



## OBEROI REALTY ANNOUNCES Q4FY12 and FY12 RESULTS

### HIGHLIGHTS of Consolidated Financials for Q4FY12 and FY12

- Total sales volume for FY12 was ~ 7 Lakh sqft almost same as that in FY11 and the total sales value was Rs. 960.66 crore for FY12 as against Rs. 914.34 crore for FY11.
- Revenue for FY12 at Rs. 974.79 crore and EBITDA at Rs. 633.59 crore; an EBITDA margin of ~65% for FY12
- Profit Before Tax (PBT) for FY12 at Rs. 605.92 crore and Profit After Tax (PAT) at Rs. 462.87 crore.
- Revenue for Q4FY12 at Rs. 285.50 crore and EBITDA at Rs. 194.95 crore; an EBITDA margin of ~68% for Q4FY12.
- Profit Before Tax (PBT) for Q4FY12 at Rs. 187.90 crore and Profit After Tax (PAT) at Rs. 143.59 crore.

**Mumbai, April 25, 2012:** Oberoi Realty Limited, headquartered in Mumbai, today announced its results for the fourth quarter of FY12 and full year FY12. The Company has recorded Consolidated Revenue of Rs. 974.79 crore for FY12 as against Rs. 1,058.78 crore for FY11. The Consolidated Revenue is Rs. 285.50 crore for Q4FY12 as against Rs. 218.26 for Q3FY12 and Rs. 295.48 crore for Q4FY11.

The Consolidated Profit Before Tax for FY12 was Rs. 605.92 crore as against Rs. 615.47 crore for FY11. The Consolidated Profit Before Tax for Q4FY12 was Rs. 187.90 crore as against Rs. 137.49 crore for Q3FY12 and Rs. 165.72 crore for Q4FY11.

The Consolidated Profit After Tax for FY12 was Rs. 462.87 crore as against Rs. 517.18 crore for FY11. The Consolidated Profit After Tax for Q4FY12 was Rs. 143.59 crore as against Rs. 102.07 crore for Q3FY12 and Rs. 136.66 crore for Q4FY11.



**Commenting on the results, Mr. Vikas Oberoi, Chairman & Managing Director, Oberoi Realty Limited said,** *“We are satisfied with our performance, which has been fairly stable in the face of the challenging market environment that has been prevailing since the last few quarters. We have managed to maintain a robust order-book which is a clear reflection of confidence that our customers have in our product and delivery capabilities. Additionally, we have received strong collections through customer receipts along with stable rental income coming from our investment properties. Going forward, we will continue to focus on our financial prudence in operations and land acquisitions.”*

## **BUSINESS HIGHLIGHTS**

### **Investment Properties (Retail, Office Space and Hospitality)**

- Oberoi Mall contributed Rs. 78.18 crore to the operating revenue for the FY12 as against Rs. 66.75 crore for FY11 and Rs. 19.59 crore for Q4FY12 as against Rs. 19.70 crore for Q3FY12 and Rs. 17.97 crore for Q4FY11.
- Commerz contributed Rs. 43.62 crore to the operating revenue for the FY12 as against Rs. 45.80 crore for FY11 and Rs. 11.08 crore for the Q4FY12 as against Rs. 10.73 crore for Q3FY12 and Rs. 11.74 crore for Q4FY11.
- The Westin Mumbai Garden City contributed Rs. 90.57 crore to the operating revenue for the FY12 as against Rs. 69.87 crore for FY11 and Rs. 25.69 crore to the operating revenue for the Q4FY12 as against Rs. 25.00 crore for Q3FY12 and Rs. 26.68 crore for Q4FY11.

### **Development Properties (Residential)**

- Oberoi Esquire: The Company has sold ~7.1 lakh sqft. till date which comprises ~36% of the project. The total sales value till date is Rs. 853.69 crore; but there has been no revenue recognition as it is yet to reach the threshold level of construction completion.
- Oberoi Exquisite: The Company has sold ~8.3 lakh sqft. till date which comprises ~54% of the project. The total sales value till date is Rs. 1,020.42 crore and revenue recognized is Rs. 220.85 crore for FY12 and Rs. 58.26 crore for Q4FY12.
- Oberoi Splendor Grande: The Company has sold ~2.1 lakh sqft. till date which comprises ~74% of the project. The total sales value till date is Rs. 287.67 crore and revenue recognized is Rs. 149.98 crore for FY12 and Rs. 65.06 crore for Q4FY12.
- Oberoi Splendor: The Company has sold ~12.3 lakh sqft. till date which comprises ~96% of the project. The total sales value till date is Rs. 1,453.36 crore and revenue recognized is Rs. 167.64 crore for FY12 and Rs. 45.59 crore for Q4FY12.

Press Release:  
For immediate issue



#### **AWARDS & RECOGNITION:**

- Oberoi Mall won the 'Best Marketing Campaign' award by Asia Retail Congress Awards
- Westin Mumbai Garden City was adjudged 1st Runner Up in the category 'Best Business Hotel for Women Travellers' Travel & Leisure India's Best Awards 2011, organized by Travel & Leisure India & South Asia

#### **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](http://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.*

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