

## Corporate Profile

Mumbai-based ***Omkar Realtors & Developers Private Limited*** (ORDPL), commenced its operations in the realty vertical in 2003. The company today holds the market leadership in Mumbai's redevelopment and premium housing segment. Having backed by five decades of business heritage and strong financials; the company's expertise is showcased through an array of residential and commercial projects and an estimated land-bank inventory of over 60 million sq. ft, spread across most premium locations in Mumbai.

Omkar Realtors ([www.omkar.com](http://www.omkar.com)) is promoted by second generation entrepreneurs who have carved a niche for themselves by being committed to timely delivery and high quality offering. The management is represented by a team of professionals with expertise in industries spanning realty, steel-manufacturing, oil exploration, shipping and construction sectors.

Today, Brand Omkar has successfully designed projects aimed at luxury gated communities. This includes ultra-luxury residential development Omkar 1973 Worli in central Mumbai and Omkar Alta Monte, the largest and tallest luxury gated community in Mumbai's Western suburbs. Other key projects include Omkar Meridia and Vive By Omkar (Near BKC), Vayu (Mahim), Veda (Parel) and Ananta (Goregaon East), Crescent Bay (Parel) - JV with L&T Realty, Parksite (Vikhroli), Mahim, Majaswadi (Jogeshwari East), Dhobighat (Sath Rashta), Signet By Omkar (Malad East), Omkar Lawns & Beyond (Andheri East WE Highway) and Omkar Sereno also at (Andheri East WE Highway).

The company holds a strong land-bank inventory in Mumbai Metropolitan Region (MMR) and is one of the largest developers in the luxury housing space; including a joint venture with construction major L&T. It has already delivered 15 projects (completed and handed over) in Mumbai and is currently developing another 17 projects in different stages of development with major emphasis on luxury residential space. The company plans to complete development of 20 million sq. feet area by 2018 in Mumbai with an additional 60 million sq. feet in the pipeline.

The brand, amongst its customer base, has attracted well-heeled business personalities and head honchos from leading corporates driving the buying interest of the globe-trotting HNI crowd within Indian markets.

While the company has attracted investments from leading private equity funds and financial institutions, its average year-on-year profit yield for investors across projects has far outperformed the prime market average. It has also engaged leading international architecture and design firms Foster + Partners from UK and the US-based Callison for its premium residential projects; thus marking the debut of Foster and Partners in Mumbai's luxury residential space.

Over a period of time, Omkar has been engaging the target audiences overseas including markets like Dubai, London, Singapore, Hong Kong, Australia, US, Kenya and GCC region amongst others by way of exhibitions, events and strategic networking. In 2014, the company opened its sales offices in Dubai to largely reach out to the NRI audience and international investors in the GCC region.

Omkar which enjoys the market leadership in Mumbai's re-development space has rehabilitated more than 15,000 urban-challenged families from Mumbai's slums under the Maharashtra government's Slum Rehabilitation Authority (SRA) housing scheme. The company plans to deliver approximately another 5000 SRA flats by end of 2018.

Omkar's 1000 plus-strong professional team coupled with high-quality infrastructure, innovative design and a superior urban development capability has been setting new milestones in the realty sector. The management is headed by Mr Kamal Gupta (Chairman) and Mr Babulal Varma (Managing Director) along with six directors on the board.

### **Key Highlights:**

- Wide bouquet of luxury and ultra-luxury properties ranging from a ticket size of Rs 1 crore plus to Rs 100 crore.
- Currently developing 20 million sq.ft., area in Mumbai with an additional pipeline of 60 million sq.ft to follow.
- Have successfully delivered 15 SRA projects rehabilitating approx. 10,000 urban-challenged families in Mumbai under state government's SRA scheme. To house another 12,000 families in next 2-3 years
- Record 850 slum tenements voluntary handed over by slum tenants and razed on November 24<sup>th</sup> 2016 at Dhobi Ghat
- Record 700 cheques against rental payments for slum tenants of Sane Guruji Nagar in a day on April 6, 2016.
- Fast developing the largest luxury gated projects of Malad, Parel, BKC, Mahim and Worli.
- JV with L&T Realty for developing over 2.5 million sq.ft., luxury housing project in the prime micro market of Parel.
- JV with Shapoorji Pallonji Real Estate to develop a 16-acre land parcel in Powai (Parksite) suburb of Mumbai with a potential to develop 2.2 million sq feet.
- Omkar Realtors has acquired new land parcels at Parksite (Vikhroli), Mahim, Majaswadi (Jogeshwari East) and Dhobighat (Sath Rashta) and development work has already started at all these new sites.
- Has started the work towards redevelopment of surrounding areas of prestigious heritage site DhobiGhat, wherein 5,000 hutments will be provided equivalent number of free housing under SRA scheme of state government
- Signet By Omkar the phase 2 of Omkar Alta Monte comprising of 588 1 and 2 BHK compact efficient homes sold in just 48 hours of its announcement.

- Omkar Lawns & Beyond located on the Western Express Highway (WEH) of Andheri-Jogeshwari east corridor is a record 30 plus amenities development with an overall inventory of 1200 plus apartments as part of Phase 1 launch spanning 5-acre area. The project consists of 1/2/3 bhk units with the ticket size ranging from Rs 83 lakh to Rs 1.57crore onwards (355 sq.ft - 710 sq.ft carpet area).
- Omkar Sereno located on the Western Express Highway (WEH) of Andheri-Jogeshwari east corridor is a record 35 plus amenities development with an overall inventory of 550 plus apartments spanning 5-acre area. The project consists of 1/2 BHK units with the ticket size ranging from Rs 93 lakh onwards (365 sq.ft -510 sq.ft carpet area).
- NRI Team sold more than 200 units in Lawns & Beyond across UAE, GCC, SE Asia and US markets making it record sale in International markets
- More than 1200 national and international channel partners gathered to get a briefing on Omkar's new project Signet by Omkar in Mumbai who were instrumental in selling the project in just 48 hours
- Most premium locations within micro markets of Mumbai including locations ranked as top premium locations on a Pan India basis.
- On-going construction work entailing the largest site workforce of over 8,000 workers working on a single realty brand in Mumbai.
- Working on tall residential structures having the potential to be ranked amongst the Top 10 tallest residential structures globally.
- Introducing one of the world's most admired architectural designers Foster + Partners and globally leading Spa Chain ESPA to Indian residential realty segment.
- Niche domestic and global customer base including leading business personalities, corporate head honchos and upper crust globe-trotting buyers from pan India regions.
- Private Equity funding of approx. Rs 750 crore from leading PE players.
- Corporate workforce of 1000 + employees.