

ANNUAL REPORT 2018-19

EXCITING
TIMES
AHEAD



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Caution regarding Forward-Looking Statements

We have used a few forward-looking (futuristic) statements throughout the report solely to articulate our future growth prospects and to exemplify our intended milestones. However, the actual results may vary from the forward-looking statements as the business is subject to a number of risks and uncertainties according to the market scenario. For reader's reference, we have used words like 'anticipate', 'estimate', 'expect', 'project', 'intend', 'plan', 'believe' and words of similar nature to signify every forward-looking statement. We do not guarantee that these statements will stand true, but we believe that these are backed up by prudent assumptions. The achievement of the result may vary due to risks, uncertainties and inaccurate assumptions. If in case, certain unforeseen risks or uncertainties dominate the market or any of the assumptions proved erroneous, then the final result may vary exponentially with respect to the anticipated, estimated or projected result. Thus, the readers should bear this in their mind.

We undertake no obligation to update any forward-looking statements publically, if there is any change in future events, there is new information, or whatsoever.

About Omaxe Limited

Founded in the year 1987, Omaxe Limited is India's leading real estate developer with presence in 8 states and 27 cities. Omaxe believes that consistently delivering excellent performance is the strongest testament to the validity and successful implementation of its values. The Company's current portfolio since inception totals a remarkable 116.67 MnSqFt of developed area including construction projects. Today, Omaxe is a trusted brand name in the Indian Real Estate industry across residential and commercial segments.

Our Product offering is categorized into 3 segments:



Developing Hi-tech & Integrated Townships and Group Housing projects



Building and selling or leasing-out Office Spaces, Malls, Shops, and SCOs



Building and in some cases providing services on its own or under agreement with leading hospitality brand(s), Hotels Projects and Serviced Apartments.



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.



Exciting Times Ahead!



Omaxe New Chandigarh
(Actual Picture)

At Omaxe, our journey for the last 32 years has been a beautiful one with its share of ups and downs i.e. keeping up with the business environment, overcoming challenges, tapping opportunities, achieving remarkable feats, and just not being impeded by any of these. We have been fortifying our today and sowing seeds of a better tomorrow. Financial Year 2018-19 (FY19) has been another satiating year on this philosophy.

We have been through one of the most comprehensive transformation phases in the history of Indian real estate. Beginning from FY18 we saw currency demonetization, implementation of RERA (Real Estate Regulation Act) and then the roll-out of GST (Goods & Services Tax) which impacted the roots of the real estate industry and at some places, these were felt as strong headwinds. With resolute commitment and thorough vision, we sustained the period with decent numbers and solid goodwill.

During FY19, a drop of 36.8% in our income from operations and 42.9% in profit after tax have been reported as compared to the previous year. Despite this, we took some really big strides in our operations to stay true to our philosophy of securing our tomorrow, today. During FY19, we won the award of a highly ambitious project for “Multi-level Parking-cum-shopping complex” amid of Delhi's iconic Chandni Chowk as part of Chandni Chowk Re-development Plan. We also launched projects in New Chandigarh, Lucknow, Allahabad & Faridabad to name a few.

It is not just the pillars of success which we created for a better tomorrow, but also the success points created in recent years which started paying back. During the year under review, Omaxe World Street, Faridabad, and Omaxe Connaught Place, Greater Noida gained major traction and higher customer footfall.

New projects were launched in 6 cities across 3 states during the year. The Company delivered a total of 5.86 MnSqFt area and booked a total of 3.55 MnSqFt area.

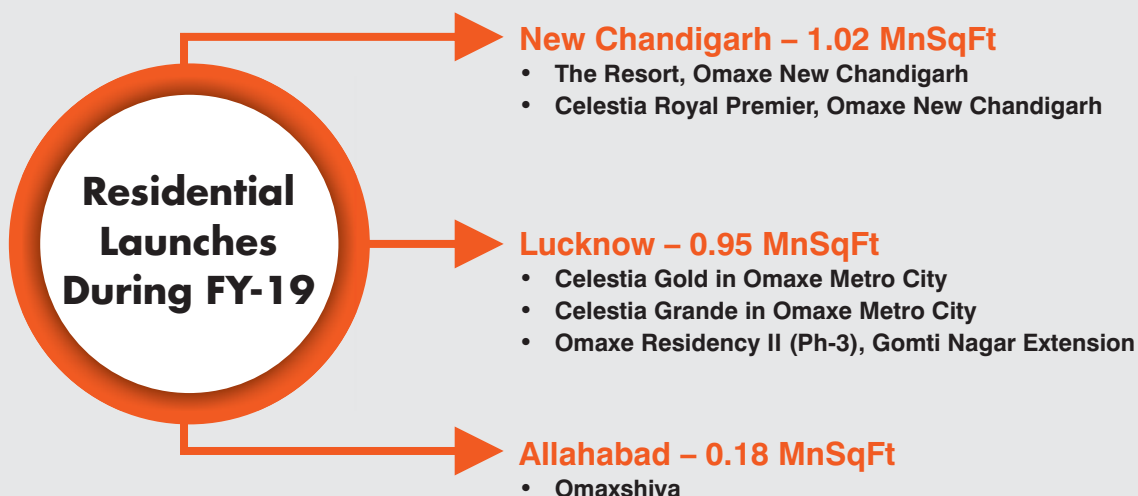
Truly, FY19 has laid a foundation for much more exciting times ahead.

Exciting Times Ahead!

Sowing seeds of more dream homes, better revenue funnel.

It is the precious smile of a happy family that brings a smile to us. The dream of owning a home and having a shelter above one's head is what drives people to put forward the best of their efforts in life. And it is those dreams that we strive to turn into reality.

In our residential segment, FY19 has been a year of excitement. It was not just about the satisfaction of living up to our customers' expectations to help them realize their dreams but to take care of their future needs as well as our business goals. During FY19 we launched residential projects covering 2.2 MnSqFt.



Omaxe R2, Lucknow,
(Actual Picture)

Exciting Times Ahead!

Laying foundation of more economic growth, better commercial revenues.

A nation runs on business, trade and many commercial activities. The commercial & economic eco-system needs spaces to unfurl the professional aspirations. Some spaces see entrepreneurial dreams taking wings; some see large businesses growing further; but all these places see individual dreams of rising, taking shape. Our equally strong commercial segment caters to these dreams.

During FY19, we took a few giant strides in our commercial segment which promise exciting times ahead for our valued customers and ourselves. During FY19 we launched commercial projects covering 1.5 MnSqFt.

New Chandigarh – 1.07 MnSqFt

Lucknow – 0.36 MnSqFt

Faridabad – 0.04 MnSqFt

**Commercial
Launches
During FY-19**



Omaxe World Street, Faridabad
(Actual Picture)

Exciting Times through the Journey!

A quest to keep excitement unflinching - for our customers, for our business.

Omaxe has in the past been instrumental in not only changing the landscape of tier II and III cities but also elevating the lifestyle of its people. Through world-class residential and commercial offerings in cities like New Chandigarh, Lucknow, Faridabad, Amritsar, Ludhiana and Indore to name a few, Omaxe has attained leadership position in these cities and more importantly won the trust of the people. It is no surprise that our projects in these cities are the Company's top performers in FY19.

Omaxe has ushered in modern living spaces with rejuvenation centres like parks, clubs, open and green area that helps build communities and inculcate the idea of togetherness and oneness. Its commercial spaces have lifestyle brands, shops and office spaces that bring together everything under one roof.



Omaxshiva, Allahabad
(3D Rendered Image)



Omaxe Royal Residency, Ludhiana
(Actual Picture)

Key Revenue Contributors

At Omaxe, we create projects which are like the team members of our successes at different points of time. During FY19, there have been regions and projects which contributed more than 50% to our total sales value. These top performing projects reinforced the idea that Omaxe has built a reputation of trust, commitment, quality and transparency in these cities. These projects are futuristic with some already housing residents and in the times to come, these will be addresses of pride for our patrons.

Omaxe Top Performers

Omaxe
New Chandigarh

Omaxe
Metro City,
Lucknow

Omaxe
World Street,
Faridabad

Omaxe Terminal,
Amritsar

Omaxe
Royal Residency,
Ludhiana

Omaxe City
Mayakhedi-2,
Indore



Omaxe Connaught Place, Greater Noida
(Actual Picture)



From
The Desk of

ROHTAS GOEL

Chairman &
Managing
Director

Dear Stakeholders,

“The key to success is to focus on goals, not obstacles.” FY 2018-19 was a challenging year for Omaxe with the Real Estate sector's consolidation phase continuing for longer than anticipated. Just when the sector had absorbed and adapted to the impact of legislative reforms implemented by the Government in the preceding periods, the broader economic scenario became challenging with the continued quarterly trend of decelerating GDP growth in 2018-19. Some of the micro markets which saw an increase in sale transactions and launches in the initial periods again turned negative by the end. However, amidst all this adversity, the Company continued to be one of the few companies in the sector to remain profitable with a strong balance sheet and promising projects in pipeline.

Our mantra of “Consolidate, Adapt and Transform” continued to help Omaxe deliver in a challenging environment. In FY 2018-19, the Company's Turnover was Rs. 1,200 crore and Profit After Tax was Rs. 48.6 crore. As previous year's financials have not been restated based on Ind AS 115 for revenue recognition, which was adopted from FY 2018-19, the performance cannot be compared. With the old accounting standards, the Company's profit would have grown by 7.5% in reported financial