



PASSION AT WORK



Sobha Clovelly
Boutique Homes
Padmanabha Nagar,
Bangalore

Investor Presentation
30th June, 2015

Q1 FY 15-16 : PERFORMANCE HIGHLIGHTS



NEW SALES

		Q1-16	Q1-15	% Change
VALUE (Incl. JD Share)	Rs.Mns	5,318	5,240	1.5% ↑
VALUE (Sobha Share)	Rs.Mns	5,039	4,833	4.3% ↑
VOLUME	Square Feet	841,399	754,779	11.5% ↑
REALIZATION (Sobha Share)	Rs / Sqft	5,988	6,388	(6.3%) ↓

NEW LAUNCHES

- ❖ Launched 1 project – 'Sobha Clovelly' in Bangalore, measuring **0.33 mn. sq.ft** of Saleable area during Q1 FY 15-16.

PROJECT COMPLETION

- ❖ Completed and handed over **2** Real Estate projects (**0.60 mn.sqft**) and **3** Contractual projects (**0.60 mn.sqft**) during Q1- FY 15-16, measuring total developed area of **1.20 mn.sqft**
- ❖ Overall completion of **369** projects measuring total developed area of **71.73** mn.sqft as on 30th June, 2015.

ONGOING PROJECTS

- ❖ Currently executing **44** Real Estate projects in **8** cities measuring **41.39 mn.sqft** and **27** contractual projects in **9** cities measuring **9.34 mn.Sqft** of developable area.
- ❖ In total, **71** ongoing projects measuring **50.73 mn.sqft** of developable area



(1 Square Meter = 10.764 Square Feet)

Q1 FY 15-16, FINANCIAL HIGHLIGHTS (Consolidated)



REVENUE

- Revenue of Rs.4.63 Billion during Q1 FY-16 as against Rs.5.83 Billion in Q1 FY-15 and Rs.5.09 Billion in Q4 FY-15.
- Revenue down by 20.5% Yr-on-Yr and 9% Qtr-on-Qtr

Real Estate :

- Real Estate revenue of Rs.3.50 Billion during Q1 FY-16 as against Rs.3.46 Billion in Q1 FY-15 and Rs.3.20 Billion during Q4 FY-15.
- Real Estate revenue up by 1% Yr-on-Yr and 9% Qtr-on-Qtr

Contracts :

- Contracts revenue of Rs.1.12 Billion during Q1 FY-16 as against Rs.2.32 Billion in Q1 FY-15 and Rs.1.87 Billion during Q4 FY-15.
- Contracts revenue down by 52% Yr-on-Yr and 40% Qtr-on-Qtr

EBITDA

- EBITDA of Rs.1.31 Billion during Q1 FY-16 as against Rs.1.58 Billion in Q1 FY-15 and Rs.1.45 Billion in Q4 FY-15
- EBITDA down by 17% Yr-on-Yr and 10% Qtr-on-Qtr
- EBITDA margin at 28.3%

PBT

- PBT of Rs.722 million during Q1 FY-16 as against Rs.905 million in Q1 FY-15 and Rs.955 million during Q4 FY-15.
- PBT down by 20% Yr-on-Yr and 24% Qtr-on-Qtr.
- PBT margin at 16%



Q1 FY 15-16, FINANCIAL HIGHLIGHTS (Consolidated)



PAT

- PAT (after minority interest) of Rs.450 million during Q1 FY-16 as against Rs.570 million in Q1 FY-15 and Rs.615 million during Q4 FY-15.
- PAT down by 21% Yr-on-Yr and 27% Qtr-on-Qtr
- PAT margin at 10%.

COLLECTIONS

- Total collections of Rs.4.92 Billion during Q1 FY 15-16
- Generated Net Operational cash flow of Rs.53 Million.

UNRECOGNIZED REVENUE

- Unrecognized revenue from sold units of about Rs.27 Billion
- Out of the above Rs.7.01 Billion expected to be recognized during 9M FY15-16

LOAN & DEBT

- Consolidated net debt as on 30th June-15 is Rs.20.30 Billion
- Consolidated net D/E ratio stands at 0.82 times of equity.
- The average cost of debt as on 30th June-15 is 12.50 %

OTHERS

- Customer advances as on 30th June-15 : Rs.8.34 Billion
- Unbilled receivables as on 30th June-15 : Rs.4.18 Billion
- Revenue from 1 project of Rs.583 million recognized in Q1-16 on reaching revenue recognition threshold limit.



SALES PERFORMANCE & PRICE REALIZATION

Locations	Q1 FY-16			Q1 FY-15		
	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	700,483	6,370	6,031	527,560	7,189	6,506
NCR (Gurgaon)	7,107	11,576	11,576	30,207	10,450	10,450
Chennai	66,157	4,490	4,490	32,708	5,470	5,470
Thrissur	3,218	6,315	6,315	43,867	5,944	5,944
Pune	21,905	8,872	8,872	35,695	6,036	6,036
Coimbatore	2,609	4,900	4,900	14,465	4,992	4,992
Calicut	25,669	7,087	5,641	26,120	6,380	5,048
Cochin	5,539	8,429	7,416	22,293	8,599	7,556
Mysore	8,712	2,419	2,419	21,864	2,119	2,119
TOTAL	841,399	6,321	5,988	754,779	6,943	6,388
Sales Value (Rs.Billion)		5.32	5.04		5.24	4.82

- Average realization is lower due to change in product mix.
- 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)

PRICE BAND CATEGORY

		Q1-16	Q1-15
Total Area Sold	Square Feet	841,399	754,779
Total Sales Value (incl. JD share value)	Rs. Million	5,318	5,240
Average Price Realization	Rs/ Sq.ft	6,321	6,943

Category	Area sold (square feet)			
	Q1-16	%	Q1-15	%
< Rs.50 lakhs	65,096	8%	27,183	4%
Rs.50 lakhs to 1cr	448,866	53%	188,093	25%
Rs.1 cr to 1.5 crs	182,707	22%	339,470	45%
Rs.1.5 crs to 2 crs	63,791	8%	61,621	8%
Rs.2 crs to 2.5 crs	33,604	4%	41,618	6%
Rs.2.5 crs to 3 crs	12,519	1%	18,161	2%
Above Rs.3 crs	34,815	4%	78,633	10%
Grand Total	841,399	100%	754,779	100%

Value sold (Rs.Million)			
Q1-16	%	Q1-15	%
210	4%	72	1%
2,533	48%	1,092	21%
1,247	23%	2,356	45%
546	10%	388	7%
260	5%	374	7%
159	3%	169	3%
363	7%	789	15%
5,318	100%	5,240	100%

- Sales from <Rs.1 cr category increased to 61% from 29%, due to significant sales contribution from Sobha Dream Acres project.
- Below Rs.50 lakhs represents 1 BHK units in Chennai, Coimbatore & Bangalore and Plotted Development sales in Chennai, Mysore and Bangalore.



(1 Square Meter = 10.764 Square Feet)

LOCATION WISE INVENTORY DETAILS



Area in Million Sq.Feet

Locations	Opening stock as on 1st Apr-15	Projects launched during Q1-16	increase/ (decrease) of existing stock*	Stock available for sale	Area sold during Q1-16	Closing stock as on 30 th June-15	Area not offered for sale	Net unsold stock as on 30 th June-15
Bangalore	11.697	0.326	(0.272)	11.750	0.700	11.050	6.611	4.438
Gurgaon (NCR)	1.694	-	0.030	1.724	0.007	1.717	1.033	0.684
Chennai	0.601	-	0.018	0.619	0.066	0.553	-	0.553
Thrissur	0.233	-	-	0.233	0.003	0.229	-	0.229
Pune	0.446	-	-	0.446	0.022	0.424	-	0.424
Coimbatore	0.250	-	0.001	0.251	0.003	0.249	0.023	0.225
Calicut	0.857	-	-	0.857	0.026	0.831	-	0.831
Cochin	0.973	-	-	0.973	0.006	0.967	-	0.967
Mysore	0.058	-	-	0.058	0.009	0.049	-	0.049
TOTAL	16.808	0.326	(0.223)	16.911	0.841	16.069	7.667	8.402

Note:

- Closing stock includes 0.21 mn.sqft of unsold inventory from completed projects, out of which 0.12 mn.sqft of area is from Plotted development projects
- Bangalore region – Area not offered for sales includes Sobha Dream Acres – Phase 2 to 5, Silicon Oasis and Arena projects.



(1 Square Meter = 10.764 Square Feet)

Slide no : 7

UNSOLD INVENTORY BREAK-UP

Area released for Sale (Mn.sqft)

Particulars	As on 30 th June,15			As on 30 th June,14	
	Area (Mn.sqft)	%		Area (Mn.sqft)	%
Below Rs.50 lakhs	0.47	5%		0.13	2%
Between Rs.50 lakhs to 1 cr	1.70	20%		1.05	15%
Between Rs.1 cr to 1.5 cr	2.00	24%		1.57	23%
Between Rs.1.5 cr to 2 crs	0.75	9%		0.80	12%
Between Rs.2 cr to 2.5 crs	1.16	14%		0.92	14%
Between Rs.2.5 cr to 3 crs	0.58	7%		0.45	7%
Above Rs.3 crs	1.74	21%		1.82	27%
TOTAL	8.40	100%		6.74	100%

Note:

- Unsold stock as on 30th June,15 includes 0.21 mn.sqft of unsold inventory from completed projects.
- Out of 7.67 Mn.sft of area not offered for sale consist of 6.61 mn.sqft of area, which will come under below Rs.1.5 crs category.



(1 Square Meter = 10.764 Square Feet)

REAL ESTATE PROJECTS – PROJECTED CASH FLOW



Ref.No	Description	Ongoing Projects	Completed Projects	Total	UOM
1	Total Developable area	41.39		41.39	mn.sqft
2	Area of Car Park, Common areas and Amenities etc	12.19		12.19	mn.sqft
1 - 2	Total Saleable area	29.20		29.20	mn.sqft
3	Sobha share of Saleable area	26.34		26.34	mn.sqft
4	Less: Leasable area in Bangalore (St.Mark's Road Property)	0.10		0.10	mn.sqft
5= 3 – 4	Net Saleable area (Sobha share)	26.24	5.44	31.68	mn.sqft
6	Total area sold till 30 th June-15	10.38	5.23	15.61	mn.sqft
5 - 6	Unsold area	15.86	0.21	16.07	mn.sqft
7	Balance construction cost to be spent to complete the entire development	76,475	258	76,733	Rs.Mns
8	Outstanding receivables + Balance to be billed and collected on sold units	28,384	1,523	29,907	Rs.Mns
9	Sales value of unsold stock	109,342	914	110,256	Rs.Mns
9+8-7	Positive cash flow expected	61,251	2,179	63,430	Rs.Mns
	Total Cash flow available from the Real Estate projects		63,430		Rs.Mns

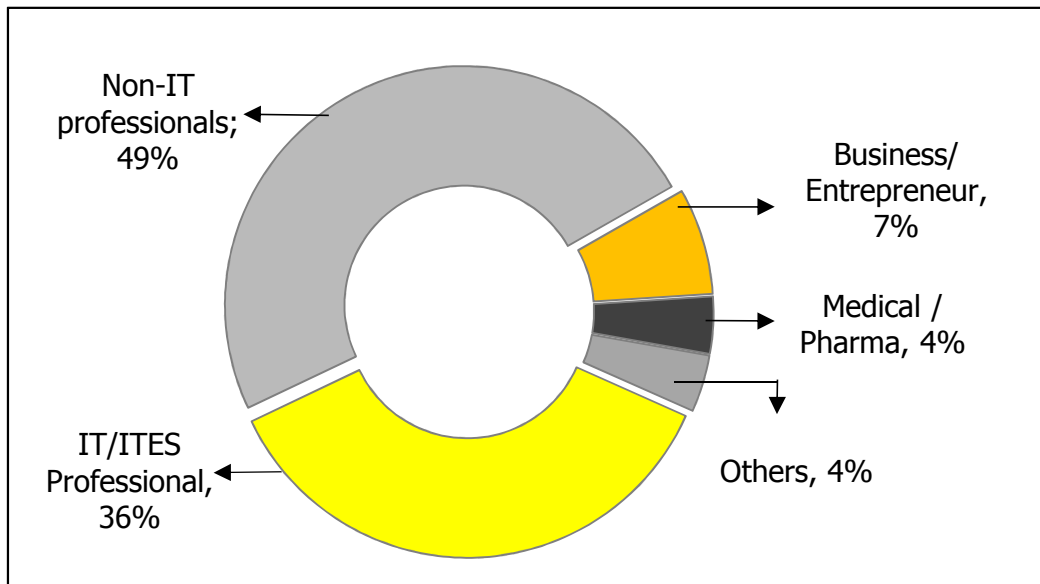
Note : 1. Completed projects unsold area includes plotted development of 0.12 mn.sqft
 2. Ongoing Unsold inventory includes 7.67 mn.sft of area not released for sale.



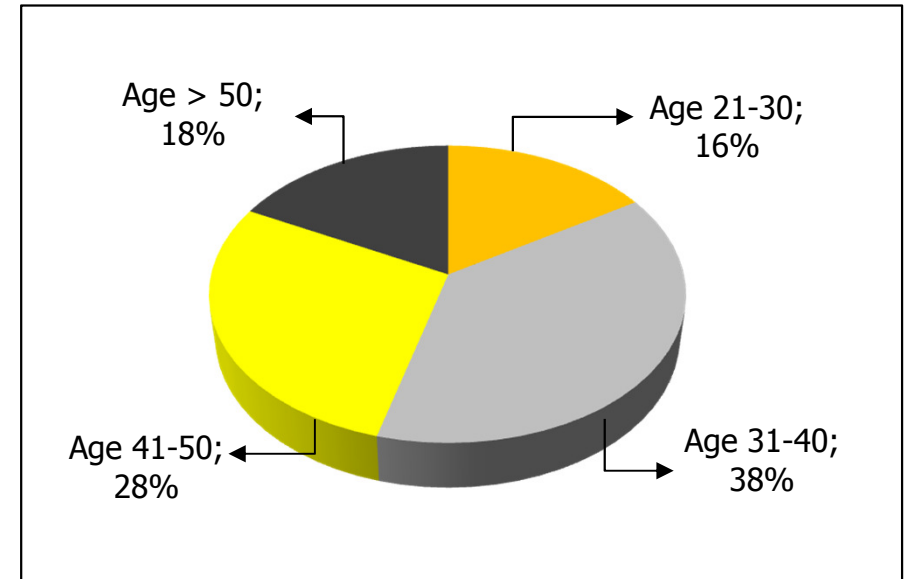
(1 Square Meter = 10.764 Square Feet)

BUYERS PROFILE – ROLLING 12 MONTHS

Profession-wise breakup



Buyers Age-wise breakup



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

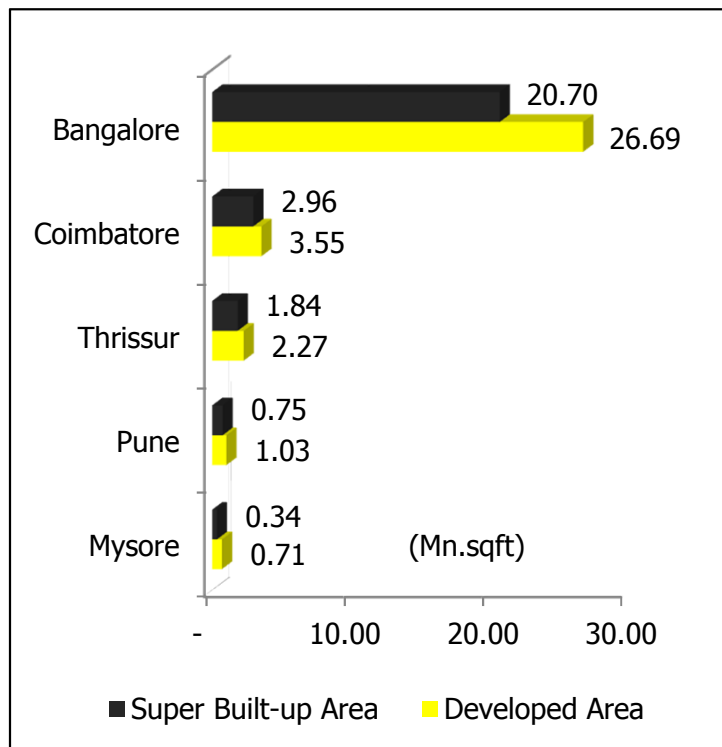


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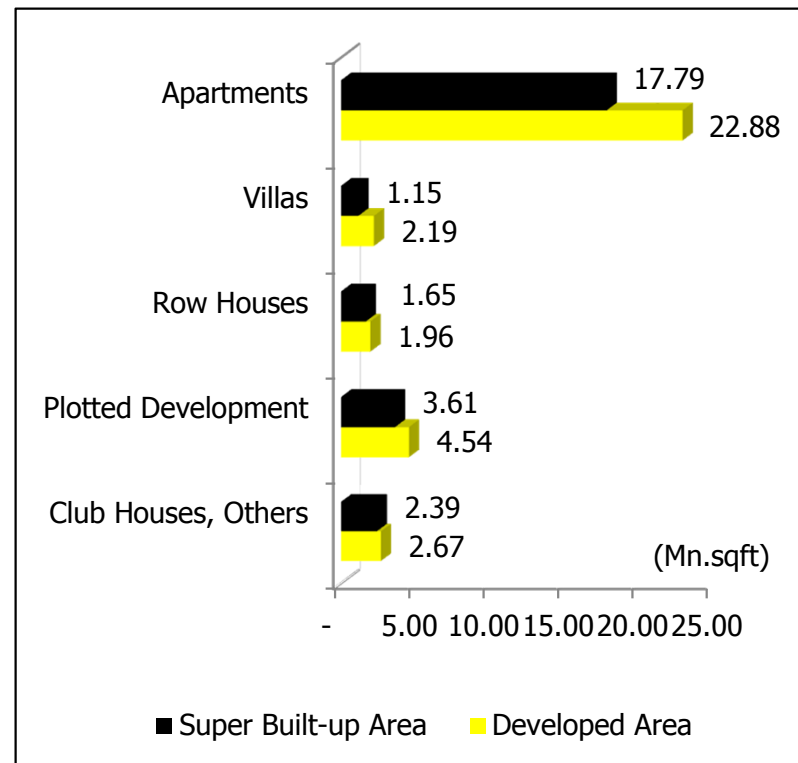
REAL ESTATE – COMPLETED PROJECTS

- ❖ Completed 104 projects in 5 cities
- ❖ Total Developed area of **34.24 mn.sqft** and Super Built-up area of **26.59 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



Apartments



Row Houses



Villas



Plotted Development



Club Houses

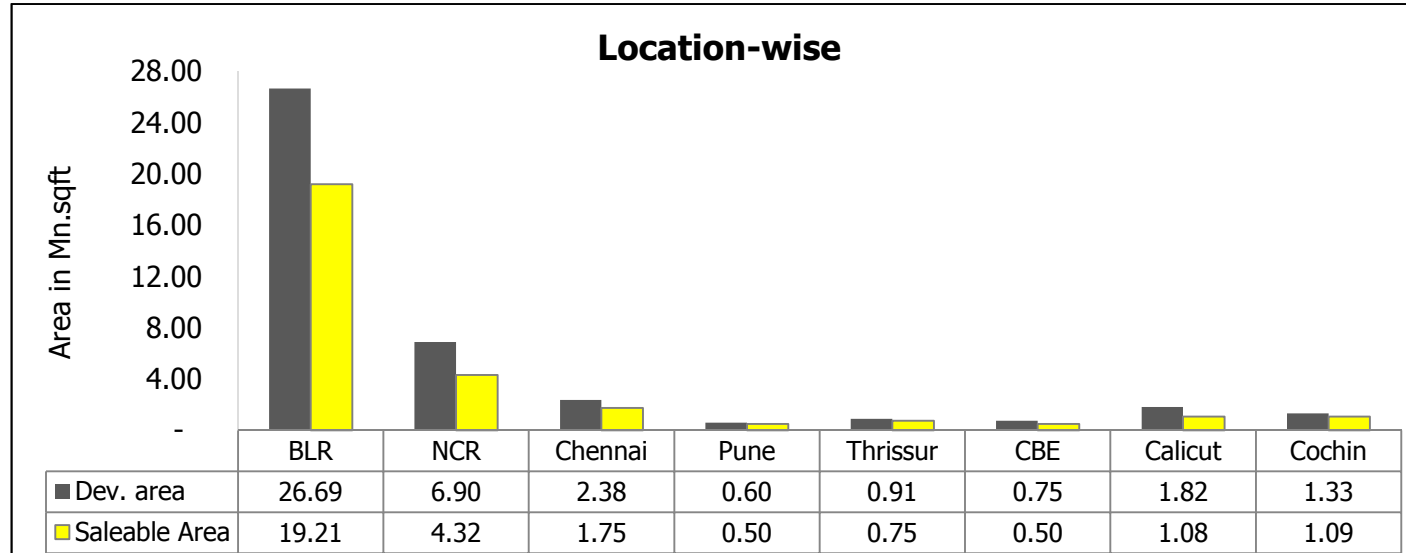


* Developed / Developable area includes super built-up area (SBA) / saleable area to the customer plus common area, car parking area, service area, storage area, internal roads and common amenities.

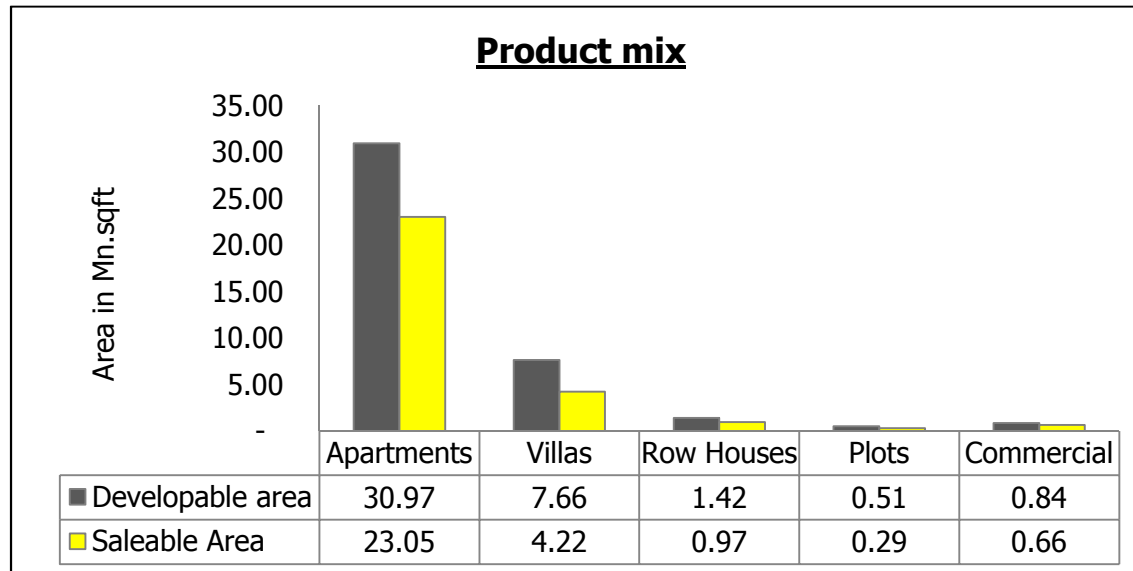


REAL ESTATE – ONGOING PROJECTS

- ❖ **44** projects measuring Total Developed area of about **41.39 mn.sqft** and Super Built-up area of **29.20 mn.sqft**, located at **8 cities** in India.



Sobha Winchester, Chennai



Sobha Clovelly, Bangalore



REAL ESTATE – FUTURE LAUNCHES



Proposed new launches in next 4 to 6 quarters

S.No	Projects	Location	Type	Site Area (in Acres)	~Total SBA (Mn.sqft)	Sobha share (Mn.sqft)
BANGALORE						
1	Langford Town Property	Near Richmond Circle	Apartments	0.17	0.02	0.01
2	Yelahanka Property	Kogilu Cross	Apartments	4.75	0.52	0.35
3	Kanakapura Road Property	Near Forest View, Hosahalli	Apartments	3.60	0.46	0.46
4	Gopalapura Property	Near Sobha Indraprastha	Apartments	2.71	0.35	0.19
5	Sarjapur Road Property	Hoddasiddhapura	Apts+Row Houses	23.88	2.25	1.46
CHENNAI						
6	Sholinghanallur Property	Sholinghanallur, OMR	Apartments	19.17	2.10	1.37
COCHIN						
7	Marine Drive Property	Marine Drive	Apartments	16.69	3.19	1.60
MYSORE						
8	Jettihundi Property	Jettihundi	Plotted Development	14.30	0.33	0.32

Note: Area details are subject to change

Continued...

Slide no : 13



REAL ESTATE – FUTURE LAUNCHES (continued)



S.No	Projects	Location	Type	Site Area (in Acres)	~Total SBA (Mn.sqft)	Sobha share (Ms.sqft)
	GURGAON					
9	Group Housing	Babupur – Sector 109	Apartments	39.38	3.34	2.00
	COIMBATORE					
10	Harishree Gardens	Veerakeralam	Row Houses / Villas	9.08	0.21	0.21
	TOTAL			133.73	12.77	7.97

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	2.66	2.06

Note:

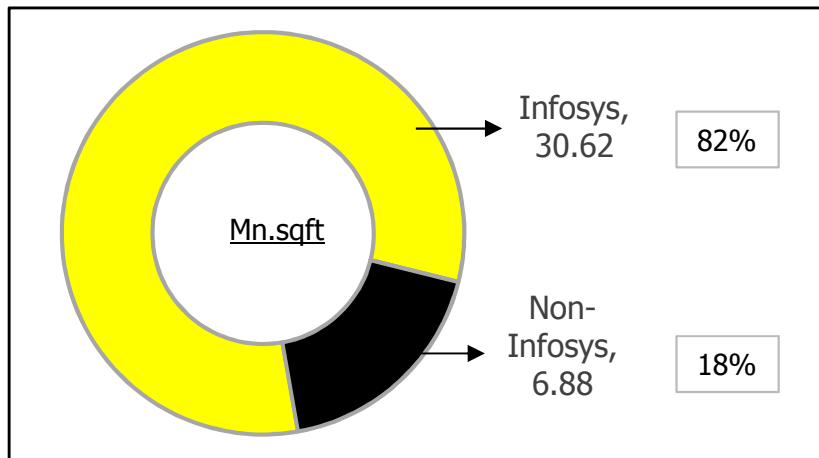
1. Area details are subject to change



CONTRACTS - OVERVIEW

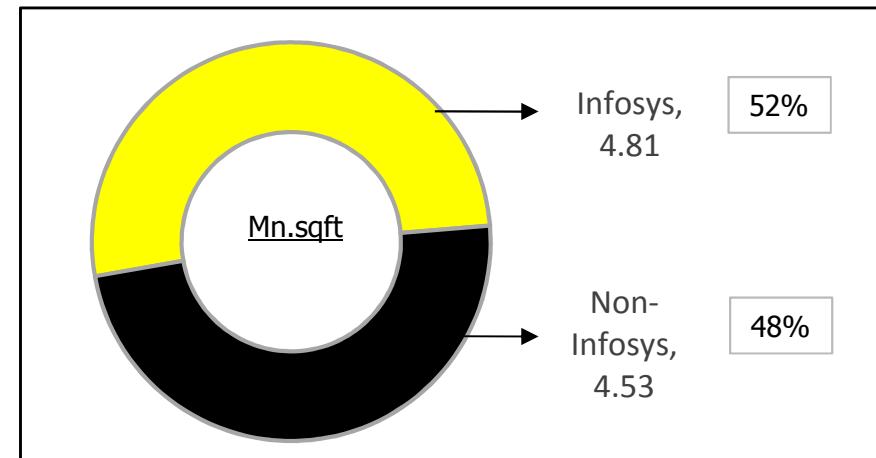
Completed Projects

- ❖ 265 Projects aggregating to 37.50 mn.sqft of area
- ❖ Completed projects located in 24 cities across India



Projects Under Progress

- ❖ 27 Projects aggregating to 9.34 mn.sqft of area
- ❖ Ongoing contractual projects located in 9 cities across India



• Other Corporate Clients include LuLu, Biocon, Syngene, Dell, HP, Timken, Taj, Bayer Material Science, HCL, Bharat Forge, ITC, Bosch, GMR, Huawei Technologies, Hotel Leela Ventures, Wonderla Holidays, Manipal Group etc



CONTRACTS – PROJECTS BREAK-UP

Contractual projects status as on 30th June, 15

S.NO	DESCRIPTION	PROJECTS UNDER PROGRESS	
		No of Projects	Built-up area (Mn.Sft)
1	Bangalore	12	2.88
2	Trivandrum	3	1.73
3	Cochin	1	1.50
4	Mangalore	2	0.68
5	Hyderabad	1	0.62
6	Pune	2	0.61
7	Jaipur	2	0.55
8	Mysore	1	0.54
9	Bhubaneshwar	3	0.23
	TOTAL	27	9.34

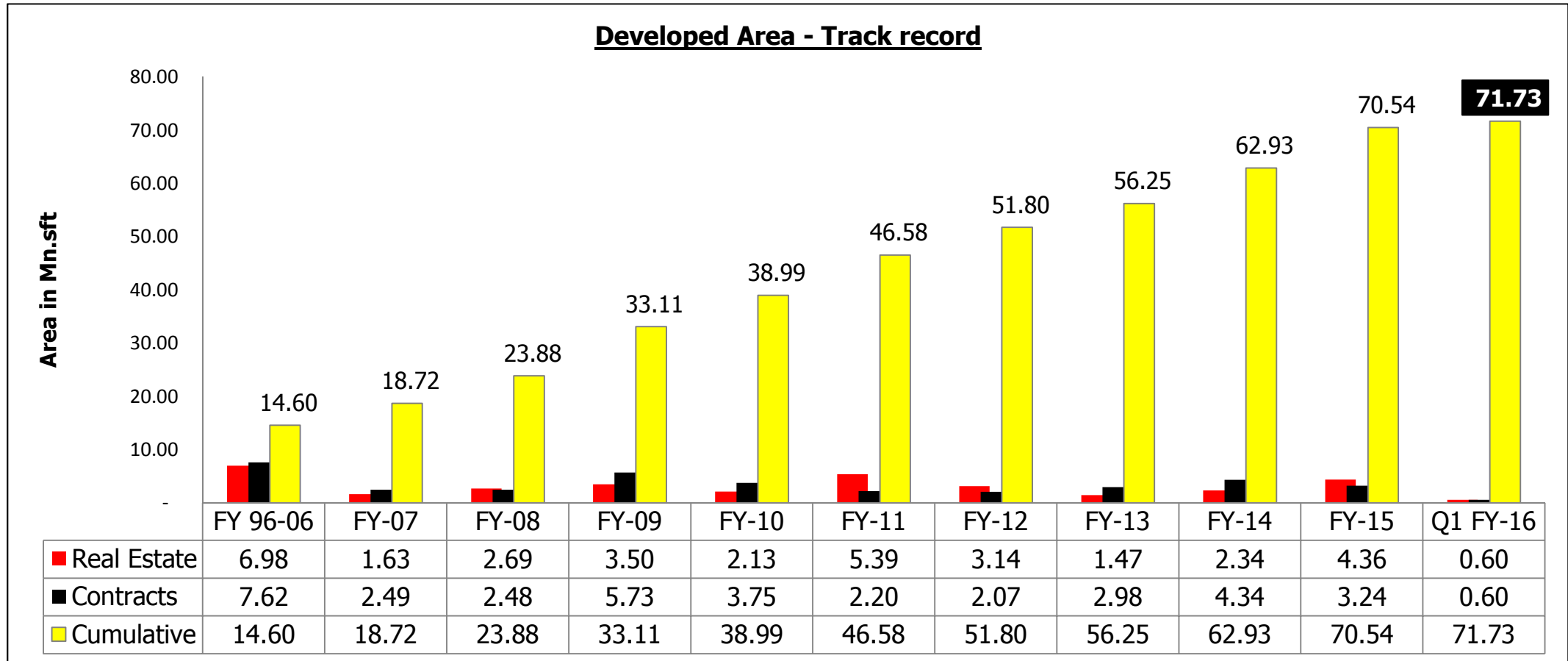
- Share of Non-Infosys Contractual orders are at 48%
- Non-Infosys clients includes LuLu, Dell, Bosch, Manipal University, Biocon, Pritech Park etc.

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.6.94 Billion



EXECUTION DELIVERY TRACK RECORD



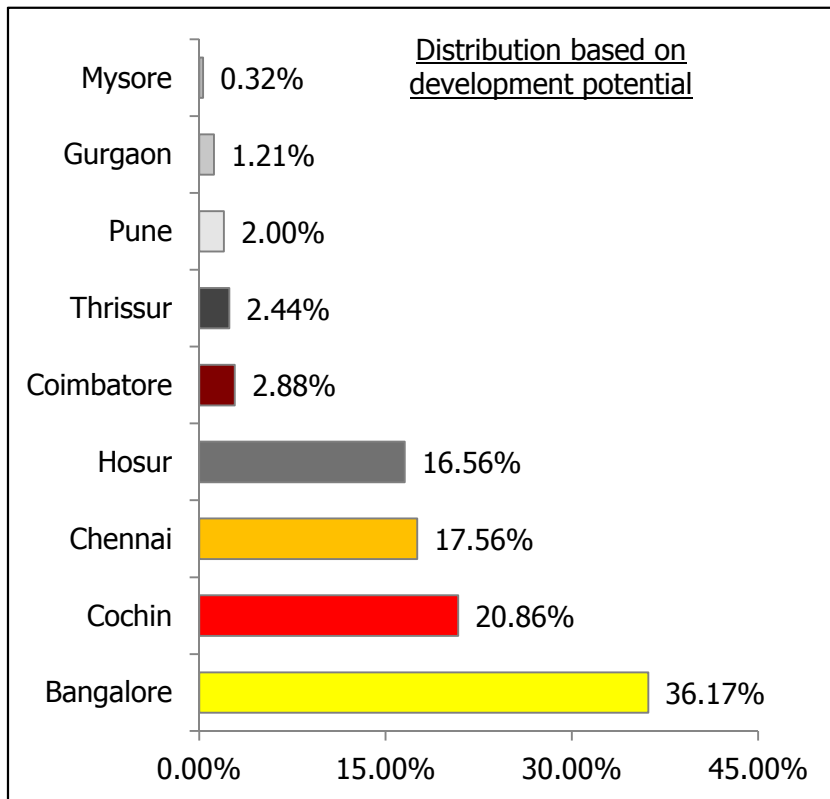
❖ Sobha has completed 18.72 mn.sqft of developable area over a period of 12 years since inception in 1995 ,till 2007, and thereof has completed 53.01 mn.sqft of area in the next 8 years till end of June-2015.

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



LAND BANK STATUS

Total Extent of Land	2,566	Acres
Sobha Share of Land	2,456	Acres
Total Cost consideration	22,025	Rs.Mns
Balance amount payable	2,622	Rs.Mns
Cost / sqft of Sobha Share	206	Rs./sqft
FSI cost of Sobha Share	105	Rs./sqft



Total Developable Area	218.71 Mn.sqft
Sobha Share	210.44 Mn.sqft

BANGALORE (777.30 acres)

Developable Area	79.75
Sobha Share	76.12

MYSORE (31.76 acres)

Developable Area	0.74
Sobha Share	0.67

PUNE (117.58 acres)

Developable Area	4.41
Sobha Share	4.22

THRISSUR (40.06 acres)

Developable Area	5.13
Sobha Share	5.13

Cochin (451.96 acres)

Developable Area	45.51
Sobha Share	43.91

NCR (54.08 acres)

Developable Area	4.38
Sobha Share	2.54

CHENNAI (509.41 acres)

Developable Area	37.89
Sobha Share	36.96

HOSUR (484.76 acres)

Developable Area	34.84
Sobha Share	34.84

COIMBATORE (98.85 acres)

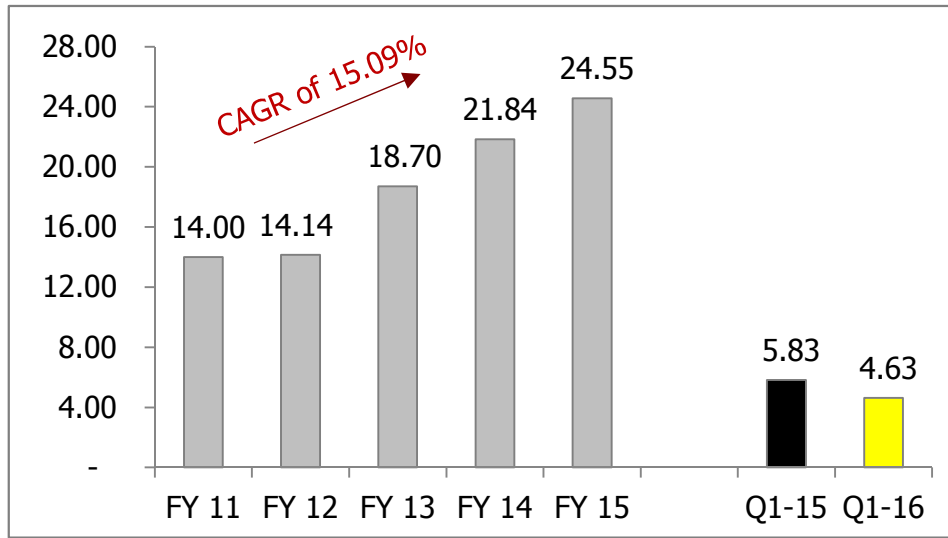
Developable Area	6.06
Sobha Share	6.06

Note: Developable area is based on current FSI available

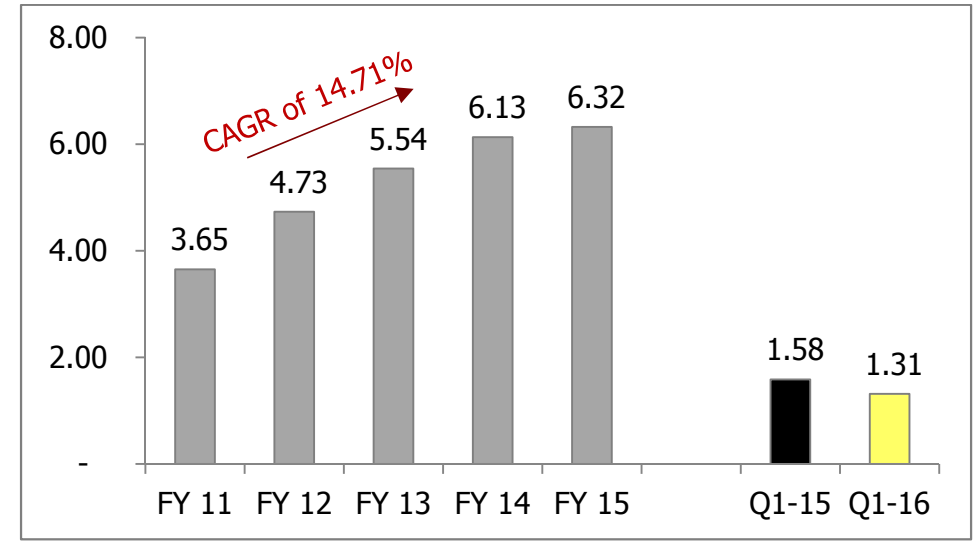


FINANCIAL UPDATES

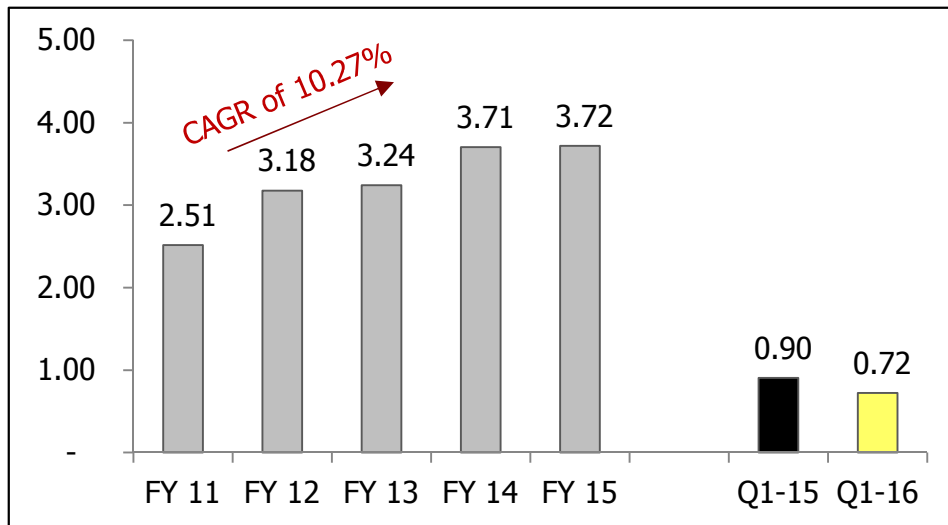
REVENUE (Rs.Billion)



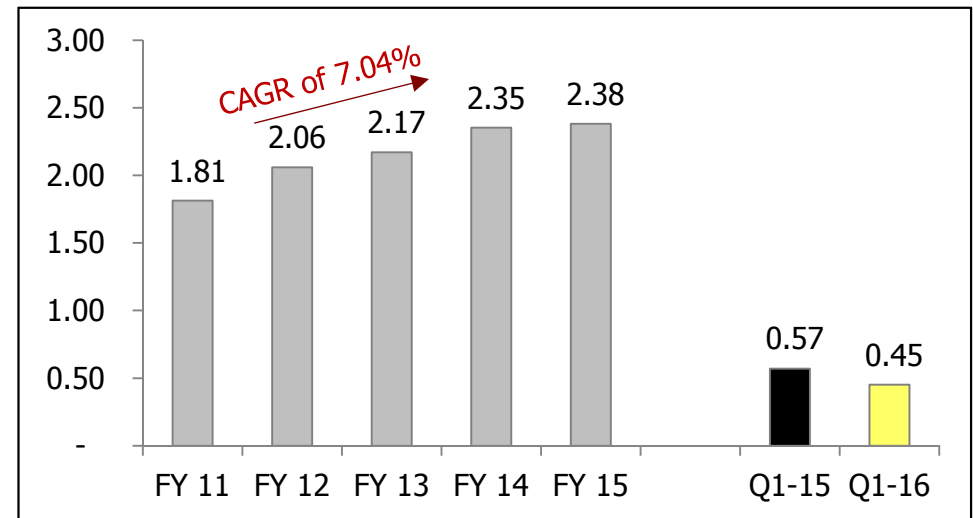
EBITDA (Rs.Billion)



PBT (Rs.Billion)



PAT (Rs.Billion)



BALANCE SHEET



Rs.in Million

Particulars	30 th June-15	30 th June-14
EQUITY AND LIABILITIES		
Shareholders' funds		
Share capital	981	981
Reserves and surplus	23,788	22,492
	24,769	23,473
Minority Interest	135	90
Non-current liabilities		
Long Term Borrowings	398	782
Deferred Tax Liability (net)	1,777	1,242
Trade Payables	178	178
Long term provisions	47	20
	2,400	2,222
Current liabilities		
Short term borrowings	21,202	16,037
Trade Payables	4,501	6,144
Other current liabilities	10,170	10,169
Short term provisions	1,506	1,406
	37,379	33,757
Total	64,683	59,542

	30 th June-15	30 th June-14
ASSETS		
Non-current assets		
Fixed assets		
Tangible assets	3,221	3,121
Intangible assets	11	32
Goodwill on consolidation	74	94
Capital work-in-progress	856	448
Non-current investments	1	-
Long-term loans and advances	4,420	4,339
Trade receivables	197	123
Other non-current assets	5	6
	8,785	8,163
Current assets		
Current investments	330	154
Inventories	28,458	26,658
Trade receivables	2,714	2,624
Cash and bank balances	1,013	1,069
Short-term loans and advances	18,908	17,259
Other current assets	4,475	3,616
	55,898	51,380
TOTAL	64,683	59,542



PROFIT & LOSS STATEMENT

Rs. in Million

Particulars	Q1-16	Q1-15	Q4-15	FY 15	% of Growth	
					Q1-16 vs Q1-15	Q1-16 vs Q4-15
Property Development	3,496	3,460	3,197	16,441	1%	9%
Contractual + Manufacturing	1,119	2,317	1,866	7,965	(52%)	(40%)
Other Income	14	49	29	148		
Total Revenue	4,629	5,826	5,092	24,555	(21%)	(9%)
Total Expenditure	3,321	4,243	3,642	18,233		
EBITDA	1,308	1,583	1,450	6,322	(17%)	(10%)
EBITDA %	28%	27%	29%	26%		
Depreciation	145	181	178	723		
Interest	441	499	318	1,882		
PBT	722	903	954	3,717	(20%)	(24%)
PBT %	16%	16%	19%	15%		
Provision for Tax	284	332	334	1,278		
PAT before minority interest	438	571	620	2,439		
Minority Interest	(12)	1	5	59		
PAT after minority interest	450	570	615	2,380	(21%)	(27%)
PAT %	10%	10%	12%	10%		

Note :

1. Figures have been regrouped & reclassified, wherever necessary.



CASH FLOW STATEMENT

Rs. in Million

PARTICULARS	Q1-16	Q1-15	Q4-15	FY 14-15
Operational cash inflows				
Real Estate Operations	3,472	4,618	3,933	18,401
Contractual & Manufacturing	1,448	1,307	2,084	7,369
Total Operational cash inflow –(A)	4,920	5,925	6,008	25,770
Operational cash outflows				
Real Estate project expenses	2,744	3,037	3,223	13,026
Contracts and Manufacturing expenses	1,352	1,384	1,273	6,152
Statutory Dues & Other Taxes	176	241	368	1,539
Corpus Repayment	36	41	18	106
Over Heads	472	318	220	1,196
Advertising & Marketing expenses	87	113	103	411
Total Operational cash outflow- (B)	4,867	5,134	5,204	22,429
Net Operational Cash flow : A-B	53	791	804	3,341

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

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CASH FLOW STATEMENT (Continued)



Rs. in Million

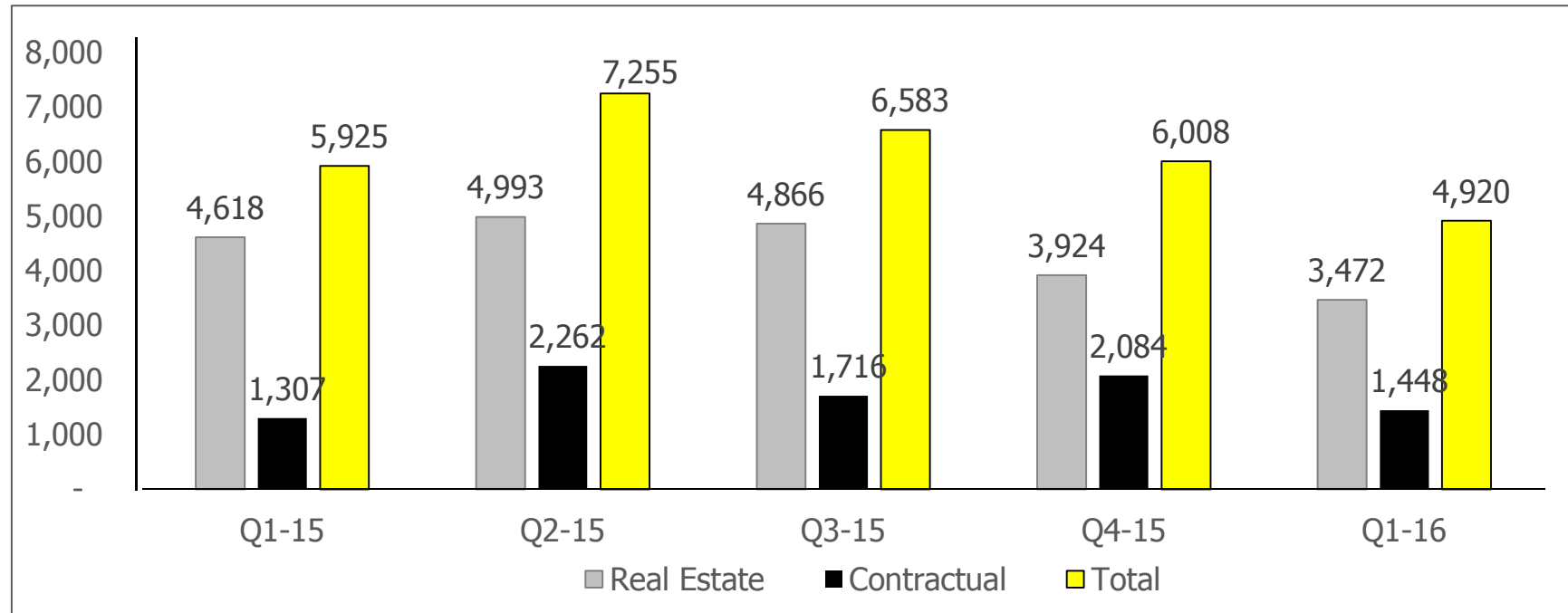
PARTICULARS	Q1-16	Q1-15	Q4-15	FY 14-15
Financial Outflows				
Interest Paid (Net of interest received)	669	542	675	2,394
Income Taxes	100	148	193	845
Total Financial Outflows (C)	769	690	868	3,239
Net Cash flow after Financial Outflow : (A-B-C)	(716)	101	(64)	102
Capital Outflows				
Land Payments	957	2,855	257	3,804
Dividend including tax	-	-	-	803
CSR Contribution	-	52	17	162
Capex – General	322	88	126	572
Capex – Commercial Real Estate	176	35	57	546
Total Capital Outflow (D)	1,455	3,029	457	5,887
Total Cash Inflow : (A)	4,920	5,925	6,008	25,771
Total Cash Outflow (B+C+D) : (E)	7,091	8,853	6,529	31,556
Net Cash flow (A) – (E)	(2,171)	(2,928)	(521)	(5,785)

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



COLLECTIONS TREND

Quarterly Collections (Rs.Million)



ROLLING - TRAILING 12 MONTHS CASHFLOW (Rs. Million)

Collections period	Q1-14 to Q4-14	Q2-14 to Q1-15	Q3-14 to Q2-15	Q4-14 to Q3-15	Q1-15 to Q4-15	Q2-15 to Q1-16
Real Estate	19,468	19,163	19,603	20,026	18,402	17,256
Contractual	7,422	7,498	7,973	7,578	7,369	7,510
Total	26,890	26,661	27,576	27,604	25,771	24,766

Note: Above table include collections from land monetization under Real Estate Operations.



MOVEMENT OF DEBT

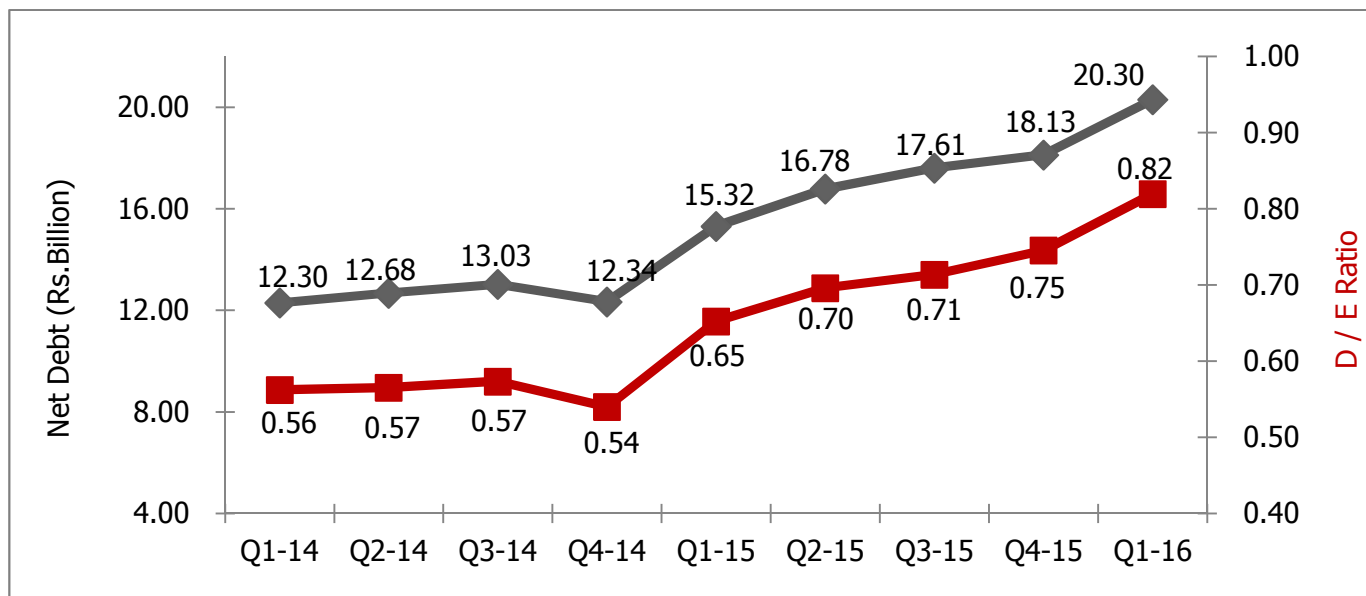
Consolidated

Rs. in Million

Particulars	30 th June-15	31 st Mar-15	Increase /(Decrease)
Gross Debt	21,642	19,903	1,739
Less: Cash & Cash Equivalents	1,342	1,774	(432)
Net Debt	20,300	18,129	2,171

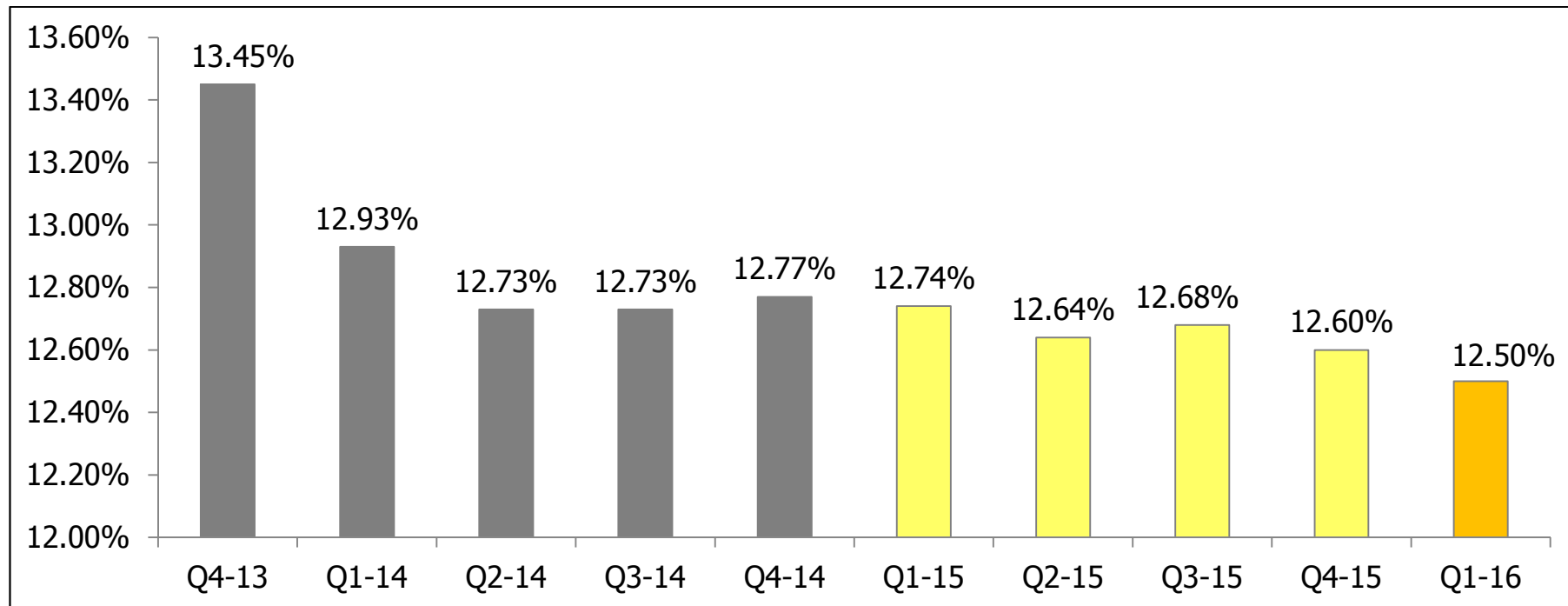
Note: Net Debt excludes JV partners share of debentures and finance lease.

Net Debt & D/E Ratio Movement:



BORROWING COST

AVERAGE INTEREST COST



Finance Cost (Gross) :

Rs. in Million

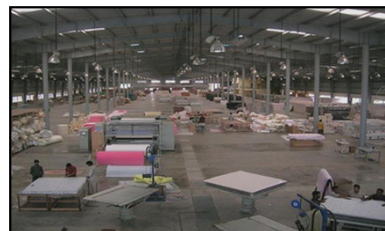
June-15	March-15	Dec-14	Sept-14	June-14
674	657	629	607	522

Note:

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



BACKWARD INTEGRATION (World Class Manufacturing Facilities)



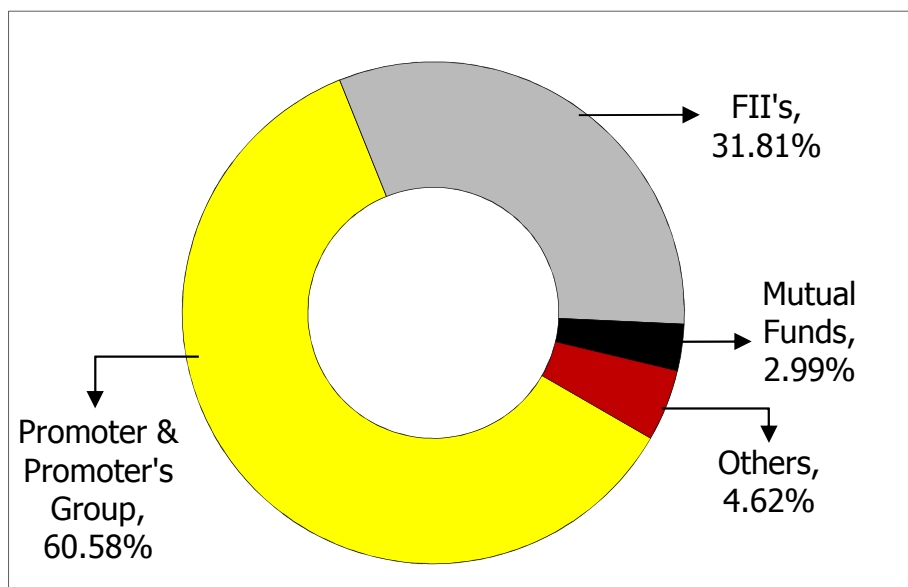
Interiors & Furnishing Division		Glazing & Metal Works Division		Concrete Products Division	
Turnover* : Q1 FY-16	Rs.214 Mns	Turnover *: Q1 FY-16	Rs.267 Mns	Turnover *: Q1 FY-16	Rs.52 Mns
Factory area	0.80 Mn sq ft	Factory area	0.30 Mn sq ft	Factory area	0.40 Mn sq ft
PRODUCTS <ul style="list-style-type: 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, kerbstones, water drainage channels, paving slabs and elite landscape products Set up new facilities for producing Glass Fiber Reinforced Concrete. 	

Note:

* All divisions turnover represents Gross revenue, i.e, including excise duty.



SHARE HOLDING PATTERN



Top FII's

- Platinum Investment
- Nordea
- NT Asian Discovery Fund
- Schroder International
- Goldman Sachs
- East Spring Investments
- Dimensional Emerging Market Fund
- Invesco

Top Mutual Funds

- Franklin Templeton
- DSP Blackrock
- Birla Sunlife
- Axis Mutual Fund

	30 th June-15	31 st Mar-15	31 st Dec-14	30 th Sept-14	30 th June-14
Promoter & Promoter Group Holding	60.58%	60.58%	60.58%	60.58%	60.58%
FII's	31.81%	31.70%	31.52%	31.43%	32.22%
Mutual Funds	2.99%	3.50%	3.70%	2.83%	2.94%
Others	4.62%	4.22%	4.20%	5.16%	4.26%

❖ No. of shareholders as on 30th June,2015 – 54,449



SOBHA – STOCK PERFORMANCE



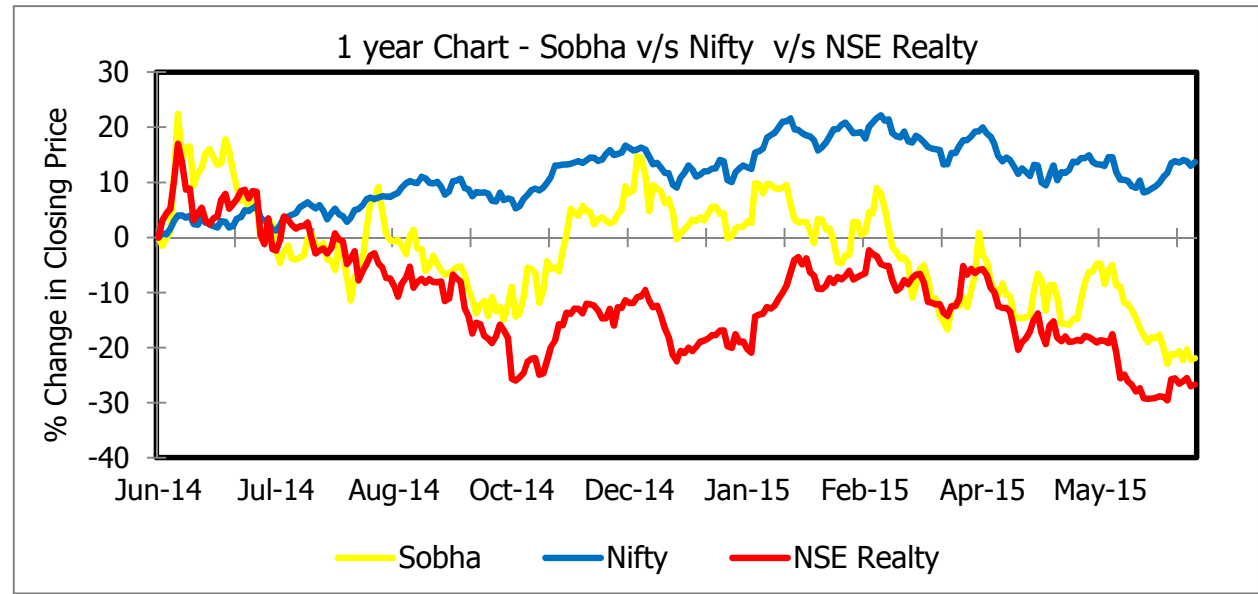
Status as on: 30th June, 2015

No. of Shares	98.06 Million
Market Capitalization	Rs.34.96 Billion
Stock Price : 52 week High / Low	Rs. 559 / Rs.352
Avg. Daily volume (12 months)	209,933

Source : NSE, BSE

Key Research Houses covering the stock...

- Morgan Stanley
- Goldman Sachs
- CLSA India
- ICICI Securities
- J P Morgan
- Ambit Capital
- Kotak Securities
- Edelweiss
- Axis Capital
- Motilal Oswal
- Religare Capital Markets
- CIMB
- Maybank Research
- BNP Paribas
- IDBI Capital
- IIFL (India Info Line)
- JM Financials
- Macquarie Capital Securities
- ICICI Direct
- Bank of America (Merrill Lynch)
- SBI Capital
- IDFC securities
- Kantilal Chhaganlal Securities
- Emkay Global
- Citi Research
- Elara Securities
- First Call 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.

Real Estate – Details of Ongoing projects as on 30th June 2015



Real Estate -- On-Going Project Details as on 30th June 2015

Sl.No	Projects	Location	Type	Total Developable area (Mn.Sqft)	Total No of Units	Total Saleable Area (Mn.Sqft*)	Sobha Share of Saleable Units	Sobha Share of Saleable Area (Mn.Sqft)	Construction Start / Launch Time	Construction Timeline (Targeted)	Avg.Price Realisation (Rs/sft)	Remarks
	Bangalore - Residential										Sold+Unsold	
1	Sobha City - Mykonos	Thanisandra Main Road	Luxury Apartments	0.82	448	0.70	448	0.70	Q2-12	Q2-16	5,185	
2	Sobha City - Casa Serenita	Thanisandra Main Road	Luxury Apartments	1.51	503	0.94	503	0.94	Q2-12	Q3-16	5,550	
3	Sobha City - Casa Paradiso (3 & 4)	Thanisandra Main Road	Super Luxury Apartments	0.91	360	0.76	360	0.76	Q3-13	Q2-17	6,700	
4	Forest View- Cedar	Kanakapura Road	Super Luxury Apartments	0.30	156	0.24	156	0.24	Q3-13	Q2-17	5,825	
5	Forest View - Ebony	Hosahalli, Kanakapura Road	Super Luxury Apartments	0.34	156	0.27	156	0.27	Q3-13	Q2-17	6,020	
6	Forest View - Alder	Hosahalli, Kanakapura Road	Super Luxury + Apartments	0.35	85	0.28	85	0.28	Q3-14	Q4-17	7,100	
7	Sobha City - Santorini 1 & 2	Thanisandra Main Road	Luxury Apartments	1.01	455	0.77	455	0.77	Q1-14	Q3-17	6,700	
8	Sobha City- Aristos Lite	Thanisandra Main Road	Super Luxury Row Houses	0.04	16	0.04	16	0.04	Q2-14	Q3-17	9,350	
9	Sobha Eterna	Haralur Road	Super Luxury Apartments	0.27	107	0.22	107	0.22	Q3-13	Q3-16	6,750	
10	Sobha Habitech	Hopefarms, Whitefield	Super Luxury Apartments	0.71	318	0.59	318	0.59	Q1-13	Q4-16	5,760	
11	Sobha Morzaria Grandeur	Diary Circle, Bannerghatta Road	Super Luxury + Apartments	0.49	129	0.36	129	0.36	Q2-13	Q2-17	11,200	Revenue Share : 51%
12	Sobbha Indraprastha	Gopalapura, Minerva Mills	Super Luxury + Apartments & Commercial	2.38	356	1.55	356	0.84	Q4-13	Q3-18	12,500	JD on area sharing
13	Sobha Lifestyle Legacy (Phase 2)	IVC Road, Devanahalli	Presidential Villas	1.03	66	0.52	52	0.40	Q3-13	Q4-17	7,650	JD on area sharing
14	Sobha Palladian	Yamlur, Near HAL	Super Luxury Apartments	0.64	179	0.47	179	0.47	Q3-13	Q3-17	9,400	Revenue Share : 50%
15	Sobha Silicon Oasis-Apartments	Hosa Road, Near Electronic City	Luxury Apartments	1.99	909	1.42	909	1.42	Q4-14	≈ 4 to 5 years in phases	6,625	0.97 mn.sft released for sale till date
16	Sobha Silicon Oasis - Row Houses		Row Houses	0.05	17	0.05	17	0.05	Q2-15		10,700	
17	Sobha Valley View (Phase 1)	Banashankari Extn, Off Mysore Road	Super Luxury Apartments	0.73	312	0.49	312	0.49	Q4-14	Q2-18	7,950	Revenue Share : 79.6%
18	Sobha Arena - The Park			0.32	149	0.22	149	0.22	Q2-15	≈ 4 to 5 years in phases	6,950	Revenue Share : 69%. 0.58 mn.sft area not released for sale.
19	Sobha Arena - The Plaza	Kanakapura Road	Luxury Apartments	0.32	149	0.22	149	0.22	Q4-15		7,100	
19.a	Sobha Arena - Unreleased			0.85	359	0.58	359	0.58	Not offered for sale		7,150	
20	Sobha Morzaria Grandeur-2	Diary Circle, Bannerghatta Road	Super Luxury+ Apartments	0.10	40	0.08	40	0.08	Sep-14	Q3-18	12,200	Revenue Share : 51%
21	Sobha Halcyon	Whitefield	Super Luxury Apartments	0.40	175	0.30	175	0.30	Q4-15	Q4-18	6,475	
22	Sobha Clovelly	Padmanabha Nagar	Super Luxury+ Apartments	0.53	137	0.33	137	0.33	Q1-16	Q1-19	9,000	Revenue Share : 57%
23	Sobha Dream Acres - Phase 1 : Sobha Rain Forest	Balagere, Off ORR	Aspirational Homes	2.74	2,148	2.05	2,148	2.05	Q1-16	≈ 6 to 7 years in phases	4,870	Revenue Share : 84.11%
23.a	Sobha Dream Acres - Phase 2-5	Balagere, Off ORR		7.49	4,797	5.59	4,797	5.59	Not offered for sale		5,500	
	Sub-Total Bangalore			26.31	12,526	19.01	12,512	18.17				
	Thrissur - Residential											
24	Sobha Jade	Sobha City @ Thrissur, Kerala	Super Luxury Apartments	0.63	216	0.51	216	0.51	Q3-13	Q2-17	5,300	
25	Sobha Lake Edge		Super Luxury Apartments	0.29	72	0.24	72	0.24	Q3-15	Q4-18	7,400	
	Sub- Total: Thrissur			0.91	288	0.75	288	0.75				
	Coimbatore - Residential											
26	Sobha West Hill	Veerakeralam, Thondamuthur Road	Super Luxury Villas	0.33	37	0.16	37	0.16	Q2-13	Q2-17	5,275	
27	élan (JD with LMW)*	Ganapathy, Sakthi Main Road	Luxury Apartments	0.42	236	0.34	166	0.24	Q4-14	Q1-18	6,000	JD on area sharing
	Sub- Total: Coimbatore			0.75	273	0.50	203	0.40				
	Pune - Residential											
28	Sobha Orion (Garnet-Block3)	NIBM, Khondwa	Super Luxury Apartments	0.17	112	0.13	112	0.13	Q3-14	Q4-17	6,400	
29	Sobha Elanza	Kothrud	Super Luxury+ Apartments	0.43	184	0.37	184	0.37	Q3-15	Q4-18	12,050	
	Sub- Total: Pune			0.60	296	0.50	296	0.50				

Sl.No	Projects	Location	Type	Total Developable area (Mn.Sqft)	Total No of Units	Total Saleable Area (Mn.Sqft*)	Sobha Share of Saleable Units	Sobha Share of Saleable Area (Mn.Sqft)	Construction Start / Launch Time	≈ Construction Timeline (Targeted)	Avg.Price Realisation (Rs/sft)	Remarks		
<u>Gurgaon (NCR) - Residential</u>														
30	International City - Ph 1 (B & B3)	Babupur, Gurgaon	Villas	0.98	100	0.67	62	0.41	Q4-12	≈ 4 to 5 years in phased manner	9,400	JD on area sharing		
	International City - Ph 1 (B & B3)		Duplex Villas	0.08	12	0.05	12	0.05	Q2-14		11,100			
	International City - Ph 1 (A & C)		Row Houses	0.50	93	0.34	59	0.22	Q4-12		8,450			
31	International City - Phase 2 (E)		Duplex Villas	1.12	180	0.71	138	0.53	Q2-13		10,600			
	International City - Phase 2		Villas	0.67	66	0.43	31	0.19	Q2-13		12,050			
	International City - Phase 2 (E1)		Row Houses	0.06	10	0.04	7	0.03	Q1-16		12,050			
32	International City - Phase 3 (Part)		Row Houses	0.69	111	0.46	71	0.29	Q4-14		12,300			
33	International City - Phase 3 & 4		Villas & Row Houses	2.34	174	1.16	110	0.74	Not offered for sale					
Sub- Total: Gurgaon				6.44	746	3.86	490	2.47						
<u>Chennai - Residential</u>														
34	Sobha Meritta	Off OMR, Pudhupakkam	Luxury+SL Apartments	0.90	556	0.72	556	0.72	Q1-13	Q3-16	4,900			
35	Sobha Serene	Seneerkuppam, Porur	Luxury Apartments	0.28	176	0.23	127	0.15	Q2-14	Q4-17	6,000	JD on area sharing		
36	Sobha Evergreens	Nandambakkam, Tambaram	Plotted Development	0.51	114	0.29	114	0.29	Q2-15	Q2-17	1,780			
37	Sobha Winchester	Kovilampakkam, Velacherry	Luxury & SL Apartments	0.70	344	0.51	181	0.33	Q4-15	Q1-19	7,600	JD on area sharing		
Sub- Total: Chennai				2.38	1,190	1.75	978	1.49						
<u>Calicut - Residential</u>														
38	Sobha Bela Encosta	Palazhi, Calicut	Super Luxury Villas	1.18	110	0.56	110	0.56	Q2-14	Q4-17	6,845	Revenue Sharing:75%		
39	Sobha Rio Vista	Feroke, Calicut	Super Luxury Apartments	0.64	216	0.51	216	0.51	Q1-15	Q2-18	6,750	Revenue Sharing:78%		
Sub- Total: Calicut				1.82	326	1.08	326	1.08						
<u>Cochin - Residential</u>														
40	Sobha ISLE (Atlantis-1,2& 3)	Vyittla, Silver Sand Island	Super Luxury Apartments	0.66	300	0.55	300	0.55	Q4-14	≈ 4 to 5 years in phases	8,410	Revenue Sharing:78%		
41	Sobha ISLE (Avalon)		Super Luxury Apartments	0.29	100	0.24	100	0.24			8,510			
42	Sobha ISLE (Antillia)		Super Luxury Apartments	0.38	100	0.30	100	0.30			8,490			
Sub- Total: Cochin				1.33	500	1.09	500	1.09						
TOTAL (Residentials)				40.55	16,145	28.53	15,593	25.95						
<u>Commercial Developments:</u>														
<u>Gurgaon (NCR)</u>														
43	International City - Commercial	Babupur, Gurgaon	Commercial Space	0.46		0.00		0.30	Not Offered for sale					
Commercial - Sub-Total (i)				0.46	-	0.00	-	0.30						
Total (Residential + Commercial)				41.01	16,145	28.53	15,593	26.24						
<u>Commercial - Real Estate - For Lease</u>														
44	St.Mark's Road - Commercial	St.Mark's Road	Commercial + Retail	0.38		0.20		0.10	Q1-14	Q4-17				
				0.38		0.20		0.10						
Total - On-Going				41.39	16,145	28.73	15,593							

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 revision
- JD/JV projects - Area or Revenue sharing details are mentioned in Remarks column
- 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