



CORPORATE PRESENTATION

MAY 2018



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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.

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Company Overview



Established Brand with Presence Across One of the Most Attractive Real Estate Markets in India - Mumbai

Residential



7 Ongoing Residential Projects



Total Area ~17 Mn Sq.ft

- Ongoing ~10 Mn Sq.ft
- Planned ~7 Mn Sq ft



High EBITDA margin with robust project pipeline

Rental



~2 Mn Sq.ft of Leasable area across rental portfolio



Total Area ~7 Mn Sq.ft

	Retail	Office
Ongoing	2.6	-
Planned	0.3	4.0



Strategic push towards retail developments by leveraging existing expertise

Hospitality



269 rooms in The Westin Mumbai Garden City



Upcoming

- ~221 rooms in The Ritz-Carlton Mumbai
- ~250-300 rooms in a 4 star hotel at Borivali



Integrating hospitality to enhance mixed use developments



01

KEY INVESTMENT HIGHLIGHTS



Key Investment Highlights



- 1 **Key regulatory reforms driving significant momentum**
- 2 **Established brand with ‘destination developments’ across Mumbai**
- 3 **Proven and scalable business model with outsourced execution**
- 4 **Proven execution capability across verticals**
- 5 **Robust pipeline of ongoing and planned projects across segments**
- 6 **Prudent financial management**
- 7 **Cash flow stability from rental and hospitality properties**
- 8 **Experienced management team with strong corporate governance and processes**

1 Key Regulatory Reforms Driving Significant Momentum

Recent key regulatory changes

RERA

- Protecting interest of all stakeholders

GST

- Creating a single unified tax code across India

Demonetization

- Formalizing the economy

Key impacts

- ✓ Operating environment becoming more transparent
- ✓ Creating a level playing field for organized players
- ✓ Market witnessing accelerated consolidation opportunities
- ✓ Benefitting developers with solid execution track record and brand
- ✓ Increased working capital requirements benefitting well capitalized developers
- ✓ Organized developers to gain market share
- ✓ Well implemented regulation increasing customer confidence

Our strengths position us favorably to benefit from the rapidly evolving regulatory environment

Customer
centric
approach

Established
brand

Transparency
and
governance

Strategic land
acquisition

Strong
balance sheet

Outsourced
execution
strategy

2 Established Brand with 'Destination Developments' Across Mumbai

Among the leading real estate developers...

- Proven track record of 30+ years⁽¹⁾ having completed 40⁽¹⁾ projects across micro markets
- ~28 Mn Sq.ft of ongoing & planned projects
- Portfolio across residential, commercial, retail, hospitality and social infrastructure
- Creating destination developments with focus on large mixed-use projects

....in one of the most attractive real estate markets in India

- Financial capital of India
- One of the largest average residential ticket sizes across various segments
- Wide demographic profile & market breadth across price points
- Limited availability of land



¹ Through Company, Promoter and Promoter Group

3 Proven and Scalable Business Model with Outsourced Execution



In-House Execution

- Focus on core aspects of the business driving value creation
- Leveraging expertise gained through experience over decades

Land Acquisition Strategy

- Flexible land acquisition strategy across various models including outright purchase, JVs, joint developments, development management
- Emphasis on location, clear titles and transparent acquisitions

Regulatory Approvals

- Deep understanding of regulatory and legal framework
- Compliance driven approach resulting in effective` risk management
- Efficient processes to ensure timely delivery

Sales & Marketing

- Customer centric approach to ensure customer satisfaction
- Knowledge based approach to determine product mix and configuration
- Innovative and flexible marketing strategies to address a broader market
- Transparent and customer friendly processes enhancing customer experience

Outsourced Activities`

- Leveraging expertise and capacity of service providers to drive scale
- Management bandwidth to focus on key value drivers`

Design and Architecture

- Engage with reputed international and domestic design firms and architects
- Emphasis on contemporary and environment friendly designs

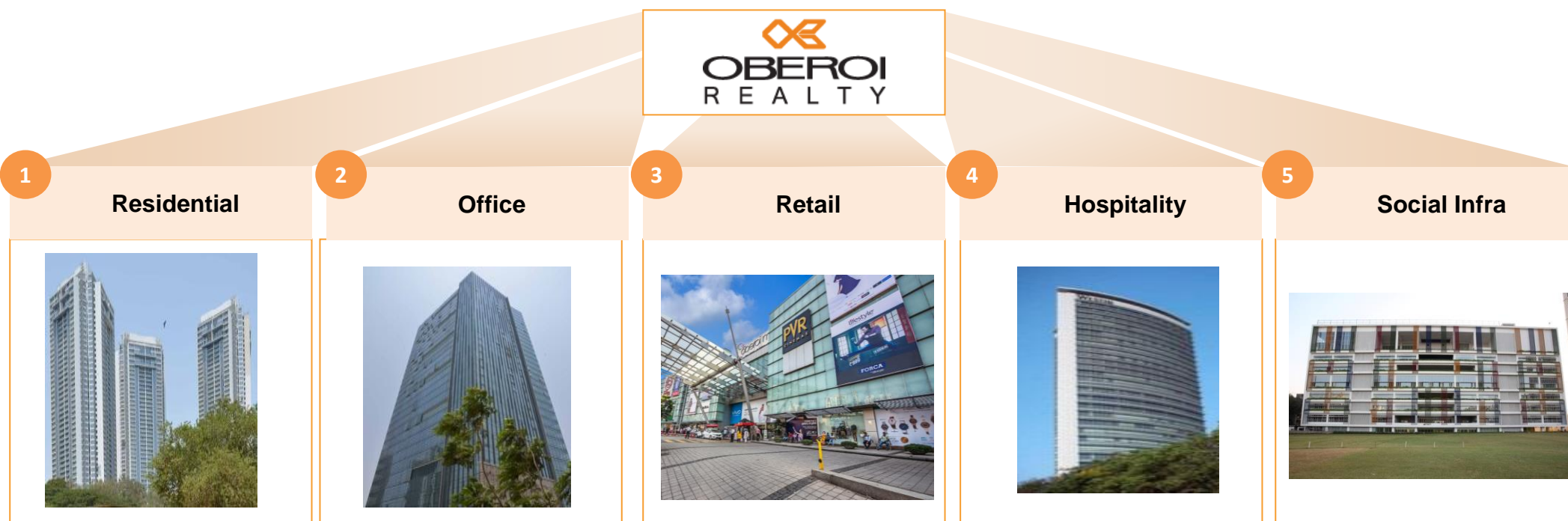
Project Execution

- Construction outsourced to reputed international and domestic contractors
- Internal project monitoring teams to ensure on-time, on-spec and on-budget execution with high standards of quality and safety
- Extensive use of IT driven established processes

Property Management

- Appointing leading IPCs for quality upkeep and maintenance driving tenant / customer satisfaction
- Periodic preventive maintenance to enhance longevity of assets

4 Proven Execution Capability Across Verticals

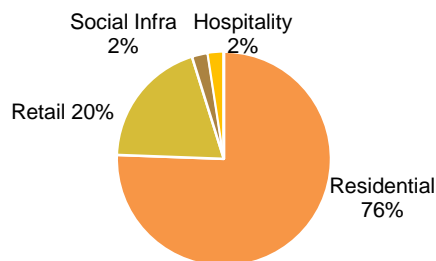


Case study: Speed of execution to enhance shareholder value



5 Robust Pipeline of Ongoing / Planned Projects Across Segments

A Key Ongoing Projects

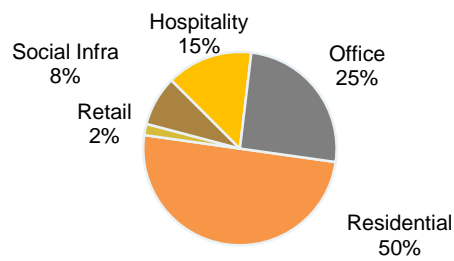


Total Estimated Area: ~13 Mn Sq.ft

Select Key Projects

Project	Act./Est. Area (Mn Sq.ft)
Residential	
Eternia, Mulund	2.14
Enigma, Mulund	1.99
Sky City Phase I, Borivali	2.89
Three Sixty West, Worli	2.28
Prisma, JVLR	0.27
Maxima, JVLR	0.38
Hospitality	
Three Sixty West, Worli	0.31
Retail	
Sky City, Borivali	1.56
I-Ven, Worli	1.02
Social Infra	
Oberoi International School II	0.32

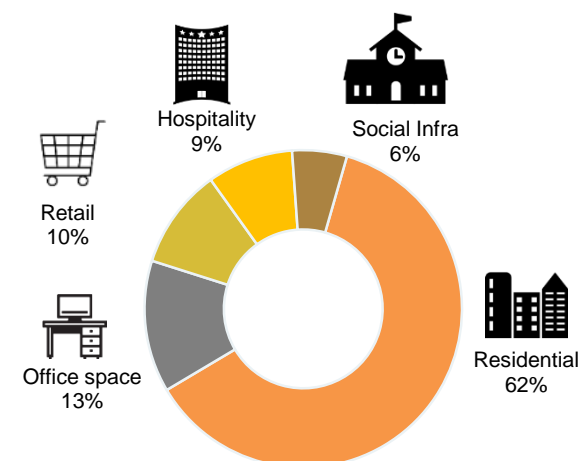
B Key Planned Projects



Total Estimated Area: ~15 Mn Sq.ft

Project	Act./Est. Area (Mn Sq.ft)
Residential	
Phase III, Oberoi Garden City	4.59
Sky City Phase II, Borivali	1.71
Tardeo	0.35
Office	
Commerz II – Ph II, Oberoi Garden City	2.30
Sky City Extension, Borivali	1.05
Mulund Commercial	0.14
Hospitality	
Sky City, Borivali	0.17
I-Ven, Worli	0.68
Social Infra	
Educational Complex, Oberoi Garden City	0.87
Hospital, Oberoi Garden City	0.38

Total Estimated Area: ~28 Mn Sq.ft

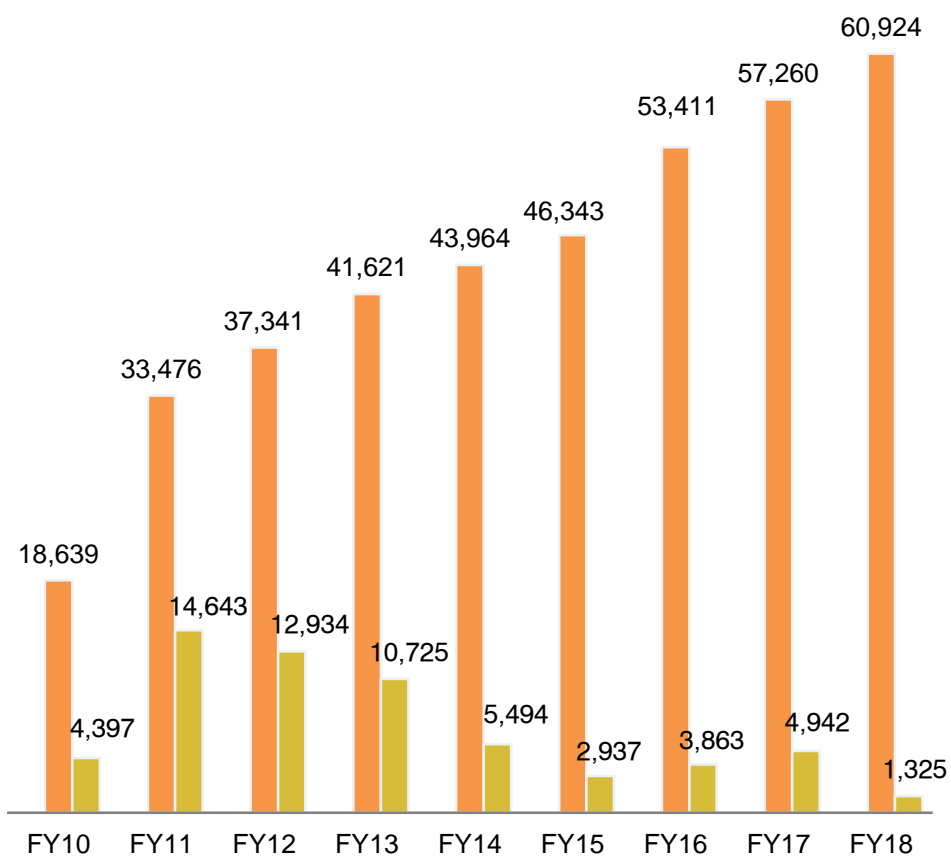


- Large and diversified project portfolio for balanced cash flow
- Ongoing / planned projects in proven locations provide visibility of cash flows

6 Prudent Financial Management

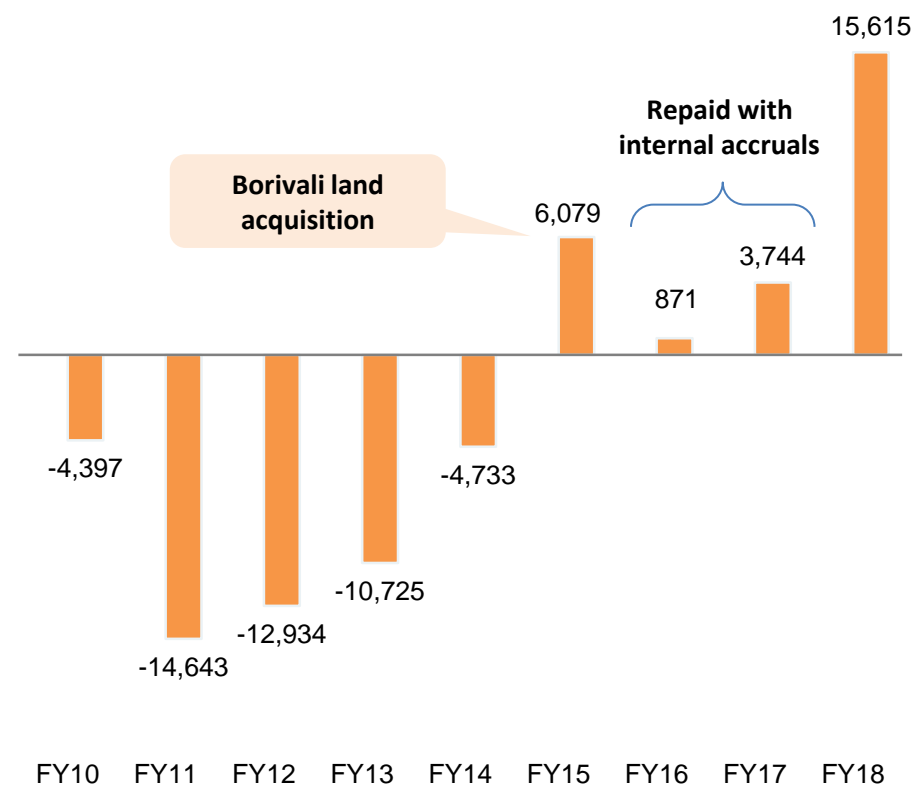
Maintained optimal capital structure with prudent use of leverage

Networth (INR Mn) Cash & Cash Equivalents (INR Mn)



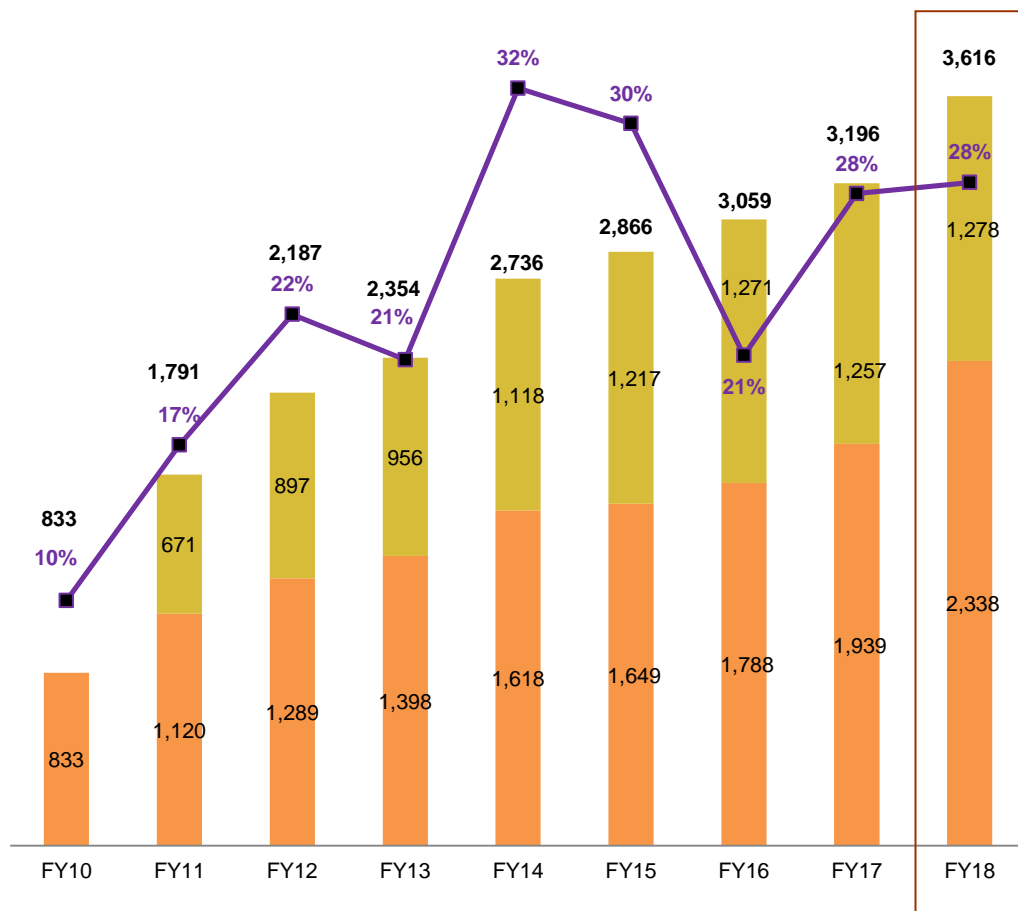
Above figures represent consolidated financials

Net Debt (INR Mn)



7 Cash Flow Stability from Rental and Hospitality Properties

Rental & Hospitality Income



Revenue from Rent (INR Mn) Revenue from Hospitality (INR Mn)

Rental & Hospitality Revenue as % of Total Revenue

Project Overview

Retail and Office Properties – Key Stats

	FY18
Gross Leasable Area (Mn Sq. ft)	2.05
Total Area leased (Mn Sq. ft)	1.59
Rental Income (INR MN)	2,338

Hospitality Property – Key Stats

(All values in INR MN unless stated otherwise)

	FY18
Revenue (A)	1,287
EBITDA ⁽¹⁾ (B)	420
EBITDA Margin (%) (B/A)	33%
Occupancy (%)	81%

¹ EBITDA = Earnings before interest, tax, depreciation and amortization

8 Guided by Experienced Leadership



Vikas Oberoi

Chairman and Managing Director

- On the Board since inception and has 30+ years of experience in the real estate sector
- Involved in formulation of corporate strategy and management planning
- Concentrates on growth and diversification plans of the company
- Alumnus of Harvard Business School and on HBS's India Advisory Board



Bindu Oberoi

Non-Executive Director

- Member of the Board since December 2006
- Involved in the areas of interior designs and landscaping.



T.P. Ostwal

Non-Executive Director

- Member of the Board since December 2007
- Chairman of the Audit Committee
- Partner at T. P. Ostwal & Associates and D T S & Associates – Chartered Accountants



Anil Harish

Non-Executive Director

- Member of the Board since September 2009
- Partner at D.M. Harish & Co., Advocates and specializes in practice areas pertaining to real estate, taxation and collaboration



Venkatesh Mysore

Non-Executive Director

- Member of the Board since July 2011
- CEO and MD of Knight Riders Sports Private Limited (Kolkata Knight Riders) since Oct 2010; CEO of Red Chillies Entertainment Private Limited since February 2013



Saumil Daru

Executive Director

- Member of the Board since May 2014
- Chief Financial Officer and heads finance, accounts and tax
- Associated with the company since October 2002
- About 20 years of experience in tax, accounts and finance



Karamjit Singh Kalsi

Non-Executive Director

- Member of the Board since September 2014
- Is a founder and partner of Greenoak Real Estate having offices at New York, London, Tokyo and Los Angeles
- Previously worked as Global Co-Head and President of Morgan Stanley Real Estate Fund

8 Stable and Experienced Management Team

Arunkumar Kotian
VP–Corporate Affairs

- Involved in day to day decision making of the Liaison Department
- Associated with the Promoter Group of the Company since 1990

Rajendra Chandorkar
Exec VP–Architectures

- Joined in July 1999
- About 20 years of experience
- Previously worked with Kalpataru Constructions Overseas Private Limited

Jaswinder Singh
Exec VP - EPC

- Over 15 years of experience
- Associated with the company since January 2002

Bhaskar Kshirsagar
Company Secretary

- Over 13 years of experience in secretarial functions
- Associated with the company since November 2007
- Previously worked with Puneet Resins Limited

Reema Kundnani
VP, Head – Marketing &
Corporate Communications and
Luxury Residential Sales

- Associated with the company since December 2009
- Previously worked with Satyam Computer Services Limited

Rochelle Chatterjee
VP, Head – Residential Sales

- About 19 years of experience
- Associated with the company since January 2010.

Rajeevan Nair
Exec VP - Legal

- Over 28 years of experience in Legal, Corporate Affairs and Compliances
- Previously worked with Welspun Energy

Meenakshi Bhattacharjee
VP - Human Resources &
Employee Services

- Over 16 years of experience in Hospitality, Engineering & Real Estate industry
- Previously worked with Kalpataru Limited

Naveen Sodhiya
Chief Information Officer –
Information Technology

- Over 20 years of experience in the field of Information Technology in various technology domains across sectors
- Previously worked with Tata Consultancy Services

8 Strong Corporate Governance and Processes



System and Processes

- SOPs for all functions documented by a Big 4 audit firm

- Statutory audit conducted by a Big 4 audit firm
- Internal audit conducted by another Big 4 audit firm

Use of IT systems to leverage growth

- Extensive use of technology and IT solutions
- Implemented globally used ERP, CRM, design and execution tools



Oberoi Realty Ranked No. 1 in 'Best for Disclosure & Transparency' and 'Best for Investor Relations' in Corporate Governance Poll 2016 conducted by Asiamoney

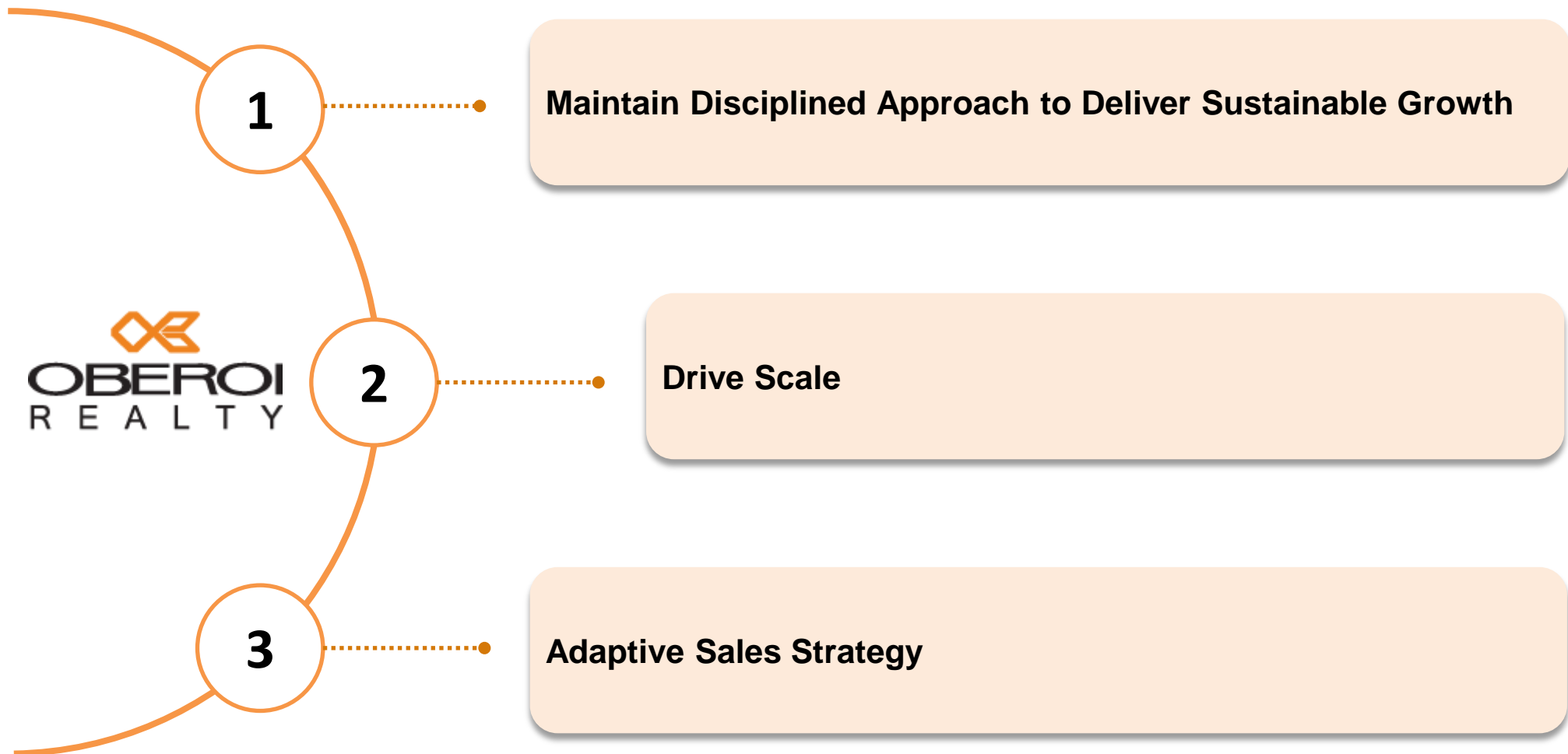


02

THE WAY FORWARD



The Way Forward

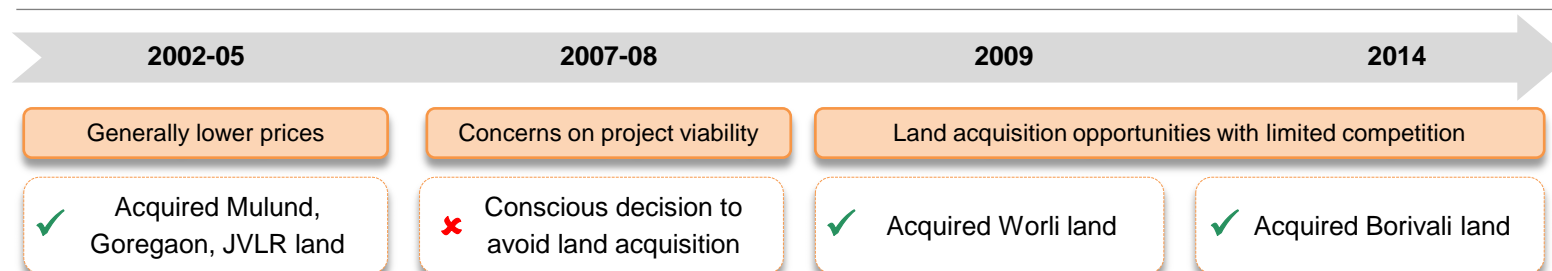


1 Maintain Disciplined Approach to Deliver Sustainable Growth

A

Strategic land acquisition

- ✓ Take advantage of emerging consolidation opportunities by following flexible land acquisition strategy
 - ✓ Critical evaluation of various land acquisition models: outright purchase, JVs, joint development, development management
- Case-in-Point**



B

Widen customer base

Across Price Points

Addressing aspirational customers through different brands

Continue to maintain high levels of quality & customer satisfaction

Across Locations

Continue to focus on Mumbai

Strategically evaluate other locations



C

Capital efficient transaction structure

- ✓ Evaluate developing projects through alternative structure to reduce upfront capital commitment

Case-in-Point: Oasis Realty development

- JV partner is responsible for carrying out the slum rehabilitation portion
- Oberoi Realty earns revenue from the development and sale of free-sale portion on a revenue-share basis

2 Drive Scale






Continue to follow
outsourcing model

Continue to focus on
customer centricity

Continue to deliver on
quality


Residential

 Residential
 Retail
 Office
 Hospitality
 Social Infra

 Residential
 Retail
 Office
 Hospitality
 Social Infra

3 Adaptive Sales Strategy

Continue to focus on ensuring customer satisfaction throughout the ownership lifecycle

- ✓ Helping in informed decision making
- ✓ Full disclosure of terms and conditions
- ✓ Innovative solutions and offers

Evaluate

Purchase

Delivery of unit

Post Possession

Customer Centric Approach

- ✓ Long-term relation with the customer
- ✓ Ensuring customer satisfaction

- ✓ Simplified transparent process from evaluation to delivery
- ✓ Dedicated relationship manager

- ✓ Continue to deliver quality projects
- ✓ Continue to deliver on time

3 Adaptive Sales Strategy (cont'd)

- ✓ Offering aspirational products to customers
- ✓ Increased focus on creating innovative solutions

Case-in-Point⁽¹⁾

ZERO GST IMPACT.

NO GST IMPACT FOR A SELECT FEW.*

EXQUISITE & ESQUIRE, Goregaon (E)
3 & 4 BHK Apartments

PRISMA, Andheri (E)
4 BHK Apartment

SKY CITY, Borivali (E)
3 & 3+1 BHK Apartments

ETERNIA & ENIGMA, Mulund (W)
3 & 4 BHK Apartment

EASY PAYMENT PLAN

10:70:15:5**

SHOW FLATS READY FOR VIEWING

MULUND'S BEST RESIDENCES NOW WITHIN YOUR REACH.

Proposed elevation of Enigma, Mulund (W)

PAY ONLY 10% NOW AND BOOK YOUR OBEROI REALTY HOME.

PAY 15% AT THE END OF ONE YEAR, BALANCE 75% UPON POSSESSION.*

PAY 10:15:75*

ENIGMA
BY OBEROI REALTY
3BHK and 4BHK Apartments

ETERNIA
BY OBEROI REALTY
3BHK Apartments

Proposed elevation of Eterna, Mulund

OBEROI REALTY WILL PAY 6% OF YOUR STAMP DUTY AND REGISTRATION CHARGES, IF YOU REGISTER AND PAY 80% BEFORE 15th JULY 2022.

Eterna and Enigma by Oberoi Realty have been approved by all leading banks and housing finance companies.

LBS Road, Mulund (W) | Next to Proposed Metro Station

THIS OFFER IS FOR A LIMITED PERIOD ONLY*

PAY 25% NOW AND MOVE INTO YOUR OBEROI REALTY HOME TODAY

AND PAY 25% PER YEAR OVER THE NEXT 3 YEARS*

EXQUISITE
BY OBEROI REALTY
3BHK Apartments, Duplexes and Penthouses

ESQUIRE
BY OBEROI REALTY
5BHK Apartments

Actual pictures of Exquisite, Goregaon (E)

Actual pictures of Esquire, Goregaon (E)

OCCUPATION CERTIFICATE GRANTED

THIS OFFER IS FOR A LIMITED PERIOD ONLY*

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03

APPENDIX


OBEROI
REALTY



Oberoi Garden City, Goregaon, Mumbai



- ~84 acres
- Conveniently located on the arterial Western Express Highway.

Oberoi Garden City, Goregaon		
No	Project	Act./Est. Area (Mn Sq.ft)
Residential		
1	Woods	0.60
2	Seven	0.04
3	Exquisite	1.55
4	Esquire	2.12
5	Exquisite III	4.59
Total		8.90
Office Space		
6	Commerz I	0.42
7	Commerz II—Phase I	0.73
8	Commerz II—Phase II	2.30
Total		3.45
Retail		
9	Oberoi Mall	0.55
Hospitality		
10	The Western Mumbai—Garden City	0.38
Social Infra		
11	Oberoi International School, Goregaon Campus	0.31
12	Educational Complex	0.87
13	Hospital	0.38
Total		1.55
Grand Total		14.83

Completed projects ■
 Planned projects ■

Eternia and Enigma, Mulund, Mumbai



Eternia and Enigma

No	Project	Act./Est. Area (Mn Sq.ft)
Residential		
1	Eternia	2.15
2	Enigma	1.99
Total Residential		4.14
Office Space		
3	Mulund Commercial	0.14
Grand Total		4.28

Ongoing projects

Planned projects

Eternia



Artist Impression

Enigma



Artist Impression

- ~ 19 acres
- Residential development in eastern suburbs of Mumbai
- Located on LBS Marg, a key road in the eastern suburbs, overlooking Borivali National Park

Sky City, Borivali, Mumbai



- ~ 25 acres
- Mixed use development in western suburbs of Mumbai
- Located on Western Express Highway opposite Borivali National Park

Borivali		
No	Project	Act./Est. Area (Mn Sq.ft)
Residential		
1	Sky City Phase I	2.89
2	Sky City Phase II	1.71
Total Residential		4.60
Retail		
3	Mall	1.56
Hospitality		
4	Hotel	0.17
Office		
5	Sky City Extension ⁽¹⁾	1.05
Grand Total		7.38

Ongoing projects ■

Planned projects ■

¹ Acquisition under process – development agreement executed

Three Sixty West, Worli, Mumbai



- Joint Venture to develop mixed-use project in Worli, conveniently located on the arterial Annie Besant Road, Worli
- Company's share in the net revenue ranges from 25–40% for the residential component and is 50% for the hospitality project within this development

Three Sixty West

No	Project	Act./Est. Area (Mn Sq.ft)
Residential		
1	Residential	1.69
2	Residential 2	0.59
Total Residential		2.28
Hospitality		
3	Hotel	0.31
Grand Total		2.60

Ongoing projects ■



I-Ven, Worli, Mumbai

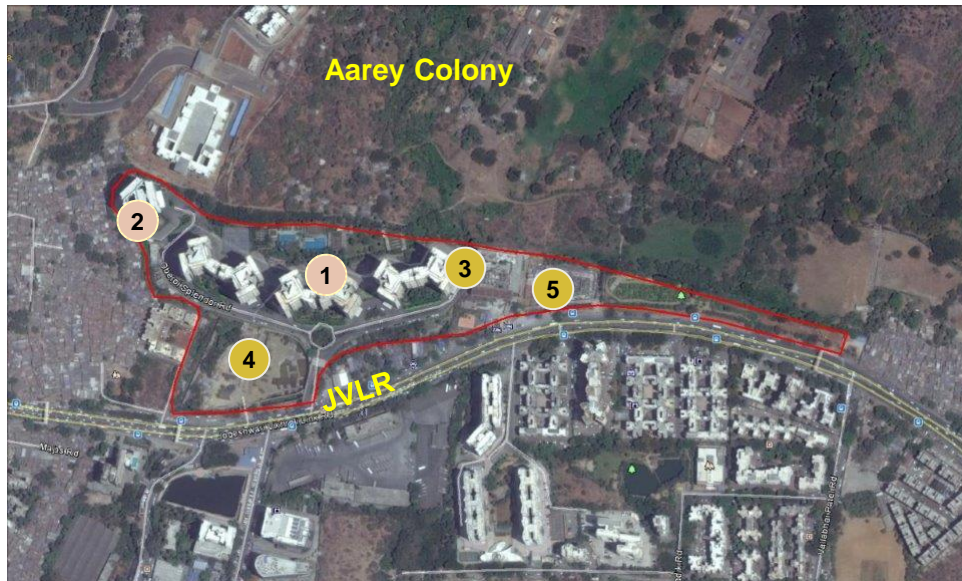


- Conveniently located on the arterial Annie Besant Road, Worli
- Mixed use development
- Company's interest in the project is 50%

I-Ven		
No	Project	Act./Est. Area (Mn Sq.ft)
Retail		
1	Mall	1.02
Hospitality		
2	Hotel	0.68
Grand Total		1.70

Ongoing projects ■
Planned projects ■

JVLR, Mumbai



Splendor Complex		
No	Project	Act./Est. Area (Mn Sq.ft)
Residential		
1	Splendor	1.28
2	Splendor Grande	0.29
3	Prisma	0.27
4	Maxima	0.38
Total Residential		2.22
Social Infra		
5	Oberoi International School, JVLR Campus	0.32
Grand Total		2.54

Completed projects



Ongoing projects



Maxima



Oberoi International School, JVLR Campus



Prisma

Select Awards and Accolades

FY18

- 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”
- Commerz II received Health & Safety Award at High Rise India Summit & Awards
- Oberoi Mall received Most Admired Marketing Campaign of the year at ET Now Awards 2018 for Retail Excellence
- Oberoi Mall were First Runners up for Ecological Sustainability at The Infrastructure, Facility, Human Resources and Realty Association (INHRA) Awards

FY17

- Oberoi Mall wins Images Most Admired Shopping Centre of the Year - Marketing and Promotions (West) 2016 at the IMAGES Shopping Centre Awards 2016
- Oberoi Mall wins Shopping Centre of the year award at the Golden Globe Tiger Awards 2016 – Kuala Lumpur
- Oberoi Mall wins Shopping Centre of the year Metro (West) at the National Awards of Excellence 2016
- Oberoi Realty wins 'Most Aspiring Real Estate Brand, India' & 'Best Residential High Rise Architecture Award, India' at the Global Brands Magazine Awards-UK
- Oberoi Realty wins the 'Times Realty Icon' Award for Commerz II
- Oberoi Realty awarded as the 'Developer of the Year - Residential' at the Realty Plus Excellence Awards (West) 2016
- Oberoi Realty Ranked No. 1 in 'Best for Disclosure & Transparency' and 'Best for Investor Relations' in Corporate Governance Poll 2016 conducted by Asiamoney
- Sky City wins the 'Residential Property of the Year' Award at the Realty Plus Excellence Awards, 2016
- Exquisite adjudged as the Iconic Residential Project – Western Mumbai, at the Mid-Day Real Estate Icons, 2016

FY16

- Oberoi Mall won The Most Admired Green Shopping Centre of the Year Award at the Images Shopping Centre Awards 2015
- Oberoi Realty adjudged as one amongst the Top 10 Brands at Mumbai's Hot 50 Brands 2015 by Paul Writer
- The Elite Club wins the 'Most Admired Loyalty Program of the Year' award 2015 by Lokmat National Awards for Excellence in Real Estate and Infrastructure
- Oberoi Realty felicitated as one amongst the 'Top Builders through the Decade' at the 10th CWAB Awards 2015
- Oberoi Realty wins Developer of the Year- Residential and Developer of the Year- Commercial at the 7th Realty Plus Conclave and Excellence Awards 2015
- Commerz II Wins Commercial Project of the Year Award by Accommodation Times
- Exquisite wins the 'Acetech Special Recognition' Award for 'Innovation in Design' at the Acetech Alpha Awards 2015
- Priviera wins the 'Luxury Project of the Year' award at the 'Real Estate & Infrastructure Awards presented by DNA'
- Commerz II wins the 'Commercial Project of the Year' award at the 'Real Estate & Infrastructure Awards presented by DNA'
- Oberoi Realty wins Digital Marketer of the Year award at the Digital Marketers Awards 2016 in the real estate category
- Oberoi Mall wins 'Retail Marketing Campaign of the Year' for their Cricket Carnival event at the Asia Africa GCC Retail Excellence awards 2016.
- Priviera Wins Best Residential Project Award in the Luxury Segment at the 10th CNBC – AWAAZ Real Estate Awards 2015-16
- Priviera Wins the Luxury Quotient Category award at the Trends Realty Titans awards presented by Economic Times
- Esquire Wins the Quality of Life Category award at the Trends Realty Titans awards presented by Economic Times