



Results Update Q1FY25

July 19, 2024

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Financial Update

Investment Properties

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Balance Sheet – Abstract (Consolidated)

Amount in Rs Lakh

Particulars	Q1FY25	Q1FY24	FY24
Non-current assets	6,96,768	6,49,325	6,88,749
Current assets	12,96,500	12,15,761	12,74,592
Total	19,93,268	18,65,086	19,63,341
Equity	14,28,338	12,38,604	13,84,441
Non-current liabilities	2,33,400	3,17,498	2,51,570
Current liabilities	3,31,530	3,08,984	3,27,330
Total	19,93,268	18,65,086	19,63,341

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

Cash Flow – Abstract (Consolidated)

Amount in Rs Lakh

Particulars	Q1FY25	Q1FY24	FY24
Opening Cash and Cash Equivalents	1,26,870	83,699	83,699
Operating Cash Flows	66,411	77,077	2,80,985
Investing Cash Flows	(59,223)	(76,541)	(82,627)
Financing Cash Flows	(44,638)	(30,888)	(2,03,447)
Closing Cash and Bank Balance *	89,420	53,347	78,610
Add: Short-term Liquid Investments	48,788	49,023	48,260
Closing Cash and Bank Balance (incl. Short-term Liquid Investments)	1,38,208	1,02,370	1,26,870

* Includes Rs. 4,272 lakh for Q1FY25, Rs. 3,107 lakh for Q1FY24 and Rs. 1,897 lakh for FY24 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

Particulars	Q1FY25	Q1FY24	FY24
Non-current assets			
Fixed assets (including CWIP)	5,83,100	5,23,577	5,75,804
Financial assets	37,827	45,364	35,437
Deferred tax assets (net)	15,914	20,359	17,281
Other non-current assets	59,927	60,025	60,227
Total non-current assets	6,96,768	6,49,325	6,88,749
Current assets			
Inventories	9,06,373	8,47,708	9,26,124
Financial assets			
i) Investments			
a) Investments in mutual fund	48,788	49,023	48,260
b) Investments - Others	-	229	-
ii) Cash and Bank balances	85,154	50,244	76,717
iii) Trade receivables	8,574	80,679	20,420
iv) Others	61,090	54,106	59,795
Other current assets	1,86,521	1,33,772	1,43,276
Total current assets	12,96,500	12,15,761	12,74,592

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

Liabilities – Abstract (Consolidated)

Amount in Rs Lakh

Particulars	Q1FY25	Q1FY24	FY24
Non-current liabilities			
Financial liabilities			
i) Borrowings	1,87,504	2,86,185	2,19,204
ii) Trade Payables	6,387	7,588	6,086
iii) Others	26,292	16,474	20,699
Provisions	209	185	205
Deferred tax liabilities (Net)	655	2,342	44
Other non-current liabilities	12,353	4,724	5,332
Total non-current liabilities	2,33,400	3,17,498	2,51,570
Current liabilities			
Financial liabilities			
i) Borrowings	30,356	85,344	30,318
ii) Trade Payables	44,988	14,099	50,871
iii) Others	62,322	67,612	60,057
Other current liabilities			
i) Advance from customers	9,482	2,483	5,705
ii) Others	1,79,559	1,34,791	1,75,614
Provisions	4,823	4,655	4,765
Total current liabilities	3,31,530	3,08,984	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	Q1FY25	Q4FY24	Q1FY24	FY24
Revenue from Projects	1,16,441	1,09,053	71,522	3,66,627
Revenue from Hospitality	4,182	4,815	3,922	17,634
Other Operating Revenues	1,305	781	153	1,630
Revenue from Rent	17,217	15,523	14,148	58,742
Property Management Revenues	1,371	1,305	1,252	4,946
Revenue from Operations	1,40,516	1,31,477	90,997	4,49,579
Non Operating Income	3,679	24,379	2,359	32,298
Total Income	1,44,195	1,55,856	93,356	4,81,877
Total Expenses	66,918	59,010	50,907	2,35,189
Profit before share of profit / (loss) of joint ventures and exceptional items	77,277	96,846	42,449	2,46,688
Share of Profit / (loss) of associates (net)	226	282	173	885
Profit Before Tax	77,503	97,128	42,622	2,47,573
Net Profit for the period	58,451	78,803	32,164	1,92,660
Other comprehensive income, net of tax	(11)	(32)	(28)	(143)
Total Comprehensive Income for the period	58,440	78,771	32,136	1,92,517
Diluted EPS (Rs.) (not annualised)	16.08	21.67	8.85	52.99

Key Financial Parameters

Particulars	Q1FY25	Q1FY24	FY24
Operating margin	58.00%	52.06%	53.60%
Net profit margin	40.54%	34.45%	39.98%
RONW [#]	16.62%	10.46% [*]	14.79%
ROCE [#]	15.69%	9.50% [*]	13.20%
Gross debt to equity	0.15	0.30	0.18
Net debt to equity	0.06	0.22	0.09
Current ratio	3.91	3.93	3.89

#Calculated on Average Networth and Average Capital Employed

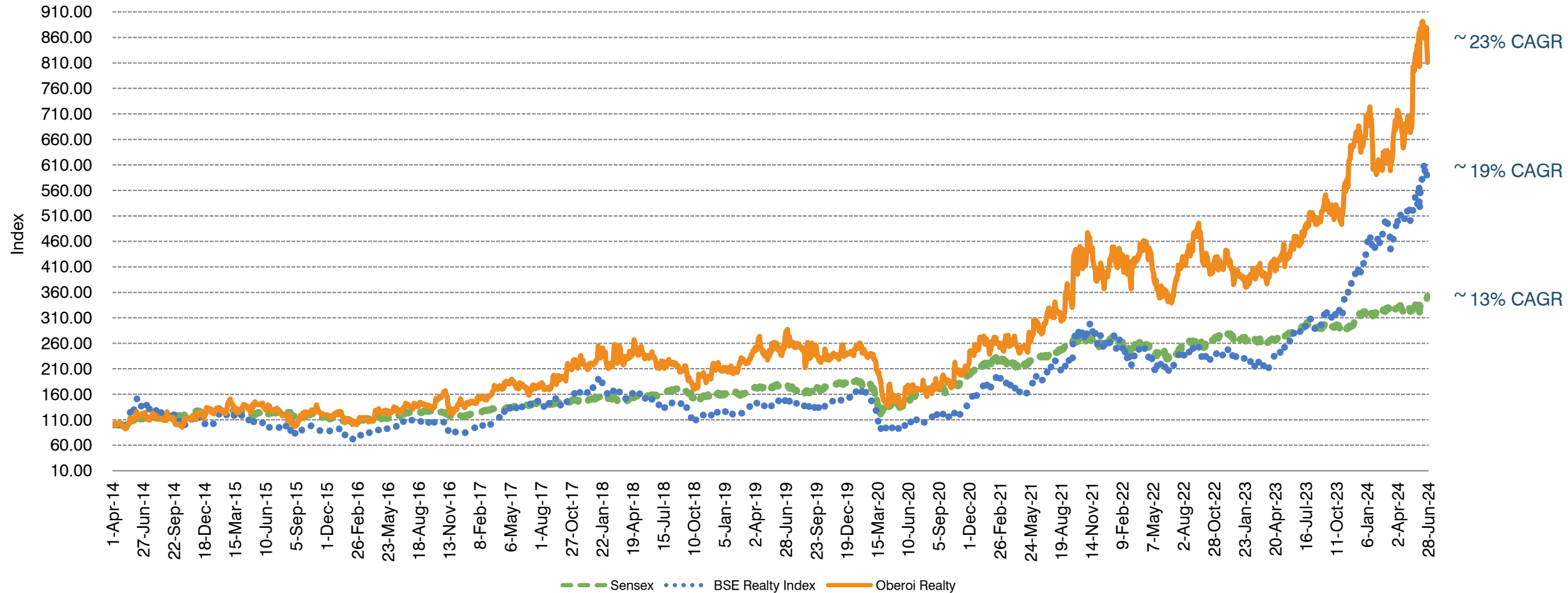
** The numbers disclosed in the Result Update Q1FY24 have been rectified*

Operating Margin Analysis

Amount in Rs Lakh

Particulars	Total	Residential	Rental	Hospitality	Property Management Services
Q1FY25	58.00%	54.60%	91.77%	39.79%	-18.99%
Revenues from operations	1,40,516	1,17,676	17,262	4,203	1,375
Operating margin	81,505	64,252	15,842	1,672	(261)
Q1FY24	52.06%	45.18%	96.57%	36.59%	-9.13%
Revenues from operations	90,997	71,632	14,167	3,943	1,255
Operating margin	47,373	32,363	13,682	1,443	(115)
FY24	53.60%	48.25%	97.13%	39.38%	-13.47%
Revenues from operations	4,49,578	3,68,155	58,741	17,729	4,953
Operating margin	2,40,987	1,77,617	57,054	6,983	(667)

Performance of Scrip (Last 10 years)



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.

Shareholding Pattern (%)

Category	30-Jun-24	31-Mar-24	31-Dec-23	30-Sep-23	30-Jun-23
Promoter and Promoter Group	67.70%	67.70%	67.70%	67.70%	67.70%
Foreign Institutional Investors (FIIs)	18.15%	17.09%	17.53%	17.94%	18.16%
Domestic Institutional Investors (Institutional investors other than FIIs)	12.29%	12.84%	12.05%	11.62%	11.32%
Other public shareholders	1.86%	2.37%	2.73%	2.74%	2.82%

Investment Properties - Completed

COMMERZ
INTERNATIONAL BUSINESS PARK



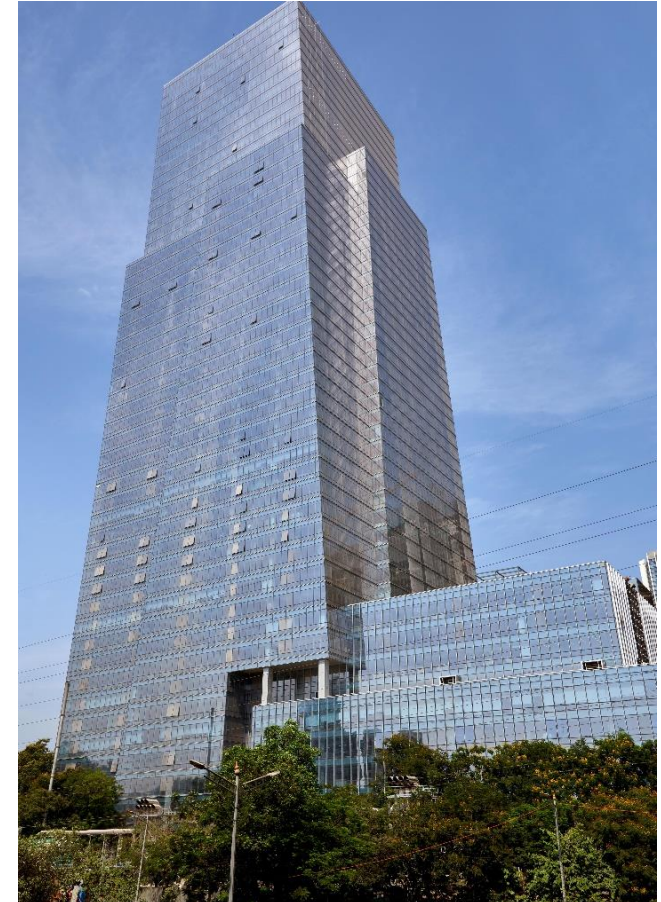
Carpet Area: 189,250 sqft.

COMMERZ II
INTERNATIONAL BUSINESS PARK



Carpet Area: 480,754 sqft.

COMMERZ III
INTERNATIONAL BUSINESS PARK



Carpet Area: 23,20,221 sqft.





Investment Properties - Completed



Carpet Area: 317,046 sqft.

The Westin Mumbai
Garden City



269 Rooms

Commerz

Particulars	Q1FY25	Q4FY24	Q1FY24	FY24
Operating Revenue [#] (Rs. Lakh)	942	766	794	3,631
EBITDA (Rs. Lakh)	888	666	714	3,276
EBITDA Margin (%)	94%	87%	90%	90%
Occupancy (%)	76%	64%	56%	58%
Carpet Area Leased (sqft.)	1,44,232	1,21,723	1,06,717	1,10,469

Note: The annual occupancy is the arithmetic average of the occupancy in each quarter

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

Commerz II

Particulars	Q1FY25	Q4FY24	Q1FY24	FY24
Operating Revenue [#] (Rs. Lakh)	3,312	3,325	2,681	11,473
EBITDA (Rs. Lakh)	3,092	3,089	2,494	10,586
EBITDA Margin (%)	93%	93%	93%	92%
Occupancy (%)	93%	93%	80%	86%
Carpet Area Leased (sqft.)	4,47,091	4,47,091	3,86,203	4,12,243

Note: The annual occupancy is the arithmetic average of the occupancy in each quarter

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

Commerz III

Particulars	Q1FY25
Operating Revenue [#] (Rs. Lakh)	6,581
EBITDA (Rs. Lakh)	5,597
EBITDA Margin (%)	85%
Occupancy (%)	54%
Carpet Area Leased (sqft.)	12,62,961

Note: The annual occupancy is the arithmetic average of the occupancy in each quarter

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

Oberoi Mall

Particulars	Q1FY25	Q4FY24	Q1FY24	FY24
Operating Revenue [#] (Rs. Lakh)	4,685	4,652	3,783	16,499
EBITDA (Rs. Lakh)	4,531	4,267	3,580	15,481
EBITDA Margin (%)	97%	92%	95%	94%
Occupancy (%)	99%	97%	96%*	97%*
Carpet Area Leased (sqft.)	3,13,396	3,06,636	2,76,132	3,06,185

Note: The annual occupancy is the arithmetic average of the occupancy in each quarter

** 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	Q1FY25	Q4FY24	Q1FY24	FY24
Operating Revenue (Rs. Lakh)	4,203	4,846	3,943	17,730
EBITDA (Rs. Lakh)	1,681	2,077	1,445	6,990
EBITDA Margin (%)	40%	43%	37%	39%
Number of Rooms	269	269	269	269
Average Room Rate (Rs.)	12,224	14,810	11,602	12,932
Occupancy (%)	83%	83%	82%	83%
RevPAR (Rs.)	10,190	12,348	9,525	10,704



Development Properties

SKY CITY
BY OBEROI REALTY



FORESTVILLE
BY OBEROI REALTY



Project Till Date Synopsis – Key Development Properties

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	13,56,288	8,20,869	4,68,024	2,28,565	@
Forestville	11,08,932	1,57,241	9,51,691	30,411	2,267	^
Eternia	13,49,549	8,43,708	5,05,841	2,11,890	2,11,474	*
Enigma	12,57,392	8,67,400	3,89,992	2,20,106	2,19,669	*
Sky City	28,54,907	24,71,655	3,83,252	6,95,630	5,72,602	#
Three Sixty West - ORL	5,49,191	1,04,739	4,44,452	1,32,440	1,32,440	100%
Total	92,97,128	58,01,031	34,96,097	17,58,501	13,67,017	

@ - Project Completion for Elysian T-A is 60%, Elysian T-B is 48% and Elysian T-C is 27%

^ - 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 52% and Sky City T-G is 38%

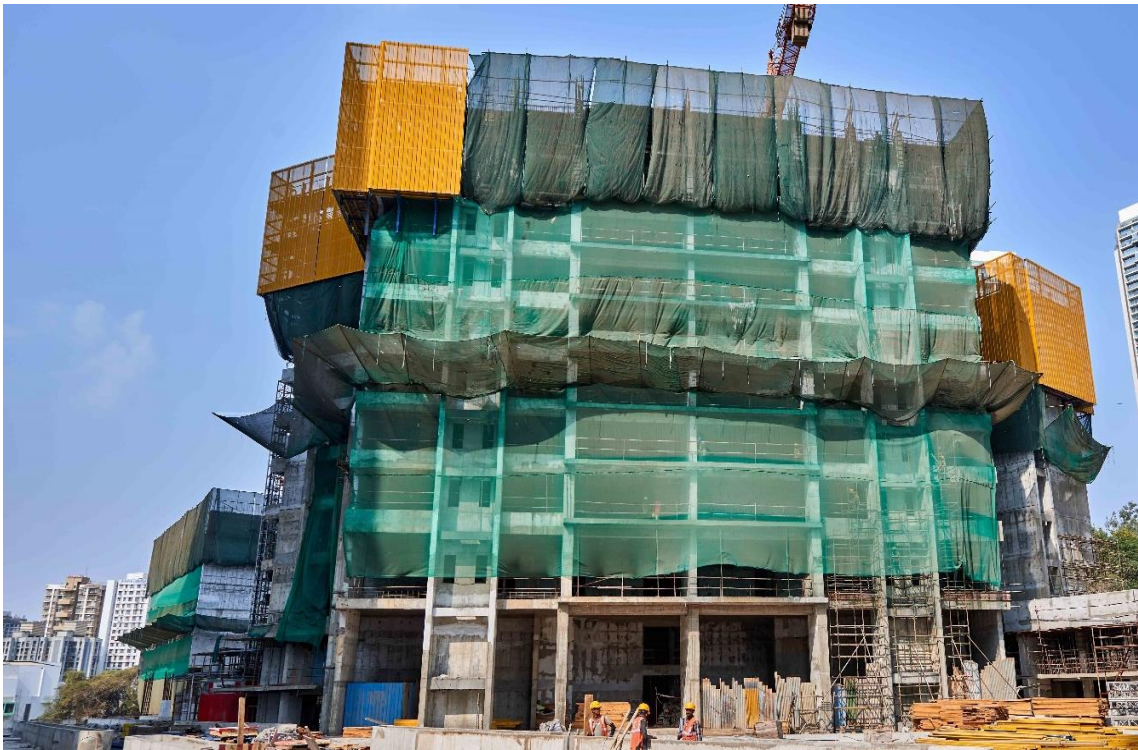
Quarterly Synopsis – Key Development Properties

Residential Projects	Area Booked in Q1FY25	Units Booked in Q1FY25	Sales Value for Q1FY25	Amount Collected in Q1FY25	Revenue Recognised in Q1FY25
	(sqft.)	(nos.)	(Rs. Lakh)	(Rs. Lakh)	(Rs. Lakh)
Elysian	49,853	27	19,780	40,234	30,329
Forestville	28,989	32	5,616	5,201	1,194
Eternia	21,683	21	6,674	8,704	7,157
Enigma	21,056	10	6,163	7,443	6,618
Sky City	48,759	41	18,772	26,585	21,449
Three Sixty West - ORL	37,076	6	47,525	11,909	47,525
Priviera	2,054	1	1,511	152	1,511
Maxima	1,313	1	658	914	658
Total	2,10,783	139	1,06,699	1,01,142	1,16,441



Elysian

Project status as on Mar 31, 2024



Tower – C

Project status as on June 30, 2024



Tower – C

Elysian

Particulars	Q1FY25	Q4FY24	Q1FY24	FY24	Project Till Date
Carpet area (sqft.)	21,77,157	21,77,157	15,15,481	21,77,157	21,77,157
Units (nos.)	984	984	719	984	984
Area Booked (sqft.)	49,853	2,86,865	28,226	3,76,745	13,56,288
Units Booked (nos.)	27	107	14	154	598
Area in Inventory (sqft.)	8,20,869	8,70,722	5,57,565	8,70,722	8,20,869
Units in Inventory (nos.)	386	413	288	413	386
Booking Value (Rs. Lakh)	19,780	1,09,021	12,072	1,46,481	4,68,024
Amount Collected (Rs. Lakh)	40,234	18,051	9,939	50,118	2,40,676
Revenue Recognised (Rs. Lakh)	30,329	38,565	19,129	94,980	2,28,565
Average Rate per sqft. (Rs.)	39,676	38,004	42,765	38,880	34,508



Forestville

Project status as on Mar 31, 2024



Tower - C

Project status as on Jun 30, 2024



Tower - C

Forestville

Particulars	Q1FY25	Q4FY24	FY24	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.)	28,989	19,477	1,28,252	1,57,241
Units Booked (nos.)	32	20	136	168
Area in Inventory (sqft.)	9,51,690	9,80,680	9,80,679	9,51,691
Units in Inventory (nos.)	1,089	1,121	1,121	1,089
Booking Value (Rs. Lakh)	5,616	3,858	24,795	30,411
Amount Collected (Rs. Lakh)	5,201	4,345	6,272	11,472
Revenue Recognised (Rs. Lakh)	1,194	1,073	1,073	2,267
Average Rate per sqft. (Rs.)	19,373	19,807	19,333	19,340



Eternia



Eternia

Particulars	Q1FY25	Q4FY24	Q1FY24	FY24	Project Till Date
Carpet area (sqft.)	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
Area Booked (sqft.)	21,683	28,717	25,782	1,16,673	8,43,708
Units Booked (nos.)	21	27	25	111	817
Area in Inventory (sqft.)	5,05,841	5,27,524	6,18,415	5,27,524	5,05,841
Units in Inventory (nos.)	495	516	602	516	495
Booking Value (Rs. Lakh)	6,674	8,580	7,695	35,032	2,11,890
Amount Collected (Rs. Lakh)	8,704	8,172	33,666	80,576	2,05,754
Revenue Recognised (Rs. Lakh)	7,157	8,864	9,634	38,005	2,11,474
Average Rate per sqft. (Rs.)	30,781	29,877	29,845	30,025	25,114

Financial Update



Investment Properties



Development Properties

Enigma



Enigma

Particulars	Q1FY25	Q4FY24	Q1FY24	FY24	Project Till Date
Carpet area (sqft.)	12,57,392	12,57,392	12,57,392	12,57,392	12,57,392
Units (nos.)	682	682	682	682	682
Area Booked (sqft.)	21,056	34,990	22,942	1,35,522	8,67,400
Units Booked (nos.)	10	17	11	65	482
Area in Inventory (sqft.)	3,89,992	4,11,048	5,23,628	4,11,048	3,89,992
Units in Inventory (nos.)	200	210	264	210	200
Booking Value (Rs. Lakh)	6,163	10,157	6,745	39,746	2,20,106
Amount Collected (Rs. Lakh)	7,443	21,647	18,320	90,237	2,14,455
Revenue Recognised (Rs. Lakh)	6,618	10,153	5,397	40,385	2,19,669
Average Rate per sqft. (Rs.)	29,271	29,028	29,397	29,328	25,375



Sky City

Project status as on Mar 31, 2024



Tower - F

Project status as on June 30, 2024



Tower - F



Sky City

Particulars	Q1FY25	Q4FY24	Q1FY24	FY24	Project Till Date
Carpet area (sqft.)	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
Area Booked (sqft.)	48,759	60,747	68,938	2,60,742	24,71,655
Units Booked (nos.)	41	53	60	226	2,408
Area in Inventory (sqft.)	3,83,252	4,32,011	6,23,815	4,32,011	3,83,252
Units in Inventory (nos.)	326	367	533	367	326
Booking Value (Rs. Lakh)	18,772	22,513	21,091	86,246	6,95,630
Amount Collected (Rs. Lakh)	26,585	45,691	37,944	1,28,097	5,72,563
Revenue Recognised (Rs. Lakh)	21,449	19,525	27,431	1,14,231	5,72,602
Average Rate per sqft. (Rs.)	38,499	37,061	30,595	33,078	28,144



Highlights and Awards

- Entered into Development Agreement for land admeasuring ~ 12,790 square meters at Adarsh Nagar, Worli
- Oberoi Realty wins “Best use of AI in Social Media in 2024” Award



Thank You

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



Annexure

Notes

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

- | | | | |
|------------------|---|---------|---|
| • 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 Network |
| • Lakh | = Hundred Thousand | • Rs. | = Indian Rupees |
| • MahaRERA Rules | = Maharashtra Real Estate (Regulation and Development) (Registration of real estate projects, Registration of real estate agents, rates of interest and disclosures on website) Rules, 2017 | • sqft. | = Square Feet |
| • nos. | = Numbers | | |



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