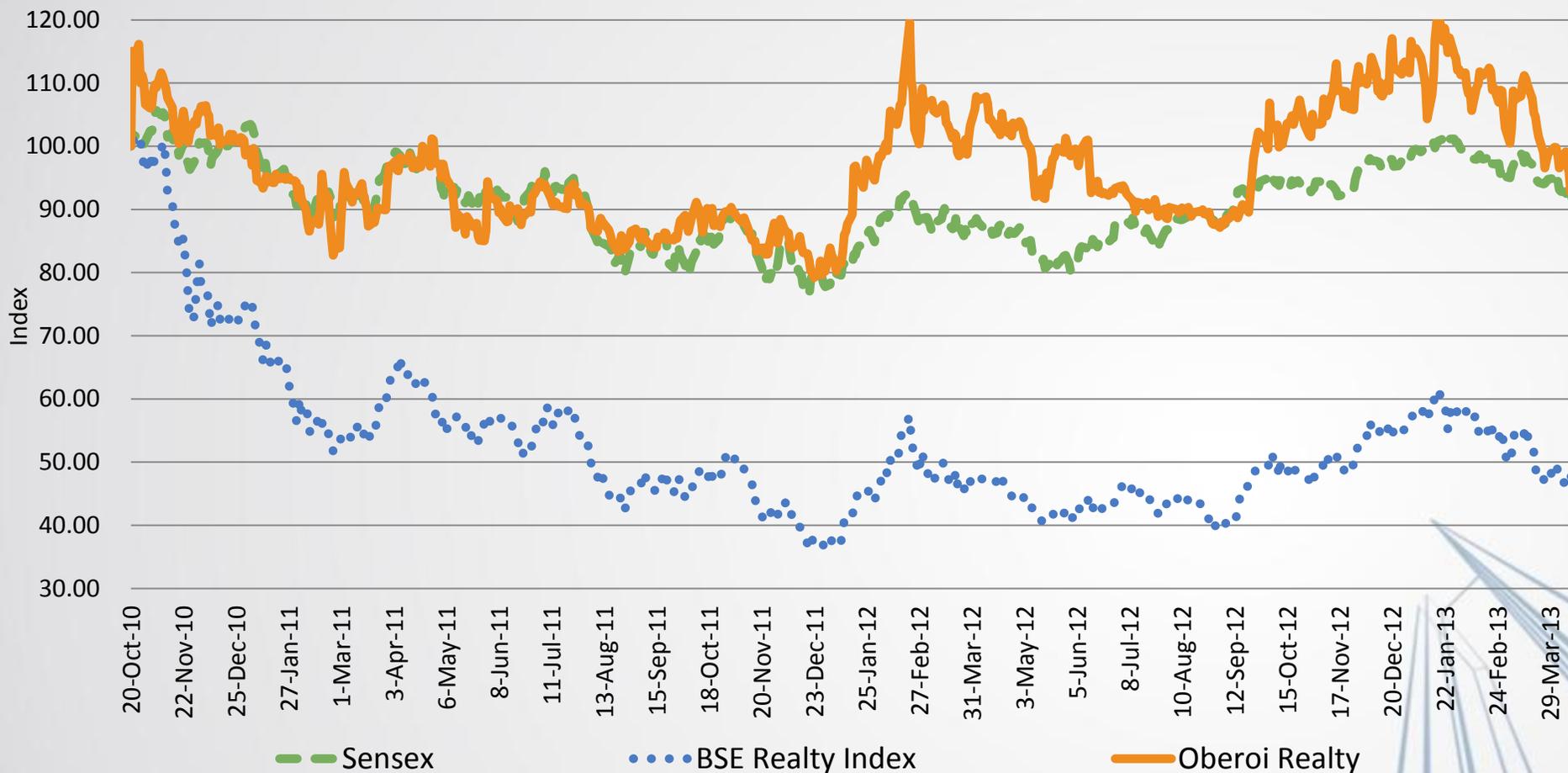
Operating EBITDA Analysis

Amount in Rs. Lakh

Particulars	Total	Residential	Rental	Hospitality	Property Management Services
FY13	58.43%	57.09%	96.39%	29.28%	-0.75%
Total Operating Revenues	104,758	78,505	14,093	9,645	2,515
EBITDA (Excluding Other Income)	61,206	44,817	13,584	2,824	(19)
FY12	58.63%	58.04%	95.41%	25.54%	-5.44%
Total Operating Revenues	82,469	58,185	12,983	9,057	2,244
EBITDA (Excluding Other Income)	48,349	33,772	12,387	2,313	-122



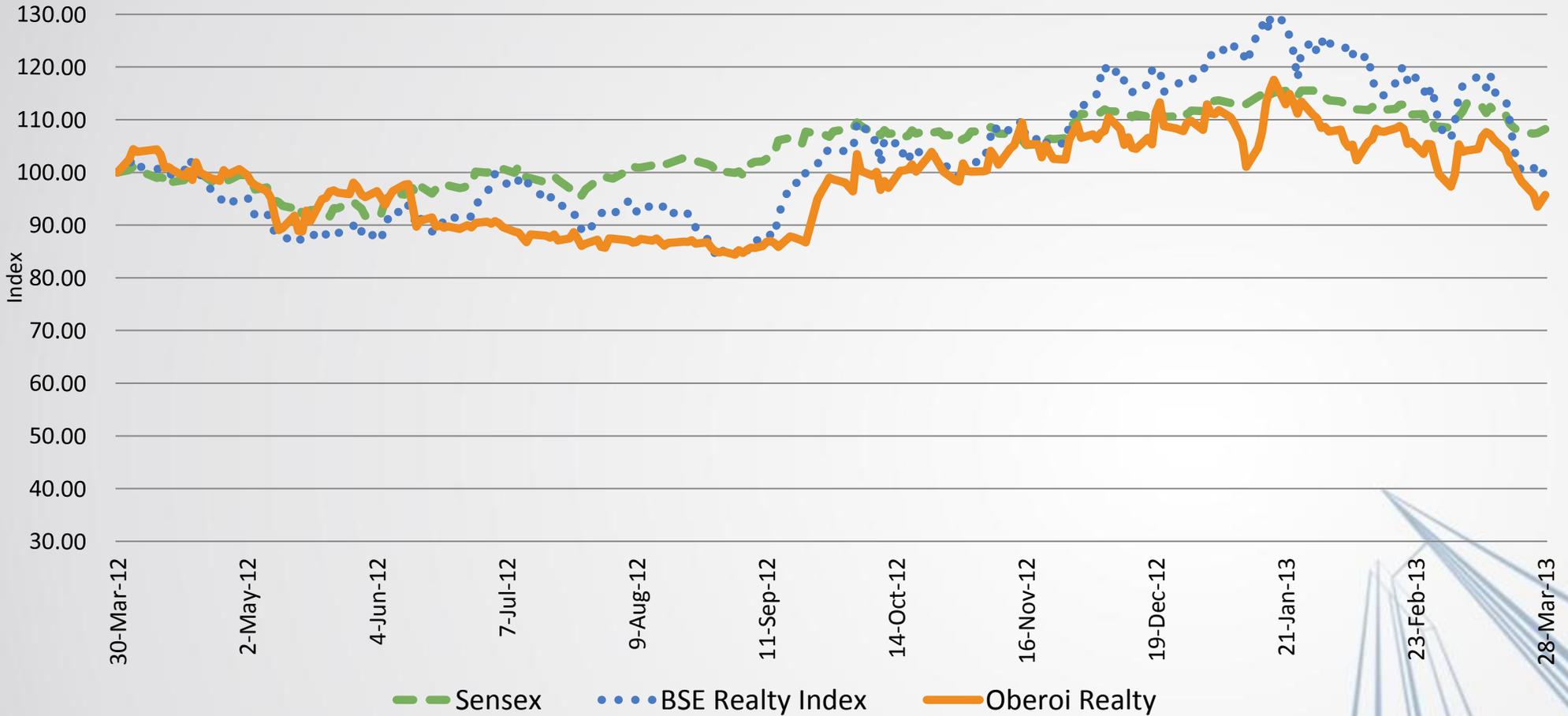
Performance of Scrip (from listing)



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.



Performance of Scrip (for FY13)



Shareholding Pattern (%)

Category	31-Mar-13	31-Dec-12	30-Sep-12	30-Jun-12	31-Mar-12
Promoter and Promoter Group	78.49%	78.49%	78.49%	78.49%	78.49%
Foreign Institutional Investors (FIIs)	10.30%	10.11%	10.04%	10.33%	10.33%
Domestic Institutional Investors (Institutional investors other than FIIs)	0.79%	0.80%	0.85%	0.70%	0.66%
Other public shareholders (Including Private Equity Investor)	10.42%	10.60%	10.62%	10.48%	10.52%





Investment Properties - Completed



GLA: 552,893sqft.



GLA: 364,888sqft.

The Westin Mumbai Garden City



269 rooms



Oberoi Mall

Particulars	Q4FY13	Q3FY13	Q4FY12	FY13	FY12
Operating Revenue (Rs. Lakh)	1,969	2,023	1,959	7,921	7,818
EBITDA (Rs. Lakh)	1,854	1,941	1,881	7,566	7,494
EBITDA Margin (%)	94.16%	95.95%	96.00%	95.51%	95.86%
Occupancy (%)	95.08%	94.56%	94.25%	94.35%	94.22%
Area Leased (Sqft.)	525,691	522,797	521,120	521,664	520,924
Revenue psf/month on area leased (Rs.)	125	129	125	127	125



Commerz

Particulars	Q4FY13	Q3FY13	Q4FY12	FY13	FY12
Operating Revenue (Rs. Lakh)	1,199	1,145	1,108	4,613	4,362
EBITDA (Rs. Lakh)	1,160	1,124	1,038	4,513	4,169
EBITDA Margin (%)	96.76%	98.13%	93.63%	97.82%	95.57%
Occupancy (%)	83.38%	80.65%	79.03%	81.06%	76.49%
Leased Area (Sqft.)	304,244	294,282	288,367	295,763	279,093
Revenue psf/month on area leased (Rs.)	131	130	128	130	130



The Westin Mumbai Garden City

Particulars	Q4FY13	Q3FY13	Q4FY12	FY13	FY12
Operating Revenue (Rs. Lakh)	2,665	2,686	2,569	9,645	9,057
EBITDA (Rs. Lakh)	908	909	969	2,824	2,291
EBITDA Margin (%)	34.07%	33.84%	37.74%	29.28%	25.30%
Number of Rooms	269	269	269	269	269
Average Room Rate (Rs.)	8,155	8,275	8,136	7,673	7,827
Occupancy (%)	74.62%	67.75%	72.34%	68.66%	65.00%
RevPAR (Rs.)	6,090	5,606	5,886	5,280	5,088





Commerz II – Phase I

Project Status as on March 31, 2013



Project Status as on December 31, 2012



Amount spent in Q4FY13 is Rs. 11.44 crore





Development Properties



Project Till Date Synopsis – Development Properties

Residential Projects	Est. Area	Area Sold Till Date	Inventory as on Date	Sales Value till Date	Revenue Recognised till Date	Project Completion	Avg. Price for Q4FY13
	(sqft.)	(sqft.)	(sqft.)	(Rs. Lakh)	(Rs. Lakh)	(%)	(Rs./sqft.)
Oberoi Seven	39,550	33,900	5,650	5,000	5,000	100%	-
Oberoi Esquire	1,970,530	937,155	1,033,375	121,269	-	*	16,931
Oberoi Exquisite	1,535,670	972,230	563,440	127,085	89,754	71%	17,778
Oberoi Splendor Grande	283,920	282,100	1,820	41,089	39,158	95%	18,502
Oberoi Splendor #	1,279,152	1,277,178	1,974	157,140	157,140	100%	25,562
Total	5,108,822	3,502,563	1,606,259	451,582	291,052		



* Yet to reach threshold

#Calculated on Built-up Area

Quarterly Synopsis – Development Properties

Residential Projects	Area Sold in Q4FY13	Units Sold in Q4FY13	Sales Value for Q4FY13	Amount Collected in Q4FY13	Revenue Recognised in Q4FY13
	(sqft.)	(nos.)	(Rs. Lakh)	(Rs. Lakh)	(Rs. Lakh)
Oberoi Seven	-	-	-	-	-
Oberoi Esquire	46,095	21	7,804	2,427	-
Oberoi Exquisite	41,600	24	7,396	14,019	13,488
Oberoi Splendor Grande	10,920	6	2,020	2,002	3,261
Oberoi Splendor	19,740	20	5,046	4,132	5,046
Total	118,355	71	22,266	22,580	21,794



Annual Synopsis – Development Properties

Residential Projects	Area Sold in FY13	Units Sold in FY13	Sales Value for FY13	Amount Collected in FY13	Revenue Recognised in FY13
	(sqft.)	(nos.)	(Rs. Lakh)	(Rs. Lakh)	(Rs. Lakh)
Oberoi Seven	11,300	2	1,800	1,800	1,800
Oberoi Esquire	227,250	102	35,901	13,187	-
Oberoi Exquisite	137,650	76	25,043	32,087	41,715
Oberoi Splendor Grande	72,800	40	12,322	17,684	21,235
Oberoi Splendor	47,376	48	11,804	12,792	11,804
Total	496,376	268	86,869	77,549	76,553





Oberoi Exquisite

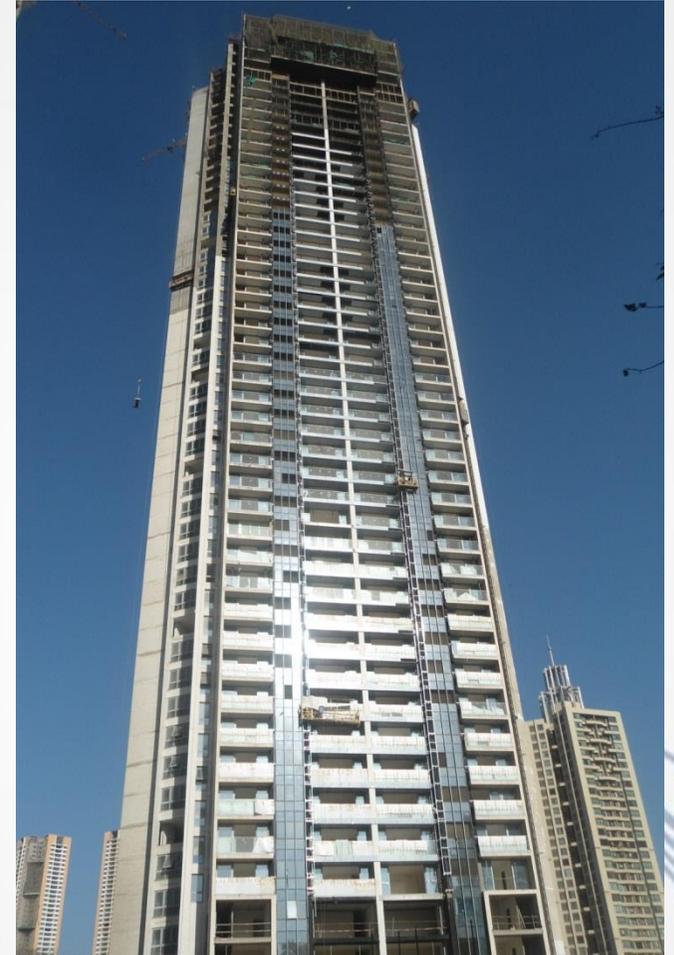
Tower A



Tower B



Tower C



Project Status as on March 31, 2013



Oberoi Exquisite



Project Status as on December 31, 2012

Oberoi Exquisite

Particulars	Q4 FY 13	Q3 FY 13	Q4 FY 12	FY 13	FY 12	Project Till Date
Estimated Total Area (sqft.)	1,535,670	1,535,670	1,535,930	1,535,670	1,535,930	1,535,670
Estimated Total Units (nos.)	802	802	802	802	802	802
Area Sold (sqft)	41,600	39,630	27,950	137,650	75,260	972,230
Units Sold (nos.)	24	20	16	76	40	540
Area in Inventory (sqft.)	563,440	605,040	701,350	563,440	701,350	563,440
Units in Inventory (nos.)	262	286	338	262	338	262
Sales Value (Rs. Lakh)	7,396	7,812	4,419	25,043	11,578	127,085
Amount Collected (Rs. Lakh)	14,019	5,601	7,082	32,087	29,740	111,100
Revenue Recognised (Rs. Lakh)	13,488	12,220	5,826	41,715	22,085	89,754
Average Rate per sqft (Rs.)	17,778	19,713	15,811	18,193	15,384	13,071





Oberoi Esquire



Project Status as on March 31, 2013



Project Status as on December 31, 2012



Oberoi Esquire

Particulars	Q4 FY 13	Q3 FY 13	Q4 FY 12	FY 13	FY 12	Project Till Date
Estimated Total Area (sqft.)	1,970,530	1,970,530	1,970,530	1,970,530	1,970,530	1,970,530
Estimated Total Units (nos.)	846	846	846	846	846	846
Area Sold (sqft)	46,095	52,680	74,715	227,250	436,880	937,155
Units Sold (nos.)	21	24	34	102	186	397
Area in Inventory (sqft.)	1,033,375	1,079,470	1,260,625	1,033,375	1,260,625	1,033,375
Units in Inventory (nos.)	449	470	551	449	551	449
Sales Value (Rs. Lakh)	7,804	7,835	10,362	35,901	53,473	121,269
Amount Collected (Rs. Lakh)	2,427	3,658	3,336	13,187	24,276	43,547
Revenue Recognised (Rs. Lakh)	-	-	-	-	-	-
Average Rate per sqft (Rs.)	16,931	14,873	13,869	15,798	12,240	12,940





Oberoi Splendor Grande





Oberoi Splendor Grande



Project Status as on December 31, 2012



Project Status as on September 30, 2012



Oberoi Splendor Grande

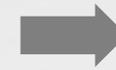
Particulars	Q4 FY 13	Q3 FY 13	Q4 FY 12	FY 13	FY 12	Project Till Date
Estimated Total Area (sqft.)	283,920	283,920	283,920	283,920	283,920	283,920
Estimated Total Units (nos.)	156	156	156	156	156	156
Area Sold (sqft)	10,920	18,200	41,860	72,800	127,400	282,100
Units Sold (nos.)	6	10	23	40	70	155
Area in Inventory (sqft.)	1,820	12,740	74,620	1,820	74,620	1,820
Units in Inventory (nos.)	1	7	41	1	41	1
Sales Value (Rs. Lakh)	2,020	3,107	6,506	12,322	18,335	41,089
Amount Collected (Rs. Lakh)	2,002	3,633	4,140	17,684	16,802	39,155
Revenue Recognised (Rs. Lakh)	3,261	6,423	6,506	21,235	14,998	39,158
Average Rate per sqft (Rs.)	18,502	17,071	15,542	16,926	14,392	14,565





Oberoi Prisma





Oasis Worli

Project Status as on March 31, 2013



Amount spent in Q4FY13 : Rs. 81.58 crores





Oasis Worli

Project Status as on December 31, 2012



Amount spent in Q3FY13 : Rs. 75.44 crores

Thank You

Investor Relation efforts are coordinated by:

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Annexure

Note

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.

Abbreviations:

- Crore = 10 Million
- EBITDA = Earnings before Interest, Tax, Depreciation and Ammortisation
- EPS = Earnings Per Share
- GLA = Gross Leasable Area
- Lakh = Hundred Thousand
- nos. = Numbers
- PAT = Profit After Tax
- PBT = Profit Before Tax
- ROCE = Return on Capital Employed
- RONW = Return on Networth
- Rs. = Indian Rupees
- sqft. = Square Feet



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