OBEROI
REALTY

April 19, 2013

Department of Corporate Services
BSE Limited,
P.J. Towers, Dalal Street,
Mumbai 400 001

Fax No.: (022) 22722037/39/41/61,
(022) 22723121/3719/1278/1557/3354/3577

Scrip code: 533273

The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai 400051

Fax No.: (022) 26598237/38, 26598347/48

Scrip Symbol: OBEROIRLTY

Sub: Press Release on financial results for the financial year ended on March 31, 2013

Dear Sirs,

Please find attached herewith the Press Release on the financial results for the financial year ended on March 31, 2013.

Request you to kindly take note of the above and oblige.

Thanking you.

For **Oberoi Realty Limited**

Bhaskar Kshirsagar
Company Secretary

Encl: As above.

Press Release:
For immediate issue

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OBEROI REALTY ANNOUNCES Q4FY13 and FY13 RESULTS

HIGHLIGHTS of Consolidated Financials for FY13

- Revenue for FY13 at Rs. 1,147.52 crore and EBITDA at Rs. 712.01 crore; an EBITDA margin of 62.05% for FY13
- Profit Before Tax (PBT) for FY13 at Rs. 683.06 crore and Profit After Tax (PAT) at Rs.504.79 crore.
- Total sales volume for FY13 was 4.96 Lakh sqft as against 7.03 Lakh sqft in FY12 and the total sales value was Rs. 868.69 crore for FY13 as against Rs. 960.66 crore for FY12.

HIGHLIGHTS of Consolidated Financials for Q4FY13

- Revenue for Q4FY13 at Rs. 325.99 crore and EBITDA at Rs. 200.01 crore; an EBITDA margin of 61.35% for Q4FY13
- Profit Before Tax (PBT) for Q4FY13 at Rs. 192.71 crore and Profit After Tax (PAT) at Rs.145.17 crore.
- Total sales volume for Q4FY13 was 1.18 Lakh sqft as against 1.76 Lakh sqft in Q4FY12 and the total sales value was Rs. 222.66 crore for Q4FY13 as against Rs. 278.94 crore for Q4FY12.

Mumbai, April 19, 2013: Oberoi Realty Limited, headquartered in Mumbai, today announced its results for the fourth quarter of FY13 and full year FY13. The Company has recorded Consolidated Revenue of Rs. 1,147.52 crore for FY13 as against Rs. 974.79 crore for FY12. The Consolidated Revenue is Rs. 325.99 crore for Q4FY13 as against Rs. 308.03 crore for Q3FY13 and Rs. 285.50 crore for Q4FY12.

The Consolidated Profit Before Tax for FY13 was Rs. 683.06 crore as against Rs. 605.91 crore for FY12. The Consolidated Profit Before Tax for Q4FY13 was Rs. 192.71 crore as against Rs. 185.39 crore for Q3FY13 and Rs. 187.95 crore for Q4FY12.

The Consolidated Profit After Tax for FY13 was Rs. 504.79 crore as against Rs. 462.87 crore for FY12. The Consolidated Profit After Tax for Q4FY13 was Rs. 145.17 crore as against Rs. 134.46 crore for Q3FY13 and Rs. 143.59 crore for Q4FY12.

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Commenting on the results, Mr. Vikas Oberoi, Chairman & Managing Director, Oberoi Realty Limited said, *"We are fairly satisfied with our performance that has remained steady in the last fiscal year, as there continues to be demand for quality projects by reputed developers at the right price. Our residential properties have maintained traction with the discerning flat purchasers and our rental income from our strategic investment properties continues to give us the stability. Our order books remain robust and continue to earn confidence of our partners and stakeholders. Considering the cyclical nature of our business, and the macro economic factors globally and locally, we will continue to be financially prudent and explore the various opportunities to acquire land that make business sense for the company."*

BUSINESS HIGHLIGHTS

Investment Properties (Retail, Office Space and Hospitality)

- Oberoi Mall contributed Rs. 79.21 crore to the operating revenue for the FY13 as against Rs. 78.18 crore for FY12 and Rs. 19.69 crore for Q4FY13 as against Rs. 20.23 crore for Q3FY13 and Rs. 19.59 crore for Q4FY12.
- Commerz contributed Rs. 46.13 crore to the operating revenue for the FY13 as against Rs. 43.62 crore for FY12 and Rs. 11.99 crore for the Q4FY13 as against Rs. 11.45 crore for Q3FY13 and Rs. 11.08 crore for Q4FY12.
- The Westin Mumbai Garden City contributed Rs. 96.45 crore to the operating revenue for the FY13 as against Rs. 90.57 crore for FY12 and Rs. 26.65 crore to the operating revenue for the Q4FY13 as against Rs. 26.86 crore for Q3FY13 and Rs. 25.69 crore for Q4FY12.

Development Properties (Residential)

- Oberoi Esquire: Area sold in FY13 is 2.27 lakh sqft and in Q4FY13 is 0.46 lakh sqft. The cumulative sale for the project till date is 9.37 lakh sqft., amounting to Rs. 1,212.69 crore.
- Oberoi Exquisite: Area sold in FY13 is 1.38 lakh sqft and in Q4FY13 is 0.42 lakh sqft. The cumulative sales for the project till date is 9.72 lakh sqft., amounting to Rs. 1,270.85 crore.
- Oberoi Splendor Grande: Area sold in FY13 is 0.72 lakh sqft and in Q4FY13 is 0.11 lakh sqft. The cumulative sale for the project till date is 2.82 lakh sqft., amounting to Rs. 410.89 crore.
- Oberoi Splendor: Area sold in FY13 is 0.47 lakh sqft and in Q4FY13 is 0.20 lakh sqft. The cumulative sale for the project till date is 12.77 lakh sqft., amounting to Rs. 1,571.40 crore.

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AWARDS & 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

About Oberoi Realty Limited

Oberoi Realty Ltd. is India's leading real estate development company, headquartered in Mumbai, focused on premium developments in the residential, office space, retail, hospitality and social infrastructure verticals. Oberoi Realty has an established brand and a track record in the real estate industry of developing innovative projects through its emphasis on contemporary architecture, strong project execution and quality construction. Oberoi Realty seeks to create "destination developments" through its in mixed-use and single-segment developments. It has a total of 36 completed projects across Mumbai, the commercial capital of India. More information about the company is available on www.oberoirealty.com

Forward Looking Statement

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements. Oberoi Realty Limited 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.

For further details, please contact:

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