



## OBEROI REALTY ANNOUNCES Q3FY12 and 9MFY12 RESULTS

### HIGHLIGHTS of Consolidated Financials for Q3FY12 and 9MFY12

- Revenue for Q3FY12 at Rs. 218.26 crore and EBITDA at Rs. 144.32 crore; an EBITDA margin of ~66% for Q3FY12 as against 62% for H1FY12 and 62% Q3FY11.
- Profit Before Tax (PBT) for Q3FY12 at Rs. 137.49 crore and Profit After Tax (PAT) at Rs. 102.07 crore
- Revenue for 9MFY12 at Rs. 690.21 crore and EBITDA at Rs. 438.64 crore; an EBITDA margin of ~64% for 9MFY12
- Profit Before Tax (PBT) for 9MFY12 at Rs. 418.02 crore and Profit After Tax (PAT) at Rs. 319.28 crore

**Mumbai, January 21, 2012:** Oberoi Realty Limited, headquartered in Mumbai, today announced its results for the third quarter of FY12 and nine months of FY12. The Company has recorded Consolidated Revenue of Rs. 218.26 crore for Q3FY12 as against Rs. 420.40 crore for Q3FY11 and Rs. 690.21 crore for 9MFY12 as against Rs. 763.29 crore for 9MFY11.

The Consolidated Profit Before Tax for Q3FY12 was Rs. 137.49 crore as against Rs. 143.17 crore for Q3FY11 and for 9MFY12 was Rs. 418.02 crore as against Rs. 449.75 crore for 9MFY11.

The Consolidated Profit After Tax for Q3FY12 was Rs. 102.07 crore as against Rs. 205.23 crore for Q3FY11 and for 9MFY12 was Rs. 319.28 crore as against Rs. 380.53 crore for 9MFY11.

The Company sold 5.3 Lakh sqft for 9MFY12 as against 4.1 Lakh sqft for 9MFY11 a growth of ~30%



**Commenting on the results, Mr. Vikas Oberoi, Chairman & Managing Director, Oberoi Realty Limited said,** *“Given the challenging market conditions over the last few quarters, we are satisfied with our performance. The volume growth that we have seen during this fiscal year is reflective of the confidence that the customers repose in our product and in our known financial and operational capability to deliver that product. We will focus on continuing with our financially prudent practices in land acquisitions as well as in operations. The Government is a key partner for all businesses and we welcome the rule-based and non-discretionary policy measures brought in by the authorities which will level the playing field for all developers.”*

## **BUSINESS HIGHLIGHTS**

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

- Oberoi Mall contributed Rs. 19.70 crore to the operating revenue for the Q3FY12 as against Rs. 18.23 crore in Q3FY11 and Rs. 58.59 crore for the 9MFY12 as against Rs. 48.50 crore.
- Commerz contributed Rs. 10.73 crore to the operating revenue for the Q3FY12 as against Rs. 11.42 crore in Q3FY11 and Rs. 32.53 crore for the 9MFY12 as against Rs. 34.06 crore in 9MFY11.
- The Westin Mumbai Garden City contributed Rs. 24.82 crore to the operating revenue for the Q3FY12 as against Rs. 21.98 crore in Q3FY11 and Rs. 64.88 crore for the 9MFY12 as against Rs. 43.07 crore in 9MFY11.

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

- Oberoi Esquire: The Company has sold ~6.4 lakh sqft. till date which comprises ~32% of the project. The total sales value till date is Rs. 750.07 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 ~8.1 lakh sqft. till date which comprises ~54% of the project and recognized revenue of Rs. 50.54 crore for Q3FY12 and Rs. 162.59 crore for 9MFY12.
- Oberoi Splendor Grande: The Company has sold ~1.7 lakh sqft. till date which comprises ~59% of the project and recognized revenue of Rs. 32.39 crore for Q3FY12 and Rs. 84.92 crore for 9MFY12.
- Oberoi Splendor: The Company has sold 12.1 lakh sqft. till date which comprises ~95% of the project and recognized revenue of Rs. 29.70 crore for Q3FY12 and Rs. 122.04 crore for 9MFY12.

Press Release:  
For immediate issue



- Oasis Realty: The construction contract has been awarded to Samsung C&T and work on the site is proceeding at a hectic pace.

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

- Oberoi Realty won the following awards in 2011 APREA Best Practices Awards
  - Emerging Markets – Accounting and Financial Reporting Category
  - Country Award – Best Submission from India
- Commerz won the 'Luxury Commercial Project of the year' award by Property World Awards 2011
- Oberoi Mall won the 'Best Mall' by Society Interiors Building Design Awards 2011
- The Westin Mumbai Garden City was runner-up the 'Best Hospitality Design Award' by Society Interiors Building Design Awards 2011

#### **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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