



Results Update Q2FY25

October 18, 2024

Financial Update Investment Properties Development Properties



Amount in Rs Lakh

Particulars	H1FY25	H1FY24	FY24
Non-current assets	6,95,810	6,61,654	6,88,749
Current assets	13,29,417	11,89,166	12,74,592
Total	20,25,227	18,50,820	19,63,341
Equity	14,79,998	12,84,211	13,84,441
Non-current liabilities	2,42,441	3,14,337	2,51,570
Current liabilities	3,02,788	2,52,272	3,27,330
Total	20,25,227	18,50,820	19,63,341



Amount in Rs Lakh

Particulars	Q2FY25	Q1FY25	Q2FY24	H1FY25	H1FY24
Opening Cash and Cash Equivalents	1,38,208	1,26,870	1,02,370	1,26,870	83,699
Operating Cash Flows	84,240	66,411	70,093	1,50,652	1,47,171
Investing Cash Flows	(23,656)	(59,223)	(44,063)	(34,092)	(71,582)
Financing Cash Flows	(28,823)	(44,638)	(57,799)	(73,461)	(88,687)
Closing Cash and Bank Balance *	1,69,969	89,420	70,601	1,69,969	70,601
Add: Short-term Liquid Investments (Mutual Funds and Fixed Deposits for 3 Months and Above)	13,700	48,788	35,431	13,700	35,431
Closing Cash and Bank Balance (incl. Short-term Liquid Investments)	1,83,669	1,38,208	1,06,032	1,83,669	1,06,032

^{*} Includes Rs. 3,151 lakh for Q2FY25/H1FY25, Rs. 4,272 lakh for Q1FY25 and Rs. 11,756 lakh for Q2FY24/H1FY24 shown under other financial assets

Note: Previous period figures have been re-grouped / re-classified wherever necessary to conform to current period's classification.







Assets – Abstract (Consolidated)

Amount in Rs Lakh
FY24

Particulars	H1FY25	H1FY24	FY24
Non-current assets			
Fixed assets (including CWIP)	5,94,298	5,39,899	5,75,804
Financial assets	36,661	49,304	35,437
Deferred tax assets (net)	15,619	18,294	17,281
Other non-current assets	49,232	54,157	60,227
Total non-current assets	6,95,810	6,61,654	6,88,749
Current assets			
Inventories	9,15,675	8,25,989	9,26,124
Financial assets			
i) Investments			
a) Investments in mutual fund	13,700	35,431	48,260
b) Investments - Others	-	235	-
ii) Cash and Bank balances	1,66,822	58,848	76,717
iii) Trade receivables	10,462	44,657	20,420
iv) Others	62,010	56,134	59,795
Other current assets	1,60,748	1,67,872	1,43,276
Total current assets	13,29,417	11,89,166	12,74,592





Liabilities – Abstract (Consolidated)

	Amount in Rs Lakh		
Particulars	H1FY25	H1FY24	FY24
Non-current liabilities			
Financial liabilities			
i) Borrowings	1,88,200	2,79,205	2,19,204
ii) Trade Payables	7,448	7,477	6,086
iii) Others	30,403	20,021	20,699
Provisions	186	210	205
Deferred tax liabilities (Net)	2,903	1,355	44
Other non-current liabilities	13,301	6,069	5,332
Total non-current liabilities	2,42,441	3,14,337	2,51,570
Current liabilities			
Financial liabilities			
i) Borrowings	19,827	56,570	30,318
ii) Trade Payables	66,292	17,526	50,871
iii) Others	54,898	50,023	60,057
Other current liabilities			
i) Advance from customers	11,541	4,610	5,705
ii) Others	1,49,945	1,19,002	1,75,614
Provisions	285	4,541	4,765
Total current liabilities	3,02,788	2,52,272	3,27,330

Note: Previous period figures have been re-grouped / re-classified wherever necessary to conform to current period's classification.



Profit & Loss Account – Abstract (Consolidated)

	Amount in Rs Lakh (Except EPS)						
Particulars	Q2FY25	Q1FY25	Q2FY24	H1FY25	H1FY24		
Revenue from Projects	1,04,666	1,16,441	1,02,069	2,21,107	1,73,591		
Revenue from Hospitality	4,353	4,182	3,996	8,535	7,918		
Other Operating Revenues	568	1,305	438	1,874	590		
Revenue from Rent	20,291	17,217	14,083	37,508	28,231		
Property Management Revenues	2,111	1,371	1,155	3,481	2,408		
Revenue from Operations	1,31,989	1,40,516	1,21,741	2,72,505	2,12,738		
Non Operating Income	3,873	3,679	2,639	7,552	4,998		
Total Income	1,35,862	1,44,195	1,24,380	2,80,057	2,17,736		
Total Expenses	57,864	66,918	64,700	1,24,782	1,15,607		
Profit before share of profit / (loss) of joint ventures and exceptional items	77,998	77,277	59,680	1,55,275	1,02,129		
Share of Profit / (loss) of associates (net)	249	226	209	475	383		
Profit Before Tax	78,247	77,503	59,889	1,55,750	1,02,512		
Net Profit for the period	58,944	58,451	45,676	1,17,395	77,842		
Other comprehensive income, net of tax	(13)	(11)	(70)	(24)	(97)		
Total Comprehensive Income for the period	58,931	58,440	45,606	1,17,371	77,745		
Diluted EPS (Rs.) (not annualised)	16.21	16.08	12.56	32.29	21.41		





Key Financial Parameters

Particulars	H1FY25	H1FY24
Operating margin	59.77%	52.27%
Net profit margin	41.92%	35.75%
RONW [#]	16.39%	12.43%
ROCE [#]	15.47%	11.08%
Gross debt to equity	0.14	0.26
Net debt to equity	0.02	0.18
Current ratio	4.39	4.71

[#]Calculated on Average Networth and Average Capital Employed





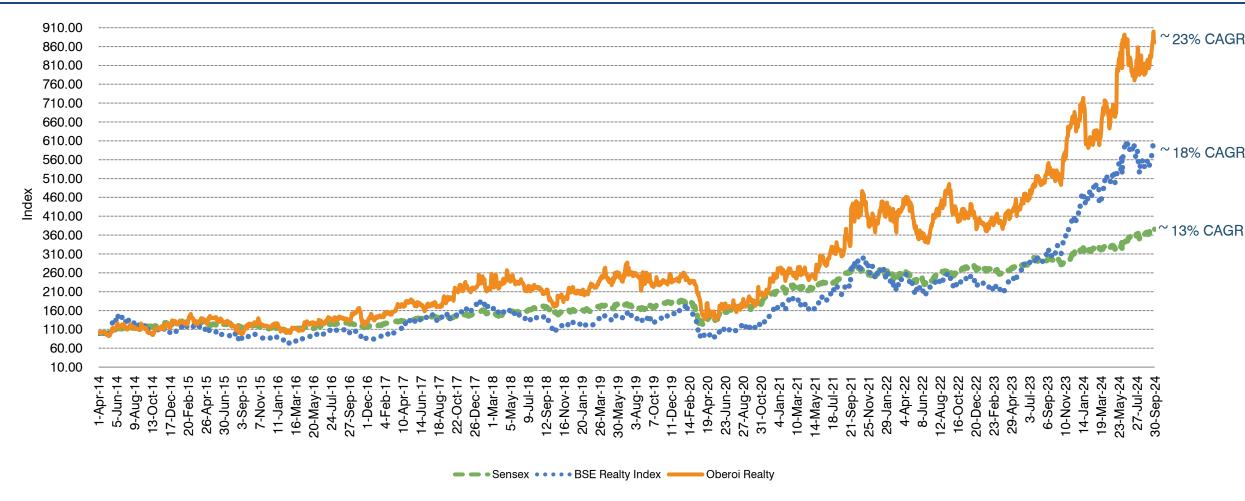
Amount ii	n Rs Lakh
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Particulars	Total	Residential	Rental	Hospitality	Property Management Services
Q2FY25	61.66%	58.12%	92.27%	36.12%	-5.07%
Revenues from operations	1,31,990	1,05,095	20,403	4,375	2,117
Operating margin	81,379	61,081	18,825	1,580	(107)
H1FY25	59.77%	56.26%	92.04%	37.92%	-10.55%
Revenues from operations	2,72,506	2,22,771	37,665	8,578	3,492
Operating margin	1,62,883	1,25,333	34,667	3,252	(369)
Q2FY24	52.42%	47.66%	97.22%	35.25%	-10.64%
Revenues from operations	1,21,741	1,02,490	14,077	4,018	1,156
Operating margin	63,820	48,842	13,685	1,416	(123)
H1FY24	52.27%	46.64%	96.89%	35.92%	-9.85%
Revenues from operations	2,12,738	1,74,122	28,244	7,961	2,411
Operating margin	1,11,193	81,206	27,366	2,859	(238)





Financial Update



Note: Opening levels of Sensex and Realty Index as on Apr 01, 2014 was 22,455.23 and 1,471.47 respectively, the same has been indexed to 100. For Oberoi Realty, the opening price as on Apr 01, 2014 was Rs. 217/-, the same has been indexed to 100.







Category	30-Sep-24	30-Jun-24	31-Mar-24	31-Dec-23	30-Sep-23
Promoter and Promoter Group	67.70%	67.70%	67.70%	67.70%	67.70%
Foreign Institutional Investors (FIIs)	18.51%	18.15%	17.09%	17.53%	17.94%
Domestic Institutional Investors (Institutional investors other than FIIs)	11.96%	12.29%	12.84%	12.05%	11.62%
Other public shareholders	1.83%	1.86%	2.37%	2.73%	2.74%

Investment Properties - Completed











Carpet Area: 480,754 sqft.









Investment Properties - Completed





Carpet Area: 317,046 sqft.

The Westin Mumbai Garden City



269 Rooms





Particulars	Q2FY25	Q1FY25	Q2FY24	H1FY25	H1FY24
Operating Revenue (Rs. Lakh)	1,205	942	928	2,147	1,722
EBITDA (Rs. Lakh)	1,110	888	837	1,998	1,551
EBITDA Margin (%)	92%	94%	90%	93%	90%
Occupancy (%)	84%	76%	60%	80%	58%
Carpet Area Leased (sqft.)	1,59,238	1,44,232	1,14,220	1,51,735	1,10,469

Operating Revenue is the total of actual rent received and net impact of straight lining of area leased



Particulars	Q2FY25	Q1FY25	Q2FY24	H1FY25	H1FY24
Operating Revenue (Rs. Lakh)	3,285	3,312	2,721	6,597	5,402
EBITDA (Rs. Lakh)	2,868	3,092	2,481	5,960	4,975
EBITDA Margin (%)	87%	93%	91%	90%	92%
Occupancy (%)	93%	93%	83%	93%	82%
Carpet Area Leased (sqft.)	4,47,091	4,47,091	3,99,028	4,47,091	3,92,616

Operating Revenue is the total of actual rent received and net impact of straight lining of area leased





Particulars	Q2FY25	Q1FY25	H1FY25
Operating Revenue (Rs. Lakh)	9,292	6,581	15,873
EBITDA (Rs. Lakh)	8,205	5,597	13,802
EBITDA Margin (%)	88%	85%	87%
Occupancy (%)	65%	54%	60%
Carpet Area Leased (sqft.)	15,13,021	12,62,961	13,87,991

Operating Revenue is the total of actual rent received and net impact of straight lining of area leased



Particulars	Q2FY25	Q1FY25	Q2FY24	H1FY25	H1FY24
Operating Revenue (Rs. Lakh)	4,876	4,685	3,637	9,561	7,420
EBITDA (Rs. Lakh)	4,803	4,531	3,429	9,334	7,010
EBITDA Margin (%)	99%	97%	94%	98%	94%
Occupancy (%)	98%	99%	96%	99%	96%
Carpet Area Leased (sqft.)	3,11,440	3,13,396	2,76,132	3,12,418	2,76,132

^{*} An area of ~ 45,150 sqft. was being remodeled from Q4FY23 to Q2FY24 and hence not considered as part of leasable carpet area in the relevant periods

[#] Operating Revenue is the total of actual rent received and net impact of straight lining of area leased





The Westin Mumbai Garden City

Particulars	Q2FY25	Q1FY25	Q2FY24	H1FY25	H1FY24
Operating Revenue (Rs. Lakh)	4,375	4,203	4,018	8,578	7,961
EBITDA (Rs. Lakh)	1,631	1,681	1,419	3,312	2,864
EBITDA Margin (%)	37%	40%	35%	39%	36%
Number of Rooms	269	269	269	269	269
Average Room Rate (Rs.)	12,630	12,224	11,686	12,427	11,644
Occupancy (%)	82%	83%	84%	83%	83%
RevPAR (Rs.)	10,407	10,190	9,830	10,298	9,678



Development Properties



FORESTVILLE





Residential Projects	Carpet Area	Area Booked Till Date	Inventory as on Date	Booking Value till Date	Revenue Recognised till Date	Project Completion
	(sqft.)	(sqft.)	(sqft.)	(Rs. Lakh)	(Rs. Lakh)	(%)
Elysian	21,77,157	14,39,700	7,37,457	5,00,461	2,78,653	@
Forestville	11,08,932	1,86,017	9,22,915	36,051	3,529	^
Eternia	13,49,549	8,66,038	4,83,511	2,18,614	2,16,877	*
Enigma	12,57,392	9,30,052	3,27,340	2,40,067	2,26,991	100%
Sky City	28,54,907	25,07,900	3,47,007	7,08,853	6,01,346	#
Three Sixty West - ORL	5,49,191	1,47,104	4,02,087	1,98,700	1,44,286	100%
Total	92,97,128	60,76,811	32,20,317	19,02,746	14,71,682	

^{@ -} Project Completion for Elysian T-A is 69%, Elysian T-B is 57% and Elysian T-C is 34%



^{^ -} Project Completion for Forestville is yet to reach threshold

^{* -} Part Occupation Certificate received

^{# -} Occupation Certificate received for Sky City A-D and Sky City T-E; Project Completion for Sky City T-F is 63% and Sky City T-G is 47%



Residential Projects	Area Booked in Q2FY25	Units Booked in Q2FY25	Sales Value for Q2FY25	Amount Collected in Q2FY25	Revenue Recognised in Q2FY25
	(sqft.)	(nos.)	(Rs. Lakh)	(Rs. Lakh)	(Rs. Lakh)
Elysian	83,412	39	32,438	17,379	50,089
Forestville	28,776	29	5,640	2,866	1,262
Eternia	22,330	21	6,724	7,719	5,402
Enigma	62,652	33	19,961	9,789	7,322
Sky City	36,245	30	13,223	18,405	28,744
Three Sixty West - ORL	42,365	6	66,260	64,959	11,846
Total	2,75,780	158	1,44,246	1,21,117	1,04,665

Elysian

Project status as on Jun 30, 2024



Tower-C

Project status as on Sep 30, 2024



Tower – A





Particulars	Q2FY25	Q1FY25	Q2FY24	H1FY25	H1FY24	Project Till Date
Carpet area (sqft.)	21,77,157	21,77,157	15,15,481	21,77,157	15,15,481	21,77,157
Units (nos.)	984	984	719	984	719	984
Area Booked (sqft.)	83,412	49,853	32,866	1,33,265	61,092	14,39,700
Units Booked (nos.)	39	27	17	66	31	637
Area in Inventory (sqft.)	7,37,457	8,20,869	5,24,699	7,37,457	5,24,699	7,37,457
Units in Inventory (nos.)	347	386	271	347	271	347
Booking Value (Rs. Lakh)	32,438	19,780	13,145	52,218	25,217	5,00,461
Amount Collected (Rs. Lakh)	17,379	40,234	12,190	57,613	22,129	2,58,055
Revenue Recognised (Rs. Lakh)	50,089	30,329	18,005	80,418	37,134	2,78,653
Average Rate per sqft. (Rs.)	38,889	39,676	39,995	39,183	41,275	34,761

Forestville

Project status as on Jun 30, 2024



Tower - C

Project status as on Sep 30, 2024



Tower - C





Particulars	Q2FY25	Q1FY25	H1FY25	Project Till Date
Carpet area (sqft.)	11,08,932	11,08,932	11,08,932	11,08,932
Units (nos.)	1,257	1,257	1,257	1,257
Area Booked (sqft.)	28,776	28,989	57,765	1,86,017
Units Booked (nos.)	29	32	61	197
Area in Inventory (sqft.)	9,22,915	9,51,690	9,22,915	9,22,915
Units in Inventory (nos.)	1,060	1,089	1,060	1,060
Booking Value (Rs. Lakh)	5,640	5,616	11,256	36,051
Amount Collected (Rs. Lakh)	2,866	5,201	8,067	14,339
Revenue Recognised (Rs. Lakh)	1,262	1,194	2,456	3,529
Average Rate per sqft. (Rs.)	19,600	19,373	19,486	19,381

Eternia







Particulars	Q2FY25	Q1FY25	Q2FY24	H1FY25	H1FY24	Project Till Date
Carpet area (sqft.)	13,49,549	13,49,549	13,49,549	13,49,549	13,49,549	13,49,549
Units (nos.)	1,312	1,312	1,312	1,312	1,312	1,312
Area Booked (sqft.)	22,330	21,683	42,209	44,013	67,991	8,66,038
Units Booked (nos.)	21	21	40	42	65	838
Area in Inventory (sqft.)	4,83,511	5,05,841	5,76,206	4,83,511	5,76,206	4,83,511
Units in Inventory (nos.)	474	495	562	474	562	474
Booking Value (Rs. Lakh)	6,724	6,674	12,816	13,398	20,511	2,18,614
Amount Collected (Rs. Lakh)	7,719	8,704	19,431	16,423	53,097	2,13,473
Revenue Recognised (Rs. Lakh)	5,402	7,157	12,332	12,559	21,966	2,16,877
Average Rate per sqft. (Rs.)	30,112	30,781	30,363	30,442	30,167	25,243

Enigma







Particulars	Q2FY25	Q1FY25	Q2FY24	H1FY25	H1FY24	Project Till Date
Carpet area (sqft.)	12,57,392	12,57,392	12,57,392	12,57,392	12,57,392	12,57,392
Units (nos.)	682	682	682	682	682	682
Area Booked (sqft.)	62,652	21,056	29,088	83,708	52,030	9,30,052
Units Booked (nos.)	33	10	14	43	25	515
Area in Inventory (sqft.)	3,27,340	3,89,992	4,94,540	3,27,340	4,94,540	3,27,340
Units in Inventory (nos.)	167	200	250	167	250	167
Booking Value (Rs. Lakh)	19,961	6,163	8,502	26,124	15,247	2,40,067
Amount Collected (Rs. Lakh)	9,789	7,443	19,567	17,231	37,887	2,24,241
Revenue Recognised (Rs. Lakh)	7,322	6,618	10,493	13,940	15,890	2,26,991
Average Rate per sqft. (Rs.)	31,859	29,271	29,229	31,208	29,303	25,812

Sky City

Project status as on Jun 30, 2024



Tower - F

Project status as on Sep 30, 2024





Particulars	Q2FY25	Q1FY25	Q2FY24	H1FY25	H1FY24	Project Till Date
Carpet area (sqft.)	28,54,907	28,54,907	28,54,907	28,54,907	28,54,907	28,54,907
Units (nos.)	2,734	2,734	2,734	2,734	2,734	2,734
Area Booked (sqft.)	36,245	48,759	85,138	85,004	1,54,076	25,07,900
Units Booked (nos.)	30	41	73	71	133	2,438
Area in Inventory (sqft.)	3,47,007	3,83,252	5,38,677	3,47,007	5,38,677	3,47,007
Units in Inventory (nos.)	296	326	460	296	460	296
Booking Value (Rs. Lakh)	13,223	18,772	27,940	31,995	49,031	7,08,853
Amount Collected (Rs. Lakh)	18,405	26,585	24,803	44,990	62,747	5,90,967
Revenue Recognised (Rs. Lakh)	28,744	21,449	27,590	50,193	55,021	6,01,346
Average Rate per sqft. (Rs.)	36,481	38,499	32,817	37,638	31,823	28,265





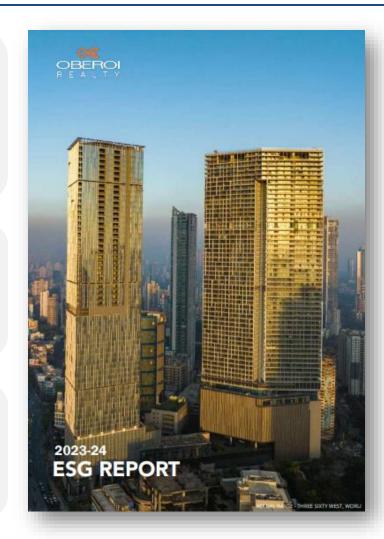
- ➤ 4th position in Asia amongst residential developers (Highrise category) with a 4-Star rating and a score of 95/100 in our first year of participation in GRESB Real Estate assessment
- Recognized amongst Top 3 India's Most Sustainable Companies (IMSC) in Real Estate Sector by BW Businessworld
- Awarded 2nd for CSR Excellence in real estate sector in GRI Awards India 2024

Sustainability Initiatives

- Conducted a Climate Risk Assessment across our operations and integrated climate risks as part of our Enterprise Risk Management
- Conducted a detailed GHG Scope 3 (indirect) emissions accounting across our operations
- Integrated ESG pre-qualification assessment criteria for supplier onboarding

Community Initiatives

- Achieved ~333 mt waste diversion from landfill through a commissioned Decentralized Solid Waste Management project in Thane for a potential waste diversion target of 4,175 mt by FY27
- Successfully facilitated BOCW (Building and Other Construction Workers) registration for 19,104 construction workers against a target of 25,000 construction workers by FY25







Sustainability – H1FY25 Key Highlights







GRESB Score Green Star GRESB Average 86

Peer Average 88



Environmental

GRESB Average Peer Group Average



Management Score

GRESB Average Benchmark Average



Social

GRESB Average Peer Group Average



Development Score

GRESB Average Benchmark Average



Governance

GRESB Average Peer Group Average

- GRESB is a mission-driven and industry-led organization that provides actionable and transparent environmental, social and governance (ESG) data to financial markets.
- > The GRESB Real Estate Benchmark globally covers USD 7 trillion in GAV, that's across 15 sectors in 80 markets with average scores of 75.84 (Standing Investments) and 85.76 (Development).





- Received full Occupation Certificate for Enigma, Mulund
- Received Occupation Certificate for Sky City Mall, Borivali
- ORL declared successful Resolution Applicant by NCLT for the acquisition of Nirmal Lifestyle Realty Private Limited
- ➤ Entered into an agreement for redevelopment of land admeasuring ~2,576 sq.mt situated at Carter Road, Bandra

Awards

- Oberoi Realty was recognized by BW Businessworld amongst the Top 3 India's Most Sustainable Companies 2024 in the real estate sector
- The Westin Mumbai Garden City received four awards at the IHC-IIHM International Hospitality Day Awards



Thank You

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

Annexure

Notes

nos.

- 1. The areas of the Investment Properties and Development Properties are the carpet areas as per prevailing law / contractual arrangements.
- 2. 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.
- 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. 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.

Glossary/Abbreviations

= Numbers

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 Crore 	= 10 Million	PAT	= Profit After Tax
• EPS	= Earnings Per Share	PBT	= Profit Before Tax
 EBITDA 	 Earnings before Interest, Tax, Depreciation and Amortisation 	• 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 	sqft.	= Square Feet
Rules	estate projects, Registration of real estate agents, rates of interest and		
	disclosures on website) Rules, 2017		

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In preparation of these results, the Group has taken into account internal and external sources of information to assess possible impacts of various local and global factors, including but not limited to assessment of liquidity and going concern, recoverable values of its financial and non-financial assets, impact on revenues and estimates of residual costs to complete ongoing projects. The Group will continue to monitor any material changes to future economic conditions.