



SOBHA CITY, BANGALORE– “LIVE THE MEDITERRANEAN LIFE”

# **SOBHA DEVELOPERS LTD**

## **INVESTOR PRESENTATION**

**30<sup>th</sup> June, 2013**

# AWARDS & RECOGNITION



- ❖ **Sobha Annual Report -2013** bagged six major awards from LACP Vision Awards (League of American Communications Professionals)

- (i) Rank 20 among the Top 100 Annual Reports Worldwide,
- (ii) Rank 8 among the Top 50 Annual Reports in the Asia-Pacific Region,
- (iii) Platinum Award for excellence within the Industry (Real Estate)
- (iv) Ranked #1 in Indian Annual Reports
- (v) Gold Award for the Most Improved Annual Report worldwide
- (vi) Platinum Award for the Most Improved Annual Report in the Asia-Pacific Region



- ❖ Sobha was ranked by **Institutional Investor magazine** as follows under **Property Sector**

- ✓ **Asia's Best CEO - First Place – MR. J.C. Sharma** - Nominated by the Sell Side
- ✓ Sobha Developers Limited - **Best Investor Relations - Second Place** - Nominated by the Sell Side



- ❖ Mr.Ravi Menon – Chairman, bagged “ **Pathfinders Awards for the Most Enterprising CXO**” from Realty Plus Excellence Awards-2013

- ❖ Sobha Developers Limited received,
  - ✓ Top Indian Real Estate Company at the Dun & Broadstreet Corporate Awards
  - ✓ Excellent Developer of the Year by CMSB (Council for Media and Satellite Broadcasting)

- ❖ Sobha Lifestyle, Bangalore project received,

- ✓ Luxury Project of the Year at the Realty Plus Excellence Awards 2013
- ✓ Ultra Luxury Project of the Year from Silicon India



# Q1-FY14 PERFORMANCE HIGHLIGHTS



## SALES

### Value

Recorded new sales value of **Rs.6.03 Billion** during Q1 FY-14, as against Rs.4.79 Billion during Q1FY-13 - **Growth of 25.7%**

### Volume

Sold **0.92 mn.sq.ft** of new space during Q1 FY-14 as against 0.84 mn.sqft during Q1 FY-13 - **Growth of 10.2%**

### Realization

Achieved average price realization of **Rs.6,548 / sq.ft** during Q1 FY-14, as against Rs.5,737/sq.ft during Q1 FY-13 - **Realization improved by 14.1%**.

## NEW LAUNCHES

- ❖ Launched 2 projects measuring 0.40 mn.sq.ft
- ❖ 0.53 mn.sqft of area released for sale during Q1 FY14 from existing projects.

Project	Type	Location	Area (sq.ft)	Sobha share
Sobha Landscape	Plotted Development	Bangalore	202,524	100%
St.Mark's Road property	Commercial + Retail	Bangalore	200,527	50%



# Q1-FY14 PERFORMANCE HIGHLIGHTS



## CONTRACTUAL ORDERS

- ❖ Received 2 prestigious contractual orders from **Dell** and **Bosch** during Q1 FY 14, valued approx. **Rs.1.63 Billion**
- ❖ The current order book value increased to **Rs.7.28 Billion**

## PROJECT COMPLETION

- ❖ Completed and handed over 2 Contractual projects during Q1 FY14 measuring total area of 0.13 mn.sqft
- ❖ Overall completion of 315 projects measuring total developable area of 56.38 mn.sqft as on 30<sup>th</sup> June-13

## ONGOING PROJECTS

- ❖ Currently executing 45 Real Estate projects in 6 cities measuring 26.79 Mn.sqft and 40 contractual projects in 9 cities measuring 11.41 Mn.Sqft of developable area
- ❖ Total of **85** ongoing projects measuring **38.20 Mn.sqft** of developable area



# Q1 FY 14, FINANCIAL HIGHLIGHTS (Consolidated)



## REVENUE

- Revenue of Rs.4.63 Billion during Q1 FY-14 as against Rs.4.35 Billion in Q1 FY-13
- Revenue up by 7% Yr-on-Yr
- Land monetization in Q1-14 - NIL ; Q1 FY-13 - Rs.956 Million.
- A growth of 37% Yr-on-Yr on core operations (Excluding land monetization)

## EBITDA

- EBITDA of Rs. 1.40 Billion during Q1 FY-14 as against Rs.1.20 Billion in Q1FY -13
- EBITDA up by 17 % Yr-on-Yr.
- EBITDA has grown 34% Yr-on-Yr, excluding land monetization.
- EBITDA margin at 30%

## PBT

- PBT of Rs.843 million during Q1 FY-14 as against Rs.696 million in Q1 FY-13.
- PBT up by 21% Yr-on-Yr
- PBT has grown 55% Yr-on-Yr, excluding land monetization.
- PBT margin at 18%

## PAT

- PAT of Rs.501 million during Q1 FY-14 as against Rs.449 million (after minority interest) in Q1 FY-13.
- PAT up by 12% Yr-on-Yr
- PAT has grown 46% Yr-on-Yr, excluding land monetization.
- PAT margin at 11%.





# Q1 FY 14, FINANCIAL HIGHLIGHTS



## UNRECOGNIZED REVENUE

- Unrecognized revenue from sold units has increased to Rs.19.70 Billion from Rs.17.99 Billion
- Out of the above Rs.5.11 Billion expected to hit the P&L account during 9 months of FY 13-14

## CASHFLOW

- Collected Rs.6.15 Billion from core operations during Q1-14 against Rs.4.01 billion in Q1-13
- Generated positive operational cash flow of Rs.1.32 Billion during Q1 FY-14 as against Rs.72 million in Q1 FY-13 (Excluding land monetization)

## LOAN

- Repaid loan of Rs.1.83 billion during Q1 FY-14.
- Serviced interest to the tune of Rs.477 million during Q1 FY-14 compared to Rs.488 million during Q1 FY-13
- Loan to be repaid during FY 13-14 (9 months) : Rs.2.92 Billion
- Loan amounting to Rs.820 million has been re-financed at lower interest rates.

## DEBT

- Consolidated net debt as on 30<sup>th</sup> June-2013 is Rs. 12.30 bn
- Consolidated net D/E ratio stands at 0.56 of equity.
- The average cost of debt as on 30<sup>th</sup> June-13 is 12.93 %



# SALES PERFORMANCE & PRICE REALIZATION



Locations	Q1 FY 14	Avg. realization (Rs/sft)		Q1 FY 13	Avg. realization (Rs/sft)
	in sq. feet	Rs/ sq.ft		in sq. feet	Rs/ sq.ft
Bangalore	603,055	7,260		520,080	5,356
NCR (Gurgaon)	36,255	9,963		135,721	9,032
Chennai	99,963	5,118		72,083	4,548
Pune	22,912	5,485		30,639	4,753
Thrissur	149,194	4,202		44,096	4,199
Coimbatore	-	-		26,005	4,118
Mysore	9,300	2,678		6,975	2,409
<b>TOTAL</b>	<b>920,679</b>	<b>6,548</b>		<b>835,599</b>	<b>5,737</b>
Sales Value * (Rs.Billion)	6.03			4.79	

Note :

\* Sales value includes Basic price, Car park, Statutory deposits, Taxes, but excludes Registration and stamp duty charges and maintenance deposits



# REAL ESTATE PROJECTS – CASH FLOW PROJECTION



Ref.No	Description	Ongoing Projects	Completed Projects	UOM
1	Total Developable area	26.79		Mn.sft
2	Area of Car Park, Common areas and Amenities etc	7.89		Mn.sft
1 - 2	Total Saleable area	18.90		Mn.sft
3	Sobha share of Saleable area	16.20		Mn.sft
4	Less: Leasable area in Thrissur & Bangalore	0.26		Mn.sft
5= 3 – 4	Net Saleable area (Sobha share)	15.94	4.73	Mn.sft
6	Total area sold till 30 <sup>th</sup> June-13	8.43	4.59	
5 - 6	Unsold area	7.51	0.14	Mn.sft
7	Balance construction cost to be spent to complete the entire developments	45,820	30	Rs.Mns
8	Outstanding receivables + Balance to be billed and collected on sold units	20,974	445	Rs.Mns
9	Sales value of unsold stock	59,340	389	Rs.Mns
9+8-7	<b>Positive cash flow expected</b>	<b>34,494</b>	<b>804</b>	<b>Rs.Mns</b>
	<b>Total Cash flow available from the Real Estate projects</b>	<b>35,298</b>		<b>Rs.Mns</b>





# LOCATION WISE STOCK DETAILS



Area in Million Sq.ft

Locations	Opening stock as on 1st Apr-13	Projects launched during FY-14 (Q1)	increase/ (decrease) of existing stock	Opening stock	Area sold during Q1- FY-14	Closing stock as on 30th June 13	Area not offered for sale	Net unsold stock as on 30th June 13
Bangalore	4.622	0.203	0.093	4.918	0.603	4.315	1.405	2.910
Gurgaon (NCR)	1.949	-	(0.006)	1.943	0.036	1.907	1.417	0.490
Chennai	0.527	-	-	0.527	0.100	0.427	-	0.427
Pune	0.270	-	-	0.270	0.023	0.247	-	0.247
Coimbatore	0.242	-	-	0.242	-	0.242	0.161	0.081
Thrissur	0.689	-	(0.115)	0.574	0.149	0.425	-	0.425
Mysore	0.093	-		0.093	0.009	0.084	-	0.084
<b>TOTAL</b>	<b>8.393</b>	<b>0.203</b>	<b>(0.028)</b>	<b>8.568</b>	<b>0.921</b>	<b>7.647</b>	<b>2.983</b>	<b>4.664</b>

Note:

- Due to increase / decrease in saleable area of ongoing projects in Bangalore and Gurgaon.
- Thrissur – Commercial mall Leasable area reduced from stock.



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# UNSOLD INVENTORY BREAK-UP



Area in Million Sq.ft

Category	%	Mn.sft
Below 50 lakhs (1BHK / Plots)	1%	0.08
Between 50 lakhs – 1 crore	16%	1.22
Between 1 cr to 2 crs	38%	2.90
Above 2 crs	45%	3.45
<b>Unsold area (Mn.sft)</b>	<b>100%</b>	<b>7.65</b>



## PRICE BAND CATEGORY



	Q1 -FY 14
Total area sold - Sq.ft	920,679
Total Sales Value – Rs.Mns	6,028
Average Price Realization – Rs/sq.ft	6,548

Category	Q1 - FY 14			
	SBA (Sq.ft)	%	Sale Value (Rs.Mns)	%
< 50 lakhs*	9,622	1.0%	56	1%
50-75 lakhs	66,281	7.2%	283	5%
75 lakhs to 1cr	186,684	20.3%	984	16%
1 cr to 2 crs	469,890	51.0%	2,719	45%
Above 2 crs	188,202	20.5%	1,986	33%
<b>Grand Total</b>	<b>920,679</b>	<b>100%</b>	<b>6,028</b>	<b>100%</b>

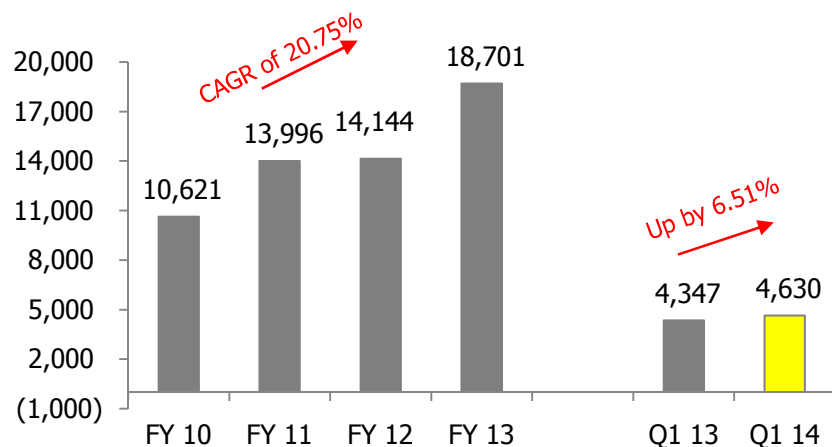
Note: \* < 50 lakhs represents 1 BHK units constructed as per requirements of local laws at Tamil Nadu



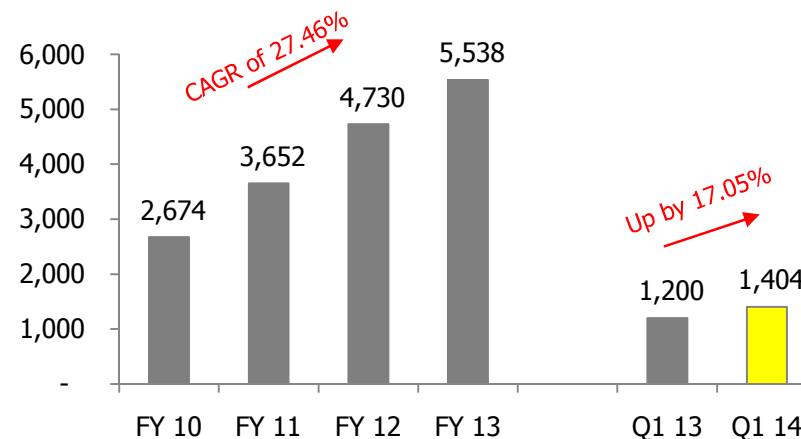
# FINANCIAL HIGHLIGHTS



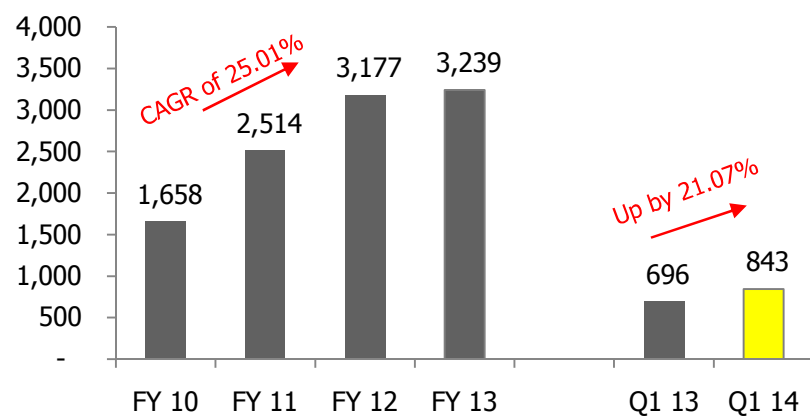
**Revenue (Rs.Mns)**



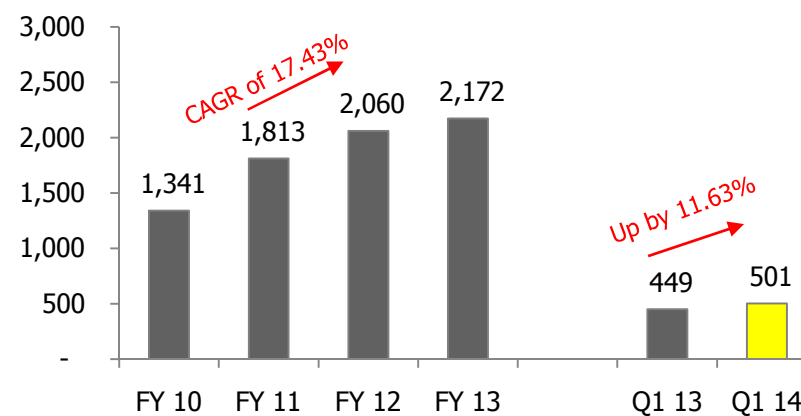
**EBITDA (Rs.Mns)**



**PROFIT BEFORE TAX (Rs.Mns)**



**PROFIT AFTER TAX (Rs.Mns)**



# BALANCE SHEET



Rs.in Millions

Particulars	30 <sup>th</sup> June-13	30 <sup>th</sup> June-12
<b>EQUITY AND LIABILITIES</b>		
<b>Shareholders' funds</b>		
Share capital	981	981
Reserves and surplus	20,886	19,466
	<b>21,867</b>	<b>20,447</b>
Minority Interest	102	-
<b>Non-current liabilities</b>		
Long Term Borrowings	502	360
Deferred Tax Liability (net)	743	417
Trade Payables	178	178
Long term provisions	14	40
	<b>1,437</b>	<b>994</b>
<b>Current liabilities</b>		
Short term borrowings	13,000	12,279
Trade Payables	3,943	3,648
Other current liabilities	8,236	3,604
Short term provisions	1,551	1,403
	<b>26,730</b>	<b>20,933</b>
<b>Total</b>	<b>50,135</b>	<b>42,374</b>

	30 <sup>th</sup> June-13	30 <sup>th</sup> June-12
<b>ASSETS</b>		
<b>Non-current assets</b>		
<b>Fixed assets</b>		
Tangible assets	3,127	2,807
Intangible assets	52	55
Goodwill on consolidation	123	170
Capital work-in-progress	-	82
Non-current investments	-	-
Long-term loans and advances	4,357	5,495
Trade receivables	-	51
Other non-current assets	-	79
	<b>7,659</b>	<b>8,741</b>
<b>Current assets</b>		
Current investments	6	-
Inventories	19,984	16,714
Trade receivables	1,795	931
Cash and bank balances	716	422
Short-term loans and advances	15,107	13,222
Other current assets	4,868	2,345
	<b>42,477</b>	<b>33,634</b>
<b>TOTAL</b>	<b>50,135</b>	<b>42,374</b>



# PROFIT & LOSS STATEMENT



Particulars	Q1-14	Q1-13	Q4-13	FY-13	Rs. in Million	
					% of Growth	
					Q1-14 on Q1-13	Q1-14 vs Q4-13
Property Development	3,473	3,373	4,445	14,155	3%	(22%)
Contractual + Manufacturing	1,143	958	1,422	4,490	19%	(20%)
Other Income	14	16	10	56	(11%)	38%
<b>Total Revenue</b>	<b>4,630</b>	<b>4,347</b>	<b>5,877</b>	<b>18,701</b>	<b>7%</b>	<b>(21%)</b>
Total Expenditure	3,226	3,147	4,241	13,163		
<b>EBITDA</b>	<b>1,404</b>	<b>1,200</b>	<b>1,636</b>	<b>5,538</b>	<b>17%</b>	<b>(14%)</b>
<b>EBITDA %</b>	<b>30%</b>	<b>28%</b>	<b>28%</b>	<b>30%</b>		
Depreciation	165	126	159	594		
Interest	396	377	446	1,705		
<b>PBT</b>	<b>843</b>	<b>696</b>	<b>1,031</b>	<b>3,239</b>	<b>21%</b>	<b>(18%)</b>
<b>PBT %</b>	<b>18%</b>	<b>16%</b>	<b>18%</b>	<b>17%</b>		
Provision for Tax	342	247	336	1,068		
PAT before minority interest	501	449	695	2,171		
Minority Interest	-		-	(1)		
<b>PAT after minority interest</b>	<b>501</b>	<b>449</b>	<b>695</b>	<b>2,172</b>	<b>12%</b>	<b>(28%)</b>
<b>PAT %</b>	<b>11%</b>	<b>10%</b>	<b>12%</b>	<b>12%</b>		

Note :

1. EBITDA for the quarter is after considering one time settlement of our old contractual customers, resulting in write-off of Rs.63 mns, and the one time payout of Rs.38 mns for settlement of remaining contractual labour in the manufacturing unit.
2. Figures are regrouped & reclassified





# CASH FLOW STATEMENT



Rs. in Million

PARTICULARS	Q1- FY 14	Q1-FY 13	Q4-FY 13	FY 12-13
<b>Operational cash inflows</b>				
Real Estate	4,922.65	3,248.63	5,292.71	16,110.84
Contractual	1,230.40	763.50	1,036.65	4,092.95
<b>Total Operational cash inflow –(A)</b>	<b>6,153.05</b>	<b>4,012.13</b>	<b>6,329.36</b>	<b>20,203.79</b>
<b>Operational cash outflows</b>				
Real Estate project expenses	2,835.65	2,116.06	2,288.45	8,858.70
Contracts project expenses	1,219.56	992.97	673.90	3,480.56
Statutory Dues & Other Taxes	321.92	167.40	166.81	965.56
Corpus Repayment	49.50	61.43	89.48	305.23
Central Over Heads (COH)	315.50	523.83	231.51	1,236.59
Advertising & Marketing expenses	91.66	78.70	55.70	451.80
<b>Total Operational cash outflow- (B)</b>	<b>4,833.80</b>	<b>3,940.39</b>	<b>3,505.85</b>	<b>15,298.44</b>
<b>Net Operational Cash flow : A-B</b>	<b>1,319.24</b>	<b>71.74</b>	<b>2,823.51</b>	<b>4,905.35</b>
Monetization of land / Development Rights (C)	-	965.00	-	1,028.80
<b>Net Operational Cash Flow including Monetization of land (A-B+C)</b>	<b>1,319.24</b>	<b>1,036.74</b>	<b>2,823.51</b>	<b>5,934.15</b>

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# CASH FLOW STATEMENT (Continued)

Rs. in Million



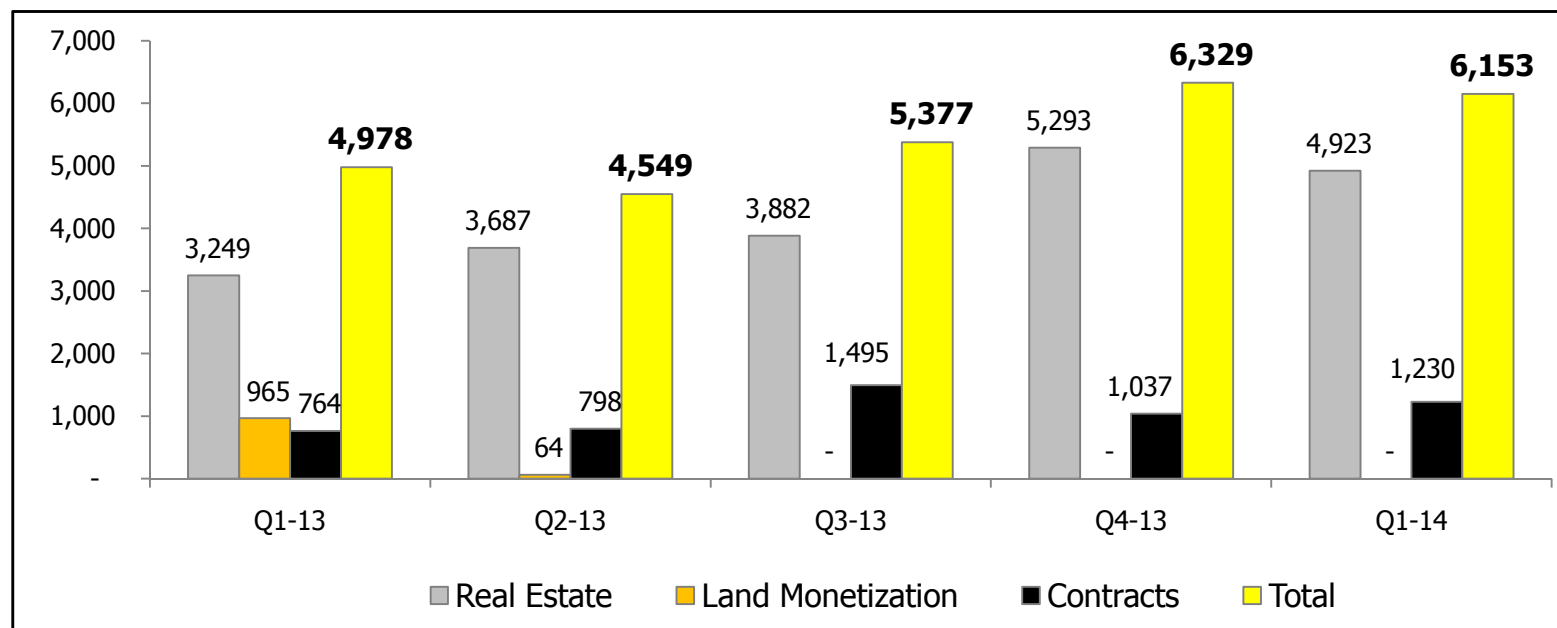
PARTICULARS	Q1- FY 14	Q1- FY 13	Q4-FY 13	FY 12-13
<b>Financial Outflows</b>				
Interest Paid (Net of interest received)	476.60	488.00	629.10	1,999.70
Income Taxes	129.45	100.00	242.96	909.91
		8.30		
<b>Total Financial Outflows (D)</b>	<b>606.05</b>	<b>596.30</b>	<b>872.06</b>	<b>2,909.61</b>
<b>Net Positive Cash flow (Excl. income from land monetization) : (A-B-D)</b>	<b>713.19</b>	<b>(524.56)</b>	<b>1,951.44</b>	<b>1,995.74</b>
<b>Capital Outflows</b>				
Land Payments	475.68	108.27	319.60	2,388.31
Investment in Subsidiaries	-	550.00	-	550.00
Dividend including tax	-		-	569.80
Capex – General	127.75	45.30	581.82	873.02
Capex – Commercial Real Estate	159.10	-	-	-
<b>Total capital outflow (E)</b>	<b>762.53</b>	<b>703.57</b>	<b>901.41</b>	<b>4,381.12</b>
<b>Total Cash Inflow (A+C) : (1)</b>	<b>6,153.05</b>	<b>4,977.13</b>	<b>6,329.35</b>	<b>21,232.59</b>
<b>Total Cash outflow (B+D+E) : (2)</b>	<b>6,202.39</b>	<b>5,240.26</b>	<b>5,279.33</b>	<b>22,589.18</b>
<b>Net Cash flow (1) –(2)</b>	<b>(49.34)</b>	<b>(263.13)</b>	<b>1,050.03</b>	<b>(1,356.59)</b>



# IMPROVING COLLECTIONS



**Quarterly Collections (Rs.Mns)**



**ROLLING - TRAILING 12 MONTHS CASHFLOW (Rs.Million)**

Collections period	Q1-12 to Q4 12	Q2-12 to Q1-13	Q3-12 to Q2-13	Q4-12 to Q3-13	Q1-13 to Q4-13	Q2-13 to Q1-14
Real Estate	11,823	12,723	13,399	14,336	16,111	17,785
Contractual	3,179	3,211	3,180	4,135	4,093	4,560
<b>Total</b>	<b>15,002</b>	<b>15,933</b>	<b>16,579</b>	<b>18,471</b>	<b>20,204</b>	<b>22,345</b>

**Note:** Above table does not include collections from land monetization.



# MOVEMENT OF LOANS



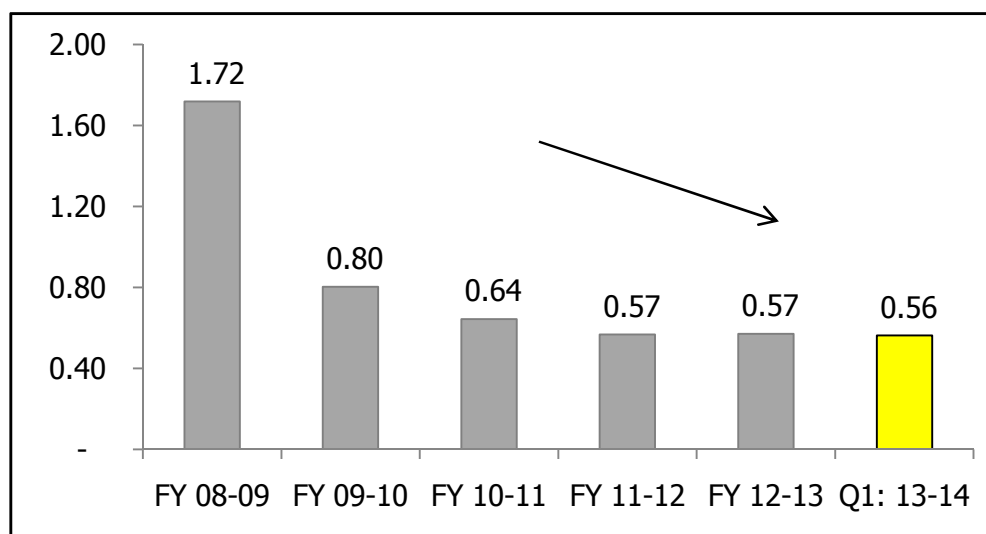
## Consolidated

Rs. in Million

Particulars	30 <sup>th</sup> June-13	31 <sup>st</sup> Mar-13	Increase /(Decrease)
Gross Debt	13,011	13,024	(13)
Less: Cash & Cash Equivalents	716	815	(99)
Net Debt	12,295	12,209	86

Note: Net Debt excludes debentures of JV partner and lease obligation

## D/E Ratio - Consolidated



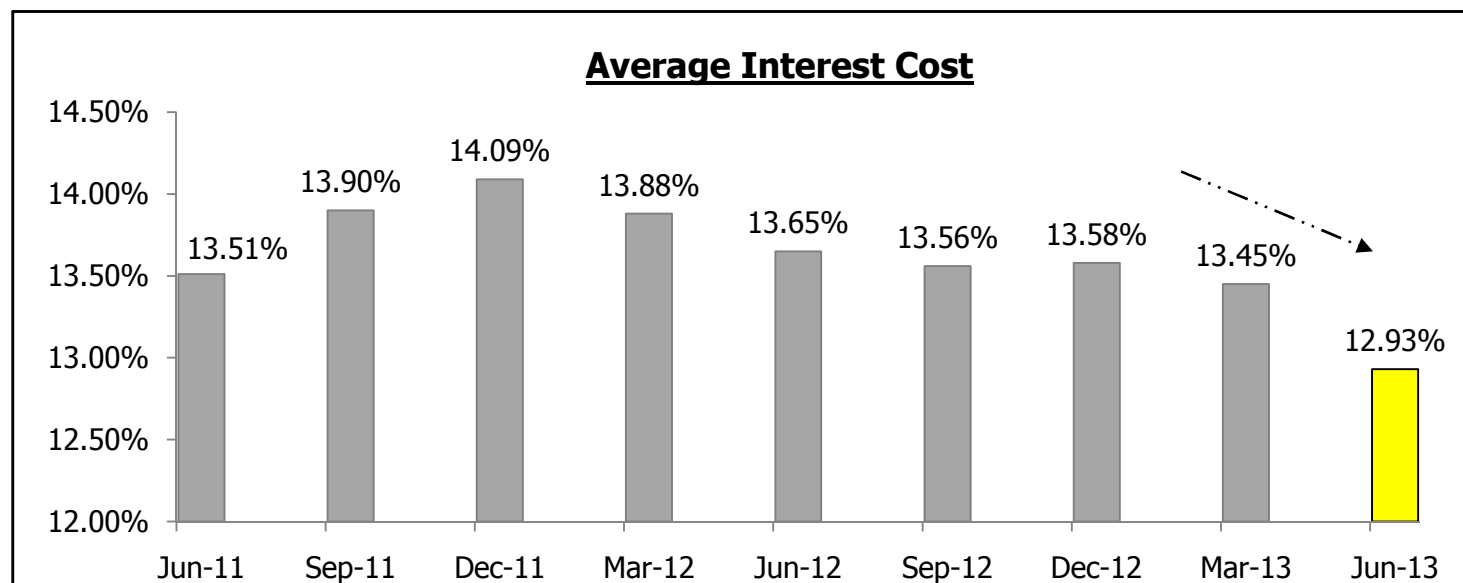
Net Worth : Rs.21.87 Billion

Debt (net) : Rs.12.30 Billion

**D/E ratio : 0.56**



# BORROWING COST



Note:

- The average cost of borrowing excludes interest payable to debentures.
- Targeted to bring down average cost of borrowing level to 12.75% by March-14.

## **Cost of Financing (Gross):**

Rs. in Million

June-13	March-13	Dec-12	Sept-12	June-12
480	525	519	522	457



# REAL ESTATE – COMPLETED PROJECTS



Apartments



Row Houses



Villas



Plotted Development

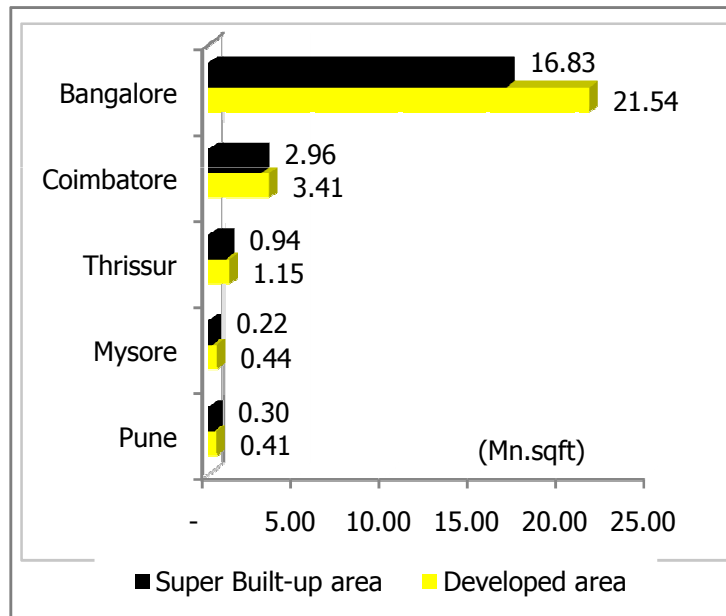


Club Houses

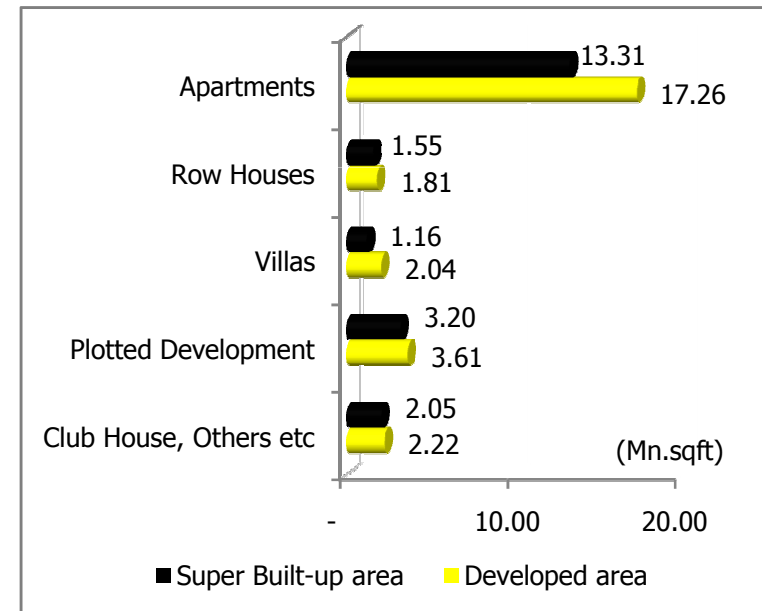


- ❖ Completed 85 projects in 5 cities
- ❖ Total Developed area of **26.94 mn.sqft** and Super Built-up area **of 21.25 mn.sft**
- ❖ Product mix includes Multi Storied Apartments (Dreams, Luxury, Super Luxury & Presidential category), Row Houses, Villas, Plotted Developments & Club House Facilities etc

Location wise



Product - mix



\* Developed / Developable area includes super built-up area (SBA) sold to the customer plus common area, car parking area, service area, storage area, internal Roads and common amenities



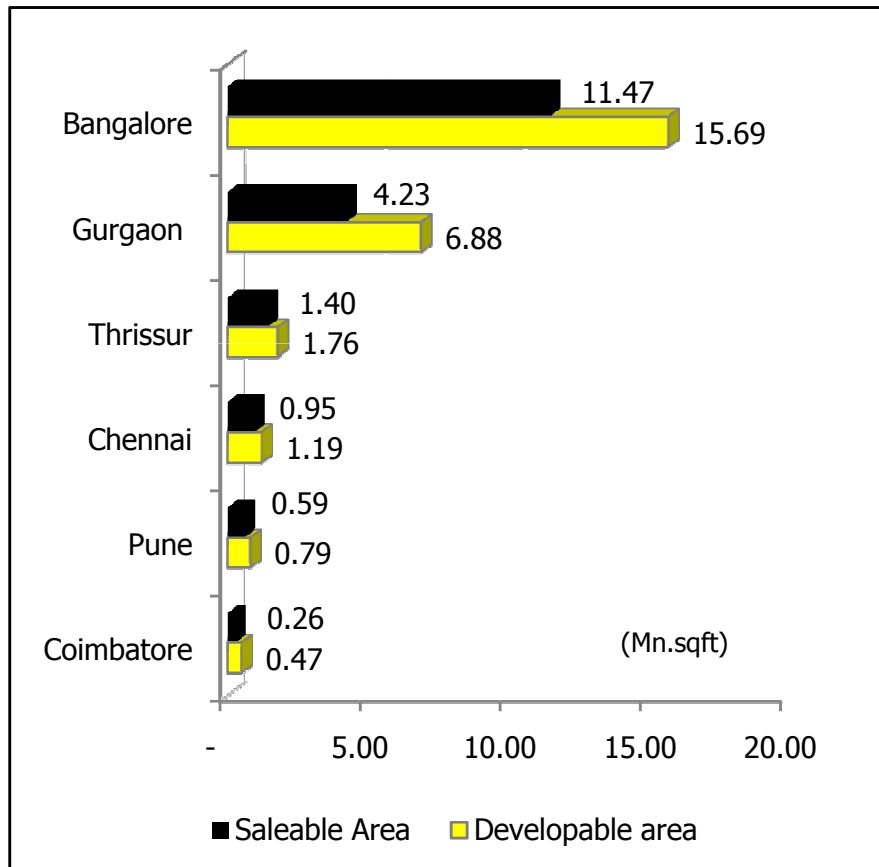


# REAL ESTATE – ONGOING PROJECTS

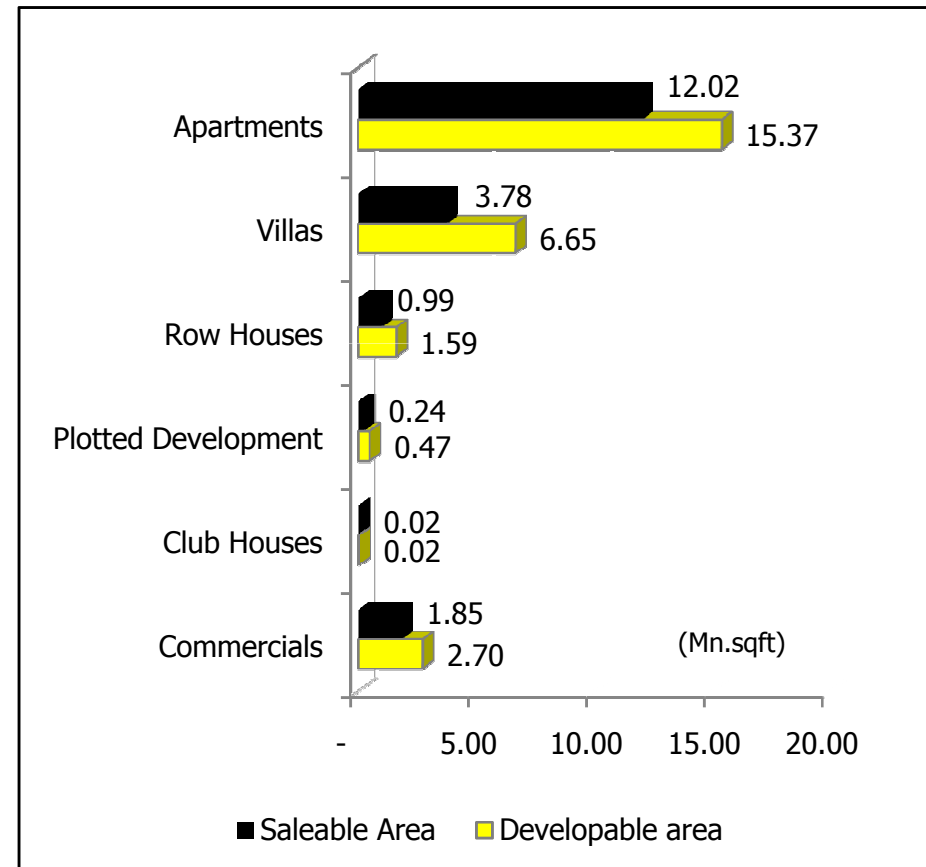


- ❖ 45 projects measuring Total Developed area of about **26.79 mn.sqft** and Super Built-up area of **18.90 mn.sft**, located at 6 cities in India.

**Location wise**



**Product - mix**



# REAL ESTATE – FUTURE LAUNCHES



## Proposed new launches in FY 13-14

S.No	Projects	Location	Type	SITE Area (in Acres)	~Total SBA (sft)	Sobha share of SBA (sft)
	<b>BANGALORE</b>					
1	Doddanekundi Property	Yamlur, HAL Road	SL Apartments	5.62	554,802	332,881
2	Kanakapura Road property	Thalaghattapura	Residential	11.33	981,500	682,143
3	Hirandahalli Property	Off Old Madras Road	Villas + Villaments	22.50	585,066	374,442
4	Hosakerehalli Property	Mysore Road	L+SL Apartments	15.70	1,473,354	1,172,053
5	APMC Project	Jakkur, Bellary Road	Commercial+Mall	29.24	2,663,033	2,063,252
	<b>MYSORE</b>					
6	Nadanahalli property	Nadanahalli	Plotted Development	6.20	135,036	135,036
	<b>CHENNAI</b>					
7	Sholinghanallur Property	Sholinghanallur, OMR	Residential Apartments	19.17	2,657,050	1,727,083
	<b>CALICUT</b>					
8	Palazhi Property	Palazhi	Villas	27.00	507,050	381,375
9	Feroke Property	Feroke	Apartments	3.53	678,056	528,884



Note: Area details are subject to change

Continued...

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# REAL ESTATE – FUTURE LAUNCHES (continued)



## Proposed new launches in FY 13-14

S.No	Projects	Location	Type	SITE Area (in Acres)	~Total SBA (sft)	Sobha share of SBA (sft)
	<b>COCHIN</b>					
10	Vyittla property	Silver Sand Island	Residential Apartments	5.94	1,149,984	975,570
	<b>THRISSUR</b>					
11	Sobha City-Residential	Thrissur, Kerala	Residential	2.00	348,480	348,480
	<b>TOTAL</b>				<b>11,733,412</b>	<b>8,720,111</b>

Note:

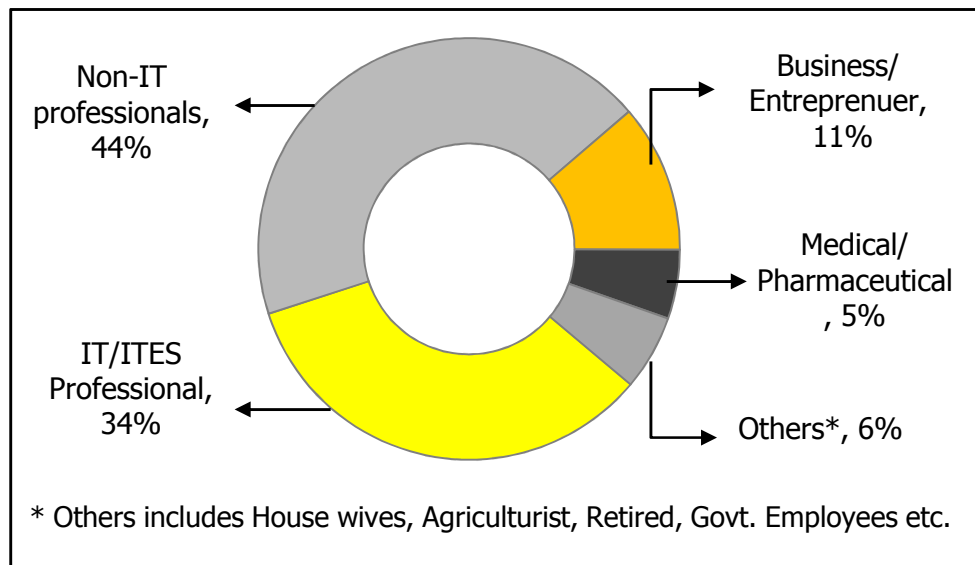
1. Targeted to launch 3 projects during Q2 FY 14 – Doddanehundi Property @ Bangalore, Palazhi Property @ Calicut and Nadanahalli Property @ Mysore .
2. Area details are subject to change



# BUYERS PROFILE



## Profession-wise breakup

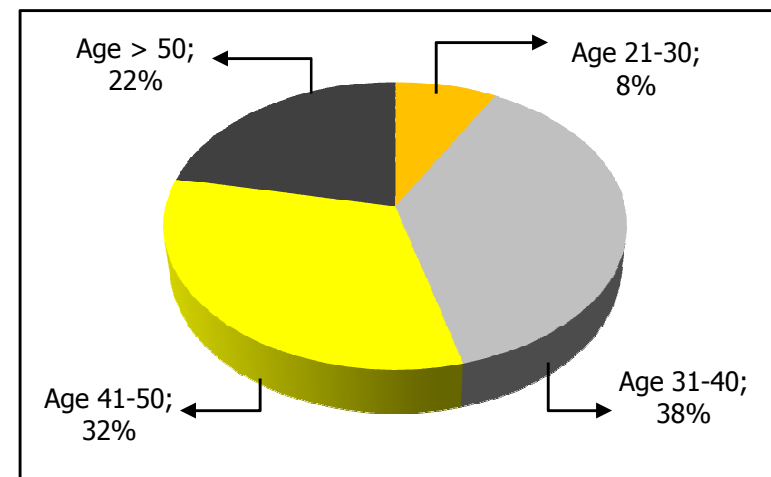


## Customers funding status

Customers opted for Bank Loan	48%
Self Funding	52%

Note: The funding position is considered for cumulative sales period from April-12 to Mar-13.

## Buyers Age-wise breakup



## NRI Booking status

	Bangalore, NCR, Pune	Chennai & CBE	Thrissur	Total
Resident Indians	81%	64%	52%	<b>75%</b>
NRI's	19%	36%	48%	<b>25%</b>

Note: Profession, NRI & Age wise details are based on booking made from July-12 to June-13

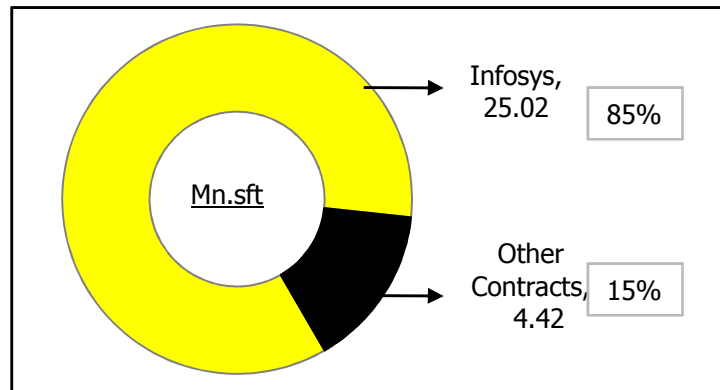


# CONTRACTS - OVERVIEW



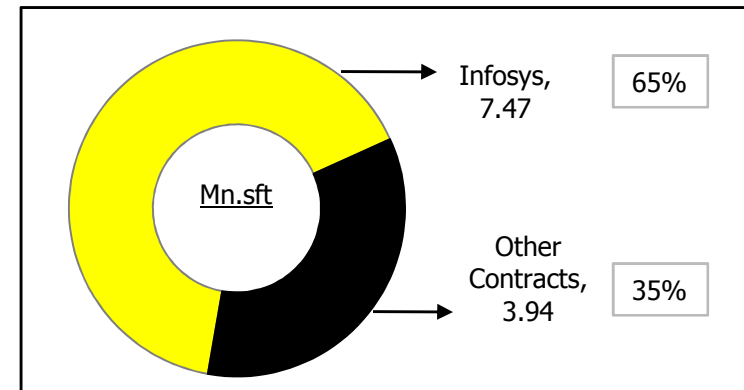
## Completed Projects

- ❖ 230 Projects aggregating to 29.44 mn.sft of area
- ❖ Completed projects located in 21 cities across India



## Projects Under Progress

- ❖ 40 Projects aggregating to 11.41 mn.sft of area
- ❖ Ongoing contractual projects located in 9 cities across India



• Other Corporate Clients includes Dell, HP, Timken, Taj, Bayer Material Science, HCL, Bharat Forge, ITC, Biocon, IPE, Bosch, GMR, Huawei Technologies, Hotel Leela Ventures, Woderla Holidays, PAN card club, Manipal County, Marble centre, Vakil Housing, Visa Steel House, Shanthi Hospital, Chaithanya projects and many other Private bungalows etc



# CONTRACTS – PROJECTS BREAK-UP



## Contractual projects status as on 30<sup>th</sup> June-13

S.NO	DESCRIPTION	PROJECTS UNDER PROGRESS	
		No of Projects	Built-up area (Mn.Sft )
1	Bangalore	18	3.35
2	Mysore	3	1.98
3	Hyderabad	6	1.70
4	Trivendrum	3	1.55
5	Mangalore	4	1.09
6	Pune	3	1.00
7	Chennai	1	0.32
8	Coimbatore	1	0.30
9	Durgapur	1	0.12
<b>TOTAL</b>		<b>40</b>	<b>11.41</b>

- Share of Non – Infosys Contractual orders has increased to 35 % - All time high.
- Bagged 2 prestigious orders from Dell and Bosch during Q1-14, valued approx. Rs. 1.63 Billion

### Note:

- The scope of contractual works varies from Civil, Finishes, Electrical, PHE works, Interiors to Glazing.
- The unbilled value of projects under progress is about Rs. 7.28 Billion

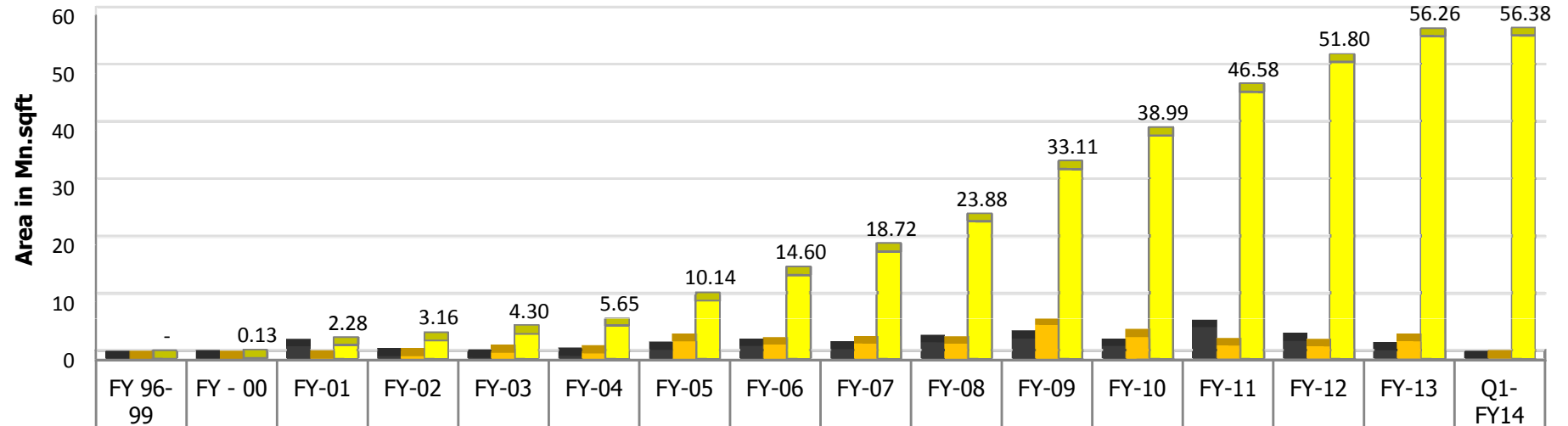




# EXECUTION TRACK RECORD



## Developed Area - Track record



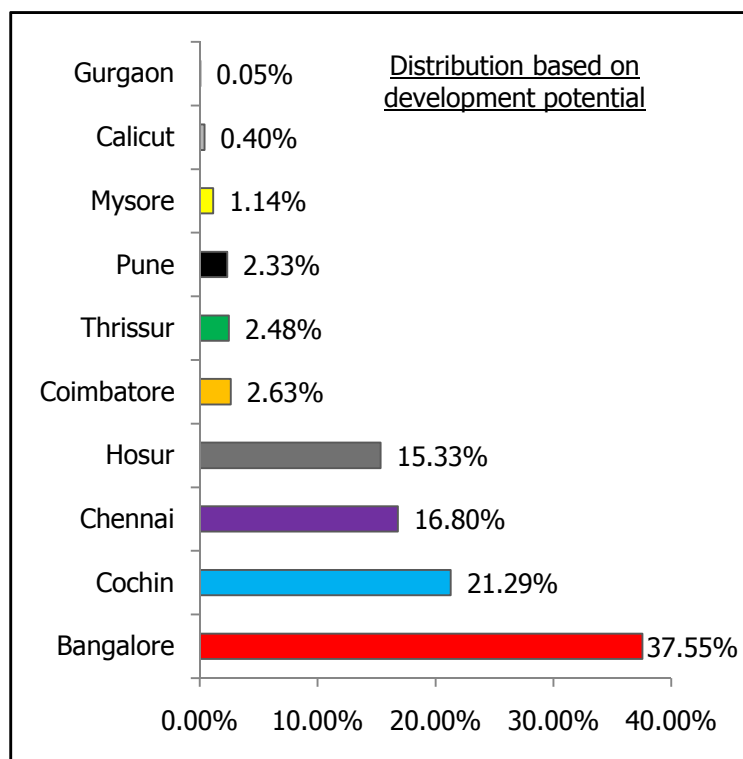
❖ Sobha has completed 18.72 mn.sft of developable area over a period of 12 years since inception in 1995 ,till 2007, and thereof has completed 37.66 mn.sft of area in the next 6.25 years till end of June-13.

❖ On an average, developed over 6 mn.sft of area for the past 6 years.



# LAND BANK STATUS

Total Extent of Land	2,655	Acres
Sobha Share of Land	2,557	Acres
Total Cost consideration	19,647	Rs.Mns
Balance amount payable	2,016	Rs.Mns
Cost / sqft of Sobha Share	176	Rs./sqft
FSI cost of Sobha Share	86	Rs./sqft



Total Developable Area	232.86 Mn.sft
Sobha Share	227.21 Mn.sft

## BANGALORE (877.25 acres)

Developable Area	89.30
Sobha Share	85.32

## MYSORE (32.30 acres)

Developable Area	2.59
Sobha Share	2.59

## PUNE (117.58 acres)

Developable Area	5.49
Sobha Share	5.30

## CALICUT (30.53 acres)

Developable Area	1.19
Sobha Share	0.91

## THRISSUR (40.06 acres)

Developable Area	5.64
Sobha Share	5.64

## COCHIN (441.21 acres)

Developable Area	48.55
Sobha Share	48.38

## GURGAON (10.45 acres)

Developable Area	0.20
Sobha Share	0.10

## CHENNAI (526.14 acres)

Developable Area	39.10
Sobha Share	38.17

## HOSUR (484.76 acres)

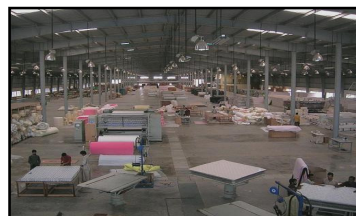
Developable Area	34.84
Sobha Share	34.84

## COIMBATORE (94.31 acres)

Developable Area	5.96
Sobha Share	5.96



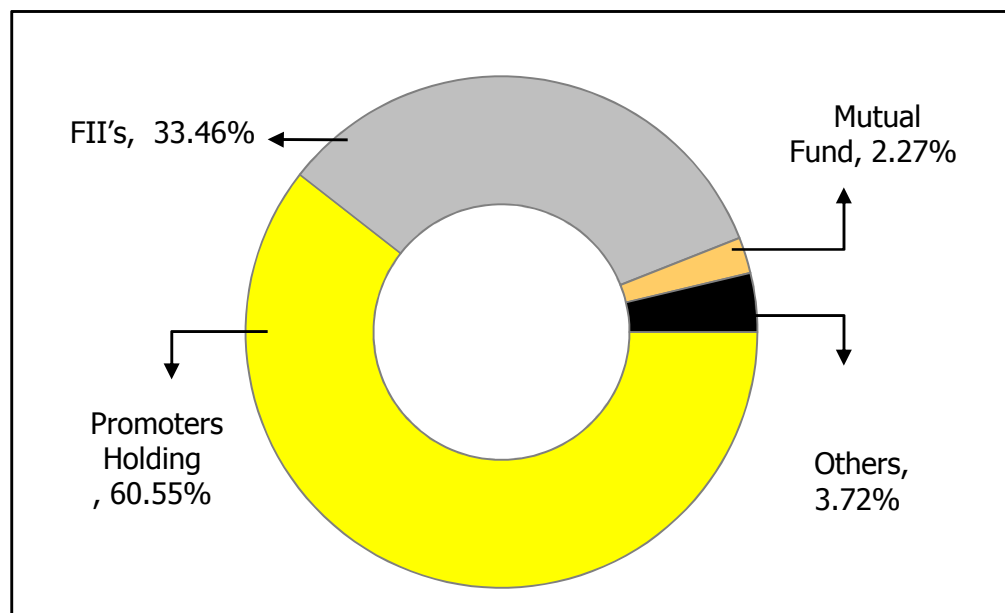
# BACKWARD INTEGRATION (World Class Manufacturing Facilities)



Interiors & Furnishing Division		Glazing & Metal Works Division		Concrete Products Division	
Turn over : Q1 FY-14	Rs.156 Mns	Turn over : Q1 FY-14	Rs.222 Mns	Turn over : Q1 FY 14	Rs.42 Mns
Total Factory area	0.8 Mn sq ft	Factory area	0.3 Mn sq ft	Factory area	0.4 Mn sq ft
<b>PRODUCTS</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>PRODUCTS</b> <ul style="list-style-type: none"> <li>Metal / Steel fabrication</li> <li>Aluminum door and windows, structure</li> <li>Glass works</li> </ul>		<b>PRODUCTS</b> <ul style="list-style-type: none"> <li>Manufacture of wide range of concrete products such as concrete blocks, pavers, kerb stones, water drainage channels, paving slabs and elite landscape products</li> <li>Set up new facilities for producing Glass Fiber Reinforced Concrete.</li> </ul>	



# SHARE HOLDING PATTERN



- ❖ No. of shareholders as on 30<sup>th</sup> June ,13 - 55,698
- ❖ Market capitalization as on 30<sup>th</sup> June,2013 - Rs.34.41 Billion.

	30 <sup>th</sup> June-13	31 <sup>st</sup> Mar-13	31 <sup>st</sup> Dec 12	30 <sup>th</sup> Sept-12	30 <sup>th</sup> June-12
<b>Promoters Holding</b>	60.55%	60.55%	60.54%	60.50%	60.50%
<b>FII's</b>	33.46%	33.24%	31.59%	32.78%	33.03%
<b>Mutual Fund</b>	2.27%	2.55%	3.65%	2.44%	2.00%
<b>Others</b>	3.72%	3.66%	4.22%	4.28%	4.46%



# SOBHA – STOCK PERFORMANCE



**Status as on: 30<sup>th</sup> June-13**

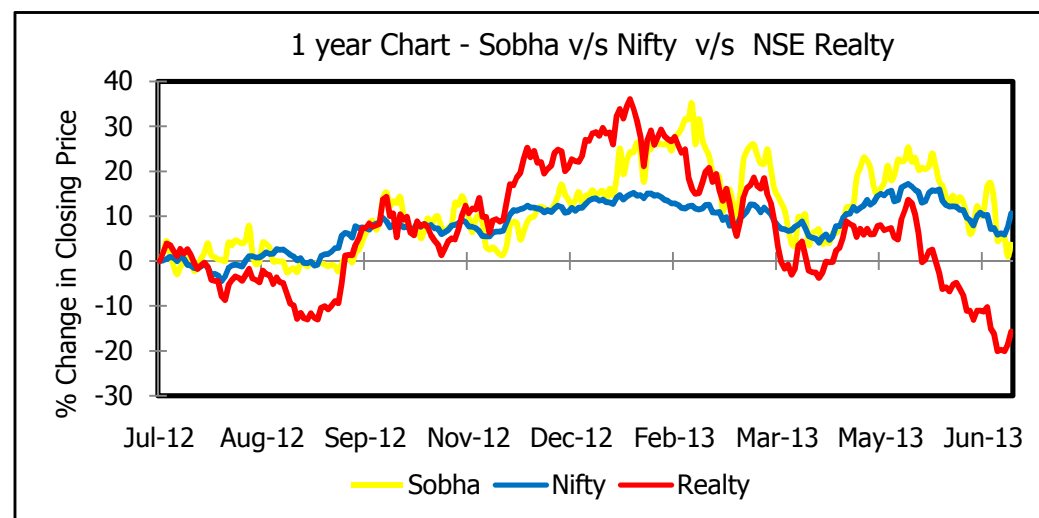
No. of Shares	98.06 Million
Market Capitalization	Rs 34.41 Billion
Stock Price : 52 week High / Low	Rs. 322 / 498
Avg. Daily volume (12 months)	126,853

Source : NSE index

## Key Research Houses covering the stock...

- Morgan Stanley
- Goldman Sachs
- CLSA India
- ICICI Securities
- J P Morgan
- Ambit Capital
- CIMB
- Jefferies India Ltd
- Axis Capital
- Deutsche India Equities
- Religare Capital Markets
- BNP Paribas
- Kotak Securities
- Edelweisse
- IDBI Capital
- IIFL (India Info Line)
- JM Financials
- Prabhudas & Lilladher
- ICICI Direct
- Standard Chartered Bank
- SBI Capital
- IDFC securities
- Macquarie Capital Securities
- Bank of America (Merrill Lynch)
- Kantilal Chhaganlal Securities
- Emkay Global
- Nirmal Bang Institutional Equities
- Credit Suisse

Sobha stock covered by 109 Research analysts and 19 fund managers





# THANK YOU

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Sobha Corporate Office



Sobha Malachite-Thrissur



Sobha Moonstone



Sobha Azalea

## **Disclaimer:**

The information in this presentation contains certain forward-looking statements. These include statements regarding outlook on future development schedules, business plans and expectations of Capital expenditures. These statements are based on current expectations that involve a number of risks and uncertainties which could cause actual results to differ from those anticipated by the Company.