

---

# Oberoi Realty Limited

---

Result Update Q2FY18  
October 16, 2017



# Highlights

---

## Key Developments

- Oberoi Realty Limited has been selected as the successful bidder by GlaxoSmithKline Pharmaceuticals Limited for the land admeasuring approximately 60 acres located at Thane, Maharashtra. The Company's bid for purchase of the said land was for a consideration of Rs. 555 Crore (Rupees Five Hundred and Fifty Five Crore only).
- RERA certificate received for all our under construction projects in which sales have commenced.

## Awards

- Mr. Vikas Oberoi recognised as "India's Top Builders of 2017" by "Construction World Architect and Builder"
- Oberoi Realty has been awarded the "Real Estate company of the Year" by "Construction Week India"

Note: Please refer to Annexure and Disclaimer at the end of the presentation



# Table of Contents

---

**Financial Update**

**Investment Properties**

**Development Properties**



## Balance Sheet – Abstract (Consolidated)

*Amount in Rs Lakh*

Particulars	H1FY18	H1FY17	FY17
Non-current assets	3,43,096	2,75,897	2,89,909
Current assets	5,55,328	5,27,507	5,55,505
<b>Total</b>	<b>8,98,424</b>	<b>8,03,404</b>	<b>8,45,414</b>
Equity	5,84,187	5,53,537	5,72,596
Non-current liabilities	83,926	82,107	82,929
Current liabilities	2,30,311	1,67,760	1,89,889
<b>Total</b>	<b>8,98,424</b>	<b>8,03,404</b>	<b>8,45,414</b>

# Cash Flow – Abstract (Consolidated)

*Amount in Rs Lakh*

Particulars	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17
Opening Cash and Cash Equivalents	12,063	49,417	45,143	49,417	38,628
Operating Cash Flows	461	(4,162)	1,353	(3,702)	(4,064)
Investing Cash Flows	(22,178)	(29,910)	(5,998)	(52,087)	(42,319)
Financing Cash Flows	16,583	(3,282)	(10,688)	13,301	37,565
<b>Closing Cash and Bank Balance</b>	<b>6,929</b>	<b>12,063</b>	<b>29,810</b>	<b>6,929</b>	<b>29,810</b>
Add: Short-term Liquid Investments	4,254	4,112	18,718	4,254	18,718
<b>Closing Cash and Bank Balance (incl. Short-term Liquid Investments)</b>	<b>11,183</b>	<b>16,175</b>	<b>48,528</b>	<b>11,183</b>	<b>48,528</b>

## Assets – Abstract (Consolidated)

*Amount in Rs Lakh*

Particulars	H1FY18	H1FY17	FY17
<b>Non-current assets</b>			
Fixed assets (including CWIP)	1,07,785	1,03,553	1,05,446
Financial assets	2,11,110	1,47,799	1,60,178
Deferred tax assets (net)	10,204	10,100	9,974
Other non-current assets	13,997	14,445	14,311
<b>Total non-current assets</b>	<b>3,43,096</b>	<b>2,75,897</b>	<b>2,89,909</b>
<b>Current assets</b>			
Inventories	3,90,950	3,57,333	3,76,637
Financial assets			
i) Investments			
a) Investments in mutual fund	4,255	18,718	14,253
b) Investments - Others	155	7,163	7,999
ii) Cash and Bank balances	6,935	29,812	35,166
iii) Trade receivables	33,627	5,930	10,579
iv) Others	14,396	11,331	13,369
Other current assets	1,05,010	97,220	97,502
<b>Total current assets</b>	<b>5,55,328</b>	<b>5,27,507</b>	<b>5,55,505</b>

## Liabilities – Abstract (Consolidated)

*Amount in Rs Lakh*

Particulars	H1FY18	H1FY17	FY17
<b>Non-current liabilities</b>			
Financial liabilities			
i) Borrowings	74,947	74,932	74,938
ii) Others	1,305	587	719
Provisions	177	151	171
Other non-current liabilities	7,497	6,437	7,101
<b>Total Non-current liabilities</b>	<b>83,926</b>	<b>82,107</b>	<b>82,929</b>
<b>Current liabilities</b>			
Financial liabilities			
i) Borrowings	33,789	10,708	8,908
ii) Trade Payables	3,119	3,434	5,410
iii) Others	3,244	2,142	3,442
Other current liabilities			
i) Advance from customers	3,664	3,001	2,976
ii) Others	1,86,424	1,48,385	1,68,952
Provisions	71	90	201
<b>Total current liabilities</b>	<b>2,30,311</b>	<b>1,67,760</b>	<b>1,89,889</b>

# Profit & Loss Account – Abstract (Consolidated)

*Amount in Rs. Lakh (Except EPS)*

Particulars	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17
Revenue from Projects	20,516	16,159	16,574	36,674	39,860
Revenue from Hospitality	2,901	2,984	2,929	5,884	5,775
Revenue from Rent	5,702	5,590	4,642	11,293	9,178
<b>Operating Revenues</b>	<b>29,119</b>	<b>24,733</b>	<b>24,145</b>	<b>53,852</b>	<b>54,813</b>
Property Management Revenues	1,042	1,079	944	2,120	1,960
Other Operating Revenues	191	262	113	453	430
Non Operating Income	497	958	1,240	1,455	2,236
<b>Total Revenues</b>	<b>30,849</b>	<b>27,032</b>	<b>26,442</b>	<b>57,881</b>	<b>59,439</b>
<b>EBITDA (Excluding Non Operating Income)</b>	<b>16,375</b>	<b>13,553</b>	<b>12,581</b>	<b>29,928</b>	<b>29,238</b>
<b>EBITDA %</b>	<b>53.95%</b>	<b>51.98%</b>	<b>49.92%</b>	<b>53.04%</b>	<b>51.11%</b>
<b>Profit Before Tax</b>	<b>15,436</b>	<b>13,118</b>	<b>12,451</b>	<b>28,553</b>	<b>28,733</b>
<b>Profit After Tax</b>	<b>10,345</b>	<b>9,064</b>	<b>8,286</b>	<b>19,409</b>	<b>19,044</b>
Share of Profit / (loss) of associates	87	73	65	160	161
<b>Profit After Tax including Share of profit/(loss) of associates</b>	<b>10,431</b>	<b>9,137</b>	<b>8,351</b>	<b>19,569</b>	<b>19,205</b>
Other comprehensive income, net of tax	40	(17)	27	23	20
<b>Total Comprehensive Income for the period</b>	<b>10,471</b>	<b>9,121</b>	<b>8,378</b>	<b>19,592</b>	<b>19,225</b>
<b>Diluted EPS (Rs.) (not annualised)</b>	<b>3.07</b>	<b>2.69</b>	<b>2.46</b>	<b>5.76</b>	<b>5.66</b>



# Key Financial Parameters

Particulars	H1FY18	H1FY17
EBITDA Margin (Including Non Operating Income/ Total Revenue)	54.22%	52.95%
EBITDA Margin (Excluding Non Operating Income/ Total Operating Income)	53.04%	51.11%
PAT Margin	33.53%	32.04%
RONW <sup>#</sup>	6.77%	7.06%
ROCE <sup>#</sup>	5.90%	6.39%
Debt/Equity	0.19	0.15

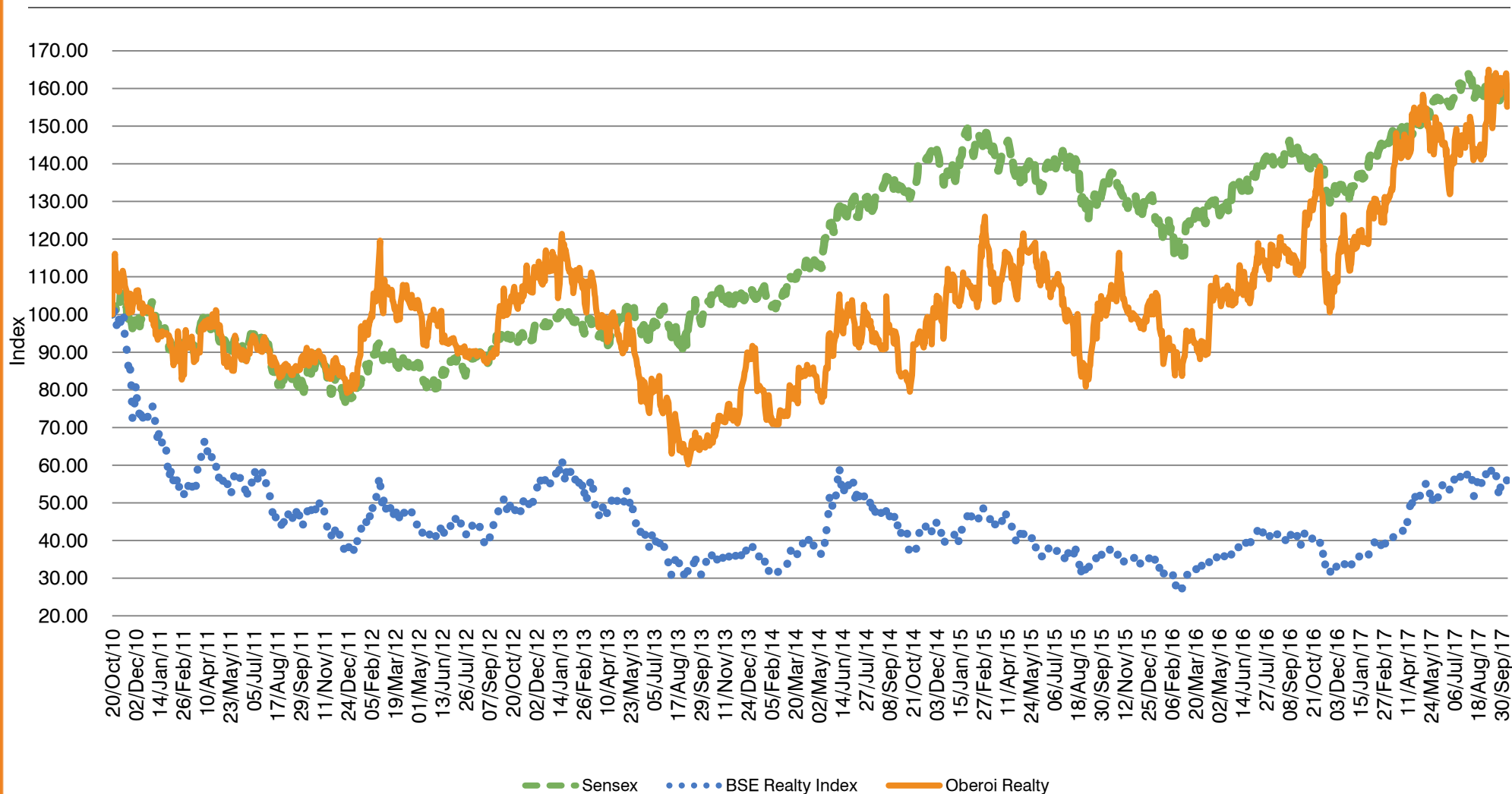
*#Calculated on Average Networth and Average Capital Employed*

# Operating EBITDA Analysis

*Amount in Rs Lakh*

Particulars	Total	Residential	Rental	Hospitality	Property Management Services
<b>Q2FY18</b>	53.95%	49.60%	92.98%	31.80%	-12.98%
Total Operating Revenues	30,351	20,631	5,751	2,922	1,047
EBITDA (Excluding Non Operating Income)	16,375	10,234	5,347	929	(136)
<b>H1FY18</b>	53.04%	47.65%	93.29%	33.16%	-12.73%
Total Operating Revenues	56,426	37,001	11,366	5,927	2,131
EBITDA (Excluding Non Operating Income)	29,928	17,630	10,603	1,966	(271)
<b>Q2FY17</b>	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)
<b>H1FY17</b>	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)

# 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-17	30-Jun-17	31-Mar-17	31-Dec-16	30-Sep-16
Promoter and Promoter Group	72.49%	72.49%	72.50%	72.53%	72.54%
Foreign Institutional Investors (FIIs)	24.66%	24.94%	25.35%	25.35%	24.23%
Domestic Institutional Investors (Institutional investors other than FIIs)	1.24%	0.74%	0.57%	0.31%	0.51%
Other public shareholders	1.61%	1.83%	1.57%	1.82%	2.72%

# 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	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17
Operating Revenue (Rs. Lakh)	2,680	2,666	2,470	5,346	4,907
EBITDA (Rs. Lakh)	2,503	2,472	2,312	4,975	4,570
EBITDA Margin (%)	93.37%	92.73%	93.63%	93.05%	93.13%
Occupancy (%)	98.67%	99.09%	90.90%	98.88%	90.86%
Area Leased (Sqft.)	5,45,531	5,47,838	5,02,578	5,46,684	5,02,385
Revenue psf/month on area leased (Rs.)	164	162	164	163	163

# Commerz

Particulars	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17
Operating Revenue (Rs. Lakh)	1,114	1,201	1,178	2,315	2,366
EBITDA (Rs. Lakh)	1,103	1,196	1,181 <sup>**</sup>	2,299	2,358 <sup>**</sup>
EBITDA Margin (%)	98.98%	99.59%	100.29%	99.30%	99.67%
Occupancy (%) <sup>*</sup>	82.13%	88.47%	88.47%	85.30%	88.47%
Area Leased (Sqft.) <sup>*</sup>	2,61,274	2,81,427	2,81,427	2,71,351	2,81,427
Revenue psf/month on area leased (Rs.) <sup>*</sup>	142	142	140	142	140

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

<sup>\*\*</sup> Adjustment on account of property tax - Rs. 11 lakhs

# Commerz II – Phase I

Particulars	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17
Operating Revenue (Rs. Lakh)	1,268	1,153	405	2,421	750
EBITDA (Rs. Lakh)	1,050	971	201	2,021	344
EBITDA Margin (%)	82.82%	84.21%	49.61%	83.48%	45.91%
Occupancy (%)	44.66%	44.66%	27.05%	44.66%	20.04%
Area Leased (Sqft.)	3,24,094	3,24,094	1,96,326	3,24,094	1,45,423
Revenue psf/month on area leased (Rs.)*	130	119	125	125	123

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



# The Westin Mumbai Garden City

Particulars	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17
Operating Revenue (Rs. Lakh)	2,922	3,005	2,950	5,927	5,818
EBITDA (Rs. Lakh)	929	1,036	849	1,966	1,686
EBITDA Margin (%)	31.80%	34.49%	28.77%	33.16%	28.99%
Number of Rooms	269	269	269	269	269
Average Room Rate (Rs.)	8,209	8,030	8,226	8,120	8,196
Occupancy (%)	78.02%	81.56%	74.95%	79.79%	76.10%
RevPAR (Rs.)	6,416	6,546	6,173	6,481	6,242

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 Q2FY18
	(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	13,80,985	1,66,625	2,24,443	2,24,443	100%	23,989
Esquire	21,22,031	12,67,446	8,54,585	1,87,170	1,53,772	82.16%	20,583
Prisma	2,68,750	1,91,638	77,112	33,279	20,620	61.96%	17,962
Three Sixty West	23,71,278	3,85,228	19,86,050	1,50,139	-	*	50,647
Eternia	16,96,820	4,96,230	2,87,490 <sup>#</sup>	72,734	-	*	15,068
Enigma	16,12,045	3,48,835	4,36,499 <sup>#</sup>	51,293	-	*	14,994
Sky City	39,92,754	12,35,736	7,92,210 <sup>#</sup>	1,97,570	-	*	15,741
<b>Total</b>	<b>1,36,50,838</b>	<b>53,39,998</b>	<b>46,06,221</b>	<b>9,21,628</b>	<b>4,03,835</b>		

\* Yet to reach threshold

<sup>#</sup> Basis area opened for booking

# Quarterly Synopsis – Development Properties

Residential Projects	Area Booked in Q2FY18	Units Booked in Q2FY18	Sales Value for Q2FY18	Amount Collected in Q2FY18	Revenue Recognised in Q2FY18
	(sqft.)	(nos.)	(Rs. Lakh)	(Rs. Lakh)	(Rs. Lakh)
Exquisite	5,330	3	1,279	2,437	1,279
Esquire	50,051	18	10,302	3,673	17,524
Priviera	-	-	-	540	-
Prisma	8,958	3	1,609	211	1,713
Three Sixty West	15,020	2	7,607	403	-
Eternia	21,270	13	3,205	1,400	-
Enigma	16,860	6	2,528	1,006	-
Sky City	55,914	39	8,801	4,890	-
<b>Total</b>	<b>1,73,403</b>	<b>84</b>	<b>35,331</b>	<b>14,561</b>	<b>20,516</b>

# Exquisite

Particulars	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17	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)	5,330	13,910	16,920	19,240	35,140	13,80,985
Units Booked (nos.)	3	8	8	11	17	754
Area in Inventory (sqft.)	1,66,625	1,71,955	1,94,575	1,66,625	1,94,575	1,66,625
Units in Inventory (nos.)	48	51	64	48	64	48
Booking Value (Rs. Lakh)	1,279	3,310	4,074	4,589	8,083	2,24,443
Amount Collected (Rs. Lakh)	2,437	2,352	6,309	4,789	9,275	2,23,257
Revenue Recognised (Rs. Lakh)	1,279	3,310	4,074	4,589	8,083	2,24,443
Average Rate per sqft (Rs.)	23,989	23,797	24,078	23,850	23,003	16,252

# Esquire

Project Status as on Sep 30, 2017



Project Status as on Jun 30, 2017



Financial Update



Investment Properties



Development Properties

# Esquire



# Esquire

Particulars	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17	Project Till Date
Estimated Total Area (sqft.)	21,22,031	21,22,031	21,22,031	21,22,031	21,22,031	21,22,031
Estimated Total Units (nos.)	882	882	882	882	882	882
Area Booked (sqft)	50,051	12,263	25,102	62,314	33,110	12,67,446
Units Booked (nos.)	18	4	10	22	13	529
Area in Inventory (sqft.)	8,54,585	9,04,636	9,66,021	8,54,585	9,66,021	8,54,585
Units in Inventory (nos.)	353	371	395	353	395	353
Booking Value (Rs. Lakh)	10,302*	2,651*	5,348	12,953*	7,028	1,87,170*
Amount Collected (Rs. Lakh)	3,673	1,934	5,716	5,607	12,209	1,47,831
Revenue Recognised (Rs. Lakh)	17,524	10,788	10,241	28,312	26,331	1,53,772
Average Rate per sqft (Rs.)	20,583*	21,621*	21,306	20,787*	21,226	14,767*

\* Booking Value and Average Rate is revised after considering the GST benefit to be passed to the customers in the form of a price reduction. Hence the average rate for Q2FY18, Q1FY18, H1FY18 and for the Project till Date is not comparable to average rates mentioned under Q2FY17 and H1FY17.



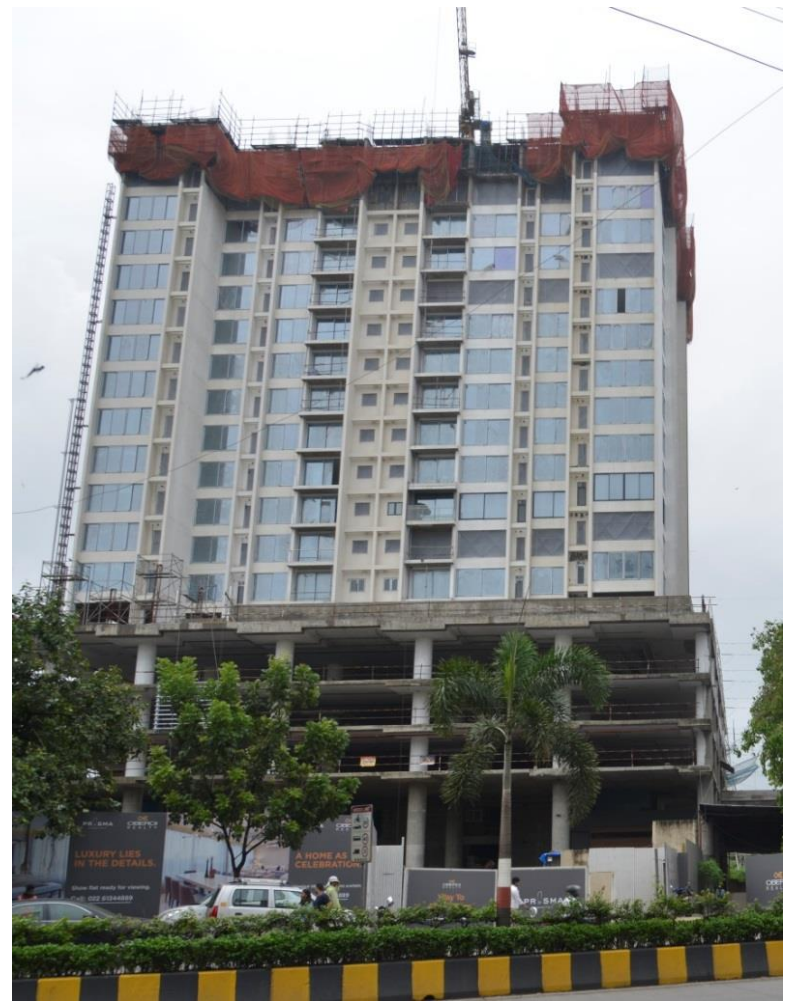


# Prisma

Project Status as on Sep 30, 2017



Project Status as on Jun 30, 2017



# Prisma

Particulars	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17	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)	8,958	3,178	11,395	12,136	31,583	1,91,638
Units Booked (nos.)	3	1	4	4	11	64
Area in Inventory (sqft.)	77,112	86,070	1,04,214	77,112	1,04,214	77,112
Units in Inventory (nos.)	27	30	36	27	36	27
Booking Value (Rs. Lakh)	* 1,609	* 552	1,953	* 2,161	5,432	* 33,279
Amount Collected (Rs. Lakh)	211	448	3,047	659	5,417	21,853
Revenue Recognised (Rs. Lakh)	1,713	534	1,985	2,247	5,172	20,620
Average Rate per sqft (Rs.)	* 17,962	* 17,366	17,136	* 17,806	17,200	* 17,366

\* Booking Value and Average Rate is revised after considering the GST benefit to be passed to the customers in the form of a price reduction. Hence the average rate for Q2FY18, Q1FY18, H1FY18 and for the Project till Date is not comparable to average rates mentioned under Q2FY17 and H1FY17.

# Three Sixty West

Project Status as on Sep 30, 2017



Amount spent in Q2FY18 : Rs. 55.4 crore

# Three Sixty West

Particulars	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17	Project Till Date
Estimated Area of Project (sqft.)	23,71,278	23,71,278	17,83,928	23,71,278	17,83,928	23,71,278
Area Booked (sqft)	15,020	29,057	68,288	44,077	1,23,608	3,85,228 <sup>#</sup>
Units Booked (nos.)	2	2	8	4	14	41 <sup>#</sup>
Area in Inventory (sqft.)	19,86,050	20,01,070	15,16,890	19,86,050	15,16,890	19,86,050
Booking Value (Rs. Lakh)	7,607 <sup>*</sup>	14,764 <sup>*</sup>	30,063	22,371 <sup>*</sup>	54,160	1,50,139 <sup>*</sup>
Amount Collected (Rs. Lakh)	403	1,125	11,046	1,528	14,877	68,950
Revenue Recognised (Rs. Lakh)	-	-	-	-	-	-
Average Rate (other than transfers) per sqft (Rs) **	50,647 <sup>*</sup>	50,810 <sup>*</sup>	44,023	50,754 <sup>*</sup>	43,816	44,264 <sup>*</sup>

\* Booking Value and Average Rate is revised after considering the GST benefit to be passed to the customers in the form of a price reduction. Hence the average rate for Q2FY18, Q1FY18, H1FY18 and for the Project till Date is not comparable to average rates mentioned under Q2FY17 and H1FY17.

<sup>#</sup> 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. 38,974 per sq. ft.

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

# Eternia

Project status as on Sep 30, 2017



Project status as on Jun 30, 2017



Financial Update



Investment Properties



Development Properties

# Eternia



# Eternia

Particulars	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17	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)	21,270	3,120	15,380	24,390	20,390	4,96,230
Units Booked (nos.)	13	2	10	15	13	309
Area in Inventory (sqft.)	2,87,490	3,08,760	3,31,260	2,87,490	3,31,260	2,87,490
Units in Inventory (nos.)	179	192	206	179	206	179
Booking Value (Rs. Lakh)	3,205*	459*	2,369	3,664*	3,198	72,734*
Amount Collected (Rs. Lakh)	1,400	517	527	1,917	797	28,773
Revenue Recognised (Rs. Lakh)	-	-	-	-	-	-
Average Rate per sqft (Rs.)	15,068*	14,700*	15,401	15,021*	15,686	14,657*

\* Booking Value and Average Rate is revised after considering the GST benefit to be passed to the customers in the form of a price reduction. Hence the average rate for Q2FY18, Q1FY18, H1FY18 and for the Project till Date is not comparable to average rates mentioned under Q2FY17 and H1FY17.



# Enigma

Project status as on Sep 30, 2017



Project status as on Jun 30, 2017





Financial Update



Investment Properties



Development Properties

# Enigma



# Enigma

Particulars	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17	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)	16,860	2,075	10,720	18,935	24,197	3,48,835
Units Booked (nos.)	6	1	4	7	9	133
Area in Inventory (sqft.)	4,36,499	4,53,359	4,68,611	4,36,499	4,68,611	4,36,499
Units in Inventory (nos.)	143	149	154	143	154	143
Booking Value (Rs. Lakh)	2,528*	307*	1,777	2,835*	4,034	51,293*
Amount Collected (Rs. Lakh)	1,006	653	334	1,659	1,212	19,916
Revenue Recognised (Rs. Lakh)	-	-	-	-	-	-
Average Rate per sqft (Rs.)	14,994*	14,797*	16,575	14,972*	16,673	14,704*

\* Booking Value and Average Rate is revised after considering the GST benefit to be passed to the customers in the form of a price reduction. Hence the average rate for Q2FY18, Q1FY18, H1FY18 and for the Project till Date is not comparable to average rates mentioned under Q2FY17 and H1FY17.



# Sky City



# Sky City

Project status as on Sep 30, 2017



Project status as on Jun 30, 2017



# Sky City

Particulars	Q2FY18	Q1FY18	Q2FY17	H1FY18	H1FY17	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)	55,914	31,898	28,514	87,811	55,488	12,35,736
Units Booked (nos.)	39	23	22	62	42	829
Area in Inventory (sqft.)	7,92,210	8,48,123	9,42,163	7,92,210	9,42,163	7,92,210
Units in Inventory (nos.)	493	532	607	493	607	493
Booking Value (Rs. Lakh)	8,801*	5,223*	4,576	14,024*	9,208	1,97,570*
Amount Collected (Rs. Lakh)	4,890	3,128	2,287	8,018	9,222	79,526
Revenue Recognised (Rs. Lakh)	-	-	-	-	-	-
Average Rate per sqft (Rs.)	15,741*	16,375*	16,049	15,971*	16,594	15,988*

\* Booking Value and Average Rate is revised after considering the GST benefit to be passed to the customers in the form of a price reduction. Hence the average rate for Q2FY18, Q1FY18, H1FY18 and for the Project till Date is not comparable to average rates mentioned under Q2FY17 and H1FY17.

---

# Thank You

---

**Investor Relation efforts are coordinated by:**

Saumil Daru	Director - Finance	<a href="mailto:saumil.daru@oberoirealty.com">saumil.daru@oberoirealty.com</a>
Aditi Mittal	Executive Assistant to Managing Director/Investor Relations	<a href="mailto:aditi.mittal@oberoirealty.com">aditi.mittal@oberoirealty.com</a>
Shital Shah	Senior Manager – Investor Relations	<a href="mailto:shital.shah@oberoirealty.com">shital.shah@oberoirealty.com</a>

For any further information please write to [ir@oberoirealty.com](mailto: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	= 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 20<sup>th</sup> 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.