

OL/SE/223/JUL 2020-21

July 29, 2020

The Secretary BSE Limited Phiroze Jeejeebhoy Towers Limited Dalal Street , Mumbai 400 001	The Secretary National Stock Exchange Limited Exchange Plaza Bandra Kurla Complex Bandra (E) Mumbai 400 051
Security Code: 532880	Symbol: OMAXE
Fax No 022-22723121/2037/39/41/61	Fax No 022-2659 8237/38

Sub: Investor Presentation pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**Dear Sir/ Madam,**

Please find enclosed the investor presentation pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligation and Disclosure Requirements) Regulation 2015.

You are requested to take the same in record.

Thanking You

For Omaxe Limited
Navin Jain
Company Secretary

"This is to inform that please make all correspondence with us on our **Corporate Office Address** only"

OMAXE LIMITED**Corporate Office:** 7, Local Shopping Centre, Kalkaji, New Delhi-110019.**Tel.:** +91-11-41896680-85, 41893100, **Fax:** +91-11-41896653, 41896655, 41896799**Regd. Office:** Shop No. 19-B, First Floor, Omaxe Celebration Mall, Sohna Road, Gurgaon - 122 001, (Haryana)**Toll Free No.** 18001020064, **Website:** www.omaxe.com, **CIN:** L74899HR1989PLC051918



Turning dreams into reality

Investor Presentation

Q4 & FY 2020

July 29, 2020

OMAXE LIMITED: OVERVIEW

- The brand '**Omaxe**' was founded in 1987 by visionary first-generation entrepreneur & civil engineer Mr. Rohtas Goel to undertake construction and contracting business.
- Today, the Company is present in 27 cities across 8 states possesses a diversified product portfolio that includes Hi-Tech Townships, Integrated Townships, Group Housing, Shopping Malls, Office Spaces, SCOs and Hotel.
- Leading Player in Tier I and Tier II Cities
- Company has delivered some landmark projects and engineering marvels, created a niche in both luxury and affordable segments and more importantly has brought smiles to the lives of millions of people
- 12 Months FY20 Revenue INR 1156 Cr., EBITDA INR 225 Cr., PAT INR (97) Cr.
- Total offered possession till 31st Mar 2020: 123.44 mn sq.ft (6.51 mn sq.ft in FY20)



5 group housing projects



9 Townships

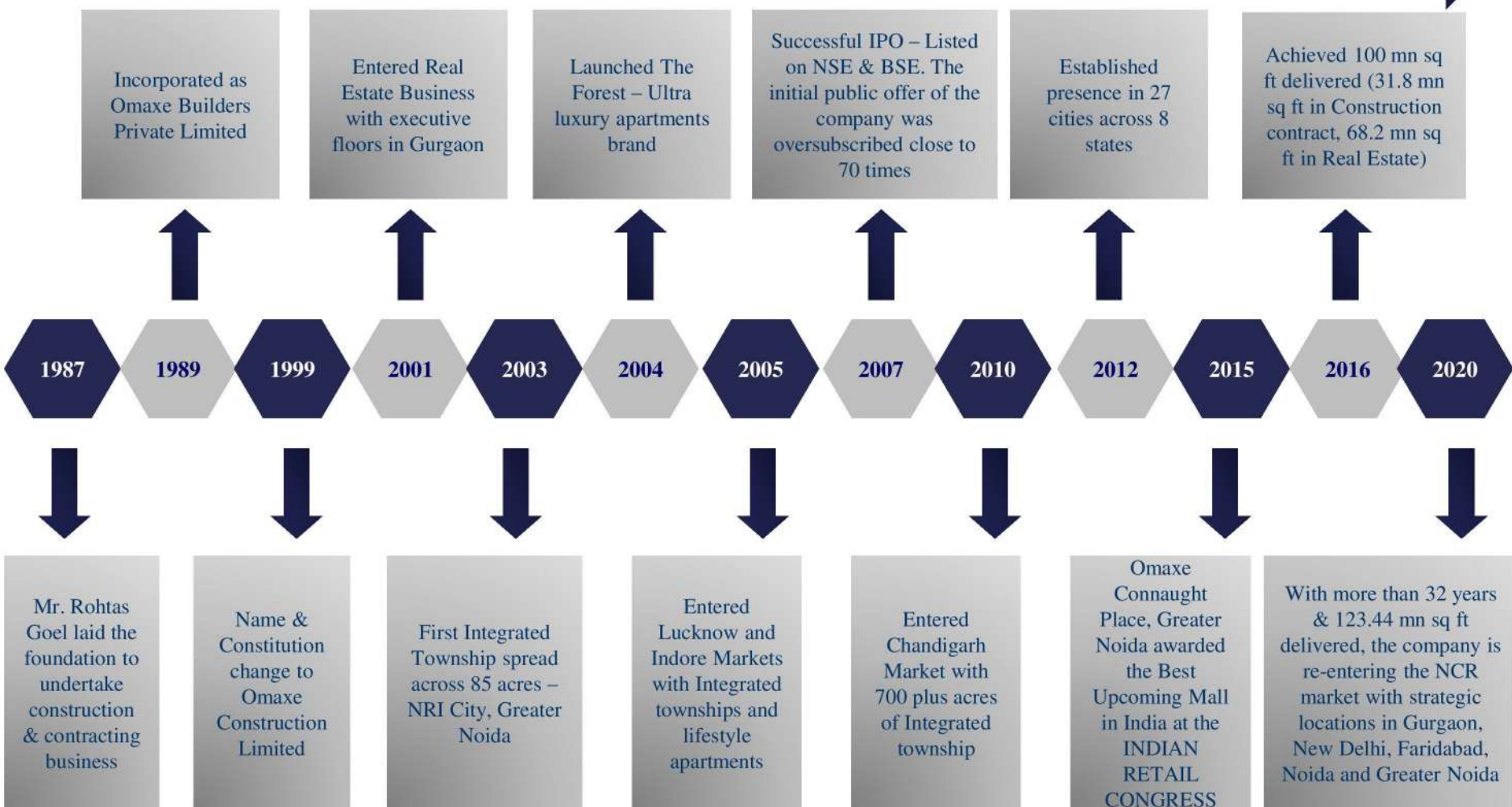


7 mix of Commercial Malls/
office spaces/Hotels/ SCOs

21 ON-GOING PROJECTS

THE 32 YEARS JOURNEY OF OMAXE LIMITED

Humble beginnings, strong fundamentals, sustained growth



OMAXE - KEY FACTS

Present in 27 cities across 8 States

Project Under Execution/ Construction: ~ 48.52 mn sq ft. and having potential of additional 40 mn sq ft.

Ongoing Projects in 16 cities and 6 states

Area delivered in Real Estate: ~ 91.64 mn sq ft
Delivered across 26 cities 8 states

Area delivered as Third Party Contractor: 31.80 mn sqft (over 123 contracts)

Employee strength: ~628

21 Ongoing Projects: 5 Group Housing, 9 Townships, 7 Commercial Malls/ Hotels/ SCO

STRONG FINANCIAL TRACK RECORD – KEY FINANCIAL HIGHLIGHTS

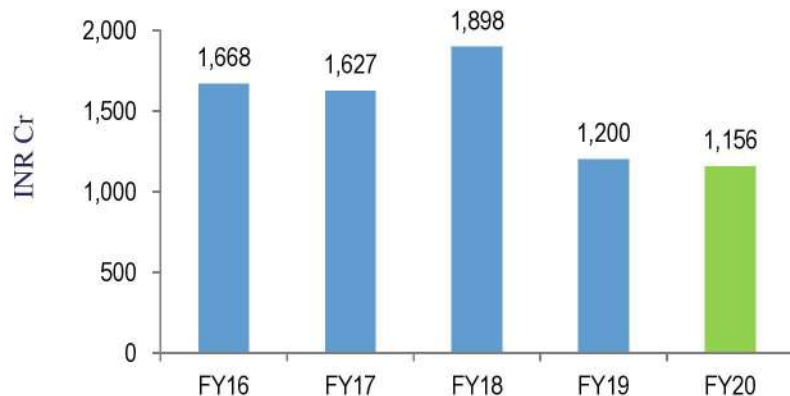
(Figures in INR cr)

Particulars	FY18	FY19	FY20
Total Revenue from Operation	1898	1200	1156
EBIDTA	318	162	225
EBIDTA Margin (%)	17%	13%	19%
Profit before Tax (PBT)	141	79	44
Profit after Tax (PAT)	84	49	(97)*
PAT Margin (%)	4.40%	4.05%	(8.41)%
Net Worth	2,197	1740	1639
Consolidated Debt	1779	1711	1490
Gross Debt Equity Ratio	0.8	0.98	0.91
Dividend declared	7%	7%	-

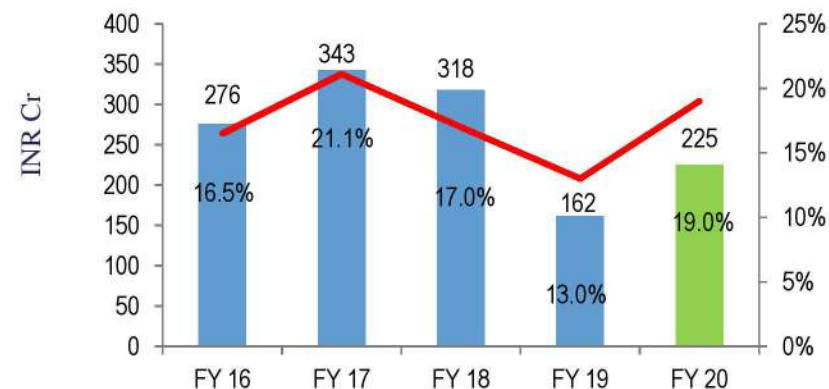
*Note: The loss during FY 2019-20 occurred due to reversal of deferred tax assets as per adoption of new Income Tax Policy

FINANCIAL TRACK RECORD – KEY FINANCIAL HIGHLIGHTS

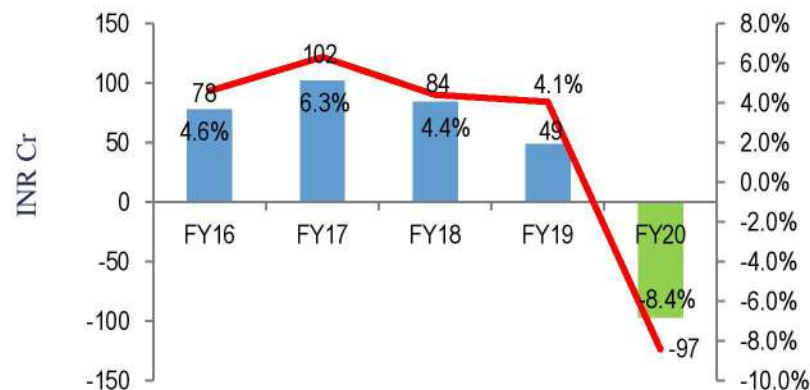
Revenue



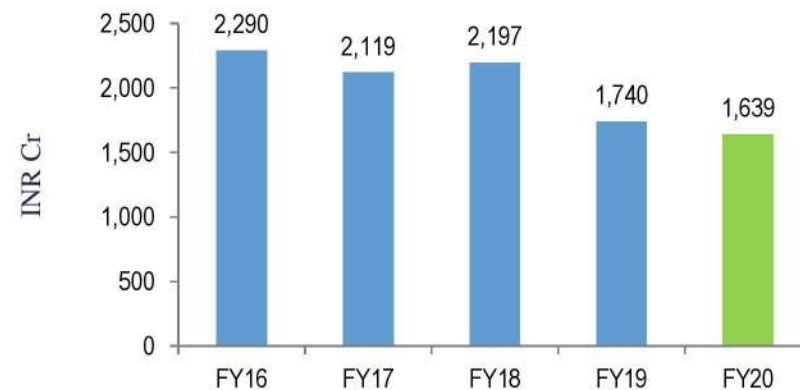
EBITDA/ EBITDA Margins



PAT/ PAT Margins



Net Worth



NET DEBT / OUTLOOK - WAY FORWARD

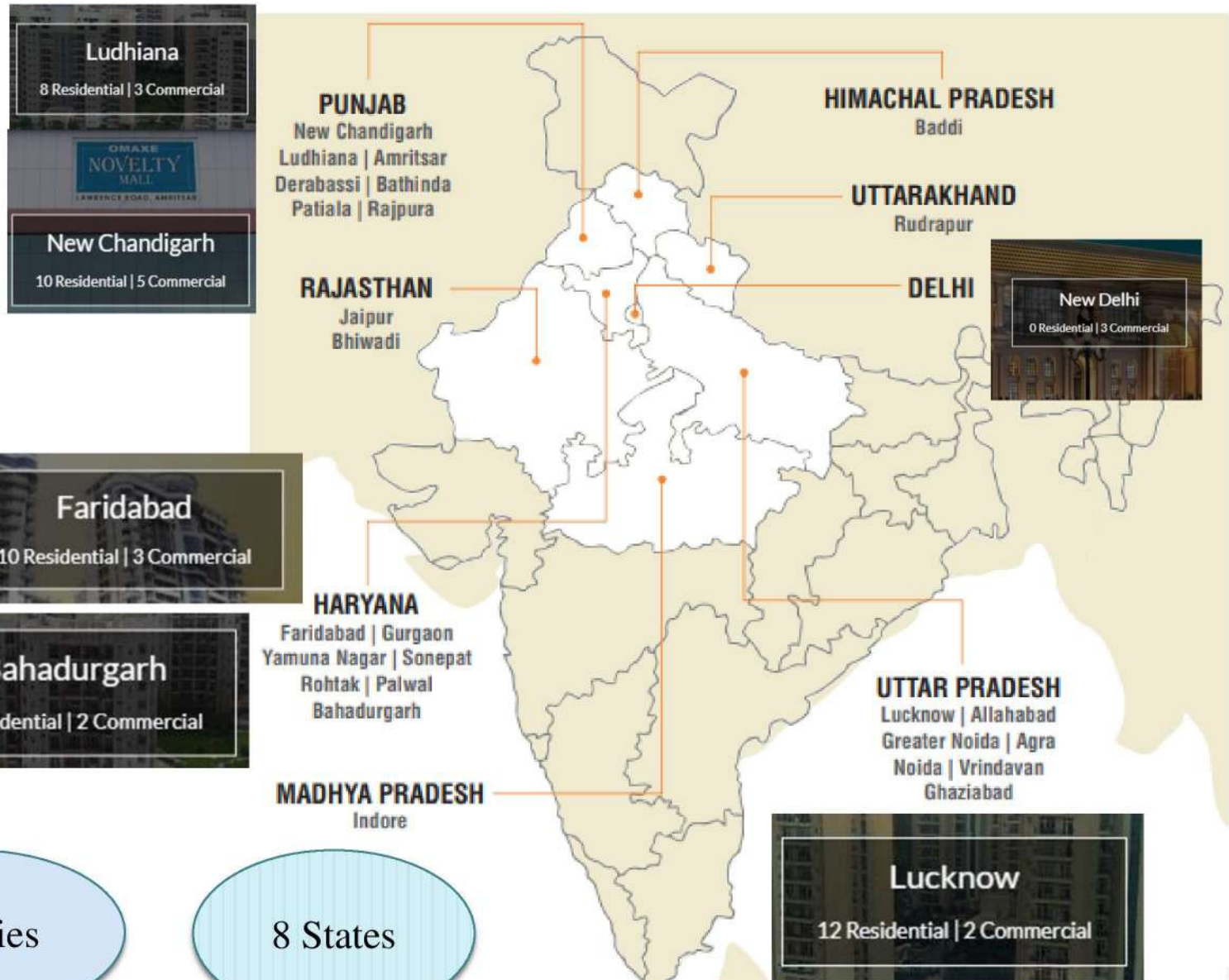
Particulars	Amount in INR (Cr.)
Debt as on March 31, 2019	1711.02
Debts repaid during FY 2019-20	269.56
Debts as on March 31, 2020	1441.46

Note: We intend to reduce the debts by 300 to 400 Cr during FY 2020-21.

ADVANTAGE OMAXE: KEY INVESTMENT HIGHLIGHTS



LARGE LAND BANK DIVERSIFIED ACROSS THE COUNTRY



27 cities

8 States

DIVERSIFIED BUSINESS MODEL

					
	Residential	Commercial	Integrated Townships	Hotels	Hi-tech Townships
Particulars	Apartments & Condominiums	Shopping Malls, Multiplexes and Office Premises	Mixed use developments spread over large land area comprising of plotted developments, Villas, Apartments, Commercial & Shopping spaces, Hotels and amenities like nursing homes, hospitals, schools etc.	5 star, 4 star, 3 star & Serviced Apts.	Mixed use developments spread over minimum 1500 acres comprising of healthy mix of residential options, commercial space, CBD, trade, commerce & finance centers, hotels, schools, hospitals etc.
Revenue Model	Sale	Lease & Sale	Sale for Residential, Lease & Sale for Commercial	Ownership of properties. Operating Lease given to Leading Hotel Chains	Sale for Residential Lease & Sale for Commercial

DYNAMIC PLAYER WITH SUSTAINED GROWTH DRIVERS

BUSINESS DEVELOPMENT

- Concept of Hi-tech townships has been taken into account, for better expansion in the years to come. With 3 Hi-tech townships coming up in Allahabad, Lucknow and Bulandshahr; Omaxe is progressing on the right track for achieving its goal of serving consumers and brand building.

PRODUCT MIX CHALLENGE

- Anticipated the slackening in pace of absorption of high-rise apartments and overall housing demand in metro cities well in time; Accordingly shifted focus towards selling plotted developments & low-rise apartments in order to capitalize from faster deliveries of these asset classes.
- Ability to foresee and Agility in execution of plans ensure our competitiveness.

Sustained Growth Drivers

CONTROL OVER SALES

- Sales under different geographical areas require specialized competence, geographical understanding and fully devoted attention to a particular area, therefore all the projects have been segregated to various Project Heads of required professional competence and aptitude.

REVENUE GENERATION/ STRONG BALANCESHEET

- At a time when financing for real estate sector had become a difficult proposition, Omaxe succeeded in new project financing, courtesy their impeccable track record of timely debt servicing and strength of a healthy balance sheet.

KEY PROJECT ADDITIONS OVER THE LAST YEAR

Won Bid for 650 acres project bid in Lucknow

Launched Mlcp project on 4.5 acres in Chandni Chowk, Delhi

Collaboration in Faridabad, Sector-43 and New Faridabad, Sector-97

**Expanding existing townships at New Chandigarh, Ludhiana, Lucknow
Hi-tech, Indore and Faridabad**

**New land parcel Purchases, adjoin to existing townships at Indore and
Ludhiana, Faridabad, Chandigarh**

**In continuous talks to expand at Ludhiana, Vrindavan, Lucknow,
Gurgaon**

EXPLORING OPPORTUNITIES AMIDST COVID-19

Big Brands with good credibility & pan-India reach mainly in Tier II & III cities to benefit from possible migration back to these cities

Integrated Townships demand to surge as they managed to offer better safety and facilities in this pandemic situation

Significant inorganic opportunities to emerge for taking over distressed smaller & mid-sized companies / projects

Huge opportunities in Government PPP projects like the one in Chandni Chowk, New Delhi

SALES UPDATE

Omaxe Top Performers

Omaxe
New Chandigarh

Omaxe
Metro City,
Lucknow

Omaxe
World Street,
Faridabad

Omaxe Terminal,
Amritsar

Omaxe
Royal Residency,
Ludhiana

Omaxe City
Mayakhedi-2,
Indore

WIP Inventory of 6 MN SQ.FT. to be delivered in FY 2020-21

Completed Inventory of 123.44 Mn SQ.FT. of Area delivered

Residential Projects



The Forest, Noida



Omaxe Heights, Faridabad



The Nile, Gurgaon



Villas, Mayfield Gardens, Gurgaon



North Avenue, Bahadurgarh

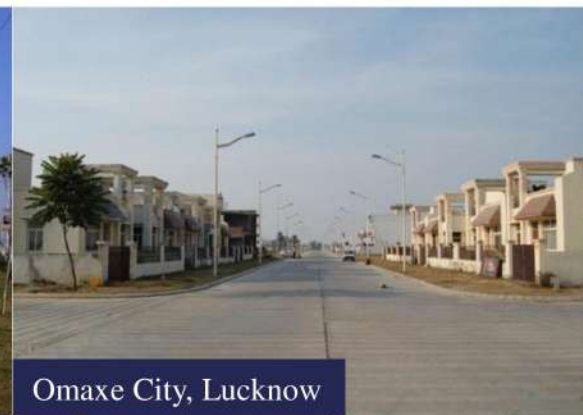


Omaxe Heights, Lucknow

•The above list is indicative, and not exhaustive

Completed Inventory of 123.44 Mn SQ.FT. of Area delivered

Townships



Commercial



•The above list is indicative, and not exhaustive

PROMOTER PROFILE



Mr. Rohtas Goel – Chairman & Managing Director, Founder of Omaxe Limited

- Nurtured it from a construction house to a renowned real estate developer
- Mr. Goel is a civil engineer who started his professional career with a private construction firm, but later undertook his own entrepreneurial journey
- Diversified his business into Tier I & II cities where he saw huge potential to be tapped and a lot of demand-supply gap to bridge
- Mr. Goel has won several awards and accolades, been invited to national and international conferences, has had two terms as President of National Real Estate Development Council (NAREDCO) and has emerged as a prominent voice of the real estate industry
- Under the able leadership of Mr. Goel, Omaxe has demonstrated a formidable execution and delivery capabilities

OMAXE DYNAMIC TEAM LEADERS



ROHTAS GOEL

CHAIRMAN AND MANAGING DIRECTOR

Mr. Rohtas Goel is a leading name in the real estate industry and an inspiration for many. He laid the foundation of Omaxe Ltd, one of India's leading real estate companies, almost three decades ago and had since worked his way to the higher echelon of success and glory.



MOHIT GOEL

CEO & WHOLE TIME DIRECTOR

Mr. Mohit Goel was named Young Achiever by ABP Real Estate Awards and the Young Male Entrepreneur of the Year by Infra & Realty Sutra. During his tenure as North Zone Head, from April 2013 to March 2015, Mohit energized Youth CREDAI, an eminent body of real estate developers.



JATIN GOEL

DIRECTOR- IT & CORPORATE STRATEGY

A technophile, second generation entrepreneur in the real estate industry. A person of virtue , who believes that professionalism, operational excellence, stronger ethics and customer delight make the foundation of the new age real estate in India

AWARDS & RECOGNITION

- Receive 54 Awards till date in which 38 is for group and 16 is for Promoters



Omaxe CMD Mr. Rohtas Goel conferred with '**Hurun Report India 2019 Industry Achievement Award for Residential Real Estate**' in December 2019, news has been published in Forbes India.

'Omaxe Chowk, Chandni Chowk' awarded "**Innovative Project of the Year!**", By ET NOW's Stars of the Industry award for excellence in real estate



Omaxe website (www.omaxe.com) awarded the "**Best Real Estate Website at the Global Digital Marketing Awards 2020**", By ET Now and World Digital Marketing Congress' Global Digital Marketing Awards 2020

AWARDS & RECOGNITION



Omaxe's project 'The Lake' at Omaxe New Chandigarh is awarded 'Residential Project of the Year (North)' at '11th Annual Estate Awards 2019'

Our CEO, Mr. Mohit Goel has been awarded the Most Admired Business Leader at the IDEASFEST 2018-19



Omaxe's project 'The Lake' at Omaxe New Chandigarh is also awarded 'Residential Project of the Year' at '11th Realty+ Excellence Awards 2019-North'



Omaxe's CEO, Mr. Mohit Goel has been awarded 'Young Entrepreneur' at 'Business Unplugged' organized by TOI and Chamber of Industrial & Commercial Understakings (CICU)- Ludhiana'

