
Oberoi Realty Limited

Result Update Q4FY17 & FY17
May 04, 2017



Highlights

Key Developments

- Received approval for additional residential area of ~ 5.30 lakh sq.ft. in Three Sixty West (Oasis Realty)
- Commerz II – 4 additional floors leased (~ 1 lakh sq.ft. GLA)
- Achieved annual gross booking exceeding Rs. 1,500 crores in residential projects in FY17

Awards for the Quarter

- Mr. Vikas Oberoi, CMD, Oberoi Realty has won 'EY Entrepreneur Of The Year India – 2016' in the Real Estate and Infrastructure category
- Oberoi Realty has been acknowledged as a 'Symbol of Excellence' by The Economic Times Premium Brands 2017
- Oberoi Garden City has been recognised for 'Excellence In Township Development' by the NDTV Property Awards
- The Elite Club has been awarded 'The Best Loyalty Program in Real Estate Sector' by Customer Loyalty Awards at the Customer Fest Show 2017

Note: All numbers in this presentation (including corresponding previous year / quarters) have been computed and reported under the Indian Accounting Standards ('IND AS')



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Key Ind AS implications for Oberoi Realty

Ind AS	Implications
Ind AS 10-Events after the Reporting Period	Liability for proposed dividend to be recognized in the period when the dividends are approved by the shareholders in the AGM.
Ind AS 12-Income Taxes	Deferred taxes to be recognised for future tax consequences of temporary differences between the carrying value of assets and liabilities in the books and their respective tax base i.e., balance sheet approach.
Ind AS 17-Leases	Rent free period (fit out period) to be considered as a part of the lease term and accounted for as lease incentives.
Ind AS 19-Employee Benefits	Actuarial gains and losses on gratuity liability to be recorded through Other Comprehensive Income (OCI).
Ind AS 28-Investments in Associates and Joint Ventures	Investment in Associates and Joint Venture to be accounted using the equity method in Consolidated Financial Statements (CFS). There will not be any line-by-line proportionate consolidation unlike previous IGAAP.
Ind AS 40-Investment Property	Investment property is property held to earn rentals or for capital appreciation or both and to be measured at cost. Initial and subsequent accounting is on similar lines as accounting of Fixed Assets. However, disclosure of the fair value of investment property is required.
Ind AS 101-First time adoption of Ind AS	Retrospective application and consideration of mandatory and optional exemptions of Ind AS at the date of transition i.e. April 1, 2015.
Ind AS 109-Financial Instruments	<ul style="list-style-type: none"> Investments in financial instruments to be accounted at fair value. Lease deposits received / paid - the difference between the fair value and the nominal value of deposits to be considered as rent in advance and recognised on a straight line basis and the corresponding interest expense / income to be charged to Profit & Loss account.

Balance Sheet – Abstract (Consolidated)

Particulars	<i>Amount in Rs Lakh</i>	
	FY17	FY16
Non-current assets	2,89,909	2,64,546
Current assets	5,55,505	4,83,830
Total	8,45,414	7,48,376
Equity	5,72,596	5,34,113
Non-current liabilities	82,929	40,418
Current liabilities	1,89,889	1,73,845
Total	8,45,414	7,48,376

Cash Flow – Abstract (Consolidated)

Amount in Rs Lakh

Particulars	Q4FY17	Q3FY17	Q4FY16	FY17	FY16
Opening Cash and Cash Equivalents	53,069	29,865	41,519	38,629	28,680
Operating Cash Flows	7,988	12,994	20,660	17,353	45,310
Investing Cash Flows	(26,374)	(8,476)	(12,848)	(54,374)	(22,384)
Financing Cash Flows	481	(3,770)	(18,148)	33,556	(20,423)
Closing Cash and Bank Balance	35,164	30,612	31,183	35,164	31,183
Add: Short-term Liquid Investments	14,253	22,458	7,446	14,253	7,446
Closing Cash and Bank Balance (incl. Short-term Liquid Investments)	49,417	53,069	38,629	49,417	38,629

Assets – Abstract (Consolidated)

Particulars	<i>Amount in Rs Lakh</i>	
	FY17	FY16
Non-current assets		
Fixed assets (including CWIP)	1,05,446	1,02,577
Financial assets	1,60,178	1,37,665
Deferred tax assets (net)	9,974	10,295
Other non-current assets	14,311	14,009
Total non-current assets	2,89,909	2,64,546
Current assets		
Inventories	3,76,637	3,33,924
Financial assets		
i) Investments		
a) Investments in mutual fund	14,253	7,446
b) Investments - Others	7,999	-
ii) Cash and Bank balances	35,166	31,187
iii) Trade receivables	10,579	11,224
iv) Others	13,370	6,905
Other current assets	97,501	93,144
Total current assets	5,55,505	4,83,830

Liabilities – Abstract (Consolidated)

Particulars	Amount in Rs Lakh	
	FY17	FY16
Non-current liabilities		
Financial liabilities		
i) Borrowings	74,938	34,943
ii) Others	719	713
Provisions	171	138
Other non-current liabilities	7,101	4,624
Total Non-current liabilities	82,929	40,418
Current liabilities		
Financial liabilities		
i) Borrowings	8,908	10,708
ii) Trade Payables	5,410	4,246
iii) Others	3,443	2,087
Other current liabilities		
i) Advance from customers	2,987	3,573
ii) Others	1,68,940	1,52,941
Provisions	201	290
Total current liabilities	1,89,889	1,73,845

Profit & Loss Account – Abstract (Consolidated)

Particulars	Amount in Rs. Lakh (Except EPS)				
	Q4FY17	Q3FY17	Q4FY16	FY17	FY16
Revenue from Projects	19,243	15,535	14,150	74,638	1,06,329
Revenue from Hospitality	3,364	3,436	3,239	12,574	12,712
Revenue from Rent	5,163	5,049	4,564	19,390	17,886
Operating Revenues	27,770	24,020	21,953	1,06,602	1,36,927
Property Management Revenues	915	974	875	3,850	3,850
Other Operating Revenues	271	222	183	923	838
Non Operating Income	1,247	1,248	1,204	4,730	4,277
Total Revenues	30,203	26,464	24,215	1,16,105	1,45,892
EBITDA (Excluding Non Operating Income)	15,147	12,622	10,681	57,007	67,630
EBITDA %	52.31%	50.06%	46.42%	51.18%	47.76%
Profit Before Tax	15,024	12,472	10,484	56,230	66,324
Profit After Tax	10,100	8,401	6,727	37,545	43,396
Share of Profit / (loss) of associates	82	71	48	314	160
Profit After Tax including Share of profit/(loss) of associates	10,182	8,472	6,775	37,859	43,556
Other comprehensive income, net of tax	(24)	27	(7)	22	(28)
Total Comprehensive Income for the period	10,158	8,499	6,768	37,881	43,528
Diluted EPS (Rs.)	3.00	2.50	2.00	11.15	12.96

Reconciliation of Consolidated Statement of Profit and Loss previously under IGAAP to IND AS

Particulars	<i>Amount in Rs. Lakh</i>	
	FY16	
Net Profit under previous IGAAP	42,591	
Adjustments		
Impact due to fair valuation of Lease deposit accepted (Ind AS 109)	(23)	
Impact due to straight lining of lease rentals (Ind AS 17)	169	
Fair valuation of financial instruments and amortization (Ind AS 109)	564	
Amortisation of guarantee liability (Ind AS 109)	292	
Actuarial Gain / (Loss) (Ind AS 19)	42	
Deferred Tax Assets / (Liabilities) (Ind AS 12)	(80)	
Others	0	
Net Profit under Ind AS	43,556	

Key Financial Parameters

Particulars	FY17	FY16
EBITDA Margin (Including Non Operating Income/ Total Revenue)	53.17%	49.29%
EBITDA Margin (Excluding Non Operating Income/ Total Operating Income)	51.18%	47.76%
PAT Margin	32.34%	29.75%
RONW [#]	6.84%	8.64%
ROCE [#]	6.22%	8.60%
Debt/Equity	0.15	0.09

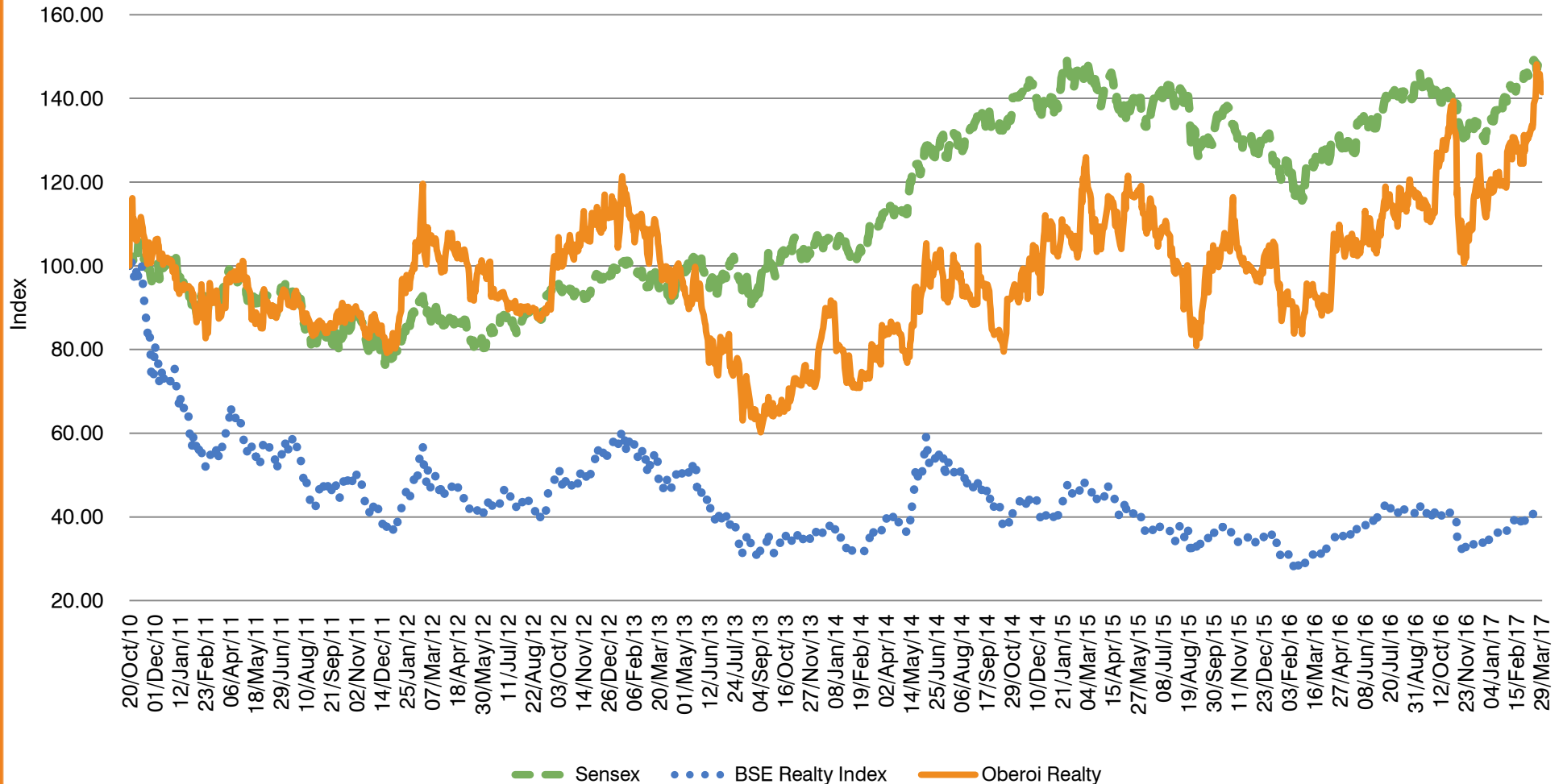
#Calculated on Average Networth and Average Capital Employed

Operating EBITDA Analysis

Amount in Rs Lakh

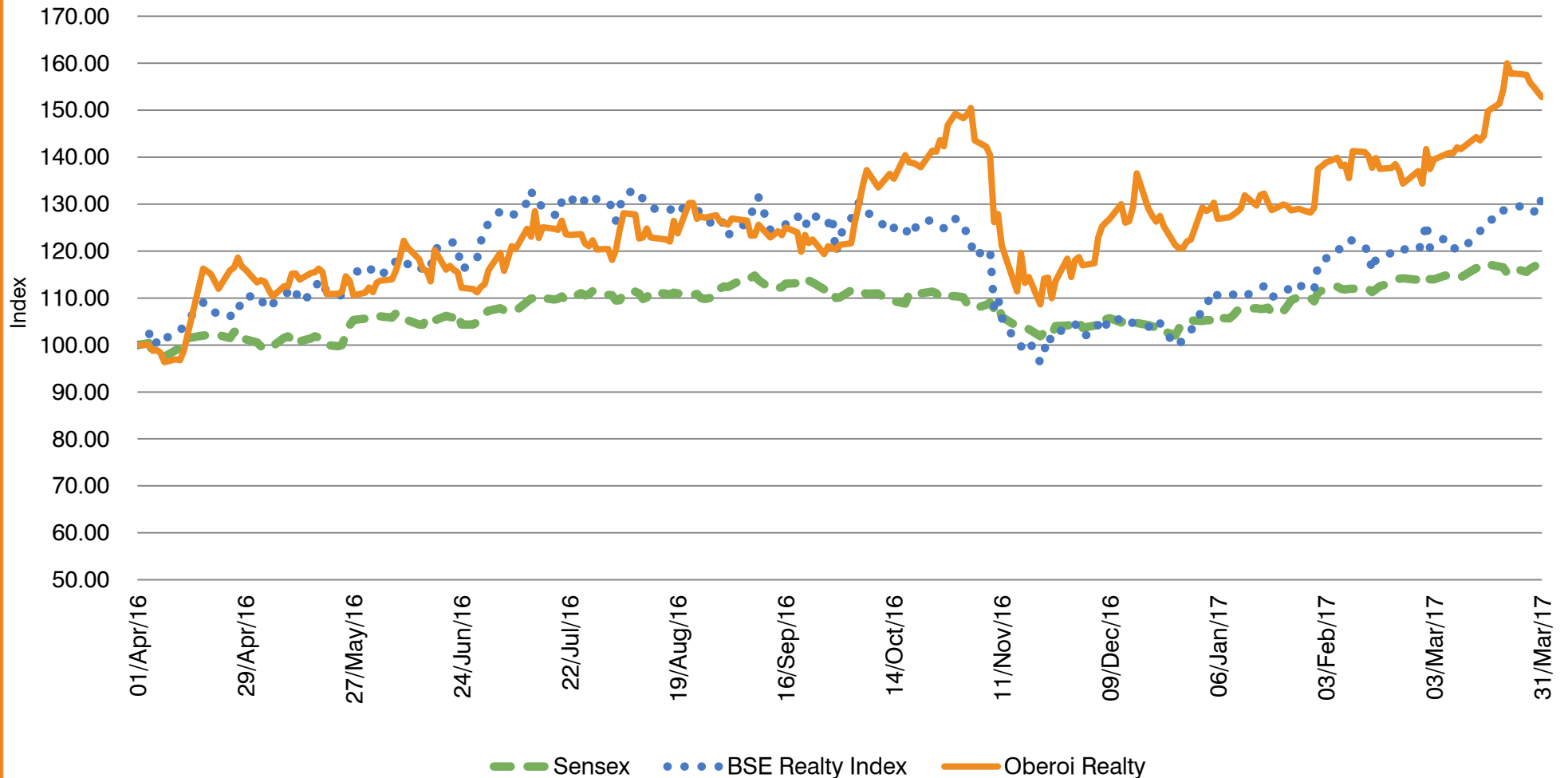
Particulars	Total	Residential	Rental	Hospitality	Property Management Services
Q4FY17	52.31%	46.71%	94.94%	38.86%	-19.43%
Total Operating Revenues	28,955	19,479	5,174	3,385	917
EBITDA (Excluding Non Operating Income)	15,147	9,098	4,912	1,315	(178)
FY17	51.18%	46.94%	92.27%	34.48%	-18.03%
Total Operating Revenues	1,11,374	75,395	19,455	12,660	3,864
EBITDA (Excluding Non Operating Income)	57,007	35,388	17,950	4,366	(697)
Q4FY16	46.42%	40.76%	88.37%	34.06%	-14.50%
Total Operating Revenues	23,011	14,653	4,216	3,261	881
EBITDA (Excluding Non Operating Income)	10,681	5,973	3,725	1,111	(128)
FY16	47.76%	44.35%	93.05%	32.44%	-13.66%
Total Operating Revenues	1,41,615	1,07,274	17,657	12,798	3,886
EBITDA (Excluding Non Operating Income)	67,630	47,580	16,429	4,152	(531)

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 (in FY17)



Note: Opening levels of Sensex and Realty Index as on Apr 01, 2016 was 25,301.70 and 1,226.66 respectively, the same has been indexed to 100. For Oberoi Realty the opening price of Rs. 240.75/- is indexed to 100.

Shareholding Pattern (%)

Category	31-Mar-17	31-Dec-16	30-Sep-16	30-Jun-16	31-Mar-16
Promoter and Promoter Group	72.50%	72.53%	72.54%	72.54%	72.55%
Foreign Institutional Investors (FIIs)	25.35%	25.35%	24.23%	22.07%	21.30%
Domestic Institutional Investors (Institutional investors other than FIIs)	0.57%	0.31%	0.51%	0.68%	0.77%
Other public shareholders (Including Private Equity Investor)	1.57%	1.82%	2.72%	4.71%	5.38%

Investment Properties - Completed



GLA: 552,893 sqft.

COMMERZ

GLA: 318,118sqft.



COMMERZ TWO



GLA: 725,769 sqft.

The Westin Mumbai Garden City



269 rooms

Oberoi Mall

Particulars	Q4FY17	Q3FY17	Q4FY16	FY17	FY16
Operating Revenue (Rs. Lakh)	2,567	2,526	2,506	10,000	9,852
EBITDA (Rs. Lakh)	2,395	2,373	2,372	9,337	9,358
EBITDA Margin (%)	93.30%	93.92%	94.65%	93.38%	95.00%
Occupancy (%)	99.68%	99.89%	99.47%	95.32%	99.37%
Area Leased (Sqft.)	5,51,110	5,52,297	5,49,943	5,27,044	5,49,394
Revenue psf/month on area leased (Rs.)	155	152	152	158	149

Commerz

Particulars	Q4FY17	Q3FY17	Q4FY16	FY17	FY16
Operating Revenue (Rs. Lakh)	1,202	1,196	1,166	4,812	4,883
EBITDA (Rs. Lakh)	1,196	1,181	1,155	4,784 ^{**}	4,863
EBITDA Margin (%)	99.52%	98.77%	99.05%	99.41%	99.59%
Occupancy (%)*	88.47%	88.47%	88.47%	88.47%	88.47%
Area Leased (Sqft.)*	2,81,427	2,81,427	2,81,427	2,81,427	2,81,427
Revenue psf/month on area leased (Rs.)*	142	142	138	142	145

* 46,770 square feet additional area to be occupied by ORL for its own use and occupancy calculated accordingly

** Adjustment on account of property tax - Rs. 11 lakhs

Commerz II – Phase I

Particulars	Q4FY17	Q3FY17	Q4FY16	FY17	FY16
Operating Revenue (Rs. Lakh)	822	732	383	2,255	930
EBITDA (Rs. Lakh)	661	500	66	1,457	322
EBITDA Margin (%)	80.40%	68.38%	17.31%	64.61%	34.64%
Occupancy (%)	29.89%	29.89%	13.02%	20.33%	13.02%
Area Leased (Sqft.)	2,16,959	2,16,959	94,521	1,47,572	94,521
Revenue psf/month on area leased (Rs.)*	126	114	135	127	136

* - Calculated after making adjustments for area under rent free fit out period

The Westin Mumbai Garden City

Particulars	Q4FY17	Q3FY17	Q4FY16	FY17	FY16
Operating Revenue (Rs. Lakh)	3,385	3,457	3,261	12,660	12,798
EBITDA (Rs. Lakh)	1,315	1,364	1,111	4,365	4,152
EBITDA Margin (%)	38.85%	39.44%	34.06%	34.48%	32.44%
Number of Rooms	269	269	269	269	269
Average Room Rate (Rs.)	8,532	8,889	9,041	8,453	8,676
Occupancy (%)	85.72%	81.53%	77.52%	79.86%	77.47%
RevPAR (Rs.)	7,312	7,255	7,026	6,763	6,722

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 – Development Properties

Residential Projects	Est. Area	Area Booked Till Date	Inventory as on Date	Booking Value till Date	Revenue Recognised till Date	Project Completion	Avg. Price for Q4FY17
	(sqft.)	(sqft.)	(sqft.)	(Rs. Lakh)	(Rs. Lakh)	(%)	(Rs./sqft.)
Seven	39,550	33,900	5,650	5,000	5,000	100%	-
Exquisite	15,47,610	13,61,745	1,85,865	2,19,854	2,19,854	100%	23,553
Esquire	21,22,031	12,05,132	9,16,899	1,75,835	1,25,459	71.35%	18,115
Priviera **	18,800	16,450	2,350	10,806	10,806	100%	-
Prisma	2,68,750	1,79,502	89,248	31,640	18,373	58.07%	18,013
Three Sixty West	17,83,928	3,41,151	14,42,777	1,29,193	-	*	41,341
Eternia	16,96,820	4,71,840	3,11,880 [#]	71,346	-	*	15,767
Enigma	16,12,045	3,29,900	4,55,434 [#]	50,090	-	*	16,720
Sky City	39,92,754	11,47,925	8,80,021 [#]	1,89,474	-	*	16,420
Total	1,30,82,288	50,87,545	42,90,124	8,83,237	3,79,492		

* Yet to reach threshold

** Calculated on Carpet Area

Basis area opened for booking

Quarterly Synopsis – Development Properties

Residential Projects	Area Booked in Q4FY17	Units Booked in Q4FY17	Sales Value for Q4FY17	Amount Collected in Q4FY17	Revenue Recognised in Q4FY17
	(sqft.)	(nos.)	(Rs. Lakh)	(Rs. Lakh)	(Rs. Lakh)
Exquisite	6,890	4	1,623	1,503	1,623
Esquire	21,106	9	3,823	8,874	15,654
Three Sixty West	45,427	5	18,780	16,168	-
Prisma	12,364	4	2,227	1,376	1,966
Eternia	13,140	8	2,072	3,526	-
Enigma	10,107	3	1,690	4,192	-
Sky City	26,362	19	4,329	10,626	-
Total	1,35,396	52	34,543	46,264	19,243

Exquisite

Particulars	Q4FY17	Q3FY17	Q4FY16	FY17	FY16	Project Till Date
Estimated Total Area (sqft.)	15,47,610	15,47,610	15,47,610	15,47,610	15,47,610	15,47,610
Estimated Total Units (nos.)	802	802	802	802	802	802
Area Booked (sqft)	6,890	1,820	14,430	43,850	1,15,610	13,61,745
Units Booked (nos.)	4	1	8	22	58	743
Area in Inventory (sqft.)	1,85,865	1,92,755	2,29,715	1,85,865	2,29,715	1,85,865
Units in Inventory (nos.)	59	63	81	59	81	59
Booking Value (Rs. Lakh)	1,623	441	3,767	10,147	27,665	2,19,854
Amount Collected (Rs. Lakh)	1,503	1,411	5,051	12,188	41,941	2,18,468
Revenue Recognised (Rs. Lakh)	1,623	441	3,767	10,147	27,665	2,19,854
Average Rate per sqft (Rs.)	23,553	24,229	23,555*	23,141	23,611*	16,145

* Excluding Rs. 368 lakhs on account of sale of re-purchased flat

Esquire

Project Status as on Mar 31, 2017



Project Status as on Dec 31, 2016



Financial Update



Investment Properties



Development Properties

Esquire



Esquire

Particulars	Q4FY17	Q3FY17	Q4FY16	FY17	FY16	Project Till Date
Estimated Total Area (sqft.)	21,22,031	21,22,031	20,31,990	21,22,031	20,31,990	21,22,031
Estimated Total Units (nos.)	882	882	874	882	874	882
Area Booked (sqft)	21,106	28,016	22,610	82,232	63,900	12,05,132
Units Booked (nos.)	9	11	7	33	22	507
Area in Inventory (sqft.)	9,16,899	9,38,005	9,09,090	9,16,899	9,09,090	9,16,899
Units in Inventory (nos.)	375	384	400	375	400	375
Booking Value (Rs. Lakh)	3,823	5,366	4,643	16,217	14,814	1,75,835
Amount Collected (Rs. Lakh)	8,874	7,784	12,333	28,867	34,428	1,42,224
Revenue Recognised (Rs. Lakh)	15,654	14,305	7,981	56,290	69,169	1,25,459
Average Rate per sqft (Rs.)	18,115	19,152	20,536	19,721	23,184	14,591



Prisma

Project Status as on Mar 31, 2017



Project Status as on Dec 31, 2016



Prisma

Particulars	Q4FY17	Q3FY17	Q4FY16	FY17	FY16	Project Till Date
Estimated Total Area (sqft.)	2,68,750	2,68,750	2,68,750	2,68,750	2,68,750	2,68,750
Estimated Total Units (nos.)	91	91	91	91	91	91
Area Booked (sqft)	12,364	2,602	5,204	46,549	35,121	1,79,502
Units Booked (nos.)	4	1	2	16	12	60
Area in Inventory (sqft.)	89,248	1,01,612	1,35,797	89,248	1,35,797	89,248
Units in Inventory (nos.)	31	35	47	31	47	31
Booking Value (Rs. Lakh)	2,227	451	876	8,110	6,233	31,640
Amount Collected (Rs. Lakh)	1,376	1,514	1,669	8,307	6,851	21,193
Revenue Recognised (Rs. Lakh)	1,966	789	876	7,927	4,302	18,373
Average Rate per sqft (Rs.)	18,013	17,329	16,828	17,423	17,747	17,627

Three Sixty West

Project Status as on Mar 31, 2017



Amount spent in Q4FY17 : Rs. 140.29 crore

Three Sixty West

Particulars	Q4FY17	Q3FY17	Q4FY16	FY17	FY16	Project Till Date
Estimated Area of Project (sqft.) [#]	17,83,928	17,83,928	17,83,928	17,83,928	17,83,928	17,83,928
Area Booked (sqft)	45,427	28,686	-	1,97,721	19,124 [*]	3,41,151 [*]
Units Booked (nos.)	5	3	-	22	2 [*]	37 [*]
Area in Inventory (sqft.)	14,42,777	14,88,204	16,40,498	14,42,777	16,40,498	14,42,777
Booking Value (Rs. Lakh)	18,780	13,107	-	86,047	6,621	1,29,193
Amount Collected (Rs. Lakh)	16,168	7,284	-	38,329	6,820	67,422
Revenue Recognised (Rs. Lakh)	-	-	-	-	-	-
Average Rate (other than transfers) per sqft (Rs) ^{**}	41,341	45,691	-	43,519	34,622	43,479

[#] Considering area of only Tower B, excluding additional residential area of ~5.30 lakh sq.ft. of Tower A

^{*} 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. 37,870 per sq. ft.

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



Eternia

Project status as on Mar 31, 2017



Project status as on Dec 31, 2016



Financial Update



Investment Properties



Development Properties

Eternia



Eternia

Particulars	Q4FY17	Q3FY17	Q4FY16	FY17	FY16	Project Till Date
Estimated Area of Project (sqft.)	16,96,820	16,96,820	16,96,820	16,96,820	16,96,820	16,96,820
Estimated Total Units (nos.)	1,057	1,057	1,057	1,057	1,057	1,057
Area opened for booking (sqft.)	7,83,720	7,83,720	7,83,720	7,83,720	7,83,720	7,83,720
Units opened for booking (nos.)	488	488	488	488	488	488
Area Booked (sqft)	13,140	6,240	6,680	39,770	26,630	4,71,840
Units Booked (nos.)	8	4	4	25	17	294
Area in Inventory (sqft.)	3,11,880	3,25,020	3,51,650	3,11,880	3,51,650	3,11,880
Units in Inventory (nos.)	194	202	219	194	219	194
Booking Value (Rs. Lakh)	2,072	987	1,084	6,257	5,312	71,346
Amount Collected (Rs. Lakh)	3,526	3,599	513	7,923	7,138	26,857
Revenue Recognised (Rs. Lakh)	-	-	-	-	-	-
Average Rate per sqft (Rs.)	15,767	15,816	16,232	15,733	15,735	15,121



Enigma

Project status as on Mar 31, 2017



Project status as on Dec 31, 2016



Financial Update



Investment Properties



Development Properties

Enigma



Enigma

Particulars	Q4FY17	Q3FY17	Q4FY16	FY17	FY16	Project Till Date
Estimated Area of Project (sqft.)	16,12,045	16,12,045	16,12,045	16,12,045	16,12,045	16,12,045
Estimated Total Units (nos.)	619	619	619	619	619	619
Area opened for booking (sqft.)	7,85,334	7,85,334	7,85,334	7,85,334	7,85,334	7,85,334
Units opened for booking (nos.)	276	276	276	276	276	276
Area Booked (sqft)	10,107	3,070	7,476	37,374	10,546	3,29,900
Units Booked (nos.)	3	1	2	13	3	126
Area in Inventory (sqft.)	4,55,434	4,65,541	4,92,808	4,55,434	4,92,808	4,55,434
Units in Inventory (nos.)	150	153	163	150	163	150
Booking Value (Rs. Lakh)	1,690	531	1,198	6,256	1,687	50,090
Amount Collected (Rs. Lakh)	4,192	632	1,038	6,036	4,318	18,257
Revenue Recognised (Rs. Lakh)	-	-	-	-	-	-
Average Rate per sqft (Rs.)	16,720	17,307	16,026	16,738	15,998	15,183



Sky City



Sky City

Project status as on Mar 31, 2017



Project status as on Dec 31, 2016



Sky City

Particulars	Q4FY17	Q3FY17	Q4FY16	FY17	FY16	Project Till Date
Estimated Area of Project (sqft.)	39,92,754	39,92,754	39,92,754	39,92,754	39,92,754	39,92,754
Estimated Total Units (nos.)	2,357	2,357	2,357	2,357	2,357	2,357
Area opened for booking (sqft.)	20,27,946	20,27,946	20,27,946	20,27,946	20,27,946	20,27,946
Units opened for booking (nos.)	1,322	1,322	1,322	1,322	1,322	1,322
Area Booked (sqft)	26,362	35,780	83,257	1,17,630	10,30,295	11,47,925
Units Booked (nos.)	19	33	54	94	673	767
Area in Inventory (sqft.)	8,80,021	9,06,383	9,97,651	8,80,021	9,97,651	8,80,021
Units in Inventory (nos.)	555	574	649	555	649	555
Booking Value (Rs. Lakh)	4,329	5,862	13,361	19,398	1,70,076	1,89,474
Amount Collected (Rs. Lakh)	10,626	9,948	12,794	29,795	41,713	71,508
Revenue Recognised (Rs. Lakh)	-	-	-	-	-	-
Average Rate per sqft (Rs.)	16,420	16,384	16,048	16,491	16,507	16,506

Thank You

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Annexure

Notes

1. Indian Accounting Standards (IND AS) are applicable to the company for the period commencing on or after April 01, 2016. Thus the results for the year ended Mar 31, 2017 are as per IND AS. The results for the year ended Mar 31, 2016 have also been recast to facilitate comparison.
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. Total areas of the projects are calculated based on the carpet areas, the total areas of the projects have been given merely to make them comparable with other projects of other developers across the country.
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 | •RONW | = Return on Networth |
| •IGAAP | = Indian Generally Accepted Accounting Principles (Till Mar 31, 2016) | •ROCE | = Return on Capital Employed |
| •IND AS | = Indian Accounting Standards (From April 01, 2016) | •Rs. | = Indian Rupees |
| •Lakh | = Hundred Thousand | •sqft. | = Square Feet |

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