
Oberoi Realty Limited

Result Update Q2FY17
October 21, 2016



Highlights

Key Developments

- Commerz II – 4 additional floors leased (~100,000 square feet GLA)
- Residential bookings during the quarter of over Rs. 500 crores

Awards for the Quarter

- Oberoi Realty wins 'Most Aspiring Real Estate Brand, India' & 'Best Residential High Rise Architecture Award, India' at the Global Brands Magazine Awards-UK
- Oberoi Realty wins the 'Times Realty Icon' Award for Commerz II
- Oberoi Realty awarded as the 'Developer of the Year - Residential' at the Realty Plus Excellence Awards (West) 2016



Table of Contents

Financial Update

Investment Properties

Development Properties



Key Ind AS Standards having 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)

Amount in Rs. Lakh

Particulars	IGAAP		IND AS Adjustment		IND AS	
	H1FY17	H1FY16	H1FY17	H1FY16	H1FY17	H1FY16
Non-current assets	2,35,599	2,16,849	49,902	37,676	2,85,501	2,54,525
Current assets	5,97,992	5,37,003	(76,962)	(58,568)	5,21,030	4,78,435
Total	8,33,591	7,53,852	(27,060)	(20,892)	8,06,531	7,32,960
Equity	5,49,404	5,11,136	4,671	3,536	5,54,076	5,14,672
Non-current liabilities	92,082	55,014	(5,605)	(10,396)	86,477	44,618
Current liabilities	1,92,105	1,87,702	(26,127)	(14,033)	1,65,978	1,73,670
Total	8,33,591	7,53,852	(27,060)	(20,892)	8,06,531	7,32,960

Please refer Note 1 of Annexure



Cash Flow – Abstract (Consolidated)

Amount in Rs. Lakh

Particulars	Q2FY17	Q1FY17	Q2FY16	H1FY17	H1FY16
Opening Cash and Cash Equivalents	45,143	38,628	8,273	38,628	37,947
Operating Cash Flows	792	(4,475)	9,472	(3,683)	30,766
Investing Cash Flows	(5,748)	(36,231)	17,331	(41,980)	(18,479)
Financing Cash Flows	(10,376)	47,221	15,427	36,845	269
Closing Cash and Bank Balance	29,810	45,143	50,503	29,810	50,503
Add: Short-term Liquid Investments	18,718	23,949	-	18,718	-
Closing Cash and Bank Balance (incl. Short-term Liquid Investments)	48,528	69,091	50,503	48,528	50,503

Please refer Note 1 of Annexure



Assets – Abstract (Consolidated)

Amount in Rs. Lakh

Particulars	IGAAP		IND AS Adjustment		IND AS	
	H1FY17	H1FY16	H1FY17	H1FY16	H1FY17	H1FY16
Non-current assets						
Fixed assets (including CWIP)	1,30,641	1,28,668	(27,088)	(27,068)	1,03,553	1,01,600
Financial assets	74,691	58,085	80,124	68,323	1,54,815	1,26,409
Other non-current assets	30,267	30,096	(3,134)	(3,580)	27,133	26,516
Total non-current assets	2,35,599	2,16,849	49,902	37,676	2,85,501	2,54,525
Current assets						
Inventories	4,23,035	3,65,980	(65,702)	(51,855)	3,57,333	3,14,126
Financial assets						
i) Investments						
a) Investments in mutual fund	18,711	-	7	-	18,718	-
b) Investments - Others	-	-	686	3,019	686	3,019
ii) Cash and Bank balances	30,741	51,429	(928)	(925)	29,812	50,504
iii) Trade receivables	6,746	7,748	(815)	(728)	5,930	7,019
iv) Others	14,785	8,406	(3,456)	(2,087)	11,331	6,319
Other current assets	1,03,974	1,03,440	(6,754)	(5,992)	97,220	97,448
Total current assets	5,97,992	5,37,003	(76,962)	(58,568)	5,21,030	4,78,435

Please refer Note 1 of Annexure



Liabilities – Abstract (Consolidated)

Amount in Rs. Lakh

Particulars	IGAAP		IND AS Adjustment		IND AS	
	H1FY17	H1FY16	H1FY17	H1FY16	H1FY17	H1FY16
Non-current liabilities						
Financial liabilities						
i) Borrowings	81,909	46,822	(5,196)	(10,205)	76,714	36,617
ii) Others	858	799	(271)	(90)	587	709
Provisions	153	99	(2)	(0)	151	99
Deferred tax liabilities (Net)	2,250	2,432	339	251	2,589	2,683
Other non-current liabilities	6,912	4,862	(476)	(351)	6,436	4,510
Total Non-current liabilities	92,082	55,014	(5,605)	(10,396)	86,477	44,618
Current liabilities						
Financial liabilities						
i) Borrowings	10,814	10,814	(106)	(106)	10,708	10,708
ii) Trade Payables	3,709	2,870	(274)	(105)	3,434	2,766
iii) Others	9,681	13,752	(9,320)	(2,856)	360	10,896
Other current liabilities						
i) Advance from customers	1,36,012	1,32,180	(13,211)	(7,516)	1,22,800	1,24,665
ii) Others	31,799	27,981	(3,214)	(3,450)	28,586	24,531
Provisions	90	105	(1)	(1)	90	104
Total current liabilities	1,92,105	1,87,702	(26,127)	(14,033)	1,65,978	1,73,670

Please refer Note 1 of Annexure



Profit & Loss Account – Abstract (Consolidated)

Amount in Rs. Lakh (Except EPS)

Particulars	Q2FY17	Q1FY17	Q2FY16	H1FY17	H1FY16
Revenue from Projects	16,574	23,287	10,477	39,860	23,007
Revenue from Hospitality	2,929	2,846	3,034	5,775	6,095
Revenue from Rent	4,642	4,536	4,395	9,178	8,760
Operating Revenues	24,145	30,668	17,906	54,813	37,862
Property Management Fees	944	1,016	1,012	1,960	1,976
Other Operating Revenues	113	317	158	430	352
Non Operating Income	1,265	1,025	1,292	2,290	2,113
Total Revenues	26,467	33,026	20,368	59,493	42,303
EBITDA (Excluding Non Operating Income)	12,581	16,656	11,073	29,238	23,925
EBITDA %	49.92%	52.05%	58.04%	51.11%	59.53%
Profit Before Tax	12,476	16,312	10,972	28,788	23,262
Profit After Tax	8,311	10,787	7,402	19,098	15,571
Share of Profit / (loss) of associates	61	100	43	161	67
Profit After Tax including Share of profit/(loss) of associates	8,372	10,887	7,445	19,259	15,638
Other comprehensive income, net of tax	27	(7)	(6)	20	(13)
Total Comprehensive Income for the period	8,399	10,880	7,439	19,279	15,625
Diluted EPS (Rs.) (not annualised)	2.50	3.18	2.21	5.68	4.70

Please refer Note 1 of Annexure



Q2FY17 Profit & Loss Account – Abstract (Consolidated)

Amount in Rs. Lakh (Except EPS)

Particulars	IGAAP		IND AS Adjustment		IND AS	
	Q2FY17	Q2FY16	Q2FY17	Q2FY16	Q2FY17	Q2FY16
Revenue from Projects	16,574	10,477	-	-	16,574	10,477
Revenue from Hospitality	2,929	3,034	-	-	2,929	3,034
Revenue from Rent	4,513	4,238	129	157	4,642	4,395
Operating Revenues	24,016	17,749	129	157	24,145	17,906
Property Management Fees	944	1,012	-	-	944	1,012
Other Operating Revenues	113	159	0	(1)	113	158
Non Operating Income	1,078	1,163	187	129	1,265	1,292
Total Revenues	26,151	20,083	316	285	26,467	20,368
EBITDA (Excluding Non Operating Income)	12,480	10,904	101	168	12,581	11,073
EBITDA %	49.78%	57.63%	0.15%	0.41%	49.92%	58.04%
Profit Before Tax	12,309	10,838	166	134	12,476	10,972
Profit After Tax	8,134	7,244	177	158	8,311	7,402
Share of Profit / (loss) of associates	NA	NA	61	43	61	43
Profit After Tax including Share of profit/(loss) of associates	8,134	7,244	238	201	8,372	7,445
Other comprehensive income, net of tax	NA	NA	27	(6)	27	(6)
Total Comprehensive Income for the period	8,134	7,244	264	195	8,399	7,439
Diluted EPS (Rs.) (not annualised)	2.40	2.15	0.10	0.06	2.50	2.21

Please refer Note 1 of Annexure



H1FY17 Profit & Loss Account – Abstract (Consolidated)

Amount in Rs. Lakh (Except EPS)

Particulars	IGAAP		IND AS Adjustment		IND AS	
	H1FY17	H1FY16	H1FY17	H1FY16	H1FY17	H1FY16
Revenue from Projects	39,860	23,007	-	-	39,860	23,007
Revenue from Hospitality	5,775	6,095	-	-	5,775	6,095
Revenue from Rent	8,933	8,516	245	244	9,178	8,760
Operating Revenues	54,568	37,618	245	244	54,813	37,862
Property Management Fees	1,960	1,976	-	-	1,960	1,976
Other Operating Revenues	429	352	1	-	430	352
Non Operating Income	1,959	1,716	331	397	2,290	2,113
Total Revenues	58,916	41,662	577	641	59,493	42,303
EBITDA (Excluding Non Operating Income)	29,007	23,644	230	281	29,238	23,925
EBITDA %	50.93%	59.19%	0.18%	0.34%	51.11%	59.53%
Profit Before Tax	28,481	22,909	307	353	28,788	23,262
Profit After Tax	18,778	15,201	321	370	19,098	15,571
Share of Profit / (loss) of associates	NA	NA	161	67	161	67
Profit After Tax including Share of profit/(loss) of associates	18,778	15,201	482	437	19,259	15,638
Other comprehensive income, net of tax	NA	NA	20	(13)	20	(13)
Total Comprehensive Income for the period	18,778	15,201	502	425	19,279	15,625
Diluted EPS (Rs.) (not annualised)	5.53	4.57	0.14	0.13	5.68	4.70

Please refer Note 1 of Annexure



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

Amount in Rs. Lakh (Except EPS)

Particulars	Q2FY16	H1FY16
Net Profit under IGAAP	7,244	15,201
Adjustment		
Impact due to fair valuation of Lease deposit accepted (Ind AS 109)	58	(14)
Impact due to fair valuation of Lease deposit given (Ind AS 109)	(63)	(63)
Fair valuation of financial instrument and amortization (Ind AS 109)	166	332
Amortisation of guarantee liability (Ind AS 109)	75	150
Actuarial Gain or (Loss) (Ind AS 19)	10	21
Deferred Tax Assets/ (Liabilities) (Ind AS 12)	19	10
Others	(66)	-
Net Profit under Ind AS	7,444	15,637

Please refer Note 1 of Annexure

Key Financial Parameters

Particulars	H1FY17	H1FY16
EBITDA Margin (Including Non Operating Income/ Total Revenue)	52.99%	61.55%
EBITDA Margin (Excluding Non Operating Income/ Total Operating Income)	51.11%	59.53%
PAT Margin	32.10%	36.81%
RONW [#]	7.08%	6.32%
ROCE [#]	6.38%	5.67%
Debt/Equity	0.16	0.11

*#Calculated on Average Network and Average Capital Employed
Above ratios are based on IND AS numbers.
Please refer Note 1 of Annexure*

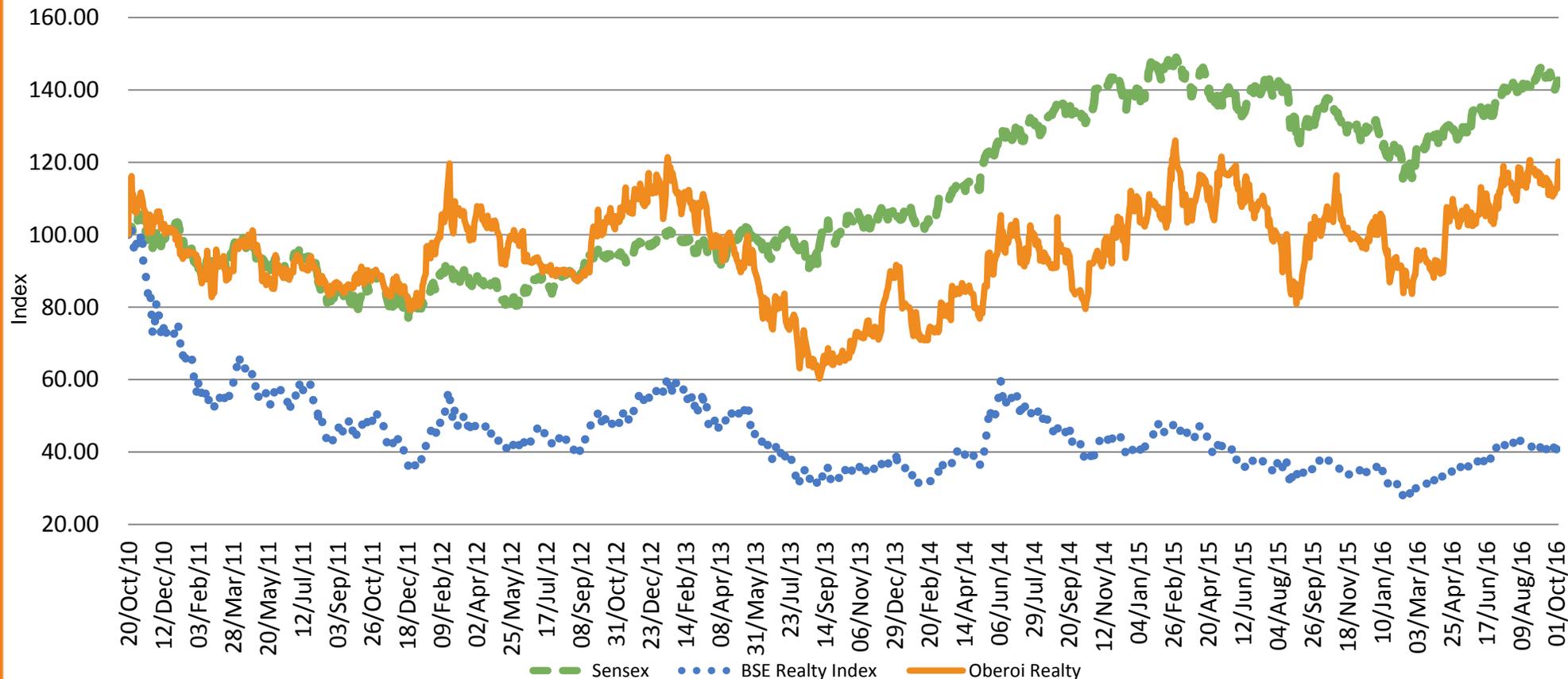
Operating EBITDA Analysis

Amount in Rs. Lakh

Particulars	Total	Residential	Rental	Hospitality	Property Management Services
Q2FY17	49.92%	46.42%	90.60%	28.77%	-17.05%
Total Operating Revenues	25,202	16,768	4,537	2,950	947
EBITDA (Excluding Non Operating Income)	12,581	7,784	4,110	849	(161)
H1FY17	51.11%	48.52%	90.85%	28.99%	-16.69%
Total Operating Revenues	57,203	40,194	9,223	5,818	1,968
EBITDA (Excluding Non Operating Income)	29,238	19,501	8,379	1,686	(328)
Q2FY16	58.04%	57.34%	94.97%	31.06%	-13.56%
Total Operating Revenues	19,076	10,602	4,404	3,056	1,015
EBITDA (Excluding Non Operating Income)	11,073	6,079	4,182	949	(138)
H1FY16	59.53%	59.92%	94.53%	31.49%	-14.15%
Total Operating Revenues	40,190	23,212	8,849	6,138	1,990
EBITDA (Excluding Non Operating Income)	23,925	13,908	8,365	1,933	(282)

Above calculations are based on IND AS numbers.
Please refer Note 1 of Annexure

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	30-Sep-16	30-Jun-16	31-Mar-16	31-Dec-15	30-Sep-15
Promoter and Promoter Group	72.54%	72.54%	72.55%	72.56%	72.56%
Foreign Institutional Investors (FIIs)	24.23%	22.07%	21.30%	21.31%	21.20%
Domestic Institutional Investors (Institutional investors other than FIIs)	0.51%	0.68%	0.77%	0.83%	0.90%
Other public shareholders (Including Private Equity Investor)	2.72%	4.71%	5.38%	5.30%	5.34%

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	IND AS				
	Q2FY17	Q1FY17	Q2FY16	H1FY17	H1FY16
Operating Revenue (Rs. Lakh)	2,470	2,437	2,418	4,907	4,842
EBITDA (Rs. Lakh)	2,312	2,257	2,316	4,570	4,613
EBITDA Margin (%)	93.63%	92.63%	95.78%	93.13%	95.26%
Occupancy (%)	90.90%	90.83%	99.70%	90.86%	99.55%
Area Leased (Sqft.)	5,02,578	5,02,193	5,51,232	5,02,385	5,50,432
Revenue psf/month on area leased (Rs.)	163.80	161.76	146.20	162.78	146.62

Commerz

Particulars	IND AS				
	Q2FY17	Q1FY17	Q2FY16	H1FY17	H1FY16
Operating Revenue (Rs. Lakh)	1,178	1,188	1,213	2,366	2,458
EBITDA (Rs. Lakh)	1,181 ^{**}	1,177	1,211	2,358 ^{**}	2,451
EBITDA Margin (%)	100.29%	99.06%	99.83%	99.67%	99.72%
Occupancy (%)	88.47%	88.47%	95.23%	88.47%	89.12%
Area Leased (Sqft.)	2,81,427 [*]	2,81,427 [*]	3,02,930	2,81,427 [*]	3,25,198
Revenue psf/month on area leased (Rs.)	139.51	140.69	133.52	140.10	125.97

* 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

Please refer Note 1 of Annexure

Commerz II – Phase I

Particulars	IND AS				
	Q2FY17	Q1FY17	Q2FY16	H1FY17	H1FY16
Operating Revenue (Rs. Lakh)	405	345	175	750	351
EBITDA (Rs. Lakh)	201	143	79	344	165
EBITDA Margin (%)	49.61%	41.57%	45.05%	45.91%	46.95%
Occupancy (%)	27.05%	13.02%	7.05%	20.04%	7.05%
Area Leased (Sqft.)	1,96,326	94,521	51,140	1,45,423	51,140
Revenue psf/month on area leased (Rs.) [*]	124.65	121.73	114.29	123.19	114.41

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

Please refer Note 1 of Annexure

The Westin Mumbai Garden City

Particulars	Q2FY17	Q1FY17	Q2FY16	H1FY17	H1FY16
Operating Revenue (Rs. Lakh)	2,950	2,867	3,056	5,818	6,138
EBITDA (Rs. Lakh)	849	837	949	1,686	1,933
EBITDA Margin (%)	28.77%	29.21%	31.06%	28.99%	31.49%
Number of Rooms	269	269	269	269	269
Average Room Rate (Rs.)	8,226	8,166	8,425	8,196	8,293
Occupancy (%)	74.95%	77.25%	77.46%	76.10%	78.07%
RevPAR (Rs.)	6,173	6,310	6,532	6,242	6,476

Please refer Note 1 of Annexure



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 Q2FY17
	(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	13,53,035	1,94,575	2,17,790	2,17,790	100%	24,078
Esquire	21,22,031	11,56,010	9,66,021	1,66,646	95,500	57.31%	21,306
Priviera **	18,800	16,450	2,350	10,806	10,806	100%	-
Splendor ^	12,79,152	12,79,152	-	1,57,718	1,57,718	100%	27,746
Prisma	2,68,750	1,64,536	1,04,214	28,962	15,619	53.93%	17,136
Three Sixty West	17,83,928	2,67,038	15,16,890	97,306	-	*	44,023
Eternia	16,96,820	4,52,460	3,31,260	68,287	-	*	15,401
Enigma	16,12,045	3,16,723	4,68,611	47,869	-	*	16,575
Sky City	39,92,754	10,85,783	9,42,163	1,79,283	-	*	16,049
Total	1,43,61,440	61,25,087	45,31,734	9,79,667	5,02,433		

* Yet to reach threshold

** Calculated on Carpet Area

Basis area opened for booking

^ Calculated on Built-up Area

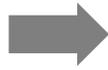


Quarterly Synopsis – Development Properties

Residential Projects	Area Booked in Q2FY17	Units Booked in Q2FY17	Sales Value for Q2FY17	Amount Collected in Q2FY17	Revenue Recognised in Q2FY17
	(sqft.)	(nos.)	(Rs. Lakh)	(Rs. Lakh)	(Rs. Lakh)
Exquisite	16,920	8	4,074	6,309	4,074
Esquire	25,102	10	5,348	5,716	10,241
Splendor	987	1	274	274	274
Three Sixty West	68,288	8	30,063	11,046	-
Prisma	11,395	4	1,953	3,047	1,985
Eternia	15,380	10	2,369	527	-
Enigma	10,720	4	1,777	334	-
Sky City	28,514	22	4,576	2,287	-
Total	1,77,306	67	50,434	29,540	16,574

Exquisite

Particulars	Q2FY17	Q1FY17	Q2FY16	H1FY17	H1FY16	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)	16,920	18,220	38,630	35,140	87,705	13,53,035
Units Booked (nos.)	8	9	20	17	44	738
Area in Inventory (sqft.)	1,94,575	2,11,495	2,57,620	1,94,575	2,57,620	1,94,575
Units in Inventory (nos.)	64	72	95	64	95	64
Booking Value (Rs. Lakh)	4,074	4,009	8,984	8,083	20,712	2,17,790
Amount Collected (Rs. Lakh)	6,309	2,965	9,784	9,275	30,756	2,15,554
Revenue Recognised (Rs. Lakh)	4,074	4,009	8,984	8,083	20,712	2,17,790
Average Rate per sqft (Rs.)	24,078	22,005	23,256	23,003	23,616	16,096



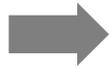
Esquire

Project Status as on Sep 30, 2016



Project Status as on Jun 30, 2016





Esquire



Esquire

Particulars	Q2FY17	Q1FY17	Q2FY16	H1FY17	H1FY16	Project Till Date
Estimated Total Area (sqft.)	21,22,031	21,22,031	15,04,815	21,22,031	15,04,815	21,22,031
Estimated Total Units (nos.)	882	882	636	882	636	882
Area Booked (sqft)	25,102	8,008	4,390	33,110	13,255	11,56,010
Units Booked (nos.)	10	3	2	13	6	487
Area in Inventory (sqft.)	9,66,021	9,91,123	4,32,560	9,66,021	4,32,560	9,66,021
Units in Inventory (nos.)	395	405	178	395	178	395
Booking Value (Rs. Lakh)	5,348	1,679	838	7,028	2,514	1,66,646
Amount Collected (Rs. Lakh)	5,716	6,494	5,204	12,209	12,844	1,25,567
Revenue Recognised (Rs. Lakh)	10,241	16,090	-	26,331	-	95,500
Average Rate per sqft (Rs.)	21,306	20,972	19,096	21,226	18,969	14,416

Three Sixty West

Project Status as on Sep 30, 2016



Amount spent in Q2FY17 : Rs. 40.56 crore
Please refer Note 1 of Annexure

Three Sixty West

Particulars	Q2FY17	Q1FY17	Q2FY16	H1FY17	H1FY16	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)	68,288	55,320	9,562*	1,23,608	9,562	2,67,038*
Units Booked (nos.)	8	6	1*	14	1	29*
Area in Inventory (sqft.)	15,16,890	15,85,178	16,50,060	15,16,890	16,50,060	15,16,890
Booking Value (Rs. Lakh)	30,063	24,098	2,561	54,160	2,561	97,306
Amount Collected (Rs. Lakh)	11,046	3,831	3,629	14,877	3,681	43,969
Revenue Recognised (Rs. Lakh)	-	-	-	-	-	-
Rate (other than transfers) per sqft (Rs) **	44,023	43,560	NA	43,816	NA	43,715

* 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. 36,439 per sq. ft.

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



Prisma

Project Status as on Sep 30, 2016



Project Status as on Jun 30, 2016



Prisma

Particulars	Q2FY17	Q1FY17	Q2FY16	H1FY17	H1FY16	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)	11,395	20,188	9,171	31,583	17,766	1,64,536
Units Booked (nos.)	4	7	3	11	6	55
Area in Inventory (sqft.)	1,04,214	1,15,609	1,53,152	1,04,214	1,53,152	1,04,214
Units in Inventory (nos.)	36	40	53	36	53	36
Booking Value (Rs. Lakh)	1,953	3,480	1,635	5,432	3,157	28,962
Amount Collected (Rs. Lakh)	3,047	2,369	1,472	5,417	4,027	18,304
Revenue Recognised (Rs. Lakh)	1,985	3,188	1,493	5,172	2,294	15,619
Average Rate per sqft (Rs.)	17,136	17,237	17,830	17,200	17,771	17,602



Eternia

Project status as on Sep 30, 2016



Project status as on Jun 30, 2016





Eternia



Eternia

Particulars	Q2FY17	Q1FY17	Q2FY16	H1FY17	H1FY16	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	6,03,720	7,83,720	6,03,720	7,83,720
Units opened for booking (nos.)	488	488	376	488	376	488
Area Booked (sqft)	15,380	5,010	7,030	20,390	18,060	4,52,460
Units Booked (nos.)	10	3	5	13	12	282
Area in Inventory (sqft.)	3,31,260	3,46,640	1,80,220	3,31,260	1,80,220	3,31,260
Units in Inventory (nos.)	206	216	112	206	112	206
Booking Value (Rs. Lakh)	2,369	830	1,057	3,198	2,716	68,287
Amount Collected (Rs. Lakh)	527	270	5,631	797	6,188	19,731
Revenue Recognised (Rs. Lakh)	-	-	-	-	-	-
Rate per sqft (Rs)	15,401	16,562	15,035	15,686	15,040	15,092



Enigma

Project status as on Sep 30, 2016



Project status as on Jun 30, 2016





Enigma



Enigma

Particulars	Q2FY17	Q1FY17	Q2FY16	H1FY17	H1FY16	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	4,86,675	7,85,334	4,86,675	7,85,334
Units opened for booking (nos.)	276	276	187	276	187	276
Area Booked (sqft)	10,720	13,477	(6,140)	24,197	(3,070)	3,16,723
Units Booked (nos.)	4	5	(2)	9	(1)	122
Area in Inventory (sqft.)	4,68,611	4,79,331	2,07,765	4,68,611	2,07,765	4,68,611
Units in Inventory (nos.)	154	158	78	154	78	154
Booking Value (Rs. Lakh)	1,777	2,258	(930)	4,034	(437)	47,869
Amount Collected (Rs. Lakh)	334	878	20	1,212	326	13,433
Revenue Recognised (Rs. Lakh)	-	-	-	-	-	-
Rate per sqft (Rs)	16,575	16,752	NA	16,673	NA	15,114



Sky City

Project status as on Sep 30, 2016



Project status as on June 30, 2016



Sky City

Particulars	Q2FY17	Q1FY17	Q2FY16	H1FY17	H1FY16	Project Till Date
Estimated Area of Project (sqft.)	39,92,754	39,92,754	Not Applicable	39,92,754	Not Applicable	39,92,754
Estimated Total Units (nos.)	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
Units opened for booking (nos.)	1,322	1,322		1,322		1,322
Area Booked (sqft)	28,514	26,974		55,488		10,85,783
Units Booked (nos.)	22	20		42		715
Area in Inventory (sqft.)	9,42,163	9,70,677		9,42,163		9,42,163
Units in Inventory (nos.)	607	629		607		607
Booking Value (Rs. Lakh)	4,576	4,632		9,208		1,79,283
Amount Collected (Rs. Lakh)	2,287	6,935		9,222		50,935
Revenue Recognised (Rs. Lakh)	-	-		-		-
Rate per sqft (Rs)	16,049	17,171		16,594		16,512

Thank You

Investor Relation efforts are coordinated by:

Saumil Daru

Director - Finance

saumil.daru@oberoirealty.com

Aditi Mittal

Executive Assistant to Managing Director

aditi.mittal@oberoirealty.com

Shital Shah

Senior Manager – Investor Relations

shital.shah@oberoirealty.com

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



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 quarter / half year ended Sep 30, 2016 are as per IND AS and are subjected to Limited Review. The results for the quarter / half year ended Sep 30, 2015 have also been recast to facilitate comparison. The comparatives for the corresponding quarter of the previous year and the IGAAP numbers for Q2FY17 are not subject to Limited Review/Audit. However, the management has exercised necessary due diligence to ensure that these provide a true and fair view.
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 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 March 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



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.