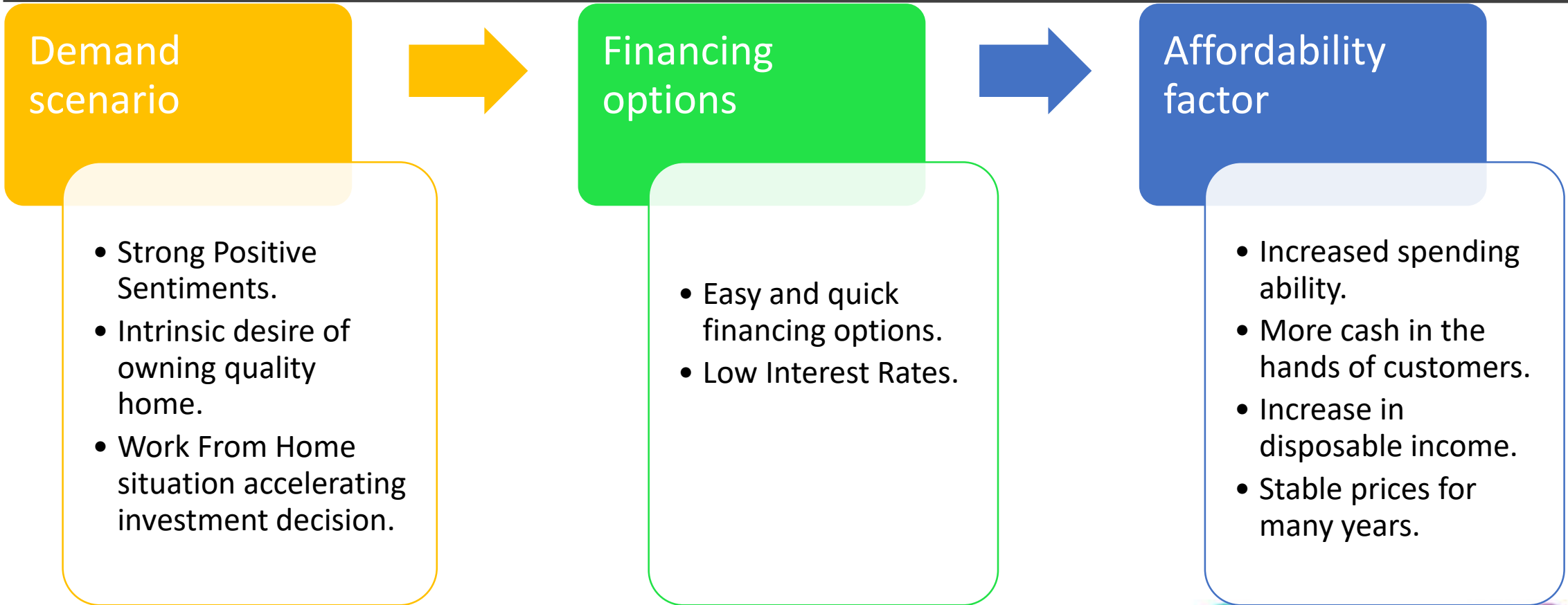




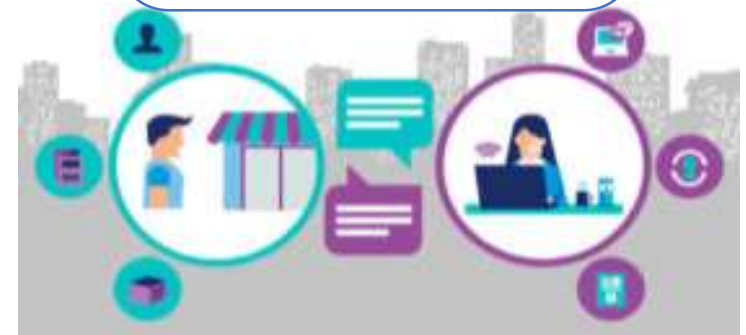
**INVESTOR PRESENTATION**  
**December 2020**

# RESIDENTIAL SECTOR: DRIVING FORCES & COVID INDUCED INFLUENCE



## ➤ Centralized Marketing & Decentralised Sales

- SOBHA's efforts in setting up a large central marketing team supported by decentralised regional sales activities has helped us to serve our customers better.
- All these efforts have given fruitful returns as we continue to see incremental number of enquiries, site visits and better sales conversions.



# KEY HIGHLIGHTS: Q3 & 9M FY 2020-21



- ✓ Best ever quarterly sales volume of 1.13 million square feet (Super Built up Area ) valued at Rs 8.88 billion.
- ✓ Price realization of Rs 7,830/square feet (Super Built up Area) achieved during Q3-21 is the highest price realization achieved by the company as compared to past 6 quarters.
- ✓ Bengaluru has returned to normalcy and has contributed 69% of the total sales volume along with meaningful contribution from other regions especially Gurugram, Kerala and Pune, due to our strong brand equity, delivery track record and world class product offerings.
- ✓ Sales volume achieved by Kochi and Thrissur regions during 9M-21 has already surpassed the sales volume achieved during FY 19-20. Gurugram and Pune regions are also poised to surpass the sales volume achieved during FY 19-20.
- ✓ Sales volume, total sales value and Sobha share of sales value during Q3-21 were up by 27% ,29% ,28% respectively as compared to Q2-21.
- ✓ During the quarter, we have launched 'Sobha City – Athena' project in Bengaluru, an extension of the existing Sobha City project, with Residential super built-up area of 121,606 square feet and super built-up area of 28,863 square feet Commercial space.
- ✓ With new launches planned across various cities in the next few quarters and inherent demand for housing continuing, our sales performance during H2-21 is expected to be better than H2-20.

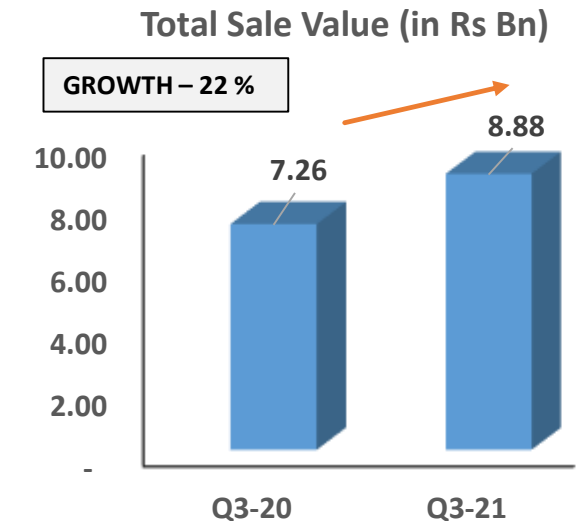
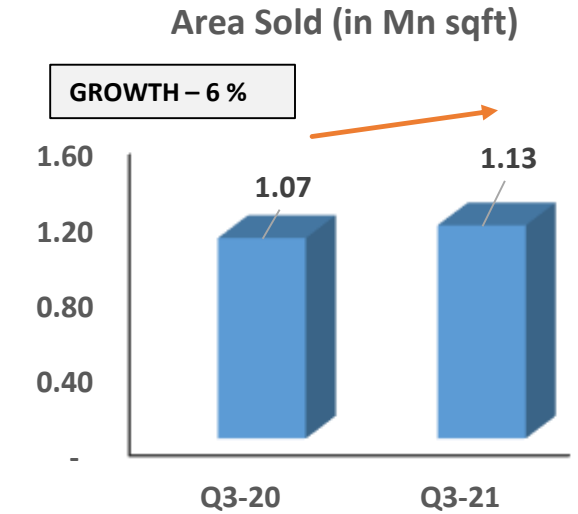
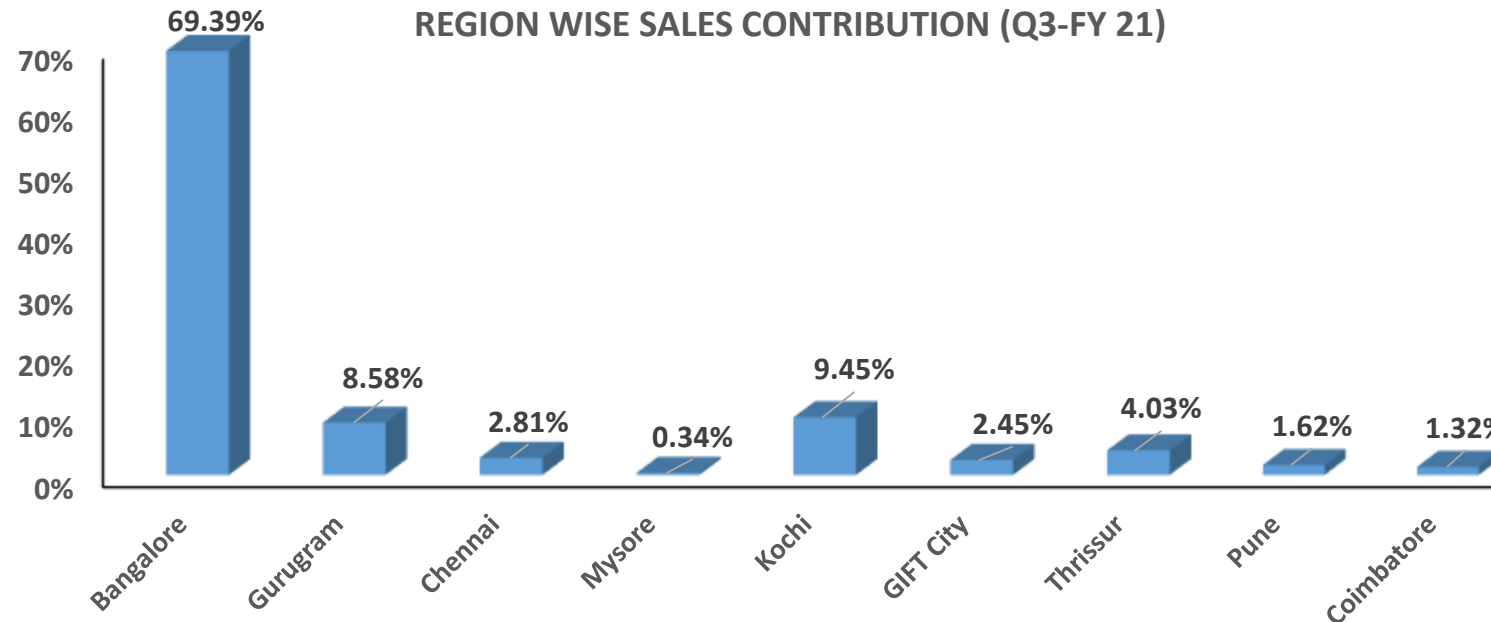
## KEY HIGHLIGHTS: Q3 & 9M FY 2020-21 (Contd)



- ✓ Real Estate Cash inflow achieved during Q3-21 is the highest in the last 10 Quarters
- ✓ Net Cash flow achieved during Q3-21 is the highest in the last 10 Quarters
- ✓ Highest ever Net Operating Cashflow of Rs 4.04 billion on rolling 9 months basis, during the last 3 years.
- ✓ Total Cash inflow, Real Estate Cash Inflows and Contractual Cash Inflows stands at Rs 8.67 billion, Rs 6.64 billion, Rs 2.03 billion respectively.
- ✓ Despite tough operating environment, we have generated Net Operating Cashflow of Rs 1.82 billion and Rs 4.04 billion during Q3-21 & 9M-21 respectively.
- ✓ Our focus on cash flow management is evident in our “Positive” Net Cash flow of Rs 0.75 billion and Rs 1.04 billion generated during Q3-21 and 9M-21 respectively.
- ✓ Balance receivables of Rs. 31.27 billion from residential units sold covers 79% of the balance project cost to be spent for completing these projects, this coverage is one of the best in the industry and we continue to see good traction in sales in these projects.
- ✓ Cost of Borrowing continue to fall from last many quarters and currently stands at 9.17%.
- ✓ Total Income for the period of Q3-21 stands at Rs 6.96 billion up by 27% compared to Q2-21
- ✓ PAT for the period of Q3-21 stands at Rs 0.21 billion up by 24% compared to Q2-21

# SALES PERFORMANCE: Q3 FY 2020-21

| Q3 - FY 21   |                  |                  |                           |                                 |
|--------------|------------------|------------------|---------------------------|---------------------------------|
| Region       | Area Sold        | Total Sale Value | Sobha Share of Sale Value | Total Average Price Realization |
|              | in Sq Feet       | in Rs Mns        | in Rs Mns                 | Rs / Sq Feet                    |
| Bangalore    | 786,630          | 5,997            | 4,678                     | 7,624                           |
| Gurugram     | 97,267           | 945              | 641                       | 9,712                           |
| Chennai      | 31,821           | 183              | 183                       | 5,740                           |
| Mysore       | 3,903            | 9                | 5                         | 2,283                           |
| Kochi        | 107,171          | 1,039            | 576                       | 9,697                           |
| GIFT City    | 27,803           | 153              | 153                       | 5,510                           |
| Thrissur     | 45,656           | 337              | 337                       | 7,380                           |
| Pune         | 18,349           | 146              | 146                       | 7,942                           |
| Coimbatore   | 14,974           | 67               | 58                        | 4,504                           |
| <b>Total</b> | <b>1,133,574</b> | <b>8,876</b>     | <b>6,777</b>              | <b>7,830</b>                    |

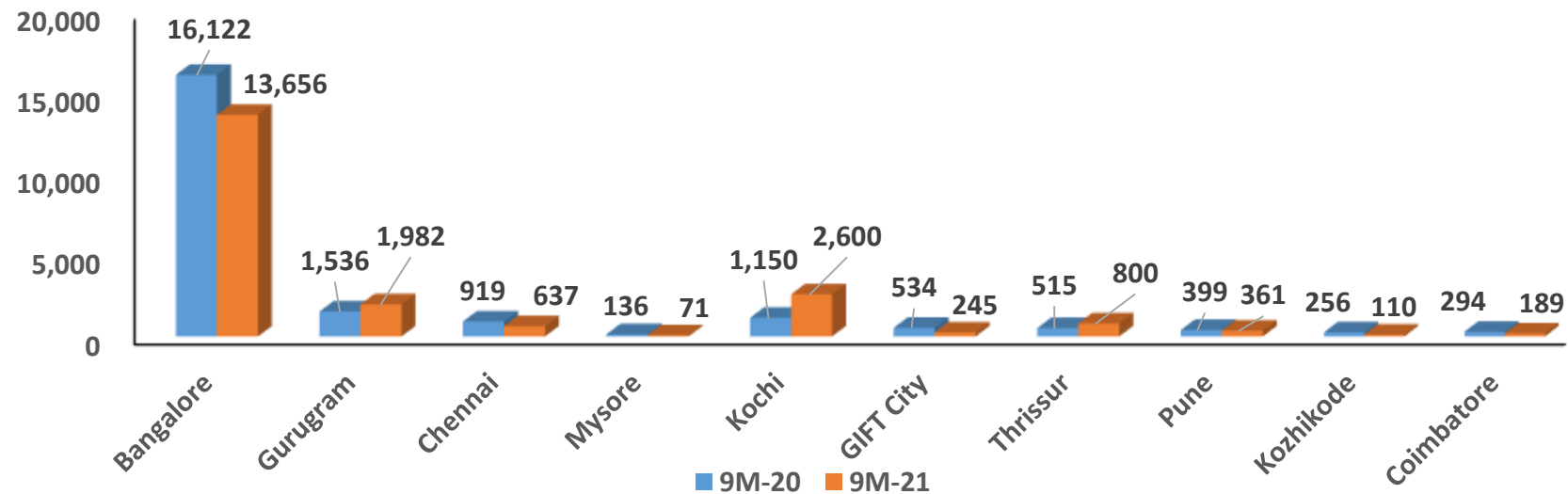


# SALES PERFORMANCE: 9M FY 2020-21

| Region       | 9M FY 2020-21    |                  |                                 |                           |
|--------------|------------------|------------------|---------------------------------|---------------------------|
|              | Area Sold        | Total Sale Value | Total Average Price Realization | Sobha Share of Sale Value |
|              | in Sq Feet       | in Rs Mns        | Rs / Sq Feet                    | in Rs Mns                 |
| Bangalore    | 1,809,516        | 13,656           | 7,547                           | 10,978                    |
| Gurugram     | 210,521          | 1,982            | 9,415                           | 1,354                     |
| Chennai      | 87,471           | 637              | 7,284                           | 637                       |
| Mysore       | 34,056           | 71               | 2,073                           | 50                        |
| Kochi        | 277,060          | 2,600            | 9,384                           | 1,350                     |
| GIFT City    | 44,383           | 245              | 5,531                           | 245                       |
| Thrissur     | 110,690          | 800              | 7,225                           | 800                       |
| Pune         | 42,937           | 361              | 8,405                           | 361                       |
| Kozhikode    | 16,452           | 110              | 6,709                           | 90                        |
| Coimbatore   | 42,588           | 189              | 4,433                           | 152                       |
| <b>Total</b> | <b>2,675,674</b> | <b>20,652</b>    | <b>7,718</b>                    | <b>16,017</b>             |

| 9M FY 2019-20    |                  |                                 |                           |
|------------------|------------------|---------------------------------|---------------------------|
| Area Sold        | Total Sale Value | Total Average Price Realization | Sobha Share of Sale Value |
| in Sq Feet       | in Rs Mns        | Rs / Sq Feet                    | in Rs Mns                 |
| 2,344,392        | 16,122           | 6,877                           | 13,615                    |
| 152,714          | 1,536            | 10,058                          | 1,098                     |
| 173,210          | 919              | 5,306                           | 888                       |
| 63,608           | 136              | 2,138                           | 107                       |
| 123,522          | 1,150            | 9,310                           | 682                       |
| 95,379           | 534              | 5,599                           | 534                       |
| 78,419           | 515              | 6,567                           | 515                       |
| 43,346           | 399              | 9,205                           | 399                       |
| 32,433           | 256              | 7,893                           | 202                       |
| 58,971           | 294              | 4,986                           | 251                       |
| <b>3,165,994</b> | <b>21,861</b>    | <b>6,905</b>                    | <b>18,291</b>             |

City wise Sale Value Comparison (in Rs. Mns)



# CASH FLOW STATEMENT

Amount Rs.in Millions

| PARTICULARS                                | Q3-21        | Q2-21        | 9M-21         | 9M-20         | Q3-20        | FY-20         |
|--|--------------|--------------|---------------|---------------|--------------|---------------|
| <b>Operational cash inflows</b>            |              |              |               |               |              |               |
| Real Estate Operations                     | 6,639        | 5,023        | 15,021        | 17,641        | 5,699        | 23,642        |
| Contractual & Manufacturing                | 2,030        | 1,836        | 5,973         | 9,379         | 3,293        | 12,829        |
| <b>Total Operational cash inflow (A)</b>   | <b>8,669</b> | <b>6,859</b> | <b>20,994</b> | <b>27,020</b> | <b>8,992</b> | <b>36,471</b> |
|  |              |              |               |               |              |               |
| <b>Operational cash outflows</b>           |              |              |               |               |              |               |
| Real Estate project expenses               | 2,903        | 2,215        | 6,843         | 12,232        | 3,573        | 14,803        |
| Joint Development Partner Payments         | 1,281        | 977          | 2,624         | 2,601         | 980          | 3,855         |
| Contracts and Manufacturing expenses       | 1,823        | 1,677        | 5,277         | 9,264         | 3,036        | 11,747        |
| Statutory Dues                             | 153          | 50           | 342           | 148           | 45           | 362           |
| Corpus Repayment                           | 109          | 97           | 245           | 59            | 10           | 103           |
| Central Over Heads                         | 360          | 359          | 1,085         | 1,546         | 542          | 2,102         |
| Advertising & Marketing expenses           | 221          | 187          | 535           | 617           | 212          | 805           |
| <b>Total Operational cash outflow (B)</b>  | <b>6,850</b> | <b>5,562</b> | <b>16,951</b> | <b>26,467</b> | <b>8,398</b> | <b>33,777</b> |
|  |              |              |               |               |              |               |
| <b>Net Operational Cash flow : (C=A-B)</b> | <b>1,819</b> | <b>1,297</b> | <b>4,043</b>  | <b>553</b>    | <b>594</b>   | <b>2,694</b>  |

# CASH FLOW STATEMENT (Contd)

Amount Rs.in Millions

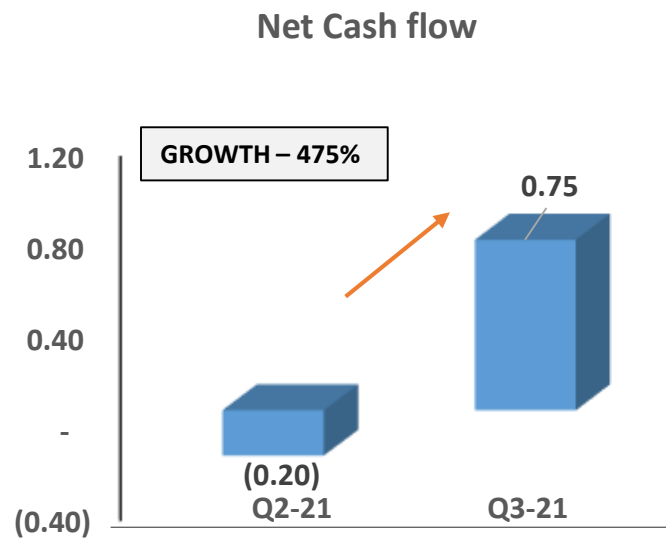
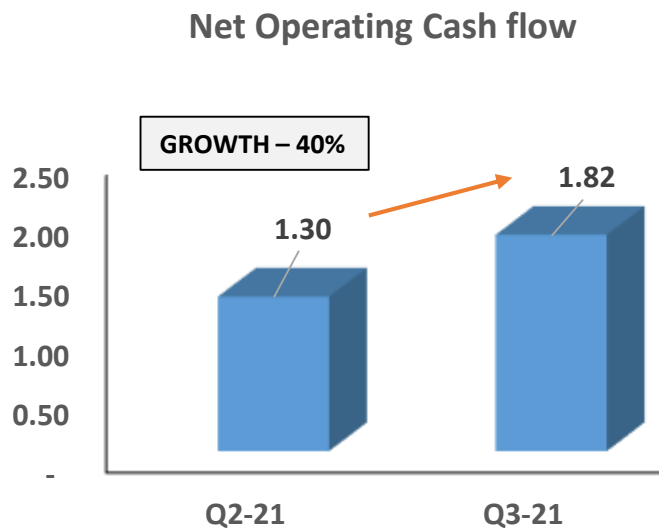
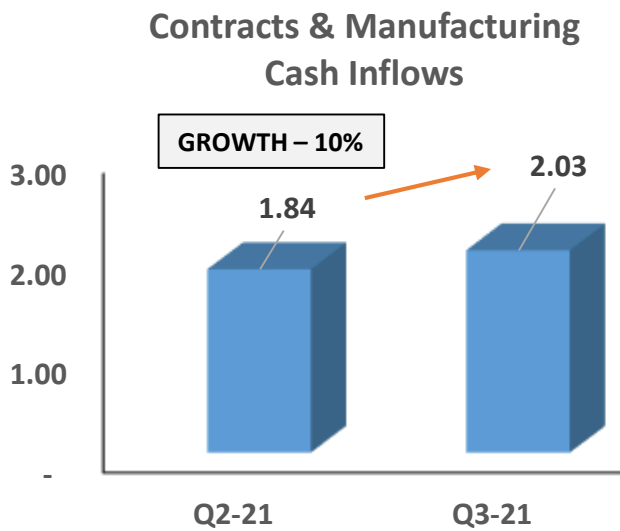
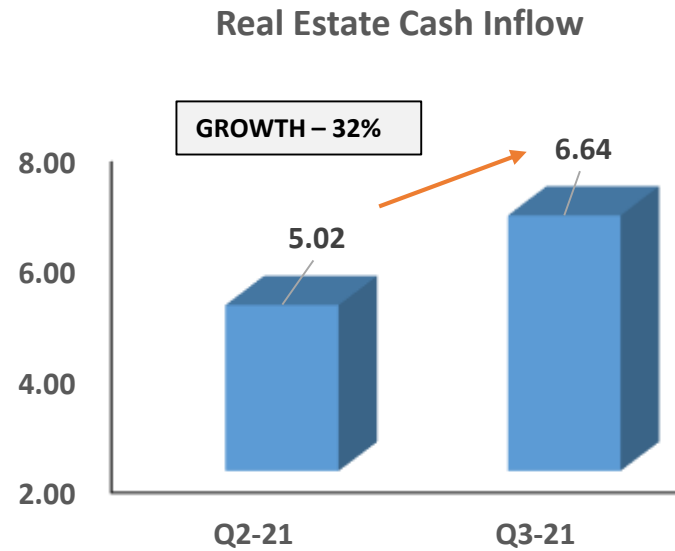
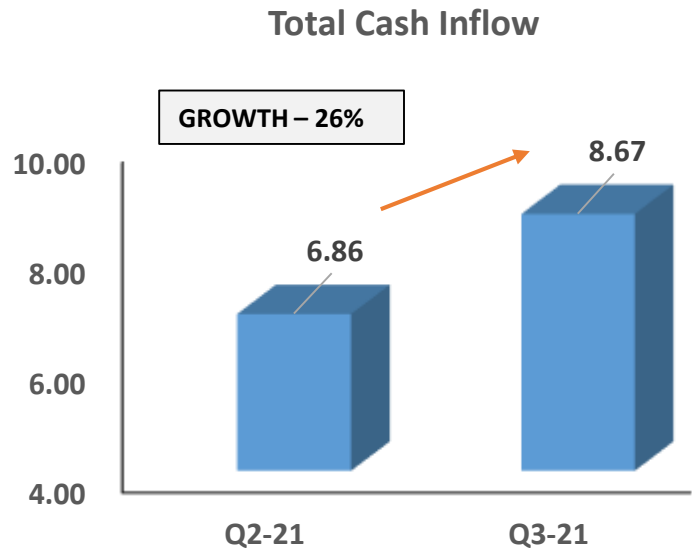
| PARTICULARS  | Q3-21        | Q2-21        | 9M-21         | 9M-20          | Q3-20          | FY-20          |
|--|--------------|--------------|---------------|----------------|----------------|----------------|
| <b>Financial Outflows</b>                              |              |              |               |                |                |                |
| Finance Cost   | 824          | 655          | 1,858         | 2,474          | 864            | 3,399          |
| Income Tax   | 48           | 41           | 131           | 319            | 63             | 393            |
| <b>Total Financial Outflows (D)</b>                    | <b>872</b>   | <b>696</b>   | <b>1,989</b>  | <b>2,793</b>   | <b>927</b>     | <b>3,792</b>   |
| <b>Net Cash flow after Financial Outflow : (E=C-D)</b> | <b>947</b>   | <b>601</b>   | <b>2,054</b>  | <b>(2,240)</b> | <b>(333)</b>   | <b>(1,098)</b> |
| <b>Capital Outflows</b>                                |              |              |               |                |                |                |
| Land Payments  | 144          | 60           | 204           | 2,313          | 560            | 2,641          |
| Dividend including tax                                 | -            | 664          | 664           | 800            | -              | 800            |
| Donation / CSR Contribution                            | 25           | 24           | 67            | 164            | 46             | 197            |
| Capex – General  | 1            | -            | 1             | 306            | 153            | 376            |
| Capex – Commercial Real Estate                         | 25           | 50           | 77            | 777            | 42             | 781            |
| <b>Total Capital Outflow (F)</b>                       | <b>195</b>   | <b>798</b>   | <b>1,013</b>  | <b>4,360</b>   | <b>801</b>     | <b>4,795</b>   |
|  |              |              |               |                |                |                |
| <b>Total Cash Inflow : (A)</b>                         | <b>8,669</b> | <b>6,859</b> | <b>20,994</b> | <b>27,020</b>  | <b>8,992</b>   | <b>36,471</b>  |
| <b>Total Cash Outflow : (G =B+D+F)</b>                 | <b>7,917</b> | <b>7,056</b> | <b>19,953</b> | <b>33,620</b>  | <b>10,126</b>  | <b>42,364</b>  |
| <b>Net Cash flow (A - G)</b>                           | <b>752</b>   | <b>(197)</b> | <b>1,041</b>  | <b>(6,600)</b> | <b>(1,134)</b> | <b>(5,893)</b> |
|  |              |              |               |                |                |                |
| <b>COVID Moratorium Interest availed</b>               | <b>-</b>     | <b>86</b>    | <b>560</b>    | <b>-</b>       | <b>-</b>       | <b>-</b>       |



# CASHFLOW HIGHLIGHTS Q3 FY 2020-21



Amount in Rs. Billions



## KEY FINANCIAL HIGHLIGHTS: Q3 FY 2020-21

**Total Income Rs 6.96 billion  
up by 27% compared to Q2-21**

**Real Estate Revenue Rs 4.64 billion  
up by 39% compared to Q2-21**

**Contractual and Manufacturing  
Revenue: Rs 2.20 billion  
up by 16% compared to Q2-21**

**EBITDA:Rs 1.38 billion up by 8%  
compared to Q2-21. Margin at 20%**

**Profit Before Tax Rs 0.32 billion  
up by 39% compared to Q2-21**

**Profit After Tax Rs 0.21 billion  
up by 24% compared to Q2-21**

## KEY FINANCIAL HIGHLIGHTS: 9M FY 2020-21

**Total Income**  
**Rs 16.02 billion**

**Real Estate Revenue**  
**Rs 10.20 billion**

**Contractual and Manufacturing**  
**Revenue: Rs 5.36 billion**

**EBITDA Rs 3.74 billion**  
**Margin at 23%**

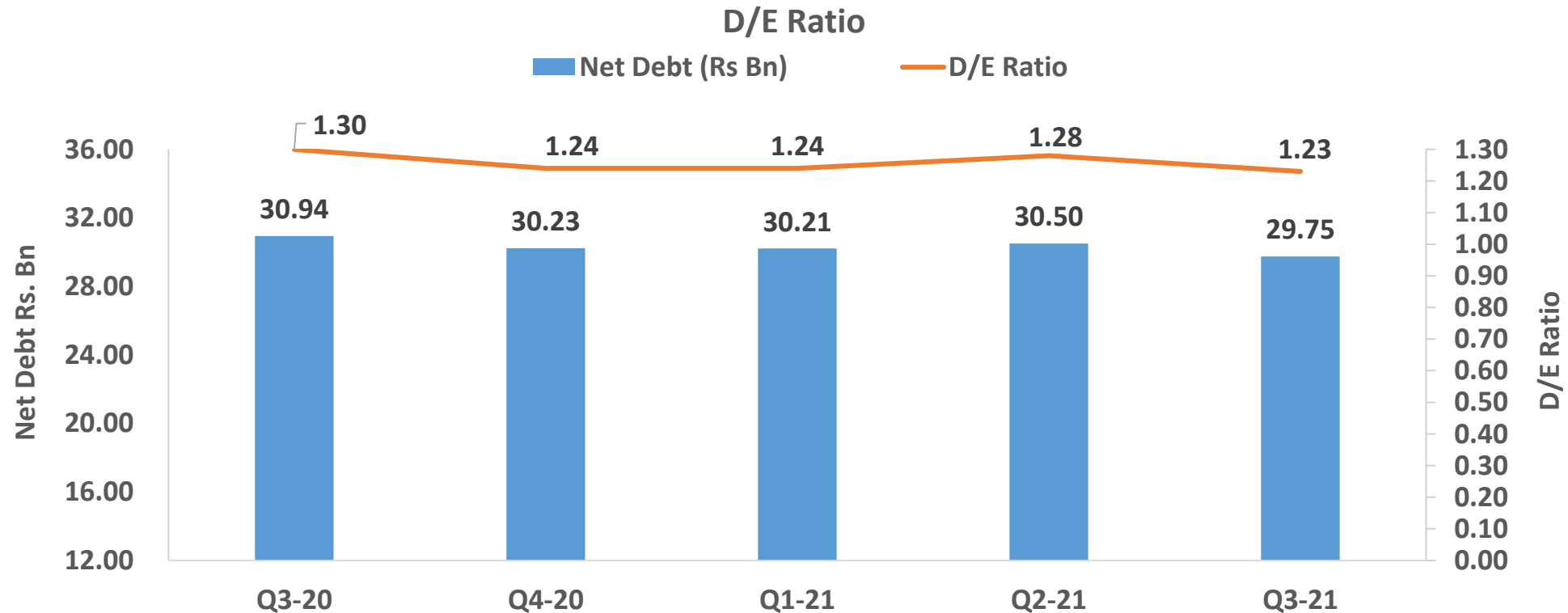
**Profit Before Tax**  
**Rs 0.61 billion**

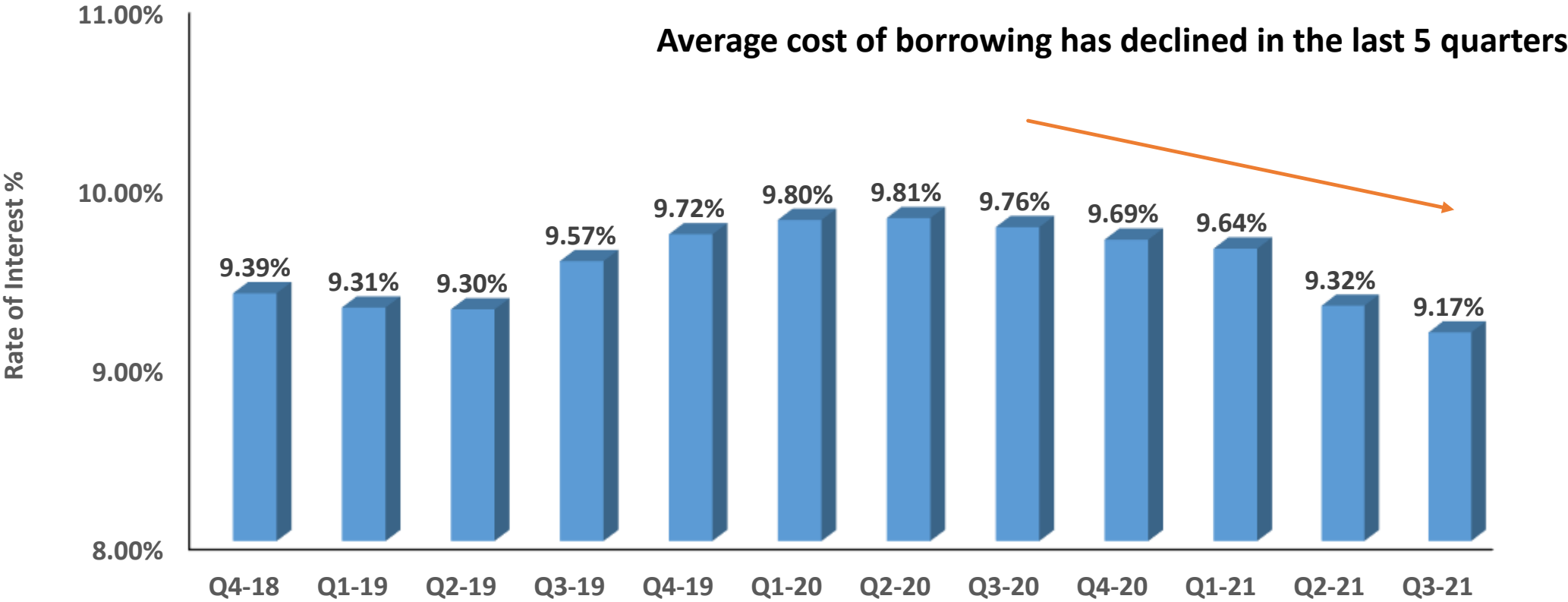
**Profit After Tax**  
**Rs 0.45 billion**

# MOVEMENT of DEBT

Amount Rs.in Billions

| Particulars                   | 31st Dec-20  | 30th Sept-20 | 30th Jun-20  | 31st Mar-20  | 31st Dec-19  |
|-------------------------------|--------------|--------------|--------------|--------------|--------------|
| Gross Debt                    | 31.34        | 31.56        | 31.25        | 31.18        | 32.08        |
| Less: Cash & Cash Equivalents | 1.59         | 1.06         | 1.04         | 0.95         | 1.14         |
| <b>Net Debt</b>               | <b>29.75</b> | <b>30.50</b> | <b>30.21</b> | <b>30.23</b> | <b>30.94</b> |





| Finance Cost(Gross) |       |       |       |       |       |       |       |       |       | Rs. In Million |       |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|----------------|-------|
| Q3-21               | Q2-21 | Q1-21 | Q4-20 | Q3-20 | Q2-20 | Q1-20 | Q4-19 | Q3-19 | Q2-19 | Q1-19          | Q4-18 |
| 848                 | 851   | 848   | 840   | 818   | 855   | 840   | 758   | 716   | 719   | 713            | 706   |

# REAL ESTATE (RESIDENTIAL) PROJECTS: PROJECTED CASH FLOW

| Particulars   | Completed projects with unsold inventory | Ongoing - Area offered for sale | Ongoing - Area not offered for sale | Total         | UOM      |
|---|--|---------------------------------|-------------------------------------|---------------|----------|
| Total Saleable area   | 6.13                                     | 19.53                           | 7.80                                | <b>33.46</b>  | Mn. sqft |
| Sobha Share of Saleable area  | 6.05                                     | 18.11                           | 6.96                                | <b>31.12</b>  | Mn. sqft |
| Total area sold till 31st December 2020                                     | 5.72                                     | 10.74                           | -                                   | <b>16.46</b>  | Mn. sqft |
| Unsold area as on 31st December 2020  | 0.33                                     | 7.37                            | 6.96                                | <b>14.66</b>  | Mn. sqft |
| Balance construction cost to be spent to complete the entire developments   | -  | 39.59                           | 25.51                               | <b>65.11</b>  | Rs. Bn   |
| Outstanding receivables + Balance to be billed and collected on sold units. | 0.23                                     | 31.04                           | -                                   | <b>31.27</b>  | Rs. Bn   |
| Sales value of unsold stock   | 1.28                                     | 55.66                           | 51.17                               | <b>108.12</b> | Rs. Bn   |
| Cumulative Cash flow available (+ve)  | <b>1.52</b>                              | <b>47.11</b>                    | <b>25.65</b>                        | <b>74.28</b>  | Rs. Bn   |

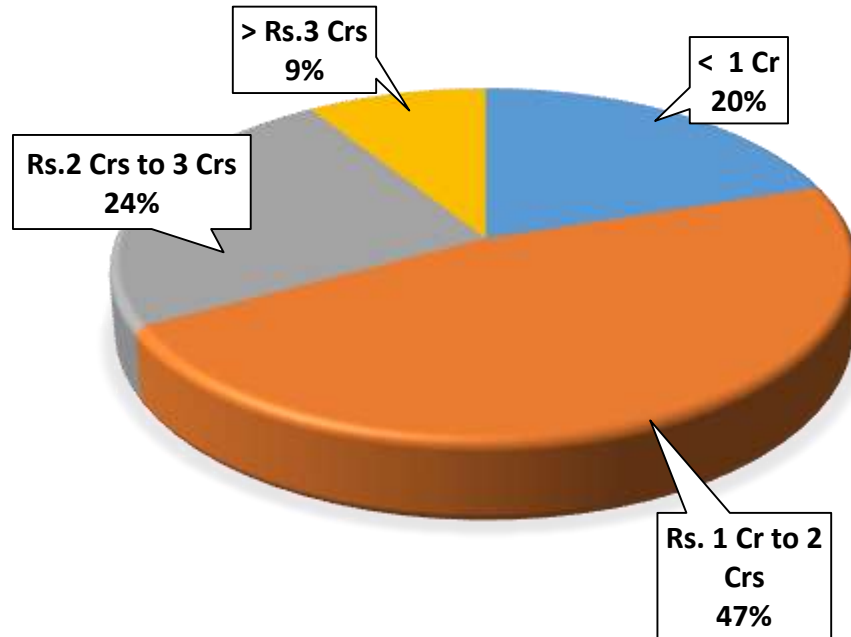
**Highlights:**

1. *Unsold completed inventory stands at 0.33 million square feet, which will probably be the lowest in the real estate industry.*
2. *Balance receivable from sold ongoing project inventory and completed projects stands at Rs. 31.27 billion which covers 79% of the balance project cost to be spent for completing the projects.*

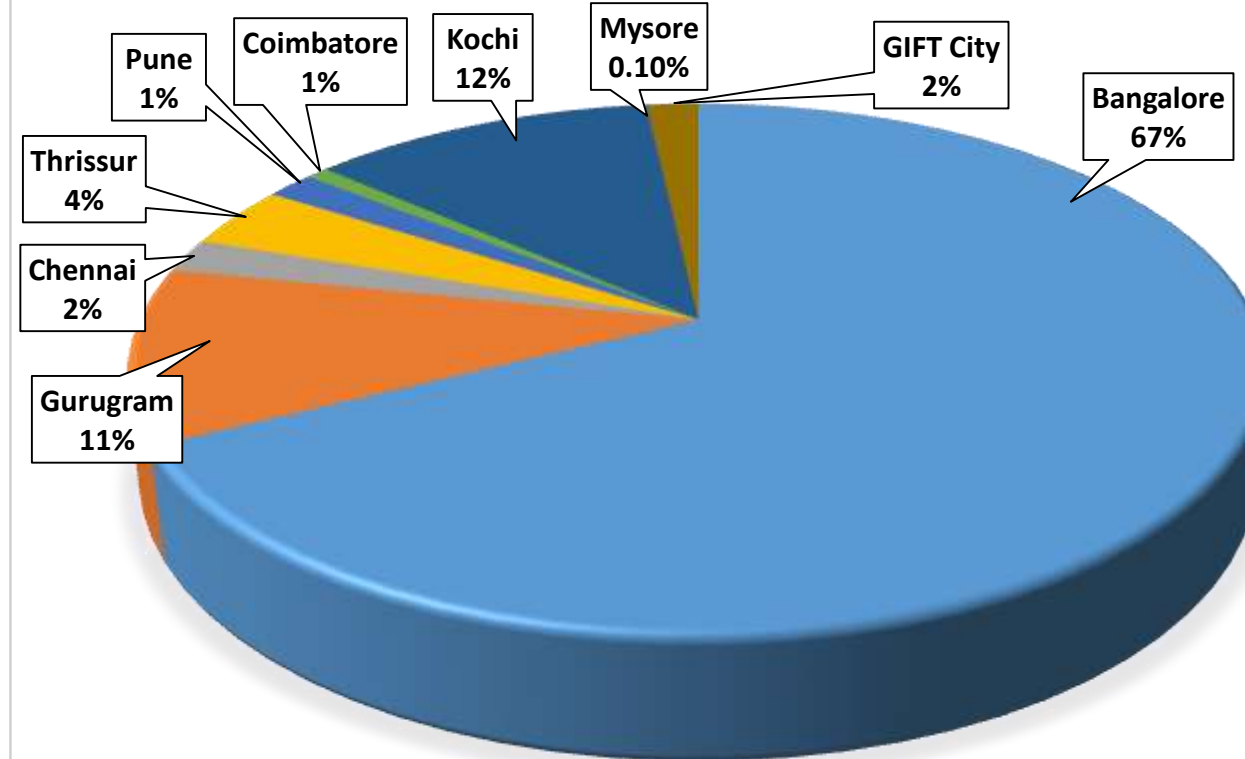
*^Unsold area sale value is based on estimated selling price in respective projects.*

# SALES VALUE PERFORMANCE Q3 FY 2020-21 (Price Band and Region category)

% CONTRIBUTION PER PRICE BRACKETS

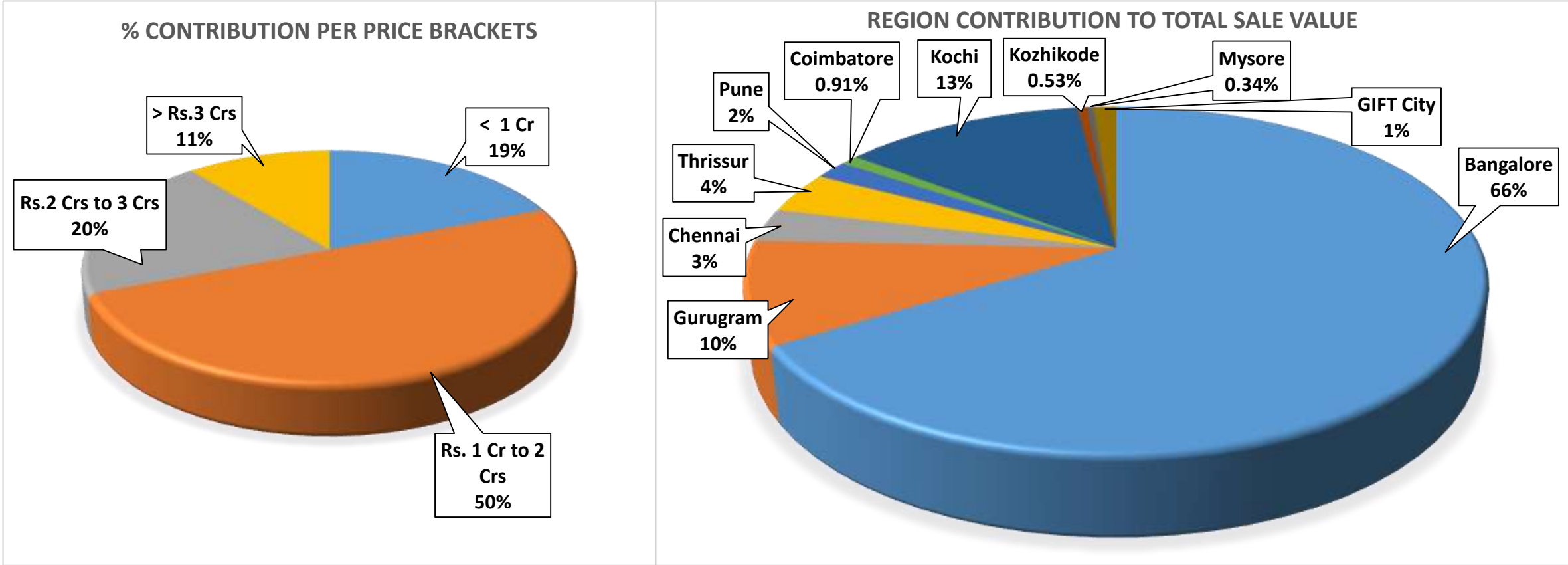


REGION CONTRIBUTION TO TOTAL SALE VALUE



➤ We have witnessed considerable increase in interest from customers for our products in Rs 2-3 Crores price bracket as compared to last quarter.

# SALES VALUE PERFORMANCE 9M FY 2020-21 (Price Band and Region category)

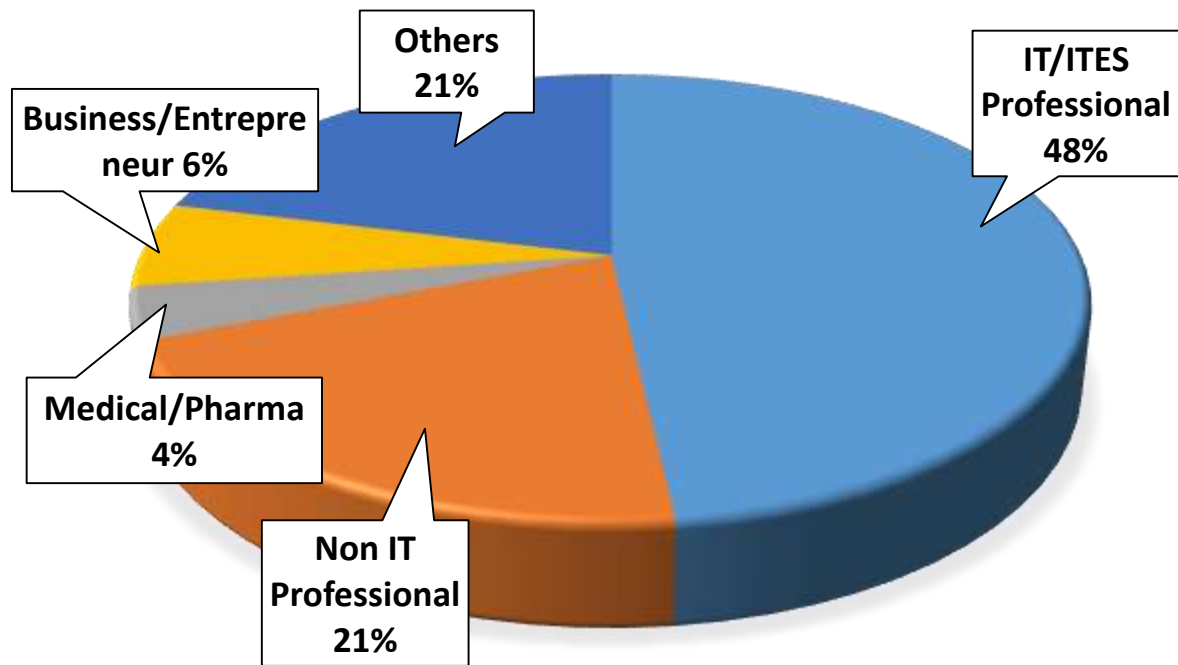




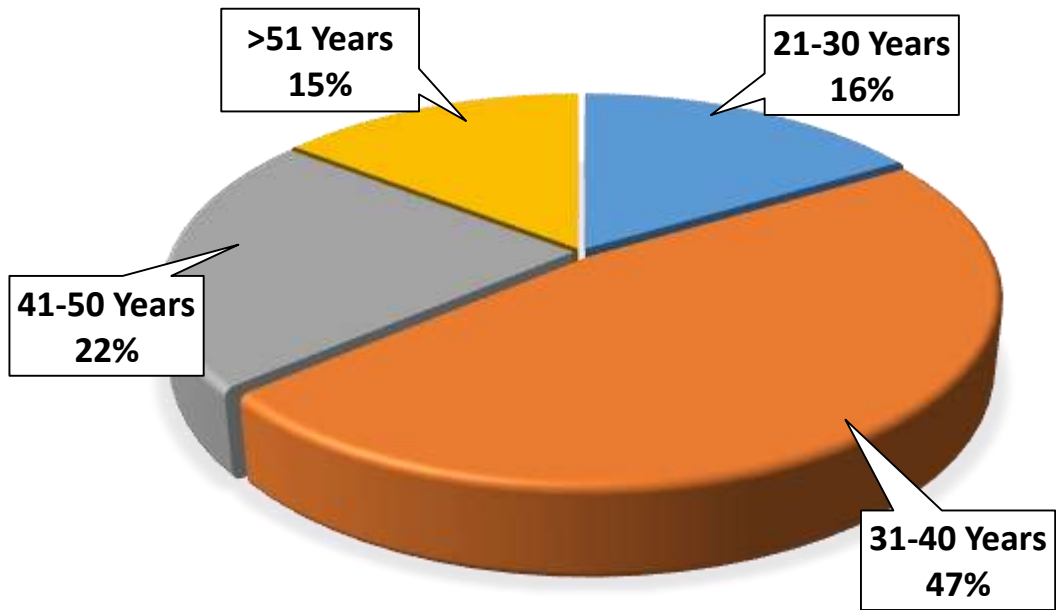
# BUYER PROFILE: 12 Months Rolling



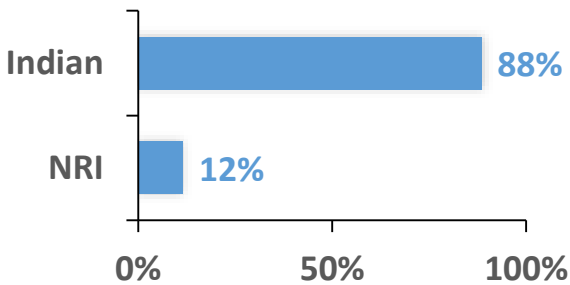
PROFESSION-WISE BREAKUP



BUYERS AGE-WISE BREAKUP



RESIDENTIAL STATUS



# REAL ESTATE - PROJECTS PORTFOLIO

Total Developable / Leasable Area in Mn sqft

| CITY         | COMPLETED    | ONGOING      | FORTHCOMING  |
|--------------|--------------|--------------|--------------|
| Bengaluru *  | 46.10        | 13.42        | 7.25         |
| Mysore       | 1.58         | -            | -            |
| Gurugram     | 1.56         | 5.46         | 1.75         |
| Delhi        | -            | -            | 1.06         |
| Kochi        | -            | 3.20         | -            |
| Thrissur *   | 2.90         | 0.60         | 1.31         |
| Kozhikode    | -            | 1.07         | -            |
| Trivandrum   | -            | -            | 0.65         |
| Chennai      | 1.68         | 1.30         | 0.44         |
| Coimbatore   | 3.73         | 0.61         | -            |
| Hosur        | -            | -            | 1.31         |
| GIFT City    | -            | 0.71         | 0.33         |
| Pune         | 1.20         | 0.68         | -            |
| Hyderabad    | -            | -            | 0.65         |
| <b>Total</b> | <b>58.75</b> | <b>27.05</b> | <b>14.75</b> |

➤ Completed Real Estate projects located across **7 cities**, with Total development of **58.75 mn sqft** and Super Built-up area of **44.63 mn sqft**

➤ Under construction projects located across **9 cities**, with Total developable area of **27.05 mn sqft** and Super Built-up area of **19.52 mn sqft**

➤ Forthcoming residential projects located across **9 cities**, with Total Super Built-up area of **14.43 mn sqft**.

➤ \*(includes) Proposed Commercial projects in Bangalore and Thrissur with Total Leasable Area of **0.29 and 0.03 mn sqft** respectively

## Note:

- Real Estate product mix includes Multi Storied Apartments (Dreams, Luxury, Super Luxury & Presidential category), Row Houses, Villas, Plotted Developments & Club House Facilities etc.
- Developed / Developable area includes super built-up area (SBA) / saleable area to the customer plus common area, car parking area, service area, storage area, internal roads and common amenities.

# FUTURE LAUNCHES AND RERA STATUS

## Forthcoming Launch Pipeline :

| LOCATION                         | No of Projects | Total Saleable area (Mn Sft) |
|----------------------------------|----------------|------------------------------|
| <b>Real Estate - Forthcoming</b> |                |                              |
| Bangalore                        | 6              | 6.96                         |
| Chennai                          | 1              | 0.44                         |
| Hosur                            | 1              | 1.31                         |
| Delhi                            | 1              | 1.06                         |
| Gurugram                         | 1              | 1.75                         |
| Thrissur                         | 1              | 1.28                         |
| Hyderabad                        | 1              | 0.65                         |
| GIFT City                        | 1              | 0.33                         |
| Trivandrum                       | 1              | 0.65                         |
| <b>Sub Total</b>                 | <b>14</b>      | <b>14.43</b>                 |

| <b>Commercial Portfolio (Total Leasable Area)</b> |          |             |
|---|----------|-------------|
| Bangalore   | 2        | 0.29        |
| Thrissur  | 1        | 0.03        |
| <b>Sub Total</b>                                  | <b>3</b> | <b>0.32</b> |

|                    |           |              |
|--------------------|-----------|--------------|
| <b>Grand Total</b> | <b>17</b> | <b>14.75</b> |
|--------------------|-----------|--------------|

## Ongoing Projects - RERA registration status :

| Location     | No of projects applied for RERA | No of projects approved by RERA |
|--------------|---------------------------------|---------------------------------|
| Bangalore    | 72                              | 68                              |
| Mysore       | 1                               | 1                               |
| Gurugram     | 6                               | 6                               |
| Pune         | 3                               | 3                               |
| GIFT City    | 1                               | 1                               |
| Chennai      | 4                               | 4                               |
| Coimbatore   | 1                               | 1                               |
| Thrissur     | 4                               | 2                               |
| Kozhikode    | 2                               | -                               |
| Kochi        | 4                               | 4                               |
| <b>Total</b> | <b>98</b>                       | <b>90</b>                       |

- 98 projects registered under RERA and 90 project approval received.

|  |                     |
|--|---------------------|
| Unsold Area from Area offered for sale in Ongoing projects | 7.37 mn sft         |
| Unsold area from ongoing projects - not offered for sale   | 6.96 mn sft         |
| Future Launches  | 14.43 mn sft        |
| <b>TOTAL INVENTORY AVAILABLE FOR SALE IN FUTURE</b>        | <b>28.76 mn sft</b> |

# CONTRACTS PORTFOLIO

Overall area delivered since inception: 52.60 million square feet

Order book value as of 31<sup>st</sup> December 2020: Rs 21.26 billion

## Contractual Ongoing Project Details as of 31<sup>st</sup> Dec 2020

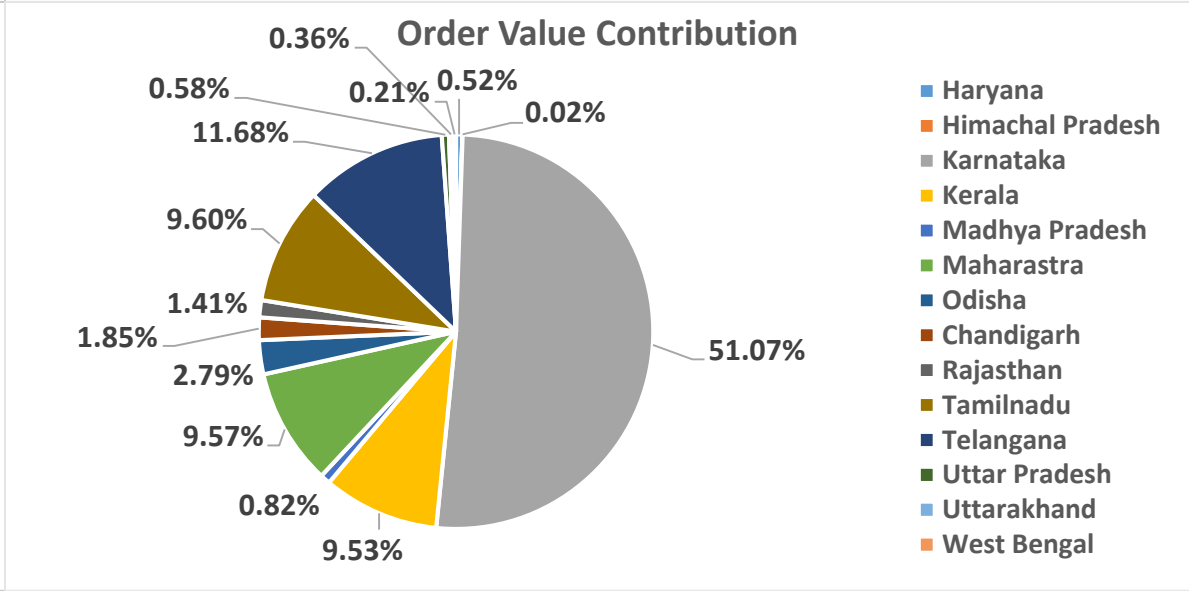
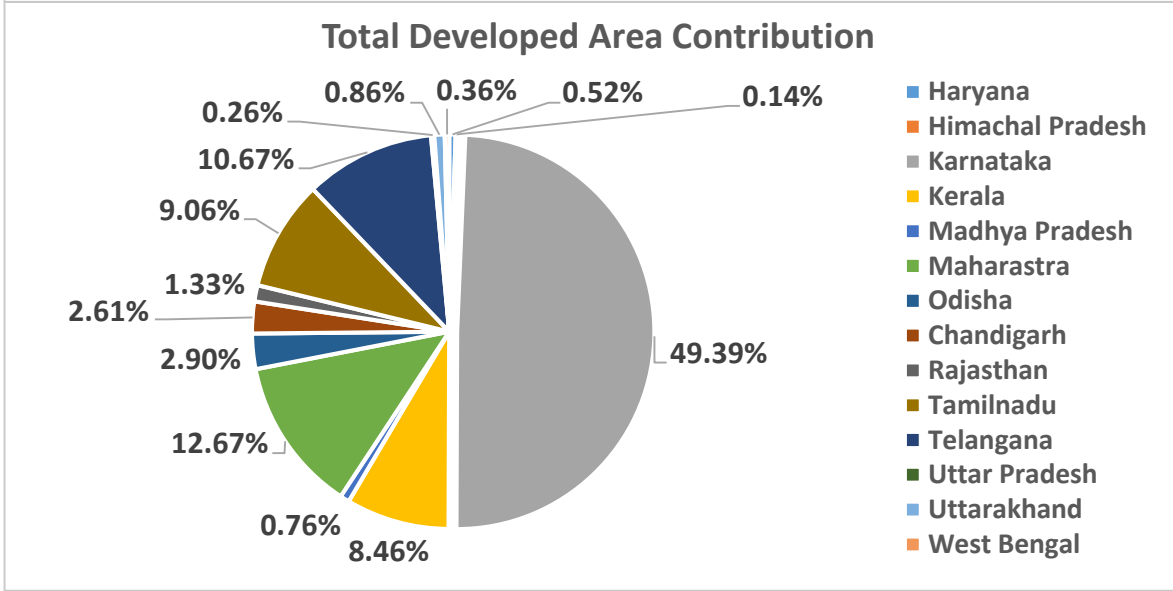
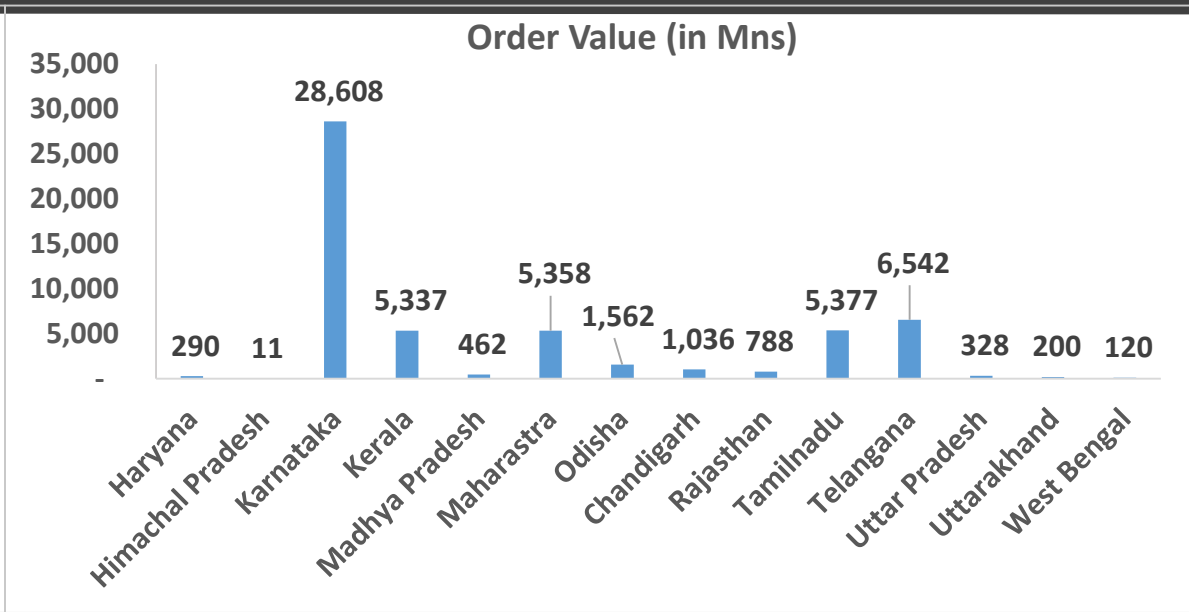
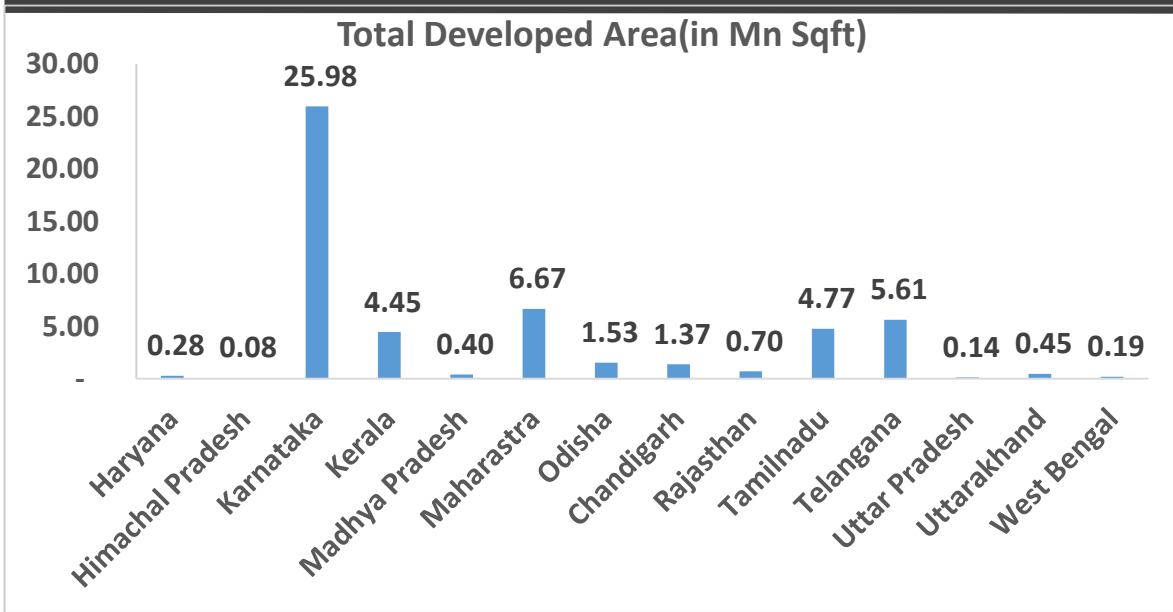
| S.No         | Location     | Built-up area<br>(Mn Sqft) |
|--------------|--------------|----------------------------|
| 1            | Bangalore    | 1.53                       |
| 2            | Bhubaneshwar | 0.02                       |
| 3            | Chennai      | 0.15                       |
| 4            | Cochin       | 0.09                       |
| 5            | Hyderabad    | 2.61                       |
| 6            | Indore       | 0.37                       |
| 7            | Mysore       | 0.29                       |
| 8            | Pune         | 0.07                       |
| 9            | Trivandrum   | 2.76                       |
| <b>Total</b> |              | <b>7.89</b>                |

## Contractual Revenue & Collection Details as of 31<sup>st</sup> Dec 2020

*Amount in Rs. Billions*

| Particulars        | 9M - 21     | 9M - 20     |
|--------------------|-------------|-------------|
| <b>Revenue</b>     |             |             |
| Contracts          | <b>3.61</b> | <b>6.63</b> |
| Manufacturing      | <b>1.75</b> | <b>3.32</b> |
| <b>Total</b>       | <b>5.36</b> | <b>9.94</b> |
| <b>Collections</b> |             |             |
| Contracts          | <b>3.78</b> | <b>5.70</b> |
| Manufacturing      | <b>2.20</b> | <b>3.68</b> |
| <b>Total</b>       | <b>5.97</b> | <b>9.38</b> |

# CONTRACTS: Completed Projects region wise contribution details



# MANUFACTURING DIVISION PERFORMANCE

- ***SOBHA – Only Real Estate Company in India with Aatma Nirbhar (Self-Reliant) Model***
- ***It supports company to achieve world class quality with timely & efficient delivery***

| Glazing & Metal Works Division  |              | Interiors & Furnishing Division   |              | Concrete Products Division   |              |
|---|--------------|---|--------------|--|--------------|
| Turnover (9M-21):-  | Rs. 0.88 Bns | Turnover (9M-21):-  | Rs. 0.60 Bns | Turnover (9M-21):-   | Rs. 0.27 Bns |
| No. of Employees  | 121          | No. of Employees  | 139          | No. of Employees   | 16           |
| Factory Area  | 0.30 Mn sqft | Factory Area  | 0.80 Mn sqft | Factory Area   | 0.40 Mn sqft |
| <b><u>PRODUCTS:-</u></b> <ul style="list-style-type: none"> <li>➤ Metal/Steel fabrication works</li> <li>➤ Aluminum doors &amp; windows, structures</li> <li>➤ Glass works</li> </ul> |              | <b><u>PRODUCTS:-</u></b> <ul style="list-style-type: none"> <li>➤ Manufacturing wood based products such as doors, windows, paneling, cabinets, cupboards &amp; loose furniture.</li> <li>➤ Manufacture of Economy, Deluxe, Super Deluxe &amp; Premium Mattresses from furnishing division</li> </ul> |              | <b><u>PRODUCTS:-</u></b> <ul style="list-style-type: none"> <li>➤ Manufacture of wide range of concrete products such as concrete blocks, pavers, kerbstones, water drainage channels, paving slabs and elite landscape products</li> <li>➤ Glass Fiber Reinforced Concrete</li> </ul> |              |

Note: \*All divisions turnover represents net revenue excluding inter division sales & GST



# COMMERCIAL PORTFOLIO: Completed and forthcoming projects

| Project Name                    | Status      | % of area Leased | Total Leasable Area (in sqft) | Sobha Share of Leasable Area (in sqft) |
|---------------------------------|-------------|------------------|-------------------------------|--|
| Sobha City Mall, Thrissur       | Completed   | 94%              | 338,493                       | 258,247                                |
| One Sobha, Bangalore            | Completed   | 80%              | 225,334                       | 150,974                                |
| Sub Total                       |             |                  | 563,827                       | 409,221                                |
| Sobha City Athena Bangalore     | Ongoing     | -                | 28,863                        | 28,863                                 |
| Sub Total                       |             |                  | 28,863                        | 28,863                                 |
| Yadavanahalli, E.City Bangalore | Forthcoming | -                | 237,838                       | 181,946                                |
| Sub Total                       |             |                  | 237,838                       | 181,946                                |
| Grand Total                     |             |                  | 830,528                       | 620,030                                |

Sobha City Mall, Thrissur – Completed



One Sobha, Bangalore- Completed





# SOBHA DREAM ACRES PROJECT STATUS

|                                 |              |  |              |
|---------------------------------|--------------|--|--------------|
| Total Developable Area Launched | 7.43 mn sqft | Total SBA launched for sale as on Dec - 2020 | 5.24 mn sqft |
|                                 |              | Total SBA Sold till Dec - 2020               | 4.84 mn sqft |
| Area Completed till Dec - 2020  | 4.91 mn sqft | Percentage sold                              | 92 %         |

**Sobha Dream Acres Wing 26, 27 & 28, Bangalore**



**Sobha Dream Acres Wing 50, Bangalore**





# SNAPSHOTS OF COMPLETED RESIDENTIAL PROJECT: 25 RICHMOND, BANGALORE





# SNAPSHOTS OF COMPLETED CONTRACTUAL PROJECT: INFOSYS SEZ, BANGALORE





# SNAPSHOTS OF FEW ONGOING PROJECTS

**Sobha Dream Gardens, Wing 06, Bangalore**



**Sobha Palm Court Blk 2, Bangalore**



**Sobha Royal Pavilion wing 4, Bangalore**



**Sobha Royal Pavilion wing 16, Bangalore**





# SNAPSHOTS OF FEW ONGOING PROJECTS (Contd)

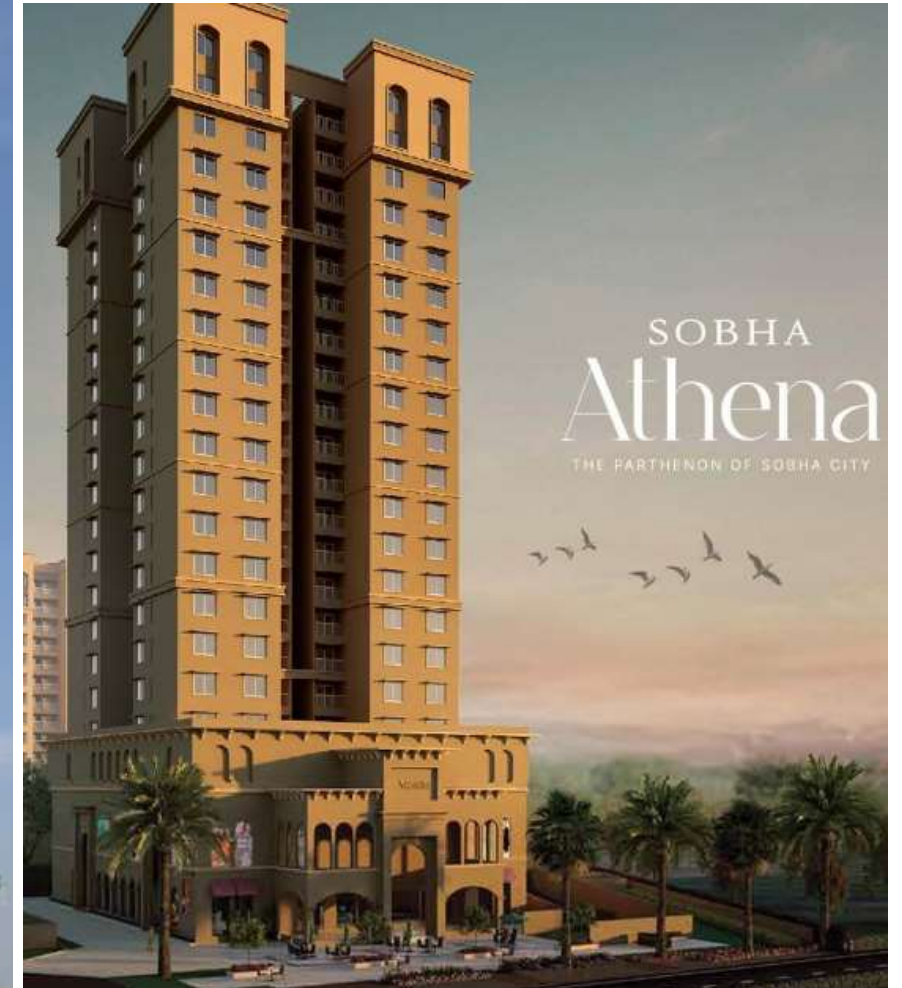
**Sobha City, Tower C2, Gurugram**



**Sobha City, Tower C3, Gurugram**



**Sobha City Athena : Project Launched in Bangalore**  
**Residential SBA : 121,606**  
**Commercial SBA: 28,863**



# BOARD OF DIRECTORS



**Ravi PNC Menon**  
**Chairman**

- Over 15 years of experience in the real estate and construction business
- Bachelor of Science in Civil Engineering from Purdue University, USA



**J.C. Sharma**  
**Vice Chairman & Managing Director**

- Over 37 years of experience in diversified industries such as automobiles, textiles, steel & real estate.
- A qualified Chartered Accountant and Company Secretary with a Bachelor's degree in Commerce (Honors) from St Xavier's college, Calcutta



**Jagadish Nangineni**  
**Dy. Managing Director**

- Over 17 years of experience in the field of real estate, technology and consulting
- MBA from the IIM, Calcutta and has done Bachelor of Technology (B. Tech) in Civil Engineering from IIT, Bombay.



**T.P. Seetharam**  
**Whole-time Director**

- Distinguished service as a career diplomat for 36 years, retired as Ambassador of India to UAE
- IFS from 1980 batch and MA in English Literature from Madras Christian College



**R.V.S. Rao**  
**Independent Director**

- Over 47 years of experience in the areas of banking and finance
- Bachelor's degree in Commerce from Mysore University and a Bachelor's degree in law from Bangalore University institutions



**Anup Shah**  
**Independent Director**

- Over 35 years of experience in the field of law, specifically real estate law.
- Degree in law from the Government Law College, Mumbai



**Sumeet Jagdish Puri**  
**Independent Director**

- Over 23 years of experience in Global Investment Banking
- MBA from S.P. Jain Institute of Mgmt. & Research, Mumbai & Bachelor's degree from Sydenham Institute of Management Studies, Research and Entrepreneurship.



**Srivathsala Kanchi Nandagopal**  
**Independent Director**

- A serial entrepreneur, Founder of 4 Organizations, with Businesses spanning across Angel Investing, Financial planning for HNIs and Strategic Business advisory
- Certified Financial Planner from ICAI besides holding Masters in Commerce from Bangalore University

# ANNEXURES

# PROFIT & LOSS STATEMENT

Amount Rs.in Millions

| PARTICULARS                                     | Q3-21        | Q2-21        | 9M-21         | 9M-20         | Q3-20        | FY-20         |
|---|--------------|--------------|---------------|---------------|--------------|---------------|
| Real Estate Revenue                             | 4,641        | 3,334        | 10,204        | 18,494        | 5,766        | 22,801        |
| Contractual & Manufacturing Revenue             | 2,203        | 1,886        | 5,360         | 9,944         | 3,066        | 14,738        |
| Other Income                                    | 119          | 239          | 451           | 543           | 180          | 718           |
| <b>Total Income</b>                             | <b>6,963</b> | <b>5,459</b> | <b>16,015</b> | <b>28,981</b> | <b>9,012</b> | <b>38,257</b> |
| Total Expenditure                               | 5,585        | 4,184        | 12,271        | 22,511        | 6,848        | 29,946        |
| <b>EBIDTA</b>                                   | <b>1,378</b> | <b>1,275</b> | <b>3,744</b>  | <b>6,470</b>  | <b>2,164</b> | <b>8,311</b>  |
| EBIDTA Margin                                   | 20%          | 23%          | 23%           | 22%           | 24%          | 22%           |
| Depreciation                                    | 206          | 195          | 590           | 535           | 182          | 723           |
| Finance Expenses                                | 848          | 851          | 2,547         | 2,419         | 818          | 3,258         |
| <b>Profit Before Tax</b>                        | <b>324</b>   | <b>229</b>   | <b>607</b>    | <b>3,516</b>  | <b>1,164</b> | <b>4,330</b>  |
| PBT Margin                                      | 5%           | 4%           | 4%            | 12%           | 13%          | 11%           |
| Tax Expenses (Provision)                        | 107          | 67           | 162           | 1,208         | 432          | 1,515         |
| <b>PAT after share of associates</b>            | <b>217</b>   | <b>162</b>   | <b>445</b>    | <b>2,308</b>  | <b>732</b>   | <b>2,815</b>  |
| Other comprehensive income (net of tax expense) | (8)          | 8            | -             | 6             | 5            | 5             |
| <b>Net Profit</b>                               | <b>209</b>   | <b>170</b>   | <b>445</b>    | <b>2,314</b>  | <b>737</b>   | <b>2,820</b>  |
| Net Profit Margin                               | 3%           | 3%           | 3%            | 8%            | 8%           | 7%            |



# CONSOLIDATED BALANCE SHEET

Amount Rs.in Millions

| PARTICULARS                                     | 31'Dec 2020    | 31'Dec 2019    |
|---|----------------|----------------|
| <b>ASSETS</b>                                   |                |                |
| <b>Non-current assets</b>                       |                |                |
| Property, Plant and equipment                   | 4,487          | 3,000          |
| Investment Property                             | 3,469          | 3,717          |
| Investment Property under construction          | 0              | 2,520          |
| Right of use assets                             | 133            | 130            |
| Intangible assets                               | 229            | 106            |
| <b>Financial assets</b>                         |                |                |
| Investments                                     | 1,143          | 1,142          |
| Trade Receivables                               | 520            | 189            |
| Other Non-current financial assets              | 102            | 124            |
| Other non-current assets                        | 5,172          | 4,982          |
| Current tax assets (net)                        | 122            | 160            |
| Deferred tax assets (net)                       | 21             | -              |
| <b>TOTAL</b>                                    | <b>15,398</b>  | <b>16,070</b>  |
| <b>Current Assets</b>                           |                |                |
| Inventories                                     | 68,154         | 67,484         |
| <b>Financial Assets</b>                         |                |                |
| Trade receivables                               | 2,122          | 2,948          |
| Cash and cash equivalents                       | 1,283          | 943            |
| Bank balance other than Cash & cash equivalents | 310            | 162            |
| Other Current financial assets                  | 7,947          | 7,226          |
| Other current assets                            | 14,457         | 15,075         |
| <b>TOTAL</b>                                    | <b>94,273</b>  | <b>93,838</b>  |
| <b>TOTAL ASSETS</b>                             | <b>109,671</b> | <b>109,908</b> |

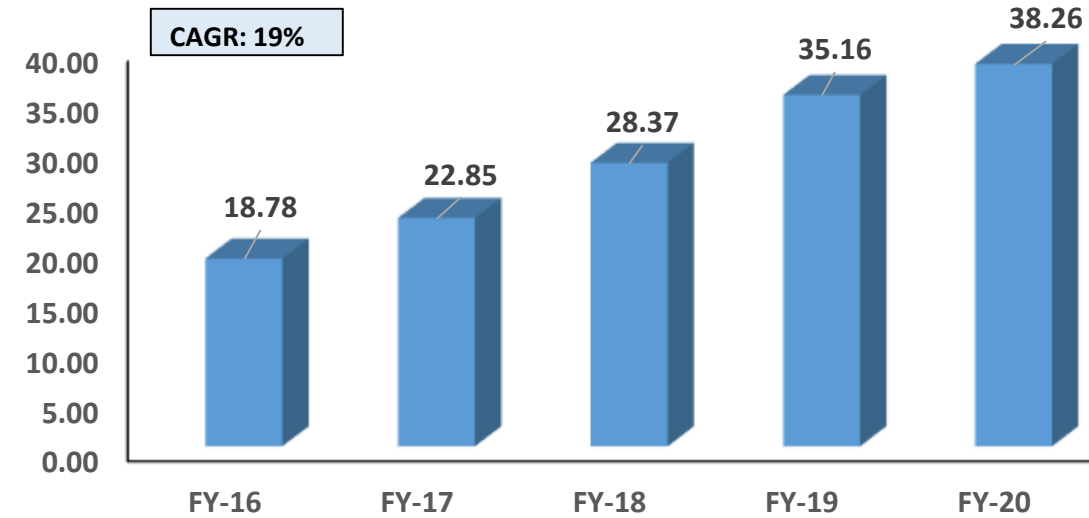
| PARTICULARS                           | 31'Dec 2020    | 31'Dec 2019    |
|---------------------------------------|----------------|----------------|
| <b>EQUITY &amp; LIABILITIES</b>       |                |                |
| <b>Equity</b>                         |                |                |
| Equity Share Capital                  | 948            | 948            |
| Other Equity                          | 23,145         | 22,856         |
| <b>Total Equity</b>                   | <b>24,093</b>  | <b>23,804</b>  |
| <b>Non-Current Liabilities</b>        |                |                |
| Financial Liabilities                 |                |                |
| Borrowings                            | 3,562          | 837            |
| Lease liabilities                     | 68             | 135            |
| Provisions                            | 160            | 137            |
| Deferred tax liabilities (net)        | 395            | 431            |
| <b>TOTAL</b>                          | <b>4,185</b>   | <b>1,540</b>   |
| <b>Current Liabilities</b>            |                |                |
| Financial Liabilities                 |                |                |
| Borrowings                            | 26,967         | 30,419         |
| Lease liabilities                     | 74             | -              |
| Trade payables                        | 7,153          | 9,577          |
| Other Current financial liabilities   | 6,090          | 4,862          |
| Other current liabilities             | 40,812         | 39,560         |
| Liabilities for current tax (net)     | 160            | -              |
| Provisions                            | 137            | 146            |
| <b>TOTAL</b>                          | <b>81,393</b>  | <b>84,564</b>  |
| <b>Total Liabilities</b>              | <b>85,578</b>  | <b>86,104</b>  |
| <b>TOTAL EQUITY &amp; LIABILITIES</b> | <b>109,671</b> | <b>109,908</b> |



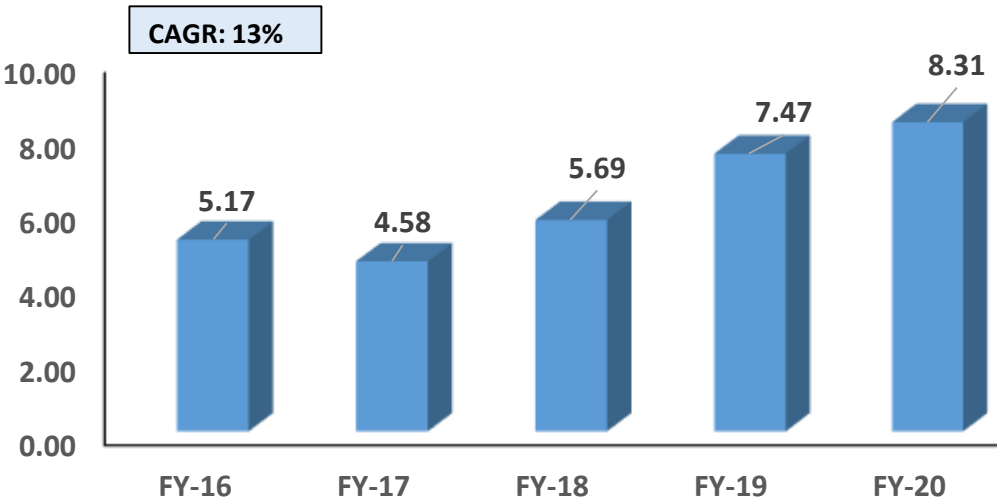
# KEY FINANCIAL INDICATORS



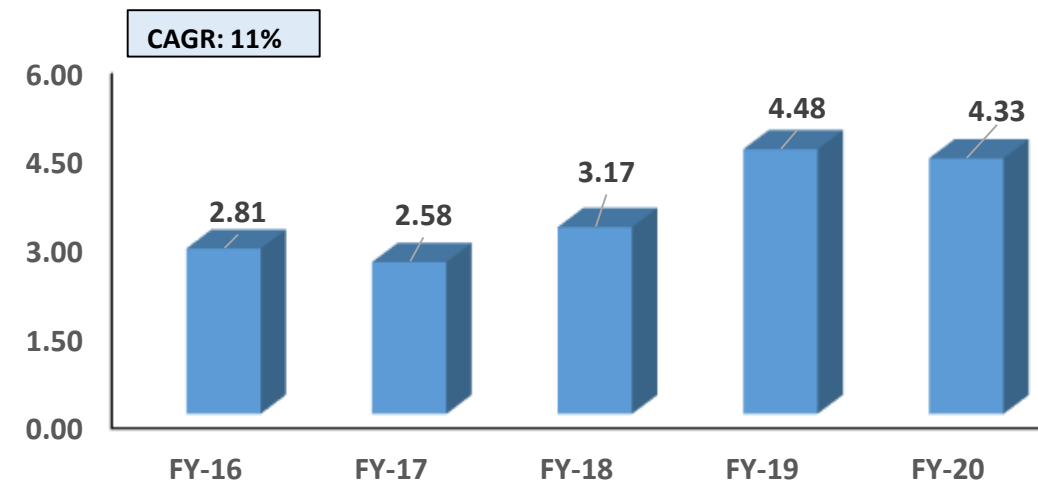
Total Income (in Rs Bn)



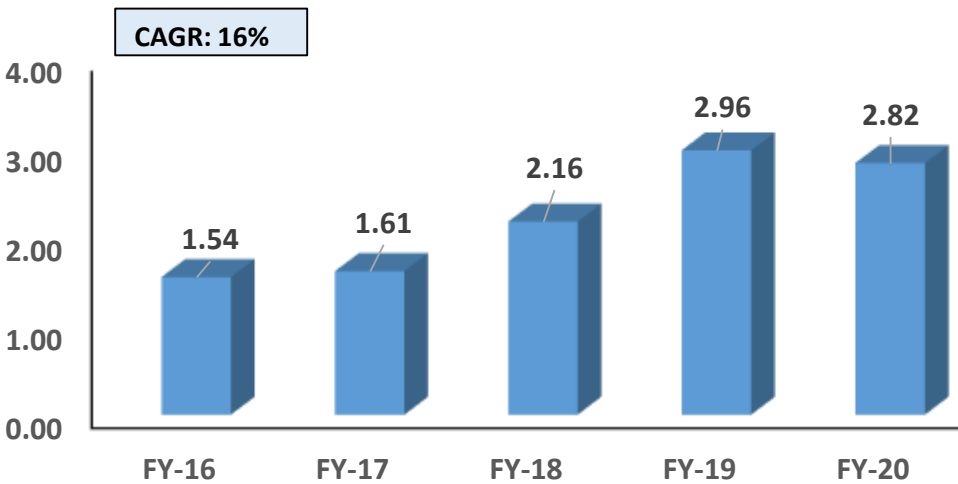
EBITDA (in Rs Bn)



PBT (in Rs Bn)

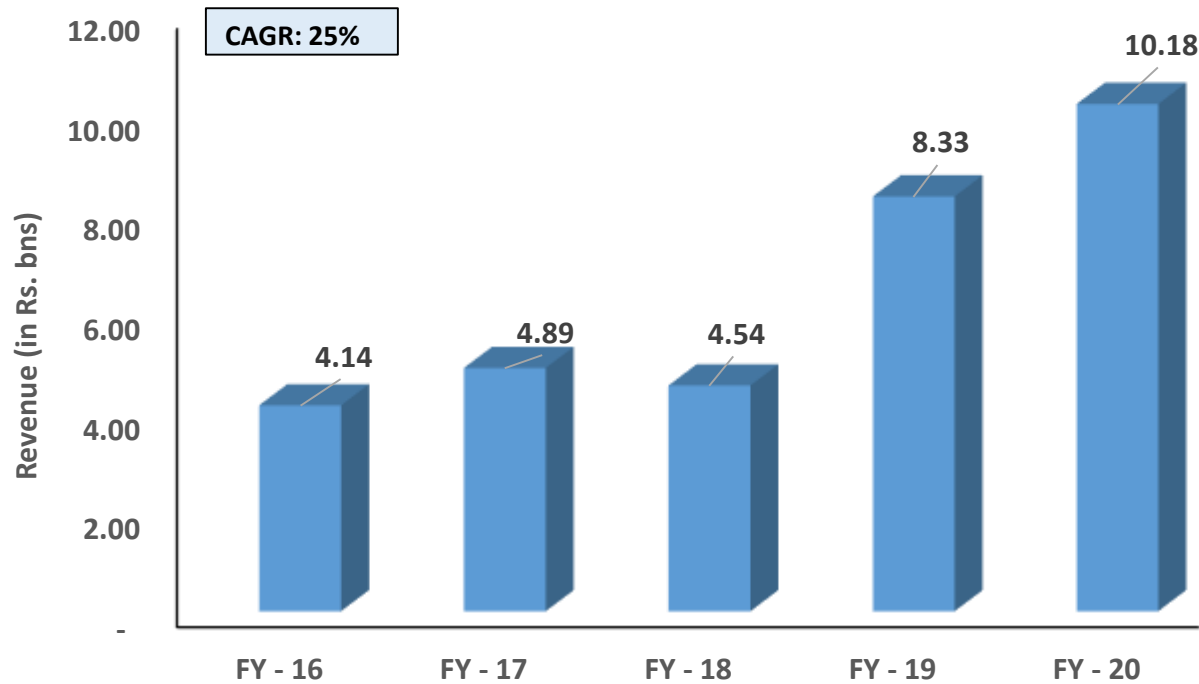


PAT (in Rs Bn)



# REVENUE TREND ANALYSIS: CONTRACTUAL VERTICAL

Contractual vertical revenues

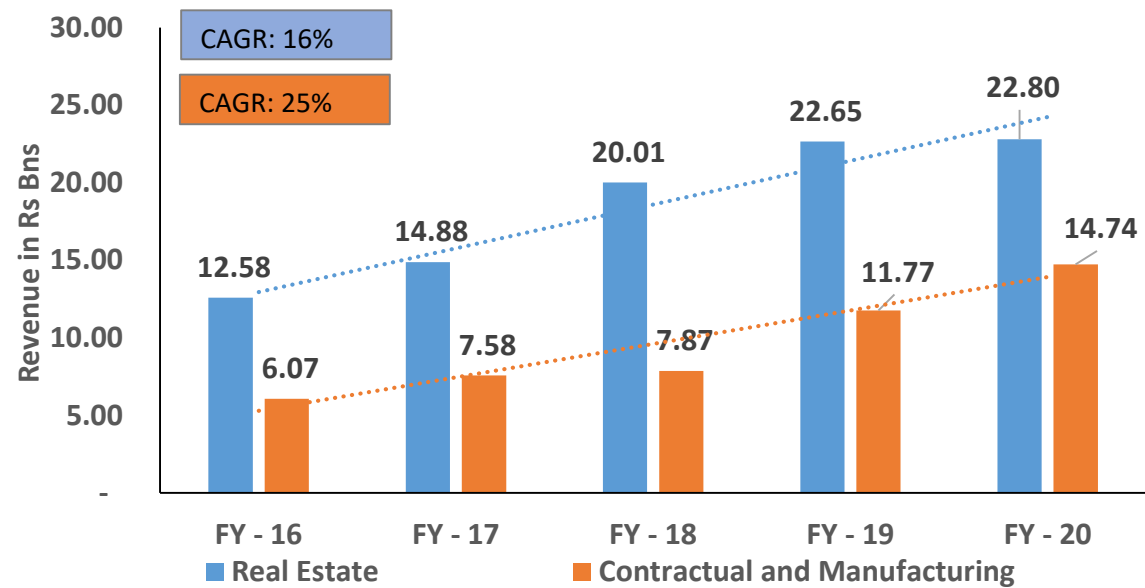


## Contractual Vertical:

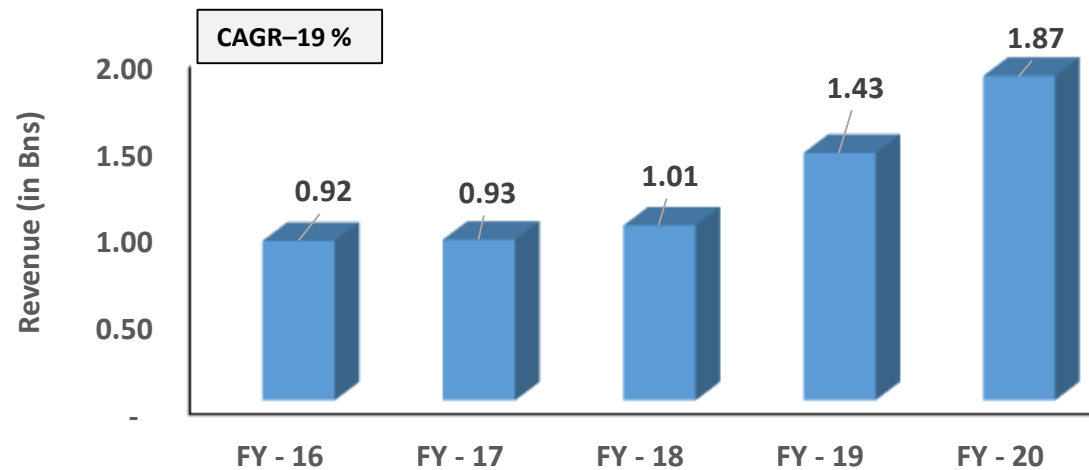
- Consistent contributor to the Total Revenues.
- CAGR of 25%
- Revenue contribution of the vertical at approx. 26% supports our operations.
- Quick turnaround cycle has also been helping us to post better results year on year.

**Note:** Contractual revenue excludes In-House Projects Billing

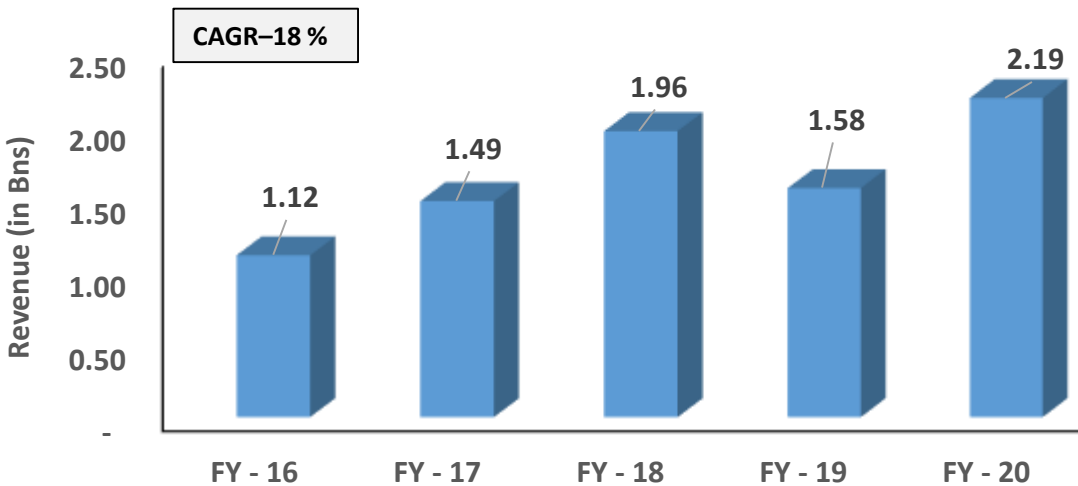
# REVENUE TREND ANALYSIS: MANUFACTURING DIVISIONS



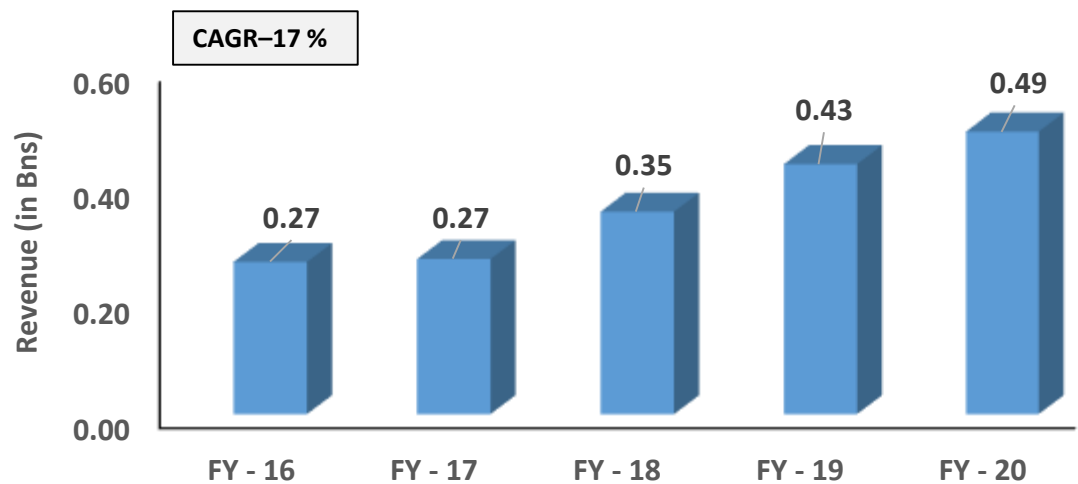
Interiors & Furnishing Division



Glazing & Metal Works Division



Concrete Products Division



**Note:** Contractual revenue excludes In-House Projects Billing

# MILESTONES



- Entered into Furniture business with the launch of metercube brand.
- Entered into new residential markets - Hyderabad and Trivandrum.
- Achieved record Sale volume Collections and Income.

FY20

- Voted as TOP BRAND for the 4<sup>th</sup> consecutive year by Track2Realty Report 2018.
- Successfully crossed 100 mn sqft in project execution.
- Completed 103.88 mn sqft of total developable area since inception

FY19

- SOBHA declared TOP BRAND of Indian real estate sector for the 3rd consecutive year by Track2Realty Report 2017.
- SOBHA bags the 'Best Professionally Managed Company' (turnover > INR 1000 crores)

FY18

- SOBHA ranked second among India's top ten real estate employers 2015 by Track2Realty.
- Awarded as the 'Best Luxury Residential Developer - Bangalore 2015' by Asian Luxury Real Estate Network (ALREN).

FY17

- SOBHA forays into the commercial segment (retail space leasing) in India with the launch of 'SOBHA City Mall' in Thrissur, Kerala.
- SOBHA forays into a new segment in housing - 'SOBHA Dream Series'

FY16

- Adjudged 'Top Residential Brand in India', 'Top Real Estate Brand in South India' and 'Top Super Luxury Housing Brand in India' by Track2Realty
- Enters Kochi market with its maiden project – SOBHA Atlantis

FY15

- Awarded as the top Indian real estate company by Dun & Bradstreet
- Awarded as the 'Builder of the Year' at the CNBC Awaaz Real Estate Awards
- Named Asia's 2<sup>nd</sup> best Investor Relations Company by the Institutional Investor magazine

FY14

- Launched 10.45 Mnsqft of new projects across 6 cities – a record
- Net worth of 20 Billion was achieved
- Voted by consumers as the 'Most Reliable Builder' at the CNBC Awaaz Real Estate Awards

FY13

- Launch of the 1<sup>st</sup> plotted development at Mysore, "SOBHA Garden".
- Launch of the 1<sup>st</sup> residential project in the NCR-Gurugram region, International City

FY12

- Wonder Holidays, Trident Hotels, ITC, Biocon & Leela Ventures are added to SOBHA's contracts business.
- Becomes the first 10 billion real estate brand in South India

FY11

- Certified ISO 14001:2004 & OHSAS 18001:2007
- Infosys largest "Global Education Center II" was completed & handed over
- Mr. PNC Menon awarded the Pravasi Bharatiya Samman Puraskar

FY10

- Launch of first residential project in Coimbatore, 'SOBHA Emerald'

FY09

- Kerala's 1<sup>st</sup> Integrated township, Sobha city launched
- SOBHA Restoplus Incorporated
- Pune's 1<sup>st</sup> project, Sobha Carnation launched

FY08



# REAL ESTATE ONGOING PROJECTS AS OF 31<sup>st</sup> Dec 2020

| Sl. No | Name of the Project                             | Location  | Type       | Classification | Total Developable Area<br>(in Mn Sft) | Total Saleable Area<br>(in Mn Sft) | Sobha Share of Saleable Area<br>(in Mn Sft) | Business Model | Completion Date<br>as per RERA |
|--------|---|-----------|------------|----------------|---------------------------------------|------------------------------------|---|----------------|--------------------------------|
| I      | <u>Ongoing Projects - Registered under RERA</u> |           |            |                |                                       |                                    |   |                |                                |
| 1      | Sobha Rajvilas                                  | Bangalore | Apartments | JV             | 0.37                                  | 0.36                               | 0.20  | Area share     | Mar-25                         |
| 2      | Sobha Dream Garden Phase-1 (Wing 8&9)           | Bangalore | Apartments | JV             | 0.39                                  | 0.37                               | 0.26  | Area share     | Nov-24                         |
| 3      | Sobha Dream Garden Phase 2 Wing 5,6&7           | Bangalore | Apartments | JV             | 0.53                                  | 0.53                               | 0.37  | Area share     | Nov-24                         |
| 4      | Sobha Arena - The Square (Block 4)              | Bangalore | Apartments | JV             | 0.47                                  | 0.32                               | 0.32  | Revenue share  | Sep-22                         |
| 5      | Sobha Arena - Pebble Court (Block 1)            | Bangalore | Apartments | JV             | 0.38                                  | 0.26                               | 0.26  |                | Jan-23                         |
| 6      | Sobha Morzaria Grandeur-2(W1)                   | Bangalore | Apartments | JV             | 0.10                                  | 0.08                               | 0.08  | Revenue share  | Feb-22                         |
| 7      | Sobha Palm Court                                | Bangalore | Apartments | JV             | 0.71                                  | 0.51                               | 0.42  | Revenue share  | Feb-22                         |
| 8      | Sobha HRC Pristine Phase 1 Block 1              | Bangalore | Apartments | JV             | 0.49                                  | 0.29                               | 0.29  | Revenue share  | Apr-23                         |
| 9      | Sobha HRC Pristine Phase 2 Block 2              | Bangalore | Apartments | JV             | 0.49                                  | 0.29                               | 0.29  |                | Apr-23                         |
| 10     | Sobha HRC Pristine Phase 3 Block 3              | Bangalore | Apartments | JV             | 0.30                                  | 0.18                               | 0.18  |                | Apr-23                         |
| 11     | Sobha HRC Pristine Phase 4 Block 4&5            | Bangalore | Apartments | JV             | 0.04                                  | 0.04                               | 0.04  | Revenue share  | Apr-23                         |
| 12     | Sobha Lake Garden Phase 1                       | Bangalore | Apartments | JV             | 0.60                                  | 0.46                               | 0.46  | Revenue share  | Feb-24                         |
| 13     | Sobha Lake Garden Phase 2                       | Bangalore | Apartments | JV             | 0.56                                  | 0.43                               | 0.43  |                | Dec-24                         |
| 14     | Sobha Silicon Oasis Phase 4 Wing 9              | Bangalore | Apartments | Own            | 0.19                                  | 0.13                               | 0.13  | Own            | Oct-21                         |
| 15     | Sobha Silicon Oasis Phase 5 Wing 10&11          | Bangalore | Apartments | Own            | 0.44                                  | 0.31                               | 0.31  | Own            | Oct-21                         |

# REAL ESTATE ONGOING PROJECTS AS OF 31<sup>st</sup> Dec 2020

| Sl. No | Name of the Project   | Location  | Type       | Classification | Total Developable Area<br>(in Mn Sft) | Total Saleable Area<br>(in Mn Sft) | Sobha Share of Saleable Area<br>(in Mn Sft) | Business Model | Completion Date<br>as per RERA |
|--------|---|-----------|------------|----------------|---------------------------------------|------------------------------------|---|----------------|--------------------------------|
| I      | <u>Ongoing Projects - Registered under RERA</u>               |           |            |                |                                       |                                    |   |                |                                |
| 16     | Sobha Dream Acres - Tropical Greens Phase-18 Wing 39&40       | Bangalore | Apartments | Own            | 0.28                                  | 0.22                               | 0.22  | Own            | Jul-23                         |
| 17     | Sobha Dream Acres - Tropical Greens Phase-26 Wing 35,36,37&38 | Bangalore | Apartments | Own            | 0.66                                  | 0.50                               | 0.50  | Own            | Sep-24                         |
| 18     | Sobha Dream Acres - Tropical Greens Phase-23 Wing 25,26,27&28 | Bangalore | Apartments | Own            | 0.63                                  | 0.48                               | 0.48  | Own            | Sep-24                         |
| 19     | Sobha Dream Acres - Tropical Greens Phase-24 Wing 29&30       | Bangalore | Apartments | Own            | 0.32                                  | 0.24                               | 0.24  | Own            | Mar-25                         |
| 20     | Sobha Dream Acres - Wing 50                                   | Bangalore | Apartments | Own            | 0.08                                  | 0.06                               | 0.06  | Own            | Mar-23                         |
| 21     | Sobha Forest Edge   | Bangalore | Apartments | Own            | 0.60                                  | 0.45                               | 0.45  | Own            | Jun-23                         |
| 22     | Sobha Royal Pavilion Phase 1 Wing 6 & 7                       | Bangalore | Apartments | JV             | 0.42                                  | 0.25                               | 0.25  | Revenue Share  | Jun-24                         |
| 23     | Sobha Royal Pavilion Phase 2 Wing 4 & 5                       | Bangalore | Apartments | JV             | 0.28                                  | 0.24                               | 0.24  | Revenue Share  | Jun-24                         |
| 24     | Sobha Royal Pavilion Phase 3 Wing 16                          | Bangalore | Apartments | JV             | 0.42                                  | 0.25                               | 0.25  | Revenue Share  | Jun-24                         |
| 25     | Sobha Royal Pavilion Phase 4 Wing 1, 2 & 3                    | Bangalore | Apartments | JV             | 0.56                                  | 0.37                               | 0.37  | Revenue Share  | Jun-24                         |
| 26     | Sobha Royal Pavilion Phase 5 Wing 8 & 9                       | Bangalore | Apartments | JV             | 0.42                                  | 0.25                               | 0.25  | Revenue Share  | Jun-26                         |
| 27     | Sobha Royal Pavilion Phase 6 Wing 10 & 11                     | Bangalore | Apartments | JV             | 0.28                                  | 0.24                               | 0.24  | Revenue Share  | Jun-26                         |
| 28     | Sobha Royal Pavilion Phase 7 Wing 12, 13 & 14                 | Bangalore | Apartments | JV             | 0.56                                  | 0.37                               | 0.37  | Revenue Share  | Jun-26                         |
| 29     | Sobha Royal Pavilion Phase 8 Wing 15                          | Bangalore | Apartments | JV             | 0.42                                  | 0.25                               | 0.25  | Revenue Share  | Jun-26                         |

# REAL ESTATE ONGOING PROJECTS AS OF 31<sup>st</sup> Dec 2020

| Sl. No | Name of the Project                             | Location   | Type       | Classification | Total Developable Area<br>(in Mn Sft) | Total Saleable Area<br>(in Mn Sft) | Sobha Share of Saleable Area<br>(in Mn Sft) | Business Model | Completion Date<br>as per RERA |
|--------|---|------------|------------|----------------|---------------------------------------|------------------------------------|---|----------------|--------------------------------|
| I      | <u>Ongoing Projects - Registered under RERA</u> |            |            |                |                                       |                                    |   |                |                                |
| 30     | Sobha City - Athena                             | Bangalore  | Apartments | Own            | 0.16                                  | 0.12                               | 0.12  | Own            | Mar-27                         |
| 31     | Sobha Winchester                                | Chennai    | Apartments | JV             | 0.70                                  | 0.51                               | 0.38  | Area Share     | Aug-21                         |
| 32     | Sobha Gardenia                                  | Chennai    | Villas     | JV             | 0.30                                  | 0.19                               | 0.12  | Area Share     | Aug-22                         |
| 33     | Sobha Blossom                                   | Chennai    | Plots      | Own            | 0.30                                  | 0.18                               | 0.18  | Own            | Jun-22                         |
| 34     | Sobha Verdure                                   | Coimbatore | Row Houses | Own            | 0.14                                  | 0.10                               | 0.10  | Own            | Jan-23                         |
| 35     | Sobha City - Tower A1,B1,C1                     | Gurugram   | Apartments | JV             | 0.58                                  | 0.46                               | 0.46  | Revenue share  | May-22                         |
| 36     | Sobha City - Tower A2,B2,C2                     | Gurugram   | Apartments | JV             | 0.58                                  | 0.46                               | 0.46  |                | Nov-22                         |
| 37     | Sobha City - Tower C3                           | Gurugram   | Apartments | JV             | 0.27                                  | 0.21                               | 0.21  | Revenue share  | Apr-23                         |
| 38     | Sobha City - Tower C4                           | Gurugram   | Apartments | JV             | 0.26                                  | 0.21                               | 0.21  | Revenue share  | Apr-24                         |
| 39     | Sobha City - Towers A3, B3, A4 & B4             | Gurugram   | Apartments | JV             | 0.68                                  | 0.49                               | 0.49  | Revenue Share  | Jun-25                         |
| 40     | Sobha City - Towers C5, C6                      | Gurugram   | Apartments | JV             | 0.55                                  | 0.42                               | 0.42  | Revenue Share  | Dec-26                         |
| 41     | Sobha Dream Heights                             | Gift City  | Apartments | Own            | 0.71                                  | 0.52                               | 0.52  | Own            | Sep-24                         |
| 42     | Sobha Nesara, Block 1                           | Pune       | Apartments | Own            | 0.17                                  | 0.12                               | 0.12  | Own            | Sep-24                         |
| 43     | Sobha Nesara, Block 2                           | Pune       | Apartments | Own            | 0.23                                  | 0.17                               | 0.17  |                |                                |
| 44     | Sobha Nesara, Block 3                           | Pune       | Apartments | Own            | 0.28                                  | 0.21                               | 0.21  |                |                                |
| 45     | Sobha Lake Edge                                 | Thrissur   | Apartments | Own            | 0.29                                  | 0.24                               | 0.24  | Own            | Jun-24                         |
| 46     | Sobha Silver Estate                             | Thrissur   | Villas     | Own            | 0.31                                  | 0.18                               | 0.18  | Own            | Jun-24                         |

# REAL ESTATE ONGOING PROJECTS AS OF 31<sup>st</sup> Dec 2020

| Sl. No | Name of the Project  | Location   | Type       | Classification | Total Developable Area<br>(in Mn Sft) | Total Saleable Area (in<br>Mn Sft) | Sobha Share of Saleable Area<br>(in Mn Sft) | Business Model | Completion Date as<br>per RERA |
|--------|--|------------|------------|----------------|---------------------------------------|------------------------------------|---|----------------|--------------------------------|
| I      | <u>Ongoing Projects - Registered under RERA</u>                  |            |            |                |                                       |                                    |   |                |                                |
| 47     | Sobha Atlantis   | Kochi      | Apartments | JV             | 1.11                                  | 0.89                               | 0.89  | Revenue Share  | Jun-26                         |
| 48     | Marina One - Wing 3, 4, & 12                                     | Kochi      | Apartments | Co-ownership   | 1.07                                  | 0.85                               | 0.85  | Co-ownership   | Jun-25                         |
| 49     | Marina One - Wing 2  | Kochi      | Apartments | Co-ownership   | 0.46                                  | 0.37                               | 0.37  |                | Jun-27                         |
| 50     | Marina One - Wing 5 & 11   | Kochi      | Apartments | Co-ownership   | 0.56                                  | 0.46                               | 0.46  |                | Jun-27                         |
|        | Total  |            |            |                | 21.70                                 | 16.10                              | 15.38                                       |                |                                |
| II     | <u>Ongoing Projects - DM Model</u>                               |            |            |                |                                       |                                    |   |                |                                |
| 1      | Sobha Sterling Infinia   | Bangalore  | Apartments | DM             | 0.30                                  | 0.23                               | 0.23  | DM             | NA                             |
|        | Total  |            |            |                | 0.30                                  | 0.23                               | 0.23  |                |                                |
| III    | <u>Ongoing Projects - RERA registration exempted as per rule</u> |            |            |                |                                       |                                    |   |                |                                |
| 1      | Sobha Lifestyle Legacy (Ph 2)                                    | Bangalore  | Villas     | JV             | 0.97                                  | 0.49                               | 0.37  | Area Share     | NA                             |
| 2      | Sobha Elan   | Coimbatore | Apartments | JV             | 0.42                                  | 0.34                               | 0.34  | Revenue Share  | NA                             |
| 3      | Sobha West Hill - Part C   | Coimbatore | Villas     | Own            | 0.05                                  | 0.03                               | 0.03  | Own            | NA                             |



# REAL ESTATE ONGOING PROJECTS AS OF 31<sup>st</sup> Dec 2020

| Sl. No | Name of the Project  | Location  | Type                      | Classification | Total Developable Area<br>(in Mn Sft) | Total Saleable Area (in<br>Mn Sft) | Sobha Share of Saleable Area<br>(in Mn Sft) | Business Model | Completion Date as<br>per RERA |
|--------|--|-----------|---------------------------|----------------|---------------------------------------|------------------------------------|---|----------------|--------------------------------|
| III    | <u>Ongoing Projects - RERA registration exempted as per rule</u> |           |                           |                |                                       |                                    |   |                |                                |
| 4      | Sobha International City - Phase 2 (E)                           | Gurugram  | Villas & Duplex<br>Villas | JV             | 1.78                                  | 1.14                               | 0.73  | Area Share     | NA                             |
| 5      | Sobha International City - Phase 2                               | Gurugram  | Row Houses                | JV             | 0.07                                  | 0.04                               | 0.03  |                | NA                             |
| 6      | Sobha International City - Phase 3                               | Gurugram  | Row Houses                | JV             | 0.69                                  | 0.43                               | 0.26  |                | NA                             |
|        | Total  |           |                           |                | 3.98                                  | 2.47                               | 1.76  |                |                                |
| IV     | <u>Ongoing Projects - RERA Notified - Approval pending</u>       |           |                           |                |                                       |                                    |   |                |                                |
| 1      | Sobha Bela Encosta   | Kozhikode | Villas                    | JV             | 0.43                                  | 0.21                               | 0.21  | Revenue Share  | Jun-26                         |
| 2      | Sobha Rio Vista  | Kozhikode | Apartments                | JV             | 0.64                                  | 0.51                               | 0.51  | Revenue Share  | Jun-27                         |
|        | Total  |           |                           |                | 1.07                                  | 0.72                               | 0.72  |                |                                |
|        | GRAND TOTAL  |           |                           |                | 27.05                                 | 19.52                              | 18.09                                       |                |                                |

# THANK YOU



## **SOBHA Corporate Office - Bangalore**

Sobha Limited.  
'SOBHA', Sarjapur-Marathahalli Outer Ring  
Road(ORR),  
Devarabisanahalli, Bellandur Post,  
Bangalore-560103  
Phone: +91-80- 49320000, Fax: +91-80- 49320444  
Web : [www.sobha.com](http://www.sobha.com)

### **Investors Contact :**

Mr.Subhash Mohan Bhat  
Chief Financial Officer  
Mobile: +91- 99801 99088  
Email: [subhash.bhat@sobha.com](mailto:subhash.bhat@sobha.com)

Mr. Tejus Singh  
Investor Relations  
Mobile: +91- 99000 31078  
Email: [tejus.singh@sobha.com](mailto:tejus.singh@sobha.com)

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