



PASSION AT WORK



Sobha Dewflower, Bangalore

SOBHA DEVELOPERS LTD

INVESTOR PRESENTATION

30th June, 2014

Q1 FY-15, FINANCIAL HIGHLIGHTS (Consolidated)



REVENUE

- Revenue of Rs.5.83 Billion during Q1 FY-15 as against Rs.4.63 Billion in Q1 FY-14
- Revenue up by 26% Yr-on-Yr.

EBITDA

- EBITDA of Rs.1.58 Billion during Q1 FY-15 as against Rs.1.40 Billion in Q1 FY-14
- EBITDA up by 13% Yr-on-Yr.
- EBITDA margin at 27%

PBT

- PBT of Rs.903 Million during Q1 FY-15 as against Rs.843 Million in Q1 FY-14
- PBT up by 7% Yr-on-Yr.
- PBT margin at 16%

PAT

- PAT of Rs.570 million during Q1 FY-15 as against Rs.501 million in Q4 FY-14.
- PAT up by 14% Yr-on-Yr
- PAT margin at 10%.



Q1 FY-15, FINANCIAL HIGHLIGHTS (Consolidated)



COLLECTIONS

- Total collections of Rs.5.93 Billion during Q1 FY-15
- Generated Net Operational cash flow of Rs.739 Million

UNRECOGNIZED REVENUE

- Unrecognized revenue from sold units of Rs.24.94 Billion
- Out of the above Rs.8.93 Billion expected to be recognized during 9M -FY 14-15

LOAN & DEBT

- Serviced interest of Rs.542 million during Q1 FY-14 compared to Rs.477 million during Q1 FY-14
- Consolidated net debt as on 30th June-14 is Rs.15.31 Billion
- Consolidated net D/E ratio stands at 0.65 times of equity.
- The average cost of debt as on 30th June-14 is 12.74 %

OTHERS

- Customer advances as on 30th June-14 : Rs.8.65 Billion
- Unbilled receivables as on 30th June-14 : Rs.3.33 Billion
- Revenue from 2 projects of Rs.141 million recognized in Q1-15 on reaching revenue recognition threshold limit.



Q1 FY-15 : PERFORMANCE HIGHLIGHTS



NEW SALES

VALUE

Recorded new sales value of Rs.4.82 Billion during Q1 FY-15 as against Rs.6.03 Billion during Q1 FY-14

VOLUME

Sold **0.75 mn.sq.ft** of new space during Q1 FY-15 as against 0.92 mn.sqft during Q1 FY-14

REALIZATION

Achieved average price realization of **Rs.6,388 / sq.ft** during Q1 FY-15, as against **Rs.6,548/sq.ft** during Q1 FY-14

PROJECT COMPLETION

- ❖ Completed and handed over **2 Real Estate projects (1.18 mn.sqft)** and **4 Contractual projects (1.07 mn.sqft)** during Q1 FY-15, measuring total developed area of **2.25 mn.sqft**
- ❖ Overall completion of **345** projects measuring total developed area of **65.18 mn.sqft** as on 30th June,2014
- ❖ Execution presence in **24** cities / **13** states in India

ONGOING PROJECTS

- ❖ Currently executing **47** Real Estate projects in **9** cities measuring **29.41 mn.sqft** and **29** contractual projects in **11** cities measuring **8.76 mn.Sqft** of developable area.
- ❖ In total, **76** ongoing projects measuring **38.17 mn.sqft** of developable area



(1 Square Meter = 10.764 Square Feet)

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SALES PERFORMANCE & PRICE REALIZATION



Locations	Q1 FY-15			Q1 FY-14		
	Area Sold	Sales Realization (Incl.JD share)	Sales Realization (Sobha Share)	Area Sold	Sales Realization (Incl.JD share)	Sales Realization (Sobha Share)
	in sq. feet	Rs/ sq.ft	Rs/ sq.ft	in sq. feet	Rs/ sq.ft	Rs/ sq.ft
Bangalore	527,560	7,189	6,506	603,055	7,549	7,260
NCR (Gurgaon)	30,207	10,450	10,450	36,255	9,963	9,963
Chennai	32,708	5,470	5,470	99,963	5,118	5,118
Thrissur	43,867	5,944	5,944	149,194	4,202	4,202
Pune	35,695	6,036	6,036	22,912	5,485	5,485
Coimbatore	14,465	4,992	4,992	-	-	-
Calicut	26,120	6,380	5,048	-	-	-
Cochin	22,293	8,599	7,556	-	-	-
Mysore	21,864	2,119	2,119	9,300	2,678	2,678
TOTAL	754,779	6,943	6,388	920,679	6,737	6,548
Sales Value * (Rs.Billion)		5.24	4.82		6.20	6.03

- Projects like Sobha Morzaria Grandeur, Sobha Palladian, Sobha Valley View in Bangalore, Sobha Bela Encosta and Sobha Rio Vista in Calicut, Sobha Isle in Cochin on Revenue sharing basis.
- Projects like Sobha Lifestyle Legacy , Sobha Dewflower, in Bangalore, International City in Gurgaon, élan in Coimbatore, Sobha Serene in Chennai on area sharing basis.
- Sales value includes Basic price, Car park, Statutory deposits, Taxes, but excludes Registration and stamp duty charges and maintenance deposits



(1 Square Meter = 10.764 Square Feet)

Slide no : 5

REAL ESTATE PROJECTS – PROJECTED CASH FLOW



Ref.No	Description	Ongoing Projects	Completed Projects	UOM
1	Total Developable area	29.41		mn.sqft
2	Area of Car Park, Common areas and Amenities etc	8.27		mn.sqft
1 - 2	Total Saleable area	21.14		mn.sqft
3	Sobha share of Saleable area	18.51		mn.sqft
4	Less: Leasable area in Thrissur & Bangalore	0.26		mn.sqft
5= 3 – 4	Net Saleable area (Sobha share)	18.25	6.59	mn.sqft
6	Total area sold till 30 th June-14	9.55	6.37	mn.sqft
5 - 6	Unsold area	8.70	0.22	mn.sqft
7	Balance construction cost to be spent to complete the entire development	55,887	264	Rs.Mns
8	Outstanding receivables + Balance to be billed and collected on sold units	24,015	493	Rs.Mns
9	Sales value of unsold stock	69,030	857	Rs.Mns
9+8-7	Positive cash flow expected	37,158	1,086	Rs.Mns
	Total Cash flow available from the Real Estate projects	38,244		Rs.Mns

Note: Completed projects unsold area includes plotted development of 0.18 mn.sqft



(1 Square Meter = 10.764 Square Feet)

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LOCATION WISE INVENTORY DETAILS



Area in Million Square Feet

Locations	Opening stock as on 1st Apr-14	Projects launched during Q1 FY-15	increase/ (decrease) of existing stock*	Opening stock	Area sold during Q1 FY-15	Closing stock as on 30 th June-14	Area not offered for sale	Net unsold stock as on 30 th June-14
Bangalore	4.89	-	(0.01)	4.88	0.53	4.35	1.12	3.23
Gurgaon (NCR)	1.72	-	-	1.72	0.03	1.69	1.03	0.66
Chennai	0.20	-	-	0.20	0.03	0.17	-	0.17
Thrissur	0.21	-	-	0.21	0.04	0.17	-	0.17
Pune	0.19	-	-	0.19	0.04	0.15	-	0.15
Coimbatore	0.30	-	-	0.30	0.01	0.29	0.03	0.26
Calicut	0.95	-	-	0.95	0.03	0.92	-	0.92
Cochin	1.07	-	-	1.07	0.02	1.05	-	1.05
Mysore	0.15	-	-	0.15	0.02	0.13	-	0.13
TOTAL	9.68	-	(0.01)	9.67	0.75	8.92	2.18	6.74

Note:

* Bangalore 0.01 mn.sft of salable area reduced from our existing projects.



(1 Square Meter = 10.764 Square Feet)

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UNSOLD INVENTORY BREAK-UP

Particulars	Area available for Sale			Area not offered for sale	
	Area (Mn.sft)	%		Area (Mn.sft)	%
Below Rs.50 lakhs	0.13	2%		-	-
Between Rs.50 lakhs to 1 cr	1.05	16%		0.36	16%
Between Rs.1 cr to 1.5 cr	1.57	23%		0.71	32%
Between Rs.1.5 cr to 2 crs	0.80	12%		-	-
Between Rs.2 cr to 2.5 crs	0.92	14%		0.01	1%
Between Rs.2.5 cr to 3 crs	0.45	7%		0.02	1%
Above Rs.3 crs	1.82	27%		1.08	50%
TOTAL	6.74	100%		2.18	100%

Note:

- Above stock includes 0.22 mn.sqft of unsold inventory from completed projects.



(1 Square Meter = 10.764 Square Feet)

Slide no : 8

PRICE BAND CATEGORY

		Q1 FY 14-15
Total Area Sold	Sq.ft	754,779
Total Sales Value (incl. JD share value)	Rs.Mns	5,240

	Q1 FY 14-15			
Category	Area sold (Mn.sqft)	%	Value sold (Rs.Mns)	%
< Rs.50 lakhs*	27,183	4%	72	1%
Rs.50 lakhs to 1cr	188,092	25%	1,092	21%
Rs.1 cr to 1.5 crs	339,470	45%	2,356	45%
Rs.1.5 cr to 2 crs	61,621	8%	388	7%
Rs.2 crs to 2.5 crs	41,618	6%	374	7%
Rs.2.5 crs to 3 crs	18,161	2%	169	3%
Above Rs.3 crs	78,633	10%	789	15%
Grand Total	754,779	100%	5,240	100%

* < Rs.50 lakhs represents 1 BHK units constructed as per requirements of local laws of Tamil Nadu region and Plotted Developments in Mysore and Bangalore.

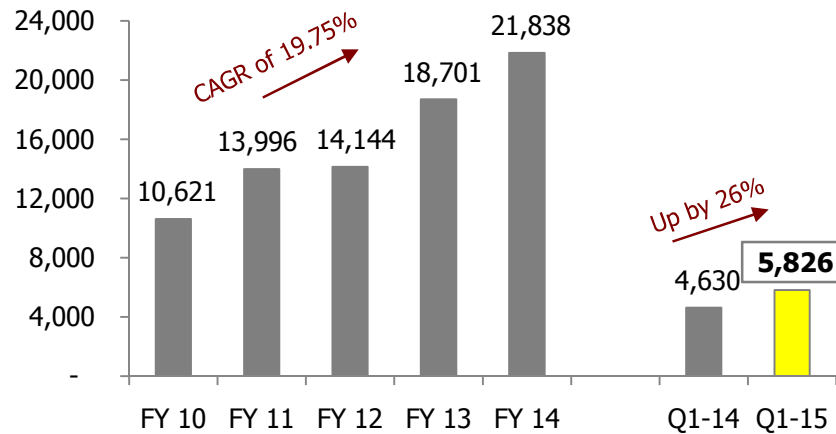


(1 Square Meter = 10.764 Square Feet)

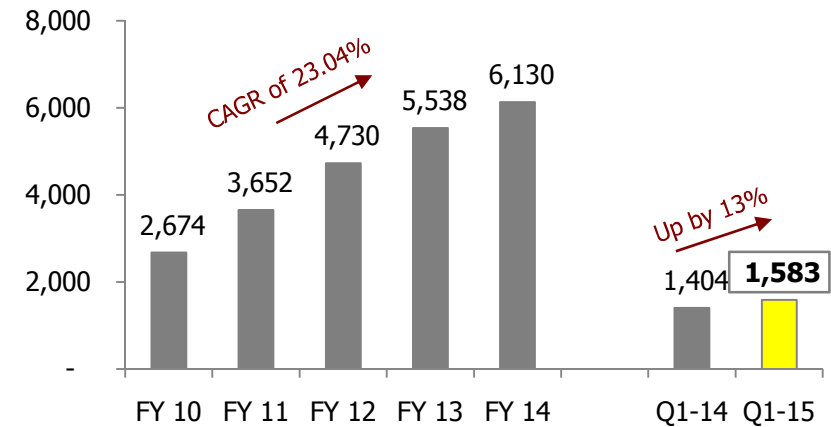
FINANCIAL HIGHLIGHTS



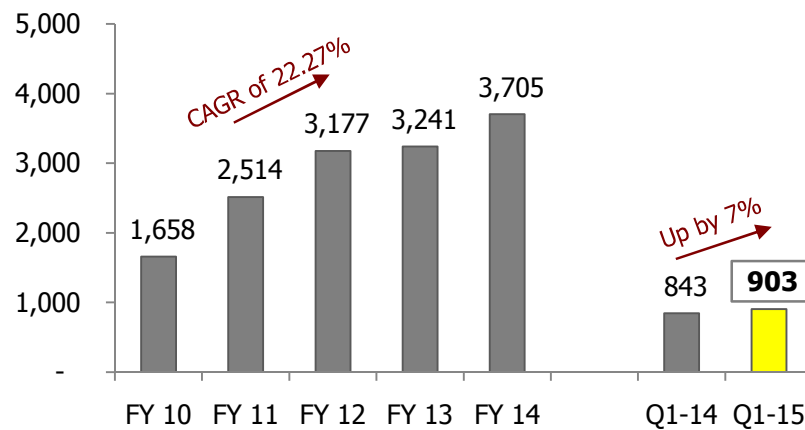
REVENUE (Rs.Mns)



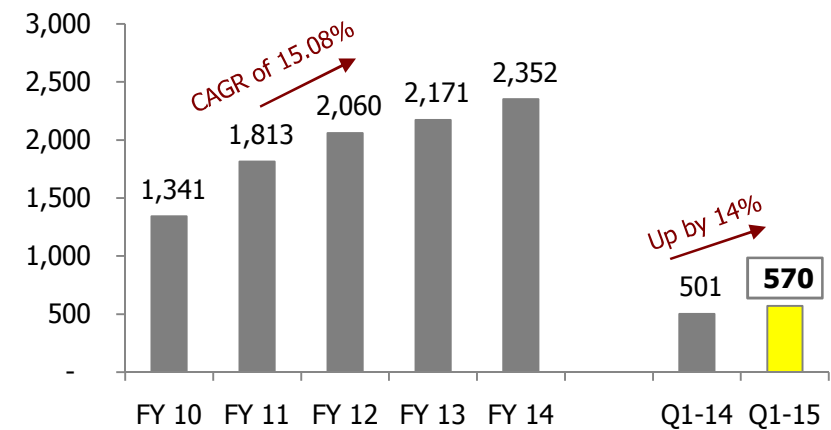
EBITDA (Rs.Mns)



PROFIT BEFORE TAX (Rs.Mns)



PROFIT AFTER TAX (Rs.Mns)



BALANCE SHEET



Particulars	30 th June-14	30 th June-13
EQUITY AND LIABILITIES		
Shareholders' funds		
Share capital	981	981
Reserves and surplus	22,492	20,886
	23,473	21,867
Minority Interest	90	102
Share application money pending allotment		
Non-current liabilities		
Long Term Borrowings	782	502
Deferred Tax Liability (net)	1,242	743
Trade Payables	178	178
Long term provisions	20	14
	2,222	1,437
Current liabilities		
Short term borrowings	16,037	13,000
Trade Payables	6,144	3,943
Other current liabilities	10,169	8,236
Short term provisions	1,406	1,551
	33,757	26,730
Total	59,542	50,135

Rs.in Million		
	30 th June-14	30 th June-13
ASSETS		
Non-current assets		
Fixed assets		
Tangible assets	3,121	3,127
Intangible assets	32	52
Goodwill on consolidation	94	123
Capital work-in-progress	448	-
Non-current investments	-	-
Long-term loans and advances	4,339	4,357
Trade receivables	123	-
Other non-current assets	6	-
	8,163	7,659
Current assets		
Current investments	154	6
Inventories	26,658	19,984
Trade receivables	2,624	1,795
Cash and bank balances	1,069	716
Short-term loans and advances	17,259	15,107
Other current assets	3,616	4,868
	51,380	42,477
TOTAL	59,542	50,135



PROFIT & LOSS STATEMENT



Rs. in Million

Particulars	Q1-15	Q1-14	Q4-14	FY-14	% of Growth	
					Q1-15 vs Q1-14	Q1-15 vs Q4-14
Property Development	3,460	3,473	4,109	15,286		
Contractual + Manufacturing	2,317	1,143	2,158	6,450		
Other Income	49	14	41	102		
Total Revenue	5,826	4,630	6,308	21,838	26%	(8%)
Total Expenditure	4,243	3,226	4,554	15,709		
EBITDA	1,583	1,404	1,754	6,129	13%	(10%)
EBITDA %	27%	30%	28%	28%		
Depreciation	181	165	181	690		
Interest	499	396	458	1,734		
PBT	903	843	1,115	3,705	7%	(19%)
PBT %	16%	18%	18%	17%		
Provision for Tax	332	342	427	1,368		
PAT before minority interest	571	501	688	2,337		
Minority Interest / Share of (profit) or loss of associate	1	-	(15)	(13)		
PAT after minority interest	570	501	703	2,350	14%	(19%)
PAT %	10%	11%	11%	11%		

Note :

- Figures have been regrouped & reclassified, wherever necessary.



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CASH FLOW STATEMENT



Rs. in Million

PARTICULARS	Q1-15	Q1-14	Q4-14	FY 13-14
Operational cash inflows				
Real Estate	4,618	4,923	5,548	19,468
Contractual & Manufacturing	1,307	1,230	2,293	7,422
Total Operational cash inflow –(A)	5,925	6,153	7,841	26,890
Operational cash outflows				
Real Estate project expenses	3,037	2,936	2,876	10,814
Contracts project expenses	1,384	1,220	1,715	6,095
Statutory Dues & Other Taxes	241	322	371	1,267
Corpus Repayment	41	50	29	207
Over Heads	370	316	320	1,401
Advertising & Marketing expenses	113	92	118	493
Total Operational cash outflow- (B)	5,186	4,934	5,429	20,277
Net Operational Cash flow : A-B	739	1,219	2,412	6,613

Note Figures have been regrouped & reclassified, wherever necessary.

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CASH FLOW STATEMENT (Continued)



Rs. in Million

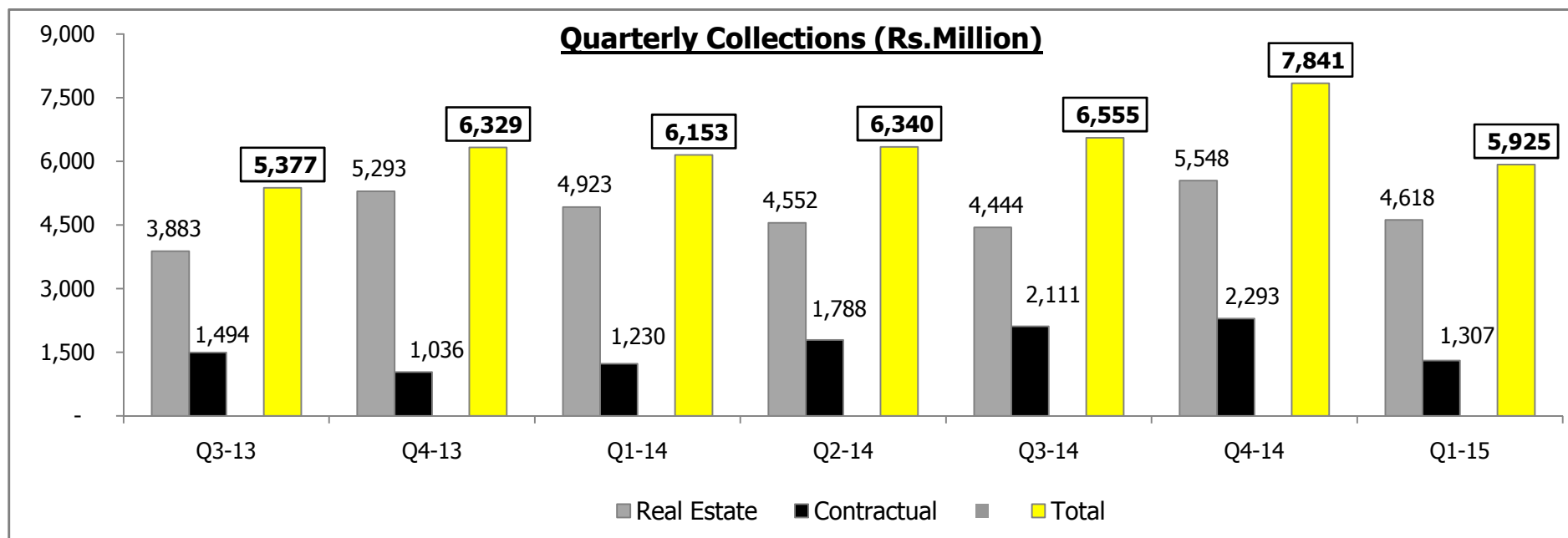
PARTICULARS	Q1-15	Q1-14	Q4-14	FY 13-14
Financial Outflows				
Interest Paid (Net of interest received)	542	477	465	1,951
Income Taxes	148	129	453	989
Total Financial Outflows (C)	690	606	918	2,940
Net Positive Cash flow : (A-B-C)	49	613	1,494	3,673
Capital Outflows				
Land Payments	2,855	376	261	1,782
Dividend including tax	-	-	-	803
Capex – General	88	128	278	686
Capex – Commercial Real Estate	35	159	38	318
Total Capital Outflow (D)	2,977	663	577	3,589
Total Cash Inflow : (A)	5,925	6,153	7,841	26,890
Total Cash Outflow (B+C+D) : (E)	8,853	6,202	6,925	26,806
Net Cash flow (A) –(E)	(2,928)	(49)	917	84

Note: Figures have been regrouped & reclassified, wherever necessary.



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COLLECTIONS TREND



ROLLING - TRAILING 12 MONTHS CASHFLOW (Rs.Million)							
Collections period	Q4-12 to Q3-13	Q1-13 to Q4-13	Q2-13 to Q1-14	Q3-13 to Q2-14	Q4-13 to Q3-14	Q1-14 to Q4-14	Q2-14 to Q1-15
Real Estate	14,336	16,111	17,785	18,650	19,212	19,468	19,163
Contractual	4,135	4,093	4,560	5,549	6,165	7,422	7,498
Total	18,471	20,204	22,345	24,199	25,377	26,890	26,661

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



MOVEMENT OF DEBT



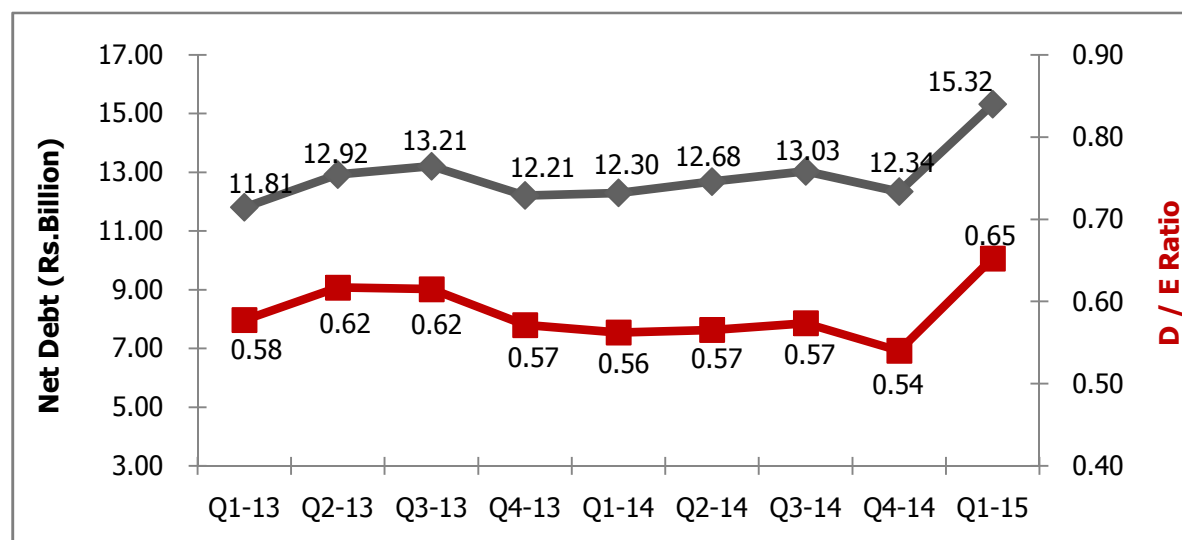
Consolidated

Rs. in Million

Particulars	30 th June-14	31 st March-14	Increase / (Decrease)
Gross Debt	16,538	13,498	3,040
Less: Cash & Cash Equivalents	1,223	1,156	67
Net Debt	15,315	12,342	2,973

Note: Net Debt excludes JV partners share of debentures of and finance lease.

Net Debt & D/E Ratio Movement:

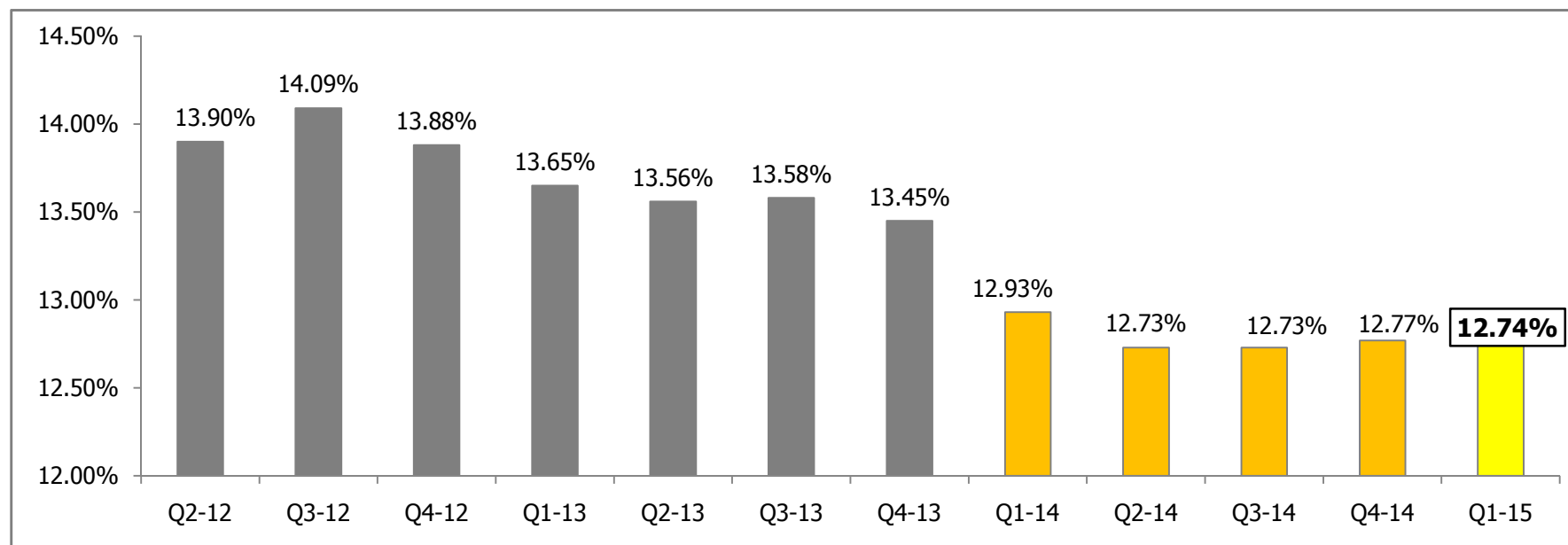


- ❖ Investment in new opportunities resulting in increase in debt.
- ❖ Debt Equity ratio expected to be at 0.60 times of equity by the end of this financial year.



BORROWING COST

AVERAGE INTEREST COST



Finance Cost (Gross) :

Rs. in Million

June-14	Mar-14	Dec-13	Sept-13	June-13	March-13	Dec-12	Sept-12	June-12
522	502	477	490	454	498	497	509	445

Note:

- The average cost of borrowing and financing cost excludes interest payable on debentures.



REAL ESTATE – COMPLETED PROJECTS



Apartments



Row Houses



Villas



Plotted Development

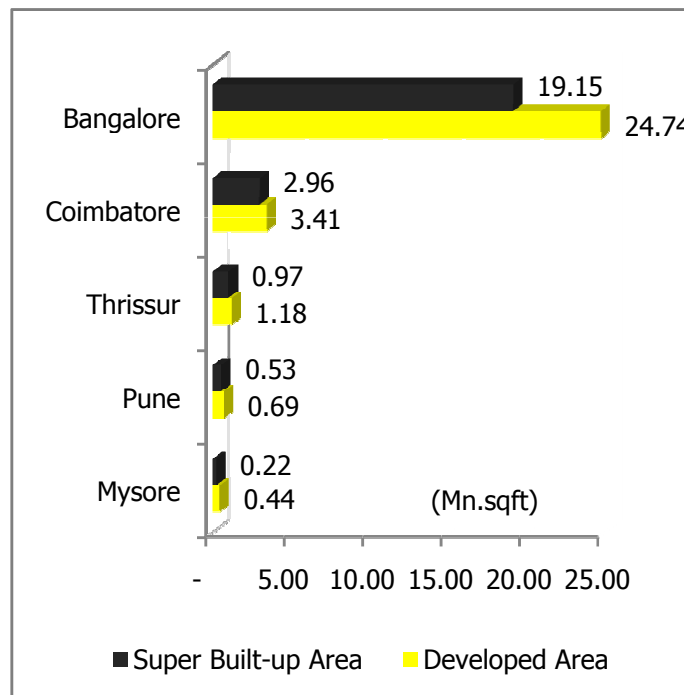


Club Houses

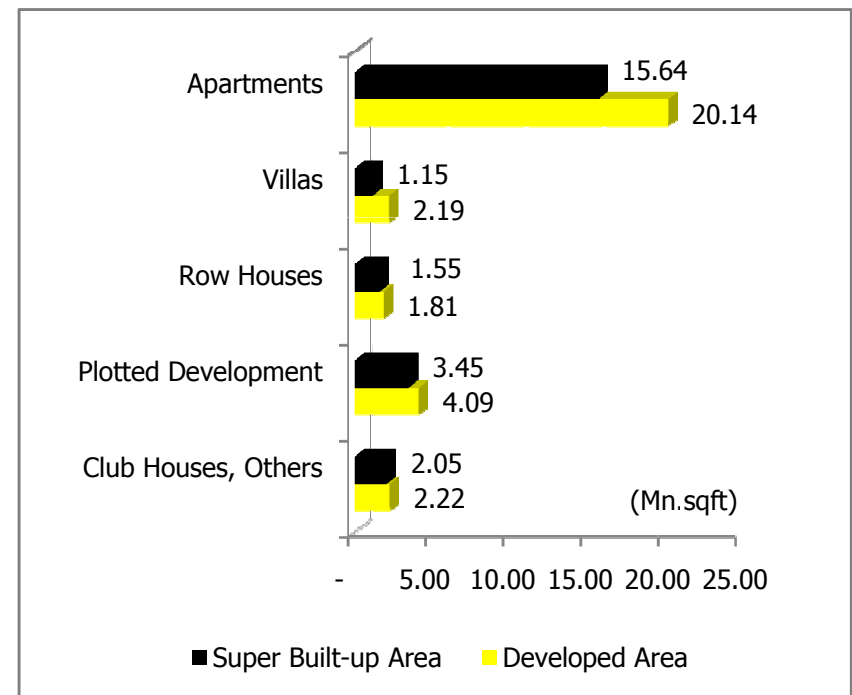


- ❖ Completed 94 projects in 5 cities
- ❖ Total Developed area of **30.46 mn.sqft** and Super Built-up area of **23.83 mn.sqft**
- ❖ Product mix includes Multi Storied Apartments (Dreams, Luxury, Super Luxury & Presidential category), Row Houses, Villas, Plotted Developments & Club House Facilities etc

Location wise



Product - mix

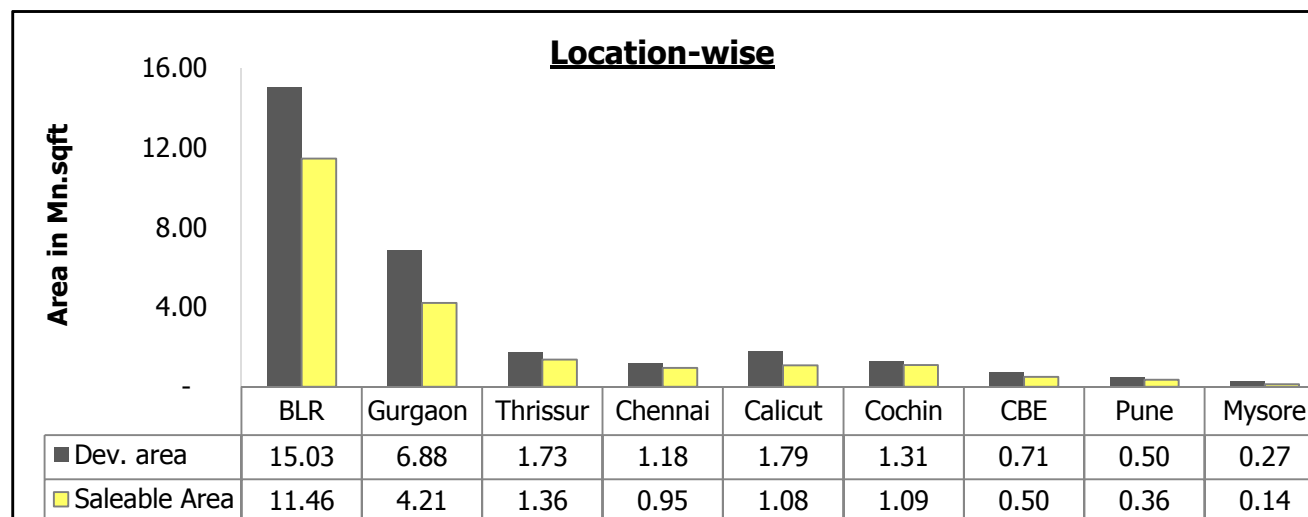


* Developed / Developable area includes super built-up area (SBA) sold to the customer plus common area, car parking area, service area, storage area, internal roads and common amenities

REAL ESTATE – ONGOING PROJECTS



- ❖ **47** projects measuring Total Developed area of about **29.41 mn.sqft** and Super Built-up area of **21.14 mn.sqft**, located at **9 cities** in India.



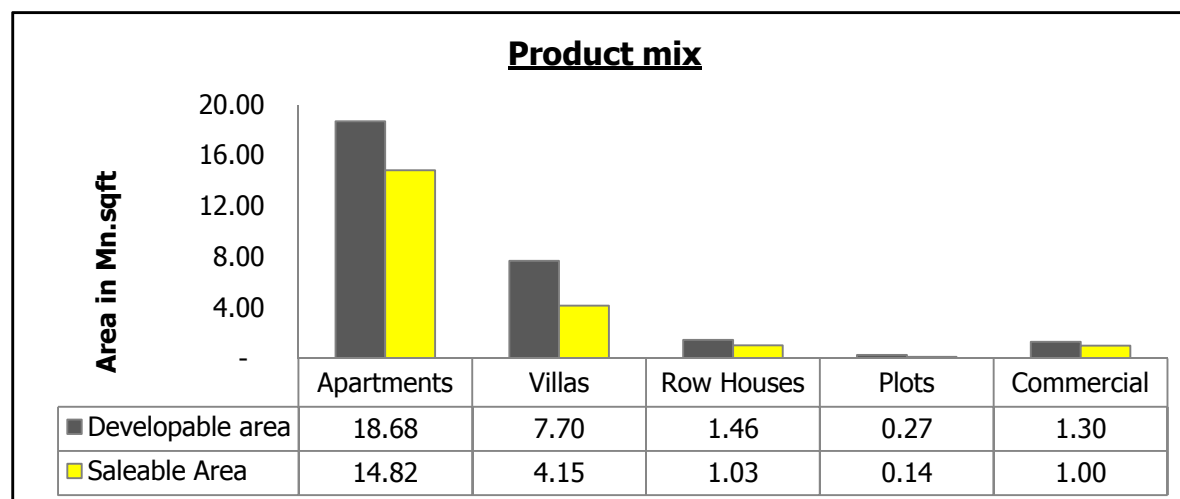
Sobha Silicon Oasis, Bangalore



Sobha Valley View, Bangalore



Sobha Isle –Silver Sand Island, Cochin



REAL ESTATE – FUTURE LAUNCHES



Proposed new launches in the next 4 quarters

S.No	Projects	Location	Type	SITE Area (in Acres)	~Total SBA (sq.ft)	Sobha share of SBA (sq.ft)
	BANGALORE					
1	Sobha Arena	Kanakapura Road Thalaghattapura	Apartments+ Row Houses	11.07	1,015,225	700,506
2	Grandeur – Phase 2	Bannerghatta Road	Apartments	0.63	90,224	46,014
3	Whitefield Property	Doddabanhalli	Apartments	3.03	277,967	277,967
4	Padmanabha Nagar Property	Bhanashankari Ext.(ORR)	Apartments	3.13	318,000	181,260
5	Hirandahalli Property	Near KR Puram	Villas + Apartments	22.50	376,282	240,820
6	Sobha City – Front	Thanisandra Main Road	Apartments	1.38	179,685	179,685
	CHENNAI					
7	Velacherry Property	Kovilambakkam	Apartments	5.81	695,537	445,143
8	Sholinghanallur Property	Sholinghanallur, OMR	Apartments	19.17	2,657,050	1,727,083
9	Tambaram Property	Tambaram	Plotted Development	10.08	257,767	257,767
	PUNE					
10	Kothrud Property	Kothrud	Apartments	6.80	350,000	350,000
	THRISSUR					
11	Sobha City-Lake Edge	Puzhakkal, Thrissur	Residential	2.00	239,222	239,222

Note: Area details are subject to change

Continued...



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REAL ESTATE – FUTURE LAUNCHES (continued)



S.No	Projects	Location	Type	SITE Area (in Acres)	~Total SBA (sqft)	Sobha share of SBA (sqft)
	GURGAON (NCR)					
12	Babupur Village	Sector 108,109	Row Houses / Villas	10.45	204,840	102,420
	COIMBATORE					
13	Harishree Gardens	Veerakeralam	Row Houses / Villas	9.08	206,000	206,000
	MYSORE					
14	Jettihundi Property	Jettihundi	Plotted Development	14.30	326,810	326,810
	COCHIN					
15	Marine Drive Property	Marine Drive	Apartments	16.69	3,192,270	1,596,135
	TOTAL			136.12	10,386,879	6,876,832

Bangalore - Commercial

S.No	Projects	Location	Type	SITE Area (in Acres)	~Total SBA (sqft)	Sobha share of SBA (sqft)
1	APMC Project	Jakkur, Bellary Road	Commercial	29.24	2,663,033	2,063,252

Note:

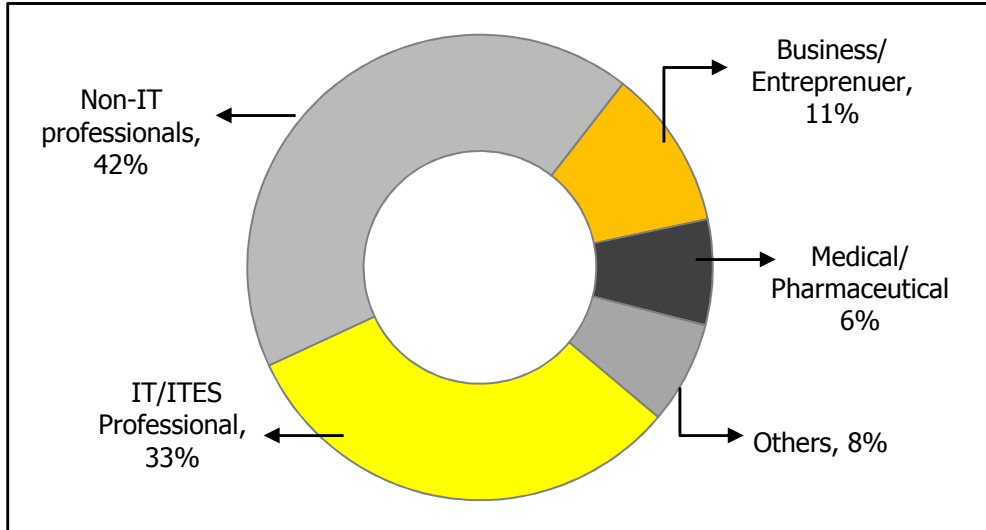
1. Bangalore – Sobha Arena & Thrissur- Sobha City – Lake Edge projects launched during July 2014 (Q2-15).
2. Area details are subject to change



BUYERS PROFILE



Profession-wise breakup



* Others includes House wives, Agriculturist, Retired, Govt. Employees etc.

NRI Booking status

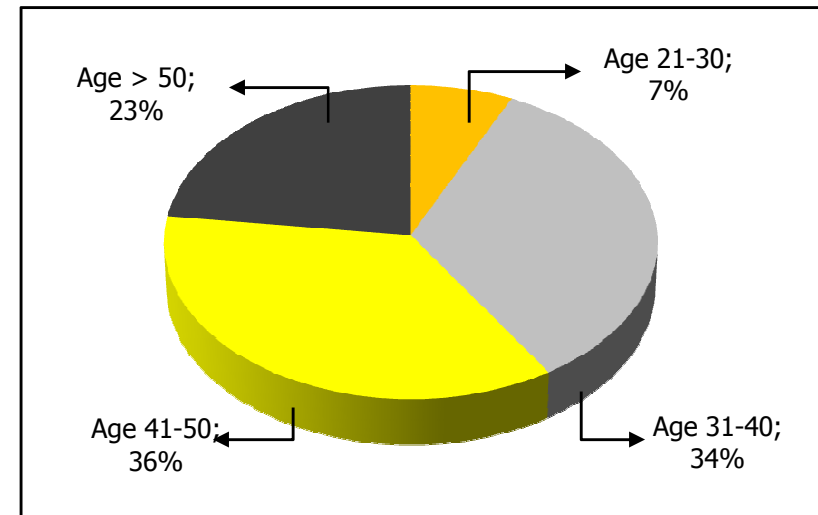
	Q1 FY-15	FY -14	FY-13
Resident Indians	71%	73%	75%
NRI's	29%	27%	25%

Customers funding status

Customers availed for Bank Loan	46%
Self Funding	54%

Note: The funding position is considered for cumulative sales period from Apr-13 to Mar-14.

Buyers Age-wise breakup



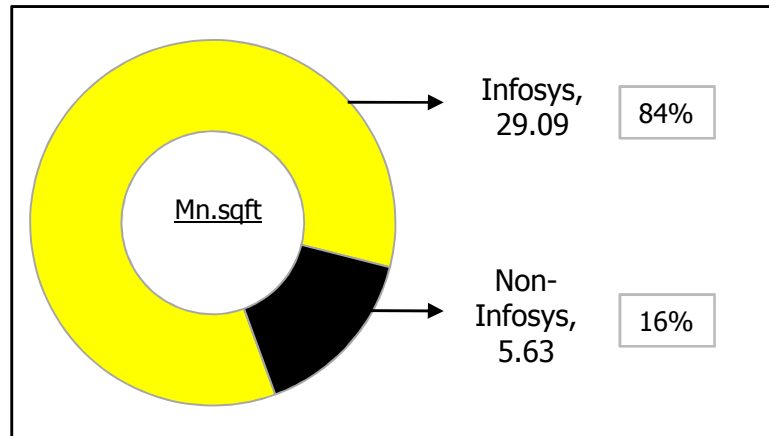
Note: Profession, NRI & Age wise categorization are based on bookings made between from July-13 to July-14



CONTRACTS - OVERVIEW

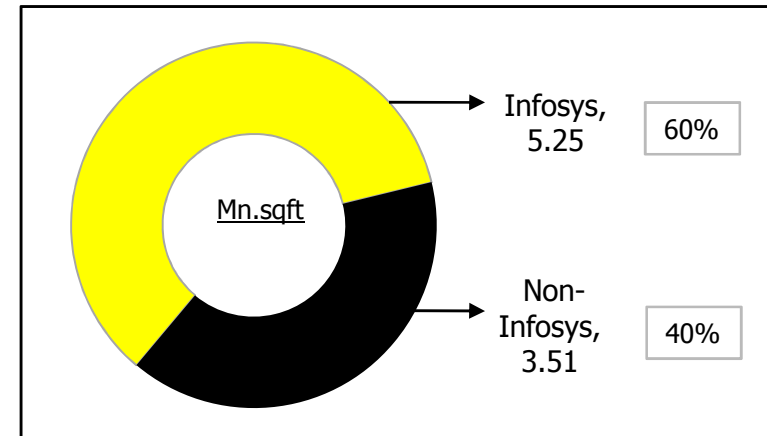
Completed Projects

- ❖ 251 Projects aggregating to 34.72 mn.sqft of area
- ❖ Completed projects located in 21 cities across India



Projects Under Progress

- ❖ 29 Projects aggregating to 8.76 mn.sqft of area
- ❖ Ongoing contractual projects located in 11 cities across India



• Other Corporate Clients include Dell, HP, Timken, Taj, Bayer Material Science, HCL, Bharat Forge, ITC, Biocon, IPE, Bosch, GMR, Huawei Technologies, Hotel Leela Ventures, Wonderla Holidays, PAN card club, Manipal County, Marble centre, Vakil Housing, Visa Steel House, Shanthi Hospital, Chaithanya projects, Manipal Unvercity, LuLu Mall etc.



CONTRACTS – PROJECTS BREAK-UP



Contractual projects status as on 30th June-14

S.NO	DESCRIPTION	PROJECTS UNDER PROGRESS	
		No of Projects	Built-up area (Mn.Sft)
1	Bangalore	12	2.95
2	Trivandrum	3	1.73
3	Mangalore	2	0.87
4	Hyderabad	1	0.62
5	Pune	2	0.61
6	Jaipur	2	0.55
7	Mysore	1	0.41
8	Coimbatore	1	0.30
9	Cochin	1	0.30
10	Bhubaneshwar	3	0.30
11	Durgapur	1	0.12
	TOTAL	29	8.76

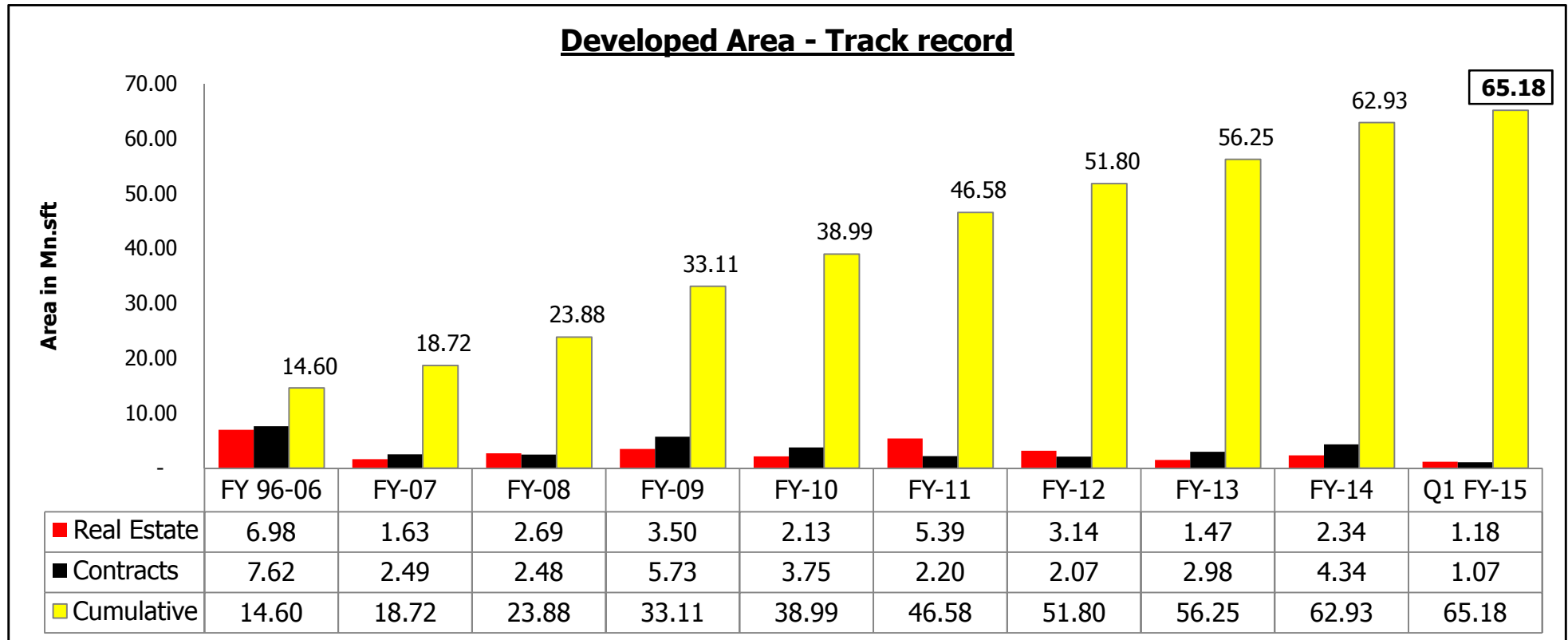
- Share of Non-Infosys Contractual orders has increased to 40%
- Non-Infosys clients includes Dell, Bosch, Manipal University, LuLu Mall-MLCP, PAN Card Club, Biocon, etc.

Note:

- The scope of contractual orders varies from Civil, Finishes, Electrical, PHE works, Interiors to Glazing.
- The unbilled value of projects under progress is about Rs. 6.24 Billion



EXECUTION TRACK RECORD



❖ Sobha has completed 18.72 mn.sqft of developable area over a period of 12 years since inception in 1995 ,till 2007, and thereof has completed 46.46 mn.sqft of area in the next 7.25 years till end of June-14.

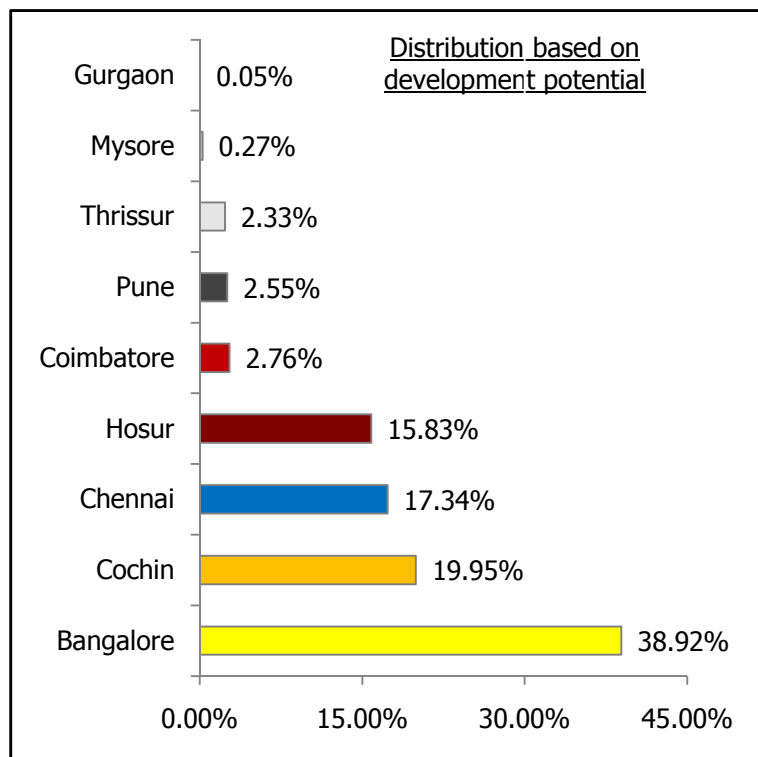
❖ On an average, developed over 6 mn.sqft of area in the past 7 years.



LAND BANK STATUS



Total Extent of Land	2,642	Acres
Sobha Share of Land	2,548	Acres
Total Cost consideration	23,258	Rs.Mns
Balance amount payable	3,140	Rs.Mns
Cost / sqft of Sobha Share	210	Rs./sqft
FSI cost of Sobha Share	106	Rs./sqft



Total Developable Area	227.35 Mn.sqft
Sobha Share	220.03 Mn.sqft

BANGALORE (873.46 acres)	
Developable Area	89.87
Sobha Share	85.63

MYSORE (26.10 acres)	
Developable Area	0.60
Sobha Share	0.60

PUNE (124.38 acres)	
Developable Area	5.80
Sobha Share	5.61

THRISSUR (40.06 acres)	
Developable Area	5.13
Sobha Share	5.13

Cochin (451.96 acres)	
Developable Area	45.41
Sobha Share	43.91

GURGAON (10.45 acres)	
Developable Area	0.20
Sobha Share	0.10

CHENNAI (531.94 acres)	
Developable Area	39.32
Sobha Share	38.14

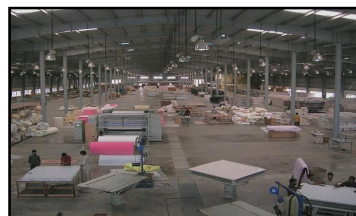
HOSUR (484.76 acres)	
Developable Area	34.84
Sobha Share	34.84

COIMBATORE (98.85 acres)	
Developable Area	6.06
Sobha Share	6.06

Note: Developable area is based on current FSI available



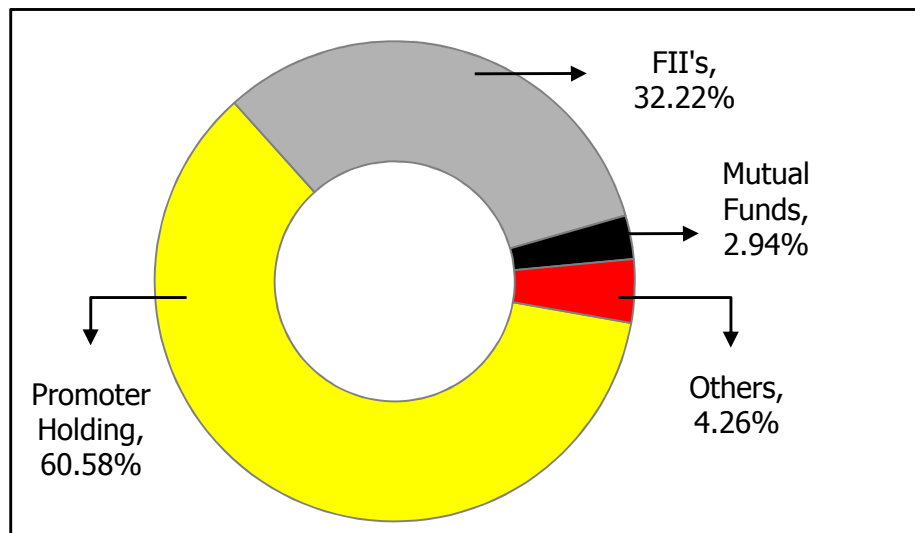
BACKWARD INTEGRATION (World Class Manufacturing Facilities)



Interiors & Furnishing Division		Glazing & Metal Works Division		Concrete Products Division	
Turnover : Q1 FY-15	Rs.192 Mn	Turnover :Q1 FY-15	Rs. 303 Mn	Turnover : Q1 FY 15	Rs.87 Mn
Factory area	0.8 Mn sq ft	Factory area	0.3 Mn sq ft	Factory area	0.4 Mn sq ft
PRODUCTS <ul style="list-style-type: none"> • Manufacturing wood based products such as doors, windows, paneling, cabinets, cupboards & loose furniture. • Manufacture of Economy, Deluxe, Super Deluxe & Premium Mattresses from Furnishing division 		PRODUCTS <ul style="list-style-type: none"> • Metal / Steel fabrication • Aluminum door and windows, structure • Glass works 		PRODUCTS <ul style="list-style-type: none"> • Manufacture of wide range of concrete products such as concrete blocks, pavers, kerb stones, water drainage channels, paving slabs and elite landscape products • Set up new facilities for producing Glass Fiber Reinforced Concrete. 	



SHARE HOLDING PATTERN



Top FII's

- East Spring Investments
- Platinum Investment
- Swiss Finance
- Morgan Stanley
- Blackrock
- Invesco
- Nordea
- DNB Fund
- William Blair

Top Mutual Funds

- Axis Mutual Fund
- Franklin Templeton
- BNP Paribas
- Kotak
- HDFC
- JP Morgan
- Birla Sunlife
- L&T Mutual Fund
- Sahara Mutual Fund

	30 th June-14	31 st Mar-14	31 st Dec-13	30 th Sept-13	30 th June-13
Promoter & Promoter Group Holding	60.58%	60.58%	60.58%	60.58%	60.58%
FII's	32.22%	32.97%	32.67%	33.16%	33.46%
Mutual Funds	2.94%	2.26%	2.19%	1.98%	2.27%
Others	4.26%	4.19%	4.56%	4.28%	3.69%

- ❖ No. of shareholders as on 30th June, 2014 – 52,812
- ❖ Market capitalization as on 30th June, 2014 – Rs.48.74 Billion.



SOBHA – STOCK PERFORMANCE



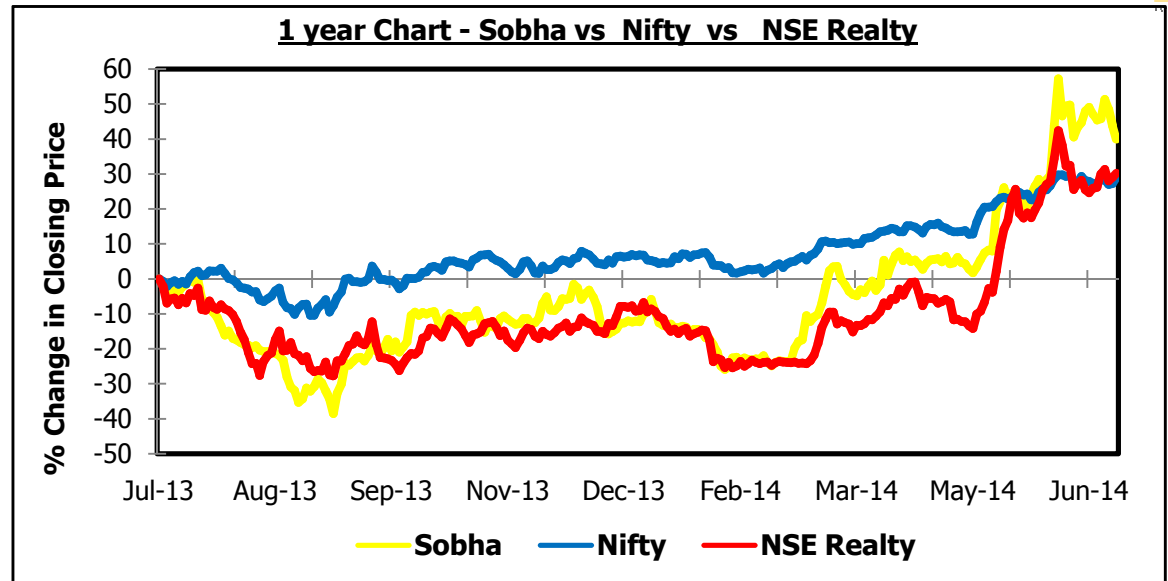
Status as on: 30th June-14

No. of Shares	98.06 Million
Market Capitalization	Rs.48.74 Billion
Stock Price : 52 week High / Low	Rs. 583 / 213
Avg. Daily volume (12 months)	201,880

Source : NSE, BSE

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
- Motilal Oswal
- Religare Capital Markets
- BNP Paribas
- Kotak Securities
- Edelweiss
- 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
- Citi Research





PASSION AT WORK

THANK YOU

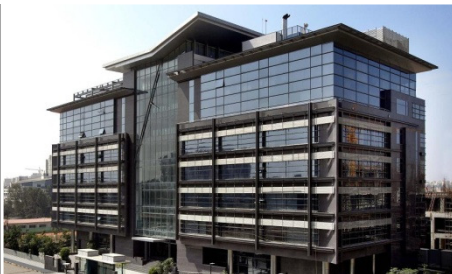
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Sobha Corporate Office - Bangalore



Sobha Aspire & Elite- Bangalore



Sobha Turquoise - Coimbatore



Sobha Lifestyle - Bangalore

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 expenditure. These statements are based on current expectations that involve a number of risks and uncertainties which could cause actual results to differ from projections made by the company.

ANNEXURE

(Real Estate – Ongoing projects sheet updated as on 30th June,2014)



Real Estate -- On-Going Project Details as on 30th June,2014

Sl.No	Projects	Location	Type	Total Developable area (Sq.ft)	Total No of Units	Total Saleable Area in Sq.ft*	Sobha Share of Saleable Units	Sobha Share of Saleable Area (Sq.ft)	Construction Start / Launch Date	≈ Construction Timeline (Targeted)	Avg.Price Realisation (Rs/sft)	Remarks
	Bangalore - Residentials										Sold+Unsold	
1	Forest View-Maple	Kanakapura Road	Super Luxury Apartments	521,818	240	416,743	240	416,743	Feb-11	40 Months	4,965	
2	Forest View-Oak	Kanakapura Road	Super Luxury + Apartments	426,282	152	340,444	152	340,444	Feb-11	40 Months	5,225	
3	Forest View-Pine	Kanakapura Road	Luxury Apartments	190,255	100	151,944	100	151,944	Feb-11	40 Months	4,465	
4	Forest View- Cedar	Kanakapura Road	Super Luxury Apartments	295,680	156	236,141	156	236,141	Sep-12	40 Months	5,750	
5	Forest View - Ebony	Hosahalli, Kanakapura Road	Super Luxury Apartments	337,042	156	269,174	156	269,174	Oct-12	40 Months	6,030	
6	Forest View - Alder	Hosahalli, Kanakapura Road	Super Luxury + Apartments	345,039	85	275,561	85	275,561	Sep-13	40 Months	6,925	
7	Sobha City - Mykonos	Thanisandra Main Road	Luxury Apartments	822,028	448	697,592	448	697,592	Jun-11	≈ 4 to 5 years in phased manner	5,180	
8	Sobha City - Casa Serenita	Thanisandra Main Road	Luxury Apartments	1,507,227	503	939,383	503	939,383	Jun-11		5,500	
9	Sobha City - Casa Paradiso (1&2)	Thanisandra Main Road	Super Luxury Apartments	387,565	148	322,712	148	322,712	Jun-11		5,550	
10	Sobha City - Casa Paradiso (3)	Thanisandra Main Road	Super Luxury Apartments	457,164	180	380,748	180	380,748	Dec-12		6,490	
10.a	Sobha City - Casa Paradiso (4)	Thanisandra Main Road	Super Luxury Apartments	456,663	180	380,247	180	380,247	Not offered for sale		6,700	Released for sale in July 14
11	Sobha City - Santorini 1 & 2	Thanisandra Main Road	Luxury Apartments	1,009,582	455	772,492	455	772,492	May-13		6,550	
12	Sobha City- Aristos	Thanisandra Main Road	Super Luxury Row Houses	104,988	28	104,988	28	104,988	Aug-11	36 Months	7,550	
13	Sobha City- Aristos Lite	Thanisandra Main Road	Super Luxury Row Houses	44,998	16	44,998	16	44,998	Jul-13	34 Months	9,310	
14	Sobha Eternia	Haralur Road	Super Luxury Apartments	271,187	107	222,027	107	222,027	Oct-12	38 Months	6,730	
15	Sobha Marvella	Outer Ring Road, Belandur	Super Luxury + Apartments	231,898	86	175,568	86	175,568	Aug-12	38 Months	6,870	
16	Sobha Habitech	Hopefarms, Whitefield	Super Luxury Apartments	707,785	318	591,313	318	591,313	May-12	36 Months	5,750	
17	Sobha Morzaria Grandeur	Diary Circle, Bannerghatta Road	Super Luxury + Apartments	485,210	129	363,078	129	363,078	Aug-12	36 Months	11,100	Revenue Share : 51%
18	Sobha Indraprastha	Gopalapura, Minerva Mills	Super Luxury + Apartments & Commercial Mall	1,885,758	356	1,548,695	356	836,951	Mar-13	48 months	12,500	JD on area sharing
19	Sobha Lifestyle Legacy (Phase 2)	IVC Road, Devanahalli	Presidential Villas	1,034,052	66	517,015	52	397,346	Nov-12	36 Months	7,920	JD on area sharing
20	Sobha Palladian	Yamlur, Near HAL	Super Luxury Apartments	723,039	205	551,633	205	551,633	Aug-13	36 Months	9,325	Revenue Share : 50%
21	Sobha Silicon Oasis-Apartments	Hosa Road, Near Electronic City	Luxury Apartments	1,629,994	909	1,417,386	909	1,417,386	Jan-14	≈ 4 to 5 years in phases	6,450	0.72 mn.sft released for sale till date
22	Sobha Silicon Oasis - Row Houses		Row Houses	50,011	17	50,011	17	50,011	Jul-14		10,700	Released for sale in July 14
23	Sobha Valley View (Phase 1)	Banashankari Extn, Off Mysore Road	Super Luxury Apartments	729,880	312	485,178	312	485,178	Mar-14	36 Months	6,380	Revenue Share : 79.6%
	Sub-Total Bangalore			14,655,146	5,352	11,255,072	5,338	10,423,659				
	Thrissur - Residentials											
24	Sobha Sapphire	Sobha City @ Thrissur, Kerala	Super Luxury Apartments	644,536	216	523,831	216	523,831	Mar-11	42 Months	4,250	
25	Sobha Jade		Super Luxury Apartments	627,036	216	506,331	216	506,331	Oct-12	40 Months	5,220	
	Sub- Total: Thrissur			1,271,572	432	1,030,162	432	1,030,162				
	Coimbatore - Residentials											
26	Sobha West Hill	Veerakeralam, Thondamuthur Road	Super Luxury Villas	332,071	37	156,073	37	156,073	Jun-12	40 Months	5,130	
27	élan (JD with LMW)*	Ganapathy, Sakthi Main Road	Luxury Apartments	378,189	236	343,808	166	240,781	Dec-13	40 Months	6,000	JD on area sharing
	Sub- Total: Coimbatore			710,260	273	499,882	203	396,855				
	Pune - Residentials											
28	Sobha Garnet	NIBM, Khondwa	Super Luxury Apartments	334,050	118	226,663	118	226,663	Jul-11	36 Months	5,300	
29	Sobha Orion (Garnet-Block3)		Super Luxury Apartments	169,519	112	130,214	112	130,214	Nov-13	36 Months	6,275	
	Sub- Total: Pune			503,569	230	356,877	230	356,877				
	Gurgaon (NCR) - Residentials											
30	International City - Ph 1 (B & B3)	Babupur, Gurgaon	Villas	982,734	100	668,555	62	414,834	Feb-12	≈ 4 to 5 years in phased manner	9,330	JD on area sharing
	International City - Ph 1 (B & B3)		Duplex Villas	74,324	12	50,562	12	50,562	Aug-13		11,380	
31	International City - Ph 1 (A & C)		Row Houses	505,004	93	343,554	59	221,715	Feb-12		8,405	
32	International City - Phase 2 (E)		Duplex Villas	786,783	122	495,442	80	320,873	Jun-12		10,560	
33	International City - Phase 2		Villas	911,185	86	573,779	54	358,092	Jun-12		12,200	
34	International City - Phase 3 (Part)		Row Houses	691,456	111	456,221	71	291,756	Jan-14		12,550	
35,36	International City - Phase 3 & 4		Villas & Row Houses	2,466,644	174	1,158,265	110	737,120	Not offered for sale			
	Sub- Total: Gurgaon			6,418,130	698	3,746,377	448	2,394,952				

Sl.No	Projects	Location	Type	Total Developable area (Sq.ft)	Total No of Units	Total Saleable Area in Sq.ft*	Sobha Share of Saleable Units	Sobha Share of Saleable Area (Sq.ft)	Construction Start / Launch Date	≈ Construction Timeline (Targeted)	Avg.Price Realisation (Rs/sft)	Remarks
	Chennai - Residentials											
37	Sobha Meritta	Off OMR, Pudhupakkam	Luxury+SL Apartments	900,790	556	723,679	556	723,679	May-12	42 Months	4,865	
38	Sobha Serene	Seneerkuppam, Porur	Luxury Apartments	275,776	176	225,656	129	152,887	Relaunch-Aug 13	36 Months	5,975	JD on area sharing
	Sub- Total: Chennai			1,176,566	732	949,335	685	876,566				
	Calicut - Residentials											
39	Sobha Bela Encosta	Palazhi, Calicut	Super Luxury Villas	1,176,120	110	561,376	110	561,376	Aug-13	42 Months	6,670	Revenue Sharing:75%
40	Sobha Rio Vista	Feroke, Calicut	Super Luxury Apartments	617,373	216	514,478	216	514,478	Mar-14	42 Months	6,720	Revenue Sharing:78%
	Sub- Total: Calicut			1,793,493	326	1,075,854	326	1,075,854				
	Cochin - Residentials											
41	Sobha ISLE (Atlantis-1,2& 3)	Vyittla, Silver Sand Island	Super Luxury Apartments	663,581	300	552,984	300	552,984	Mar-14	≈ 4 to 5 years in phases	8,410	Revenue Sharing:78%
42	Sobha ISLE (Avalon)		Super Luxury Apartments	282,658	100	235,549	100	235,549			8,510	
43	Sobha ISLE (Antillia)		Super Luxury Apartments	361,696	100	301,414	100	301,414			8,490	
	Sub- Total: Cochin			1,307,936	500	1,089,947	500	1,089,947				
	Mysore - Residentials											
44	Sobha Estate	Nadanahalli	Plotted Development	270,072	85	135,083	85	135,083	Nov-13	12 Months	1,930	
	Sub- Total: Mysore			270,072	85	135,083	85	135,083				
	TOTAL (Residentials)			28,106,745	8,628	20,138,588	8,247	17,779,954				
	Commercial Developments:											
	Thrissur											
45	Sobha City - Commercial Mall (for Sale)	Thrissur, Kerala	Retails, Hyper Market & Food Court	244,404	29	179,324	29	179,324	Apr-10	46 months	7,650	
	Gurgaon (NCR)											
46	International City - Commercial	Babupur, Gurgaon	Commercial Space	464,186		464,186		295,437	Not Offered for sale			
	Commercial - Sub-Total (i)			708,590	29	643,510	29	474,761				
	Total (Residential + Commercial)			28,815,335	8,657	20,782,098	8,276	18,254,715				
	Commercial - Real Estate - For Lease											
45.a	Sobha City - Commercial Mall (For Lease)	Thrissur, Kerala	Retails, Hyper Market & Multiplex	211,274		155,016		155,016	Apr-10	46 months		
47	St.Mark's Road - Commercial	St.Mark's Road	Commercial + Retail	379,650		200,527		100,264	Jun-13	36 months		
				590,923		355,543		255,279				
	Total - On-Going			29,406,258	8,657	21,137,641	8,276	18,509,994				

Note :

- For all Villa developments only 'Plots area ' of the respective projects have considered as saleable area.
- Price realisation per sqft is average sale value of sold and unsold area as on date. This will subject to change based on future price increase.
- Sobha Morzaria Grandeur, Sobha Palladian and Sobha Bela Encosta Projects are revenue sharing basis. Average Price realizations after deducting JD/JV partner share.
- Developed / Developable area include super built-up area (SBA) sold to the customer plus common area, car parking area, service area, storage area, internal Roads and common amenities