



**MILLION SQ.FT.  
DELIVERED**

# YOUR GUIDE TO THIS REPORT

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## Forward Looking Statements

Certain statements in this annual report concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. We have tried wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expect', 'project', 'intend', 'plan', 'believe' and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realized, although we believe we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, our actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind.

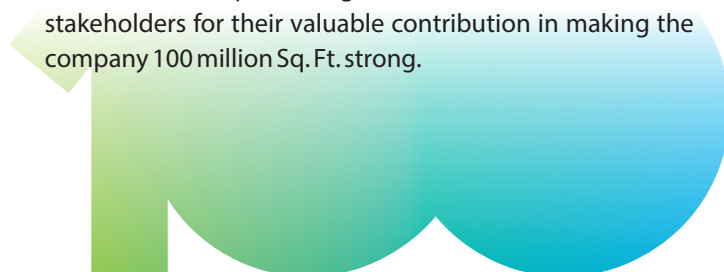
We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.



# **MILLION SQ.FT. DELIVERED**

Giving shape to so many dreams and aspirations is indeed a source of great pleasure, contentment and fulfillment. The journey of Omaxe appropriately resonates this thought in totality. The genesis of Omaxe started way back in 1987, and the Company had a single minded proposition which was to create positive spaces. The Company ventured with vigor to fulfill its cherished aspirations. These aspirations, through relentless pursuit of excellence, have today translated into delivering 100 million Sq. Ft. of realty, since the Company's inception. This is a very satisfying accomplishment to have delivered 21,245 housing units and indicates an amazing business journey in real estate development. The progressive Company made dreams turn into reality across 8 states and 27 cities, by delivering high quality residential and commercial spaces.

Omaxe believes that crossing 100 million Sq. Ft. is another milestone in its exciting journey and will be an inspiration to conquer many more milestones in the future. The Company would like to express its gratitude to its customers and stakeholders for their valuable contribution in making the company 100 million Sq.Ft. strong.







| Silver Birch, New Chandigarh (Actual Picture)



| Omaxe Heights, Faridabad (Actual Picture)



# MILLION SQ.FT. OF BRINGING SMILES, SATISFACTION AND FULFILLMENT

Since its inception, Omaxe has been at the forefront of delivering innovative and value added spaces for diverse requirements; for an entire cross section of customers; across diverse geographies; for varying customer segments.

Omaxe is one of the pioneers in taking the promising real estate growth story to Tier II & III cities and towns. The overwhelming trust and confidence shown by its customers helped Omaxe in expanding and entrenching its footprints in these cities and towns. Today, Omaxe has an unmatched presence and delivery track record in Tier II & III segment. Omaxe was keen to replicate metro-like experience in these cities across residential, shopping and commercial avenues and is proud to have contributed towards bringing a world-class lifestyle dimension to the cities like New Chandigarh, Indore, Lucknow and Faridabad among others. During FY16 alone, out of the total 6 Mn Sq Ft of delivered area, 4.6 Mn Sq Ft area was delivered in Tier II & III Cities by the Company.

The varied product offerings by the Company suit discerning customers, across the economic strata of the country. This has truly helped Omaxe in fulfilling dreams of a large cross section of the society.

Omaxe also takes pride in being a prominent player in the affordable segment. On the other hand Omaxe has also proven its design, quality and timely delivery attributes in the premium residential segment as well. Today, the Company's upscale projects are seen as milestones in the real estate sector. Projects like The Nile (Gurgaon), The Forest (Noida), The Forest Spa (Faridabad), Omaxe Twin Towers (Noida), Omaxe Royal Residency (Ludhiana) and many others are the testimony to the fact that Omaxe delivers across India's discerning aspirations.

The Company believes in delivering quality habitats for total customer satisfaction and smiles.



| Omaxe City, Lucknow (Actual Picture)



| The Forest Spa, Noida (Actual Picture)





# MILLION SQ.FT. OF ADDING GROWTH, STABILITY & SUSTENANCE

The real estate sector is going through a challenging phase for the past few years. Even today, when economy is picking momentum, real estate sector has been bearing the brunt of a slowdown. There seems to be a sense of distrust and lack of transparency for the real estate sector. Omaxe, on the other side, firmly believes in the principal of delivering quality projects and on time. Today, possibly, delivery on commitments has emerged as the single most important consideration which will enable the growth and sustenance of the entire real estate sector. The real estate sector in general will do well if they follow a famous quote 'A happy customer is the best business strategy of all'. Having said that, by delivering 100 million Sq. Ft. of spaces, Omaxe has established its commitment to delivery.

Delivering on commitments as a strategy has worked well for Omaxe. Over the past 8 years, the Company's CAGR in terms revenue and Net Profit are 10% and 7% respectively, thereby substantiating the success of our execution strategy. During FY16, another year marked with slow down for real estate sector, Omaxe recorded 17% growth in turnover from ₹1,431 Cr. in FY15 to ₹1,668 Cr. in FY16. Although, the Company's EBITDA growth was 3% in FY16 over FY15, Omaxe managed to clock a 30% growth in Net Profits.

Going forward, Indian economy is likely to continue on its steady growth trajectory which will present substantial growth opportunities for the sector. Having said that, challenges, too, will remain. These challenges will test the mettle of the Real Estate Sector. On one hand, big transformation in the sector's direct and indirect regulatory framework is soon going to bring the desired trust, transparency, level playing field and fair play dynamics while causing some discomfort in the short run. The passage of Real Estate Regulation Act (RERA) is likely to bring the industry to a platform where delivery, compliance and transparency are going to prevail as central to core of business operations. The Government's growth inducing programs like 'Housing for all by 2022', '100 Smart Cities', Atal Mission for Rejuvenation and Urban Transformation' and others, are likely to expand the opportunities across industries, real estate in particular.

From here on real estate sector will realize, that the key to growth and sustenance is going to be delivery. The 100 million Sq. Ft. of achievement in delivery, positions Omaxe favorably and gives it the desired confidence to add growth, stability and sustenance to brand Omaxe.





FROM  
THE DESK OF  
**ROHTAS GOEL**  
CHAIRMAN &  
MANAGING  
DIRECTOR

“

“DURING OUR JOURNEY SINCE INCEPTION, WE HAVE NEVER COMPROMISED ON THE KEY PRINCIPLES OF TRANSPARENCY, QUALITY AND TIMELY DELIVERY. DRIVEN BY THESE CHERISHED PRINCIPLES, WE HAVE KEPT OUR FLAG FLYING HIGH WITH PRIDE AND SENSE OF PURPOSE AT ALL TIMES.”

”



*Dear Shareholders,*

It is my pleasure to announce that Omaxe has crossed an important milestone of delivering 100 million sq. ft. area in FY16. It's an accomplishment that I would like to dedicate to our customers, whose trust has kept egging our spirits and performance high, all these years. I would also like to thank Team Omaxe which includes our employees, suppliers and associates for their invaluable contribution and relentless efforts to strive for the best. During our journey since inception, we have never compromised on the key principles of transparency, quality and timely delivery. Driven by these cherished principles, we have kept our flag flying high with pride and sense of purpose at all times.

Today, as Indian economy has retained its luster amongst the major world economies, the real-estate sector has also played its role in the nation building process. The last couple of years have been challenging, as the sector is battling a perception of distrust, primarily on account of delay in delivering projects.

At Omaxe, we have managed to withstand this perception, as we have delivered most of our projects as per our commitments and timeline promised at the beginning of the project. We continue to enjoy utmost trust and sterling confidence of our customers due to our dedicated customer-centric values and services. The sector in tandem with the government must take some corrective measures, which can help rebuild the lost trust and the confidence.

The recent passage of much awaited RERA Bill could be a step in that direction. The bill was long overdue and it is expected to bring a lot of transparency and in the process will help the sector in getting its mojo back. Post witnessing an extended phase of slowdown, the sector needs some measures like quicker and fewer approvals via a single window. During FY16, the Reserve Bank of India softened the policy rates by 75 basis points; however scheduled commercial banks have failed to pass the entire benefits to the end users. We hope that the Government and RBI will work towards extending these benefits to the industry sectors, including real estate.

During the year, your Company delivered a total of 6 million sq. ft. of area, up from 5 million sq. ft. in FY15. This stands testimony that execution at Omaxe is a strategy and ongoing process, not a mere action. Our successful strategy of pioneering the development in Tier II and III cities and towns has kept our promise of adding to our performance year by year.

During the year under review, New Chandigarh, Indore and Lucknow alone contributed 3.84 million Sq. Ft. to the total delivered area. During FY16, our new launches were spread across Lucknow, New Chandigarh, Allahabad, Ludhiana, Faridabad, Indore, Bhatinda and Vrindavan, contributing 2.69 million Sq. Ft. and ₹ 904 Cr to total area sold and realizations, respectively. During FY16, our turnover grew impressively by 17% to reach ₹1,668 Cr. from ₹1,431 Cr. in FY15. Our EBITDA grew by 3%, from ₹268 Cr. in FY15 to ₹276 Cr. in FY16. Our Net Profit registered a strong growth of 30%, from ₹60 Cr. in FY15 to ₹78 Cr. in FY16. In view of this performance, the Board of Directors has recommended 7% dividend for FY16.

Looking ahead, we see the horizon of our opportunities expanding at fast pace. The present Government's persistent efforts to revive growth through policy and program measures is expected to present a host of opportunities for real estate sector. 'Housing for All by 2022', Atal Mission for Rejuvenation and Urban Transformation (AMRUT), '100 Smart Cities', 'National Urban Housing Mission' and other such programs will be gainful for all concerned in the sector. Your Company's strengths, spanning across diversified portfolio, strategic project locations, long standing lineage and clear vision are going to position us with a winning edge.

Once again I would like to extend my warm wishes and thanks to our investors, bankers, partners, suppliers, employees and customers for their trust and support. I look forward to renewed engagement from all our stakeholders as we move ahead to achieve our ambitious dreams in the future, together.

Best regards,

**Rohtas Goel**  
Chairman and Managing Director

## THE COMPANY IN NUT SHELL THAT DELIVERED



**MILLION SQ. FT.**

Omaxe is India's leading real estate developer. The company is into the business of developing real estate properties for residential, commercial and retail purposes. The Company has substantial presence across 27 cities in 8 states. The revenue model of Omaxe includes income from sale of developed spaces as well as from lease rental from developed commercial spaces.

### OUR VISION

To be a trusted leader in the real estate sector contributing towards a progressive India.

### OUR MISSION

To provide customer satisfaction and create value for stakeholders through professionalism, transparency, quality, cutting-edge technology and social responsibility.

### KEY NUMBERS:

TURNOVER (FY16)  
**₹1668 CR.**

AREA & PROJECTS  
DELIVERED TILL DATE  
**100 MN. SQ. FT.\***

PRESENCE IN  
**27 CITIES  
IN 8 STATES**

AREA & PROJECTS  
UNDER DEVELOPMENT  
**70 MN. SQ. FT.,  
39 PROJECTS**

YEARS OF OPERATION  
**27 YEARS**

TOTAL LAND BANK  
**3700 ACRES**

*\*Cumulative area delivered under real estate development as well as construction projects.*