



PASSION AT WORK



Sobha Morzaria Grandeur – Phase 1



Sobha Forest View - Cedar

Investor Presentation

30th June, 2016

Q1 FY 16-17 : FINANCIAL HIGHLIGHTS (IND-AS)

Sobha has adopted Ind AS (Indian Accounting Standards) during the 1st quarter of FY16-17.

REVENUE

	Q1 FY-17	Q1 FY-16	Q4 FY-16
REAL ESTATE OPERATIONS	3,988	3,244	3,567
CONTRACTS & MANUFACTURING	1,713	1,332	1,945
OTHER INCOME	81	63	108
REVENUE (RS.MILLION)	5,782	4,639	5,620

- Revenue up by 25% Yr-on-Yr and 3% on sequential basis.

EBITDA

- EBITDA of Rs.1.08 Billion during Q1 FY-17 as against Rs.1.14 Billion in Q1 FY-16 and Rs.1.28 Billion in Q4 FY-16
- EBITDA margin at 18.6%

PBT

- PBT of Rs.542 million during Q1 FY-17 as against Rs.589 million in Q1 FY-16 and Rs.733 million during Q4 FY-16.
- PBT margin at 9.4%

PAT

- PAT of Rs.360 million during Q1 FY-17 as against Rs.356 million in Q1 FY-16 and Rs.277 million during Q4 FY-16 (As per IND-AS)
- PAT up by 1% Yr-o-Yr and 30% on sequential basis.
- PAT margin at 6.23%



(1 Square Meter = 10.764 Square Feet)

Q1 FY 16-17 : FINANCIAL HIGHLIGHTS (IND-AS)

CASH FLOW

- Total collections of Rs.5.81 Billion for Q1 FY-17 as compared to Rs.4.91 Billion during Q1 FY-16.
- Net operational positive cash flow of Rs.714 Million for Q1 FY-17 as compared to negative cash flow of Rs.613 Million for Q1 FY-16 (after meeting interest and tax expenses).
- Generated net Operational Cash flow for the past four consecutive quarters (after meeting interest and taxes)

DEBT

- Consolidated net debt as on 30th June-16 was at Rs.20.25 Billion
- Debt Equity ratio stands at 0.78 as on 30th June-16.
- Reduction of debt by Rs.342 million during Q1-17
- Average cost of borrowing declined to 11.58% as on 30th June-16 from 12.50% as on 30th June-15



BALANCE SHEET

Rs.in Million

PARTICULARS	IGAAP			IND AS Adjustment			IND AS		
	Q1-17	Q1-16	FY 15-16	Q1-17	Q1-16	FY 15-16	Q1-17	Q1-16	FY 15-16
ASSETS									
Non-current assets									
Property, Plant and equipment	5,458	3,221	5,598	124	124	124	5,582	3,345	5,722
Other Intangible assets	38	80	47	(33)	(70)	(42)	6	11	5
Capital work-in-progress	526	857	454	-	-	-	526	857	454
Financial assets									
Investments	302	0	0	10	449	294	312	449	294
Loans	511	22	4,568	(101)	(72)	(4,046)	410	(50)	521
Others	-	-	265			-			265
Other non-current assets	11	40	272	2	47	3,962	13	87	4,234
	6,846	4,220	11,204	2	479	291	6,848	4,699	11,495
Current Assets									
Inventories	26,689	28,451	27,909	15,387	10,758	14,293	42,077	39,209	42,202
Financial Assets									
Investments	-	330	-	-	(330)	-	-	-	-
Loans	24,455	23,145	20,006	(20,527)	(19,443)	(16,958)	3,928	3,701	3,047
Trade receivables	3,081	2,896	2,498	-	-	-	3,081	2,896	2,498
Cash and cash equivalents	1,277	979	1,333	-	(15)	(148)	1,277	964	1,185
Other current assets	3,283	4,476	3,340	26,168	26,236	24,010	29,451	30,712	27,351
	58,786	60,277	55,086	21,028	17,206	21,197	79,814	77,482	76,283
TOTAL ASSETS	65,632	64,497	66,290	21,030	17,684	21,488	86,663	82,181	87,778



BALANCE SHEET (Continued)

Particulars	IGAAP			IND AS Adjustment			IND AS		
	Q1-17	Q1-16	FY 15-16	Q1-17	Q1-16	FY 15-16	Q1-17	Q1-16	FY 15-16
<u>EQUITY & LIABILITIES</u>									
Equity Share Capital	981	981	981	-	-	-	981	981	981
Securities premium account	10,497	10,497	10,497	-	-	-	10,497	10,497	10,497
Retained Earnings	11,934	10,893	11,485	(56)	683	33	11,878	11,576	11,517
Other Reserves	2,652	2,398	2,652	-	-	-	2,652	2,398	2,652
Total Equity	26,064	24,768	25,614	(56)	683	33	26,008	25,452	25,647
Minority Interest	-	135	156	-	(135)	(156)	-	-	-
Non-current Liabilities									
Financial Liabilities									
Borrowings	3,892	2,220	5,081	-	(399)	(199)	3,892	1,822	4,882
Other financial liabilities	-	-	-	23,496	20,837	24,629	23,496	20,837	24,629
Provisions	-	-	72	-	-	-	-	-	72
Deferred tax liabilities (Net)	2,475	1,777	2,538	(288)	(242)	(264)	2,187	1,534	2,274
Other non-current liabilities	203	178	178	(178)	(178)	(178)	25	-	-
	6,569	4,175	7,868	23,030	20,019	23,988	29,599	24,193	31,856
Current liabilities -									
Financial Liabilities									
Borrowings	17,072	18,847	16,456	-	(150)	(160)	17,072	18,697	16,296
Trade payables	4,544	4,522	4,187	(1,143)	(1,108)	(1,183)	3,400	3,415	3,004
Other current financial liabilities	-	-	-	2,211	2,002	2,452	2,211	2,002	2,452
Other current liabilities	10,625	10,485	11,511	(2,775)	(2,800)	(3,250)	7,850	7,685	8,261
Provisions	758	1,565	497	(236)	(827)	(236)	522	738	261
	32,999	35,419	32,652	(1,943)	(2,882)	(2,377)	31,056	32,536	30,275
Total Liabilities	39,568	39,593	40,519	21,087	17,136	21,612	60,655	56,729	62,131
Total Equity and Liabilities	65,632	64,497	66,290	21,030	17,684	21,488	86,663	82,181	87,778



PROFIT & LOSS STATEMENT

Rs. in Million

Particulars	IGAAP			IND-AS Adjustments			IND-AS		
	Q1-17	Q1-16	Q4-16	Q1-17	Q1-16	Q4-16	Q1-17	Q1-16	Q4-16
Property Development	4,013	3,283	3,581	(25)	(39)	(14)	3,988	3,244	3,567
Contractual + Manufacturing	1,713	1,332	1,945	-	-	-	1,713	1,332	1,945
Other Income	26	14	59	55	49	49	81	63	108
Total Revenue	5,752	4,629	5,585	30	10	35	5,782	4,639	5,620
Total Expenditure	4,600	3,321	4,053	104	175	283	4,704	3,496	4,336
EBITDA	1,152	1,308	1,532	(74)	(165)	(248)	1,078	1,143	1,284
EBITDA %	20%	28.3%	27.4%				18.6%	24.6%	22.8%
Depreciation	163	145	198	(9)	(9)	(9)	154	136	189
Interest	382	441	384	-	(23)	(22)	382	418	362
Profit Before Tax	607	722	950	(65)	(133)	(217)	542	589	733
PBT %	10.6%	15.6%	17%				9.4%	12.7%	13%
Tax Expenses	225	284	548	(24)	(61)	(30)	201	223	518
Share of profit/(loss) of associates	-	-	-	(18)	14	(61)	(18)	14	(61)
Minority Interest	-	(12)	41	-	12	(14)	-	-	-
PAT after Minority Interest	382	450	361	(21)	(98)	(85)	359	352	276
Other comprehensive income (net of tax expense)	-	-	-	1	4	1	1	4	1
NET PROFIT	382	450	360	(22)	(94)	(84)	360	356	277
NET PROFIT %	6.6%	9.7%	6.5%				6.2%	7.7%	4.9%



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

PROFIT & LOSS STATEMENT – FY 15-16

Profit and Loss Statement for Financial Year 2015-16

Rs. in Million

Particulars	IGAAP	IND-AS Adjustments	IND-AS
Property Development	11,843	782	12,625
Contractual + Manufacturing	6,807	-	6,807
Other Income	134	209	343
Total Revenue	18,784	991	19,775
Total Expenditure	13,616	1,386	15,002
EBITDA	5,168	(395)	4,773
EBITDA %	27.5%		24.1%
Depreciation	634	(37)	597
Interest	1,725	(88)	1,637
Profit Before Tax	2,809	(270)	2,539
PBT %	15.0%		12.8%
Tax Expenses	1,267	(79)	1,188
Share of profit/(loss) of associates	-	(30)	(30)
Minority Interest	9	(9)	-
PAT after Minority Interest	1,533	(152)	1,381
Other comprehensive income (net of tax expense)	-	(2)	(2)
NET PROFIT	1,533	(154)	1,379
NET PROFIT %	8.2%		7.0%



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

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P & L STATEMENT - RECONCILIATION

Rs. in Million

PARTICULARS	Q1-17	Q1-16	Q4-16	FY 15-16
Net profit as per previous GAAP	382	450	361	1,533
Fair valuation of financial assets and financial liabilities	(1)	(1)	(1)	(4)
Impact on accounting for Real Estate and Contractual Projects (including JDA accounting)	(70)	(164)	(97)	(237)
Employee benefit expenses [Actuarial (gain)/loss]	(2)	(6)	(2)	3
Adjustment on account of treatment of subsidiary as jointly controlled entity	18	3	(21)	(21)
Other adjustments	8	9	7	27
Tax expense impact of above adjustments	24	61	29	80
	(23)	(98)	(85)	(152)
Net profit as per Ind AS (A)	359	352	276	1,381
<i>Other Comprehensive Income:</i>				
Actuarial gain/(loss) on defined benefit obligations - Gratuity (net of tax expense)	1	4	1	(2)
Total (B)	1	4	1	(2)
Total Comprehensive Income (A+B)	360	356	277	1,379



CASH FLOW STATEMENT

Rs. in Million

PARTICULARS	IGAAP			IND AS Adjustment			IND AS		
	Q1-17	Q1-16	FY 15-16	Q1-17	Q1-16	FY 15-16	Q1-17	Q1-16	FY 15-16
Operational cash inflows									
Real Estate Operations	4,315	3,472	15,591	(184)	(234)	(698)	4,131	3,238	14,893
Contractual & Manufacturing	1,606	1,448	6,957	71	223	355	1,677	1,671	7,312
Total Operational cash inflow –(A)	5,921	4,920	22,548	(113)	(11)	(343)	5,808	4,909	22,205
Operational cash outflows									
Real Estate project expenses	2,220	2,744	9,545	-	-	-	2,220	2,744	9,545
Contracts and Manufacturing expenses	1,359	1,353	5,079	-	-	-	1,359	1,353	5,079
Statutory Dues & Other Taxes	244	176	1,121	(3)	(7)	(16)	241	168	1,105
Corpus Repayment	38	36	117	-	-	-	38	36	117
Over Heads	350	392	1,315	(2)	(2)	(8)	348	390	1,307
Advertising & Marketing expenses	180	87	455	(4)	(1)	(14)	176	86	441
Total Operational cash outflow- (B)	4,391	4,788	17,632	(9)	(11)	(38)	4,382	4,777	17,594
Net Operational Cash flow : (C=A-B)	1,530	132	4,916	(104)	-	(305)	1,426	131	4,611
Financial Outflows									
Interest Paid (Net of interest received)	639	686	2,757	(24)	(22)	(92)	615	664	2,665
Interest payments/receipts to SL from SHVL	-	-	-	(9)	(17)	(70)	(9)	(17)	(70)

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

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CASH FLOW STATEMENT

Rs. in Million

PARTICULARS	IGAAP			IND AS Adjustment			IND AS		
	Q1-17	Q1-16	FY 15-16	Q1-17	Q1-16	FY 15-16	Q1-17	Q1-16	FY 15-16
Income Taxes	119	100	608	(12)	(3)	(2)	107	97	606
Total Financial Outflows (D)	758	786	3,365	(45)	(42)	(164)	713	744	3,201
Net Cash flow after Financial Outflow : (E=C-D)	772	(654)	1,551	(59)	41	(141)	714	(612)	1,410
Capital Outflows									
Land Payments	240	957	1,670	-	-	-	240	957	1,670
Investments in SHVL debentures (Receipts)/Payments	-	-	-	-	-	(200)	-	-	(200)
Dividend including tax	-	-	826	-	-	-	-	-	826
Donation / CSR Contribution	58	62	172	-	-	-	58	62	172
Capex – General	25	322	864	-	-	-	25	322	864
Capex – Commercial Real Estate	48	176	316	-	-	-	48	176	316
Total Capital Outflow (F)	371	1,517	3,848	-	-	(200)	371	1,517	3,648
Total Cash Inflow : (A)	5,921	4,920	22,548	(113)	(11)	(343)	5,808	4,908	22,205
Total Cash Outflow : (G =B+D+F)	5,520	7,091	24,845	(55)	(53)	(402)	5,466	7,038	24,443
Net Cash flow (A - G)	401	(2,171)	(2,297)	(59)	42	59	342	(2,130)	(2,238)
Repayment of Debentures*	-	-	200	-	-	(200)	-	-	-
Net cash flow after repayment of debentures	401	(2,171)	(2,497)	(59)	42	259	342	(2,130)	(2,238)



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

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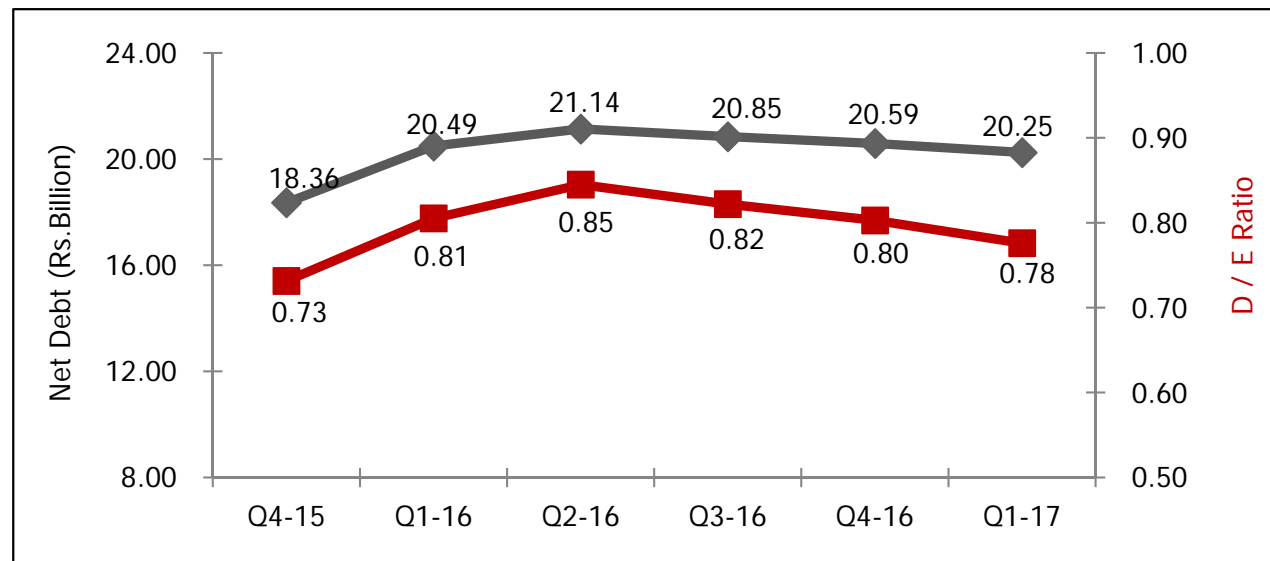
MOVEMENT OF DEBT (IND AS)

CONSOLIDATED:

Rs. in Million

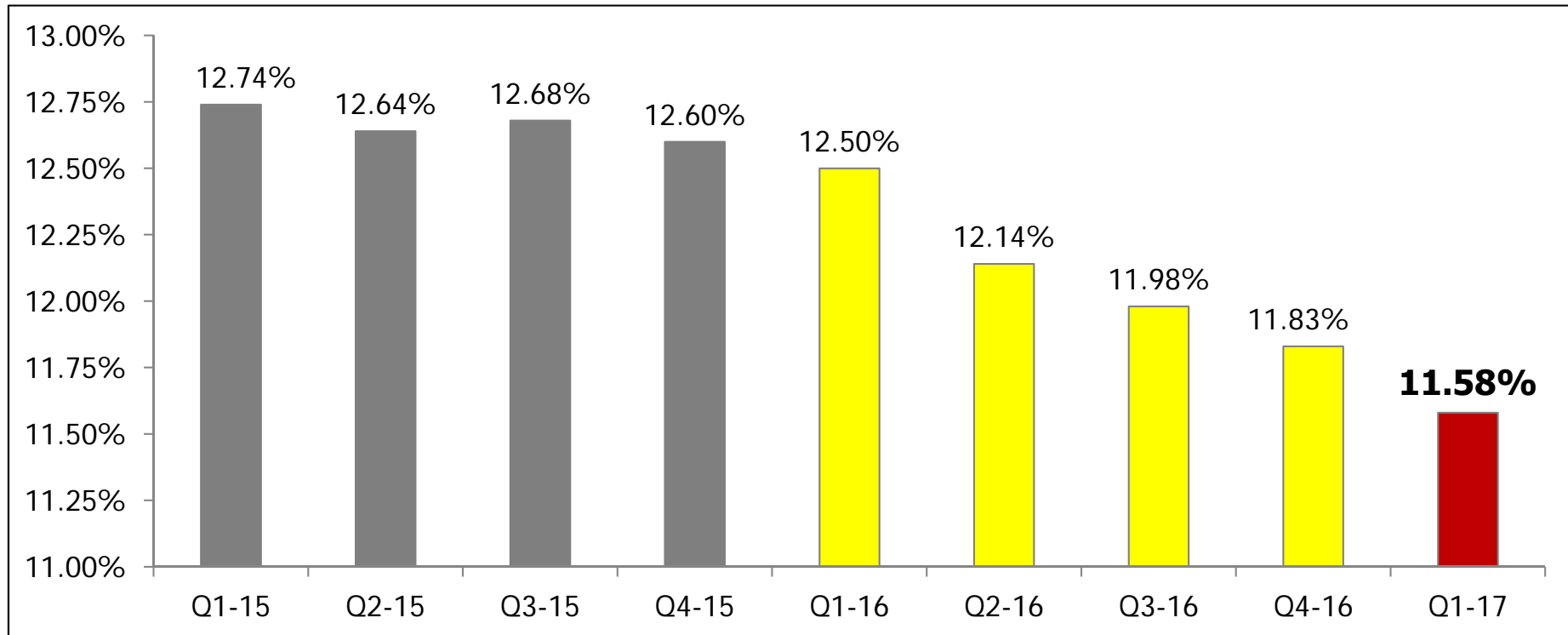
Particulars	30 th June-16	31 st March-16	Increase / (Decrease)
Gross Debt	21,538	22,049	(511)
Less: Cash & Cash Equivalents	1,288	1,457	(169)
Net Debt	20,250	20,592	(342)

Net Debt & D/E Ratio Movement:



BORROWING COST

AVERAGE INTEREST COST



Finance Cost (Gross) :

Rs.in Million

June-16	March-16	Dec-15	Sept-15	June-15
704	703	705	749	665



Q1 FY 16-17 : PERFORMANCE HIGHLIGHTS

NEW SALES

		Q1-17	Q1-16
VALUE (Incl. JD Share)	Rs.Mns	5,131	5,318
VALUE (Sobha Share)	Rs.Mns	4,698	5,039
VOLUME	Square Feet	809,249	841,399
REALIZATION (Sobha Share)	Rs / Sqft	5,806	5,988

PROJECT COMPLETION

- ❖ Completed and handed over **2** Real Estate projects measuring **0.91 mn.sqft** during Q1- FY 17.
- ❖ Overall completion of **391** projects measuring total developed area of **82.55** mn.sqft as on 30th June, 2016.
- ❖ Presence in **25** cities / **13** state across India

ONGOING PROJECTS

- ❖ Currently executing **38** Real Estate projects in **9** cities measuring **40.42 mn.sqft** and **30** contractual projects in **10** cities measuring **8.70 mn.Sqft** of developable area.
- ❖ In total, **68** ongoing projects measuring **49.12 mn.sqft** of developable area



(1 Square Meter = 10.764 Square Feet)

SALES PERFORMANCE & PRICE REALIZATION

Locations	Q1 FY-17			Q1 FY-16		
	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	606,633	6,112	5,785	700,483	6,370	6,031
NCR (Gurgaon)	62,839	9,197	5,755	7,107	11,576	11,576
Chennai	29,100	6,111	6,111	66,157	4,490	4,490
Thrissur	53,216	7,869	7,869	3,218	6,315	6,315
Pune	13,335	5,470	5,470	21,905	8,872	8,872
Coimbatore	5,467	6,076	4,467	2,609	4,900	4,900
Calicut	5,542	7,370	5,895	25,669	7,087	5,641
Cochin	3,700	9,674	9,493	5,539	8,429	7,416
Mysore	29,417	2,235	2,235	8,712	2,419	2,419
TOTAL	809,249	6,340	5,806	841,399	6,321	5,988
Sales Value (Rs.Billion)		5.13	4.70		5.32	5.04

- 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

		Q1-17	Q1-16
Total Area Sold	Square Feet	809,249	841,399
Total Sales Value (incl. JD share value)	Rs. Million	5,131	5,318
Average Price Realization	Rs/ Sq.ft	6,340	6,321

Category	Area sold (square feet)			
	Q1-17	%	Q1-16	%
< Rs.50 lakhs	39,328	5%	65,096	8%
Rs.50 lakhs to 1cr	410,335	51%	448,866	53%
Rs.1 cr to 1.5 crs	138,930	17%	182,707	22%
Rs.1.5 crs to 2 crs	57,335	7%	63,791	8%
Rs.2 crs to 2.5 crs	63,166	8%	33,604	4%
Rs.2.5 crs to 3 crs	49,885	6%	12,519	1%
Above Rs.3 crs	50,270	6%	34,815	4%
Grand Total	809,249	100%	841,399	100%

Value sold (Rs.Million)			
Q1-17	%	Q1-16	%
158	3%	210	4%
1,965	38%	2,533	48%
983	19%	1,247	23%
471	9%	546	10%
568	11%	260	5%
430	8%	159	3%
556	11%	363	7%
5,131	100%	5,318	100%

- Sales volume from Rs.2crs category products have increased during 1st quarter of FY 16-17 as compared to Q1 of FY 15-16, an account of improved sales performance from products like Sobha Palladian, Sobha Morzaria Grandeur, Sobha Lake Edge.
- Below Rs.50 lakhs represents 1 BHK units in Bangalore & Chennai and Plotted Development sales in Chennai and Mysore.



(1 Square Meter = 10.764 Square Feet)

REAL ESTATE PROJECTS – PROJECTED CASH FLOW

Ref	Description	Completed Projects	Ongoing		Total	UOM
			Area released	Area not released		
A	Total Developable area		26.54	13.88	40.42	mn.sqft
B	Area of Car Park, Common areas and Amenities etc		8.06	3.96	12.02	mn.sqft
C = A-B	Total Saleable area		18.48	9.92	28.40	mn.sqft
D	Sobha share of Saleable area		16.44	9.33	25.77	mn.sqft
E	Less: Leasable area in Bangalore (St.Mark's Road Property)		0.10	-	0.10	mn.sqft
F = D-E	Net Saleable area (Sobha share)	9.44	16.34	9.33	35.11	mn.sqft
G	Total area sold till 30 th June-16.	9.24	9.33	-	18.57	mn.sqft
H = F-G	Unsold area	0.20	7.01	9.33	16.54	mn.sqft
I	Balance construction cost to be spent to complete the entire development	-	49.99	32.51	82.50	Rs.Billion
J	Outstanding receivables + Balance to be billed and collected on sold units	2.10	32.34	-	34.44	Rs.Billion
K	Sales value of unsold stock	1.06	51.39	58.99	111.44	Rs.Billion
L = J+K-I	Positive cash flow expected	3.16	33.74	26.48	63.38	Rs.Billion
Total Cash flow available from the Real Estate Projects			63.38		Rs.Billion	

Note : 1. Completed projects unsold inventory includes plotted development area of 0.06 mn.sqft



(1 Square Meter = 10.764 Square Feet)

LOCATION WISE INVENTORY DETAILS

Area in Million Sq.Feet

Locations	Opening stock as on 1st Apr-16	Projects launched during Q1-17	Increase/ (decrease) of existing stock*	Stock available for sale	Area sold during Q1-17	Closing stock as on 30 th June-16	Area not offered for sale	Net unsold stock as on 30 th June-15
Bangalore	9.390	-	0.108	9.498	0.607	8.891	5.520	3.371
Gurgaon (NCR)	4.890	-	0.005	4.895	0.063	4.832	3.811	1.021
Chennai	0.350	-	0.007	0.357	0.029	0.328	-	0.328
Thrissur	0.129	-	-	0.129	0.053	0.076	-	0.076
Pune	0.392	-	-	0.392	0.013	0.378	-	0.378
Coimbatore	0.311	-	-	0.311	0.005	0.306	-	0.306
Calicut	0.770	-	-	0.770	0.006	0.764	-	0.764
Cochin	0.730	-	-	0.730	0.004	0.726	-	0.726
Mysore	0.271	-	-	0.271	0.029	0.242	-	0.242
TOTAL	17.233	-	0.120	17.353	0.809	16.544	9.331	7.213

Note:

- Closing stock includes 0.20 mn.sqft of unsold inventory from completed projects, out of which 0.06 mn.sqft of area is from Plotted development projects
- Area not offered for sales : Bangalore region consists of Sobha Dream Acres – Phase 2 to 5, Sobha Arena projects
Gurgaon(NCR) consists of International City – Phase 3 & 4, Sobha City – Phase 2,3 & 4.



(1 Square Meter = 10.764 Square Feet)

UNSOLD INVENTORY BREAK-UP

Particulars	Area offered for sale			Area not offered for sale	
	Area (Mn.sqft)	%		Area (Mn.sqft)	%
Below Rs.50 lakhs	0.49	7%		0.04	0.5%
Between Rs.50 lakhs to 1 cr	1.14	16%		4.53	49%
Between Rs.1 cr to 1.5 crs	1.62	22%		2.08	22%
Between Rs.1.5 crs to 2 crs	0.87	12%		1.08	11.5%
Between Rs.2 crs to 2.5 crs	1.02	14%		0.56	6%
Between Rs.2.5 crs to 3 crs	0.50	7%		-	-
Above Rs.3 crs	1.57	22%		1.03	11%
TOTAL	7.21	100%		9.33	100%

INVENTORY

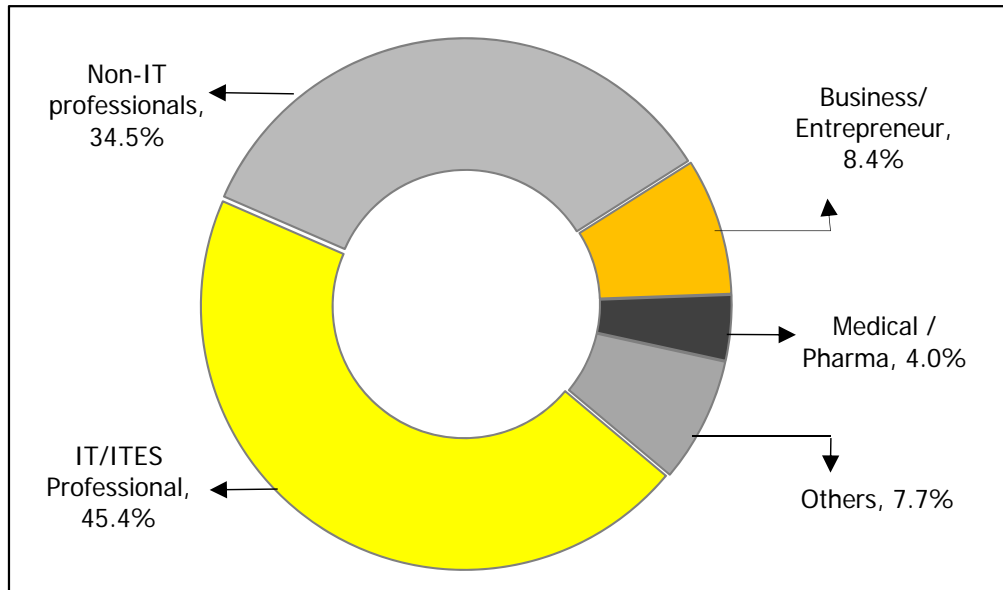
- Unsold inventory in completed projects is at 0.20 Mn.sqft (which includes 0.06 Mn.sqft of plotted developments).
- Total area released for sale in ongoing projects is 16.34 Mn.sqft. Out of which, 9.33 Mn.sqft (57%) sold till 30th June-16.
- In addition to this, Projects approved and area not released for sale is 9.33 Mn.sqft.



(1 Square Meter = 10.764 Square Feet)

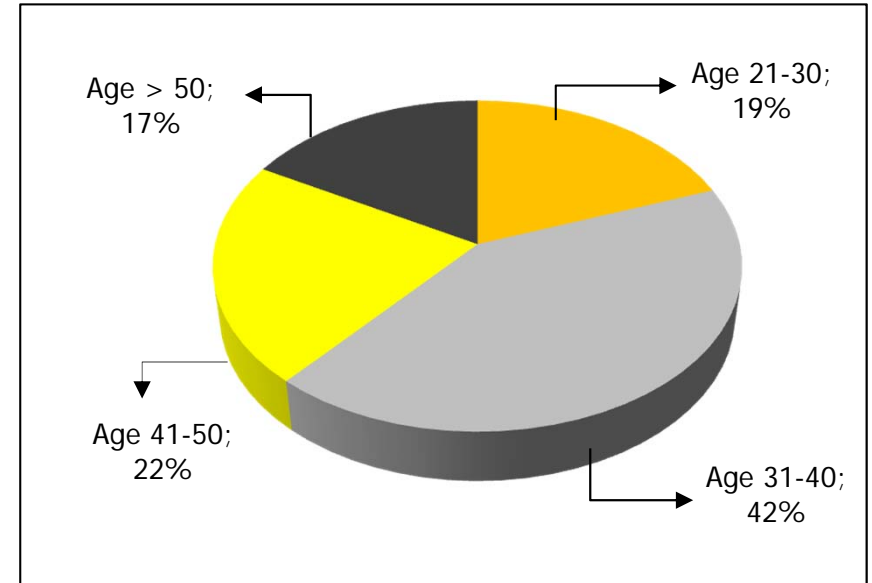
BUYERS PROFILE – ROLLING 12 MONTHS

Profession-wise breakup



* Others includes Housewives, Agriculturist, Retired and Govt. Employees.

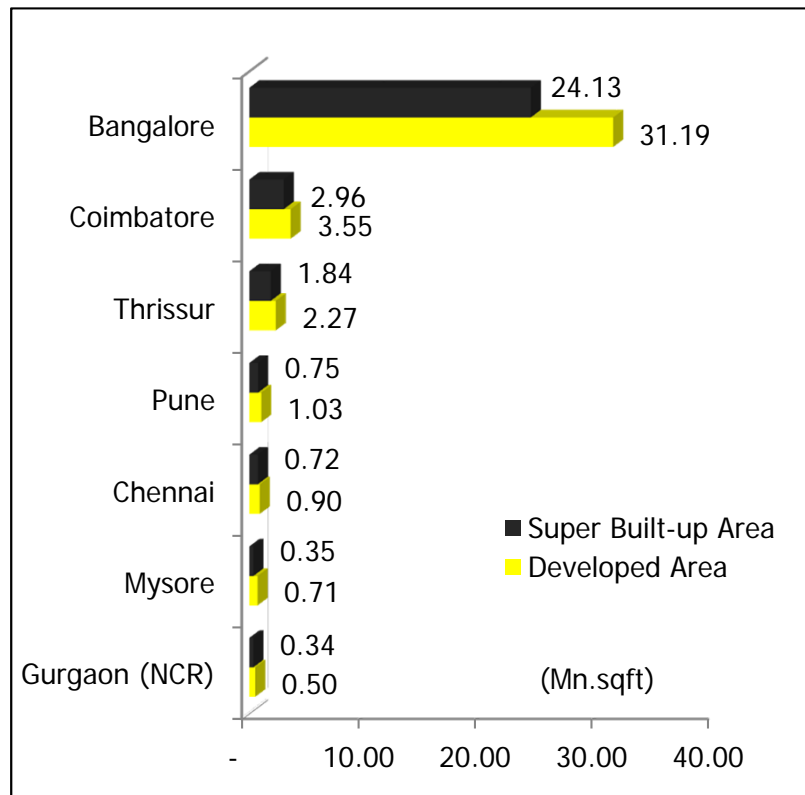
Buyers Age-wise breakup



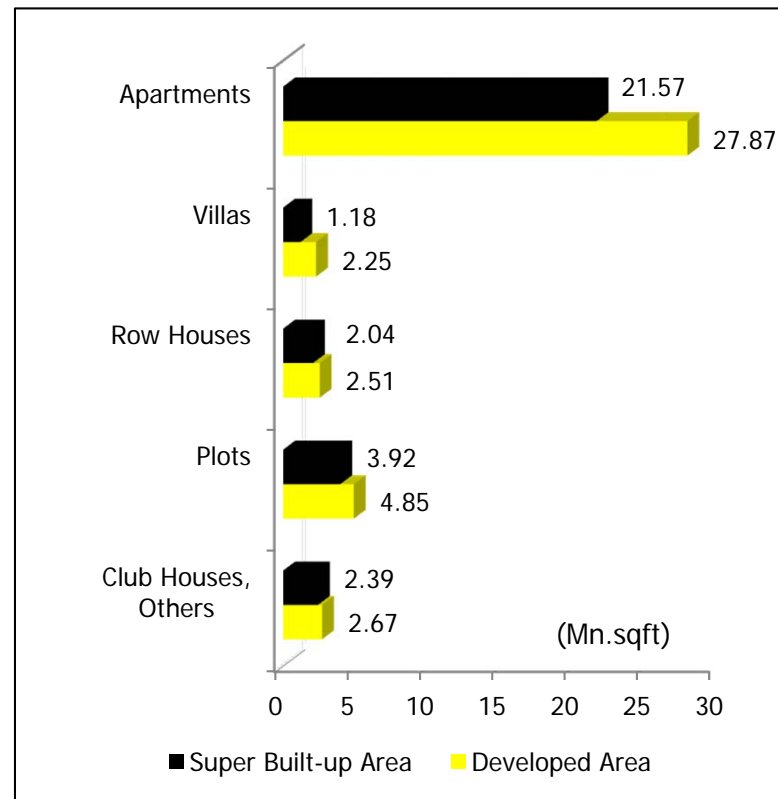
REAL ESTATE – COMPLETED PROJECTS

- ❖ Completed **113** projects in **7** cities.
- ❖ Total Developed area of **40.14 mn.sqft** and Super Built-up area of **31.10 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.

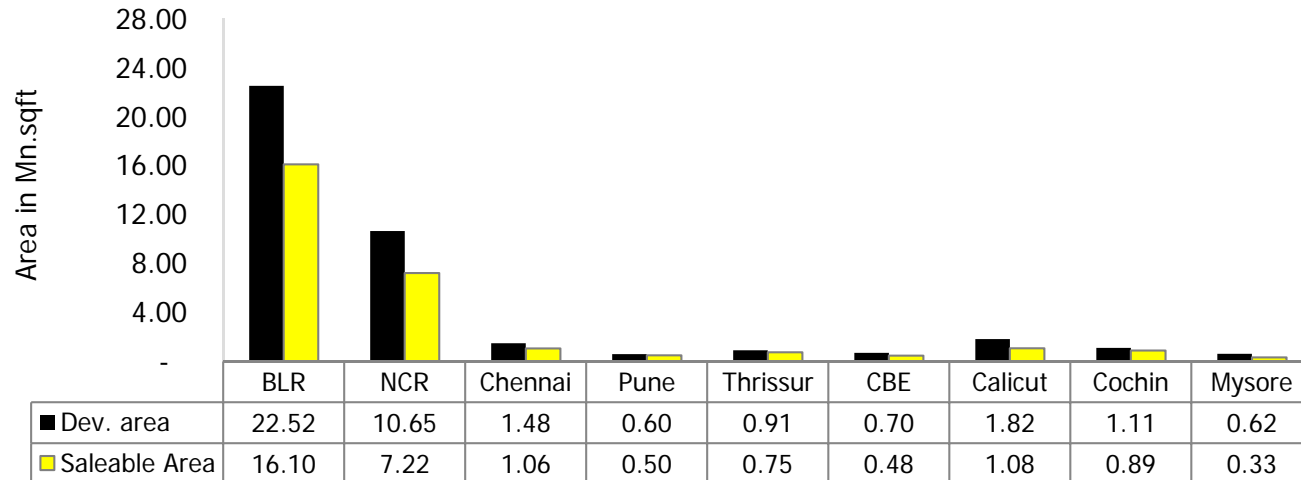


(1 Square Meter = 10.764 Square Feet)

REAL ESTATE – ONGOING PROJECTS

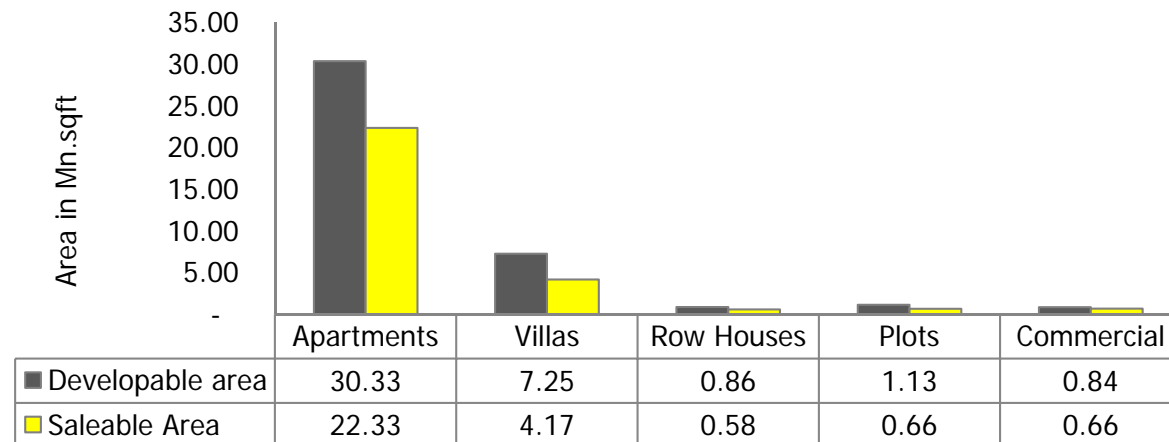
- ❖ **38** projects measuring Total Developable area of about **40.42 mn.sqft** and Super Built-up area of **28.40 mn.sqft**, located at **9 cities** in India.

Location-wise



Sobha Dream Acres – Wing 7,8 & 13

Product mix



Sobha City, Gurgaon



(1 Square Meter = 10.764 Square Feet)

- ❖ Total unsold inventory as on 30th June-16 is **16.54 mn sqft** across all location.
- ❖ Plan to launch new projects in Bangalore, Cochin, Chennai and Coimbatore regions in next 4 to 6 quarters, measuring total area of about 9.10 mn.sqft, of which Sobha share of saleable area would be about 5.62 mn.sqft*.
- ❖ In view of implementation of RERA Act (Real Estate Regulatory Authority), the company has decided not to share details of forthcoming projects, till all the required approvals are received from the authorities.

Note:

I. During August 16, the company has soft launched the following projects :

- (1) Sobha Square at Kogilu Cross, Yelahanka, Bangalore - 0.51 Mn.sqft
- (2) Marina One at Marine Drive, Cochin – Total Area :3.20 Mns.ft . Area Released for sale : 0.60 mn.sqft

II. Forthcoming projects details are subject to change based on final approval.

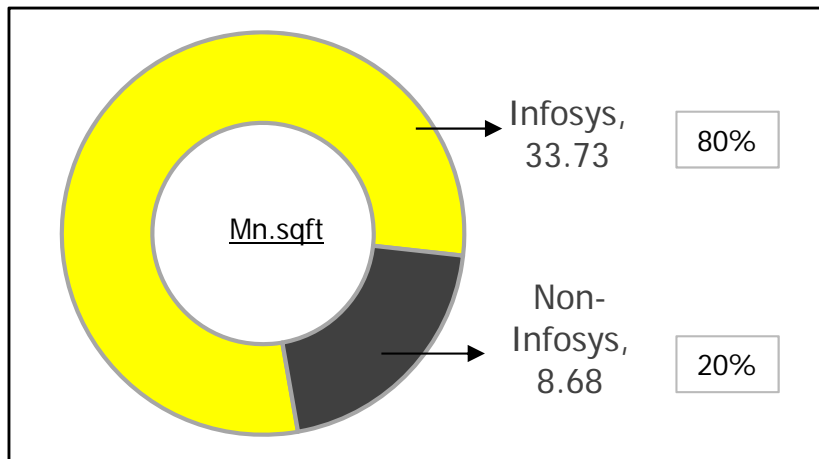


(1 Square Meter = 10.764 Square Feet)

CONTRACTS - OVERVIEW

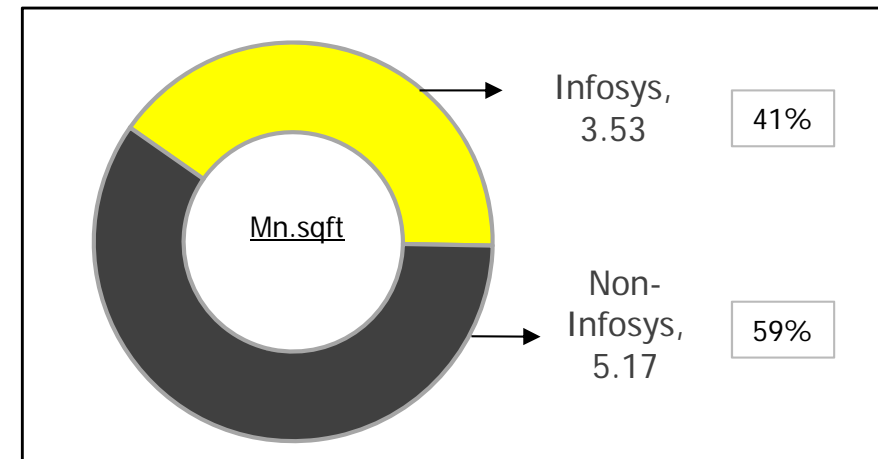
Completed Projects

- ❖ 278 Projects aggregating to 42.41 mn.sqft of area
- ❖ Completed projects located in 24 cities across India



Projects Under Progress

- ❖ 30 Projects aggregating to 8.70 mn.sqft of area
- ❖ Ongoing contractual projects located in 10 cities across India



Bosch, Bangalore



Infosys - Pune



LuLu MLCP - Cochin



Manipal Hostels, Bangalore



Biocon, Bangalore

• 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



(1 Square Meter = 10.764 Square Feet)

CONTRACTS – PROJECTS BREAK-UP

Contractual projects status as on 30th June,2016

S.NO	DESCRIPTION	PROJECTS UNDER PROGRESS	
		No of Projects	≈ Built-up area (Mn.Sft)
1	Bangalore	14	2.35
2	Cochin	2	2.11
3	Mysore	3	0.84
4	Hyderabad	3	0.76
5	Mangalore	2	0.73
6	Trivandrum	1	0.64
7	Nagpur	1	0.50
8	Pune	1	0.34
9	Bhubaneshwar	1	0.22
10	Jaipur	1	0.21
TOTAL		30	8.70

- The unbilled value of projects under progress is about Rs.6.98 Billion
- Non-Infosys clients includes LuLu, Manipal group, Biocon, Pritech Park, Divyasree projects etc.

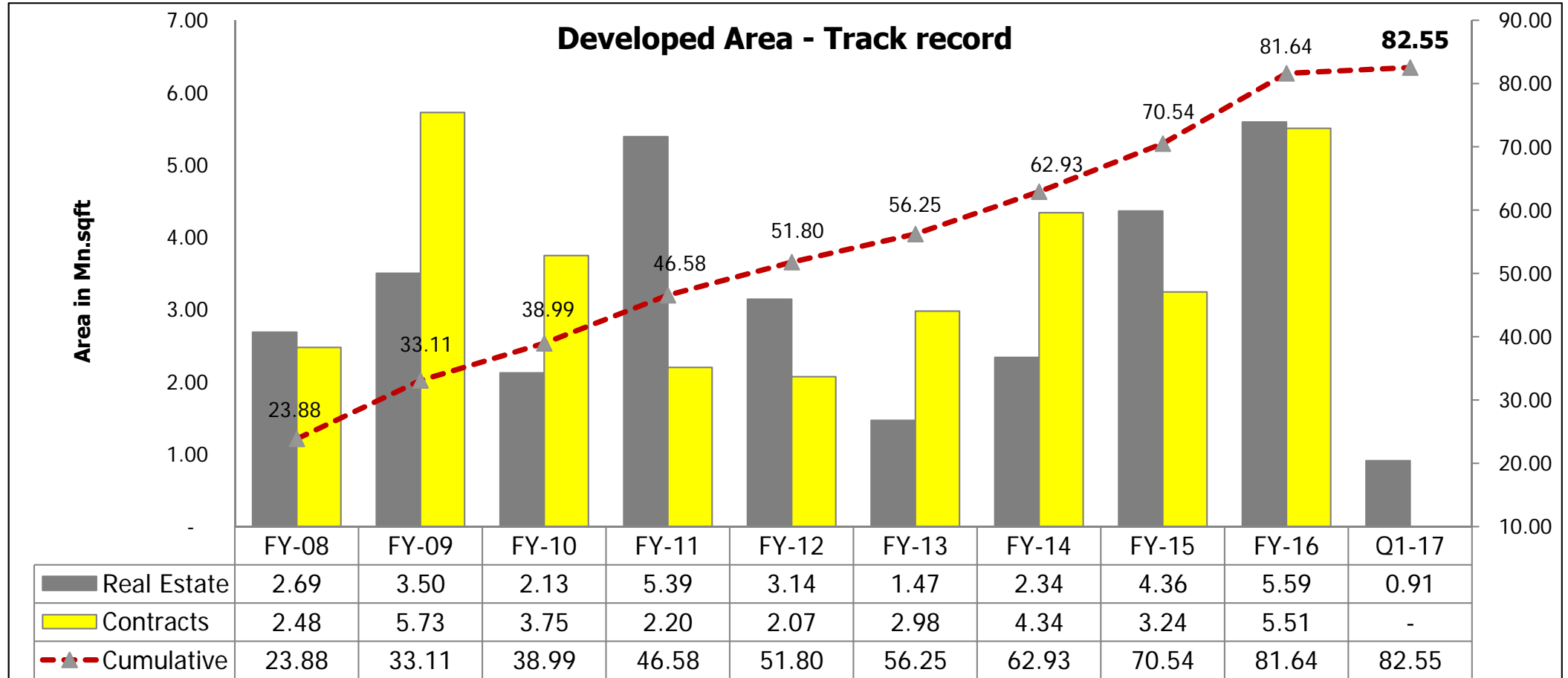
Note:

- The scope of contractual orders varies from Civil, Finishes, Electrical, PHE works, Interiors to Glazing.



(1 Square Meter = 10.764 Square Feet)

EXECUTION DELIVERY TRACK RECORD



❖ Sobha has completed 18.72 mn.sqft of developable area over a period of 12 years since inception from 1995 to 2007, and thereof has completed 63.83 mn.sqft of area in the next 9.25 years, till end of June-2016.

❖ Track record of ontime execution.

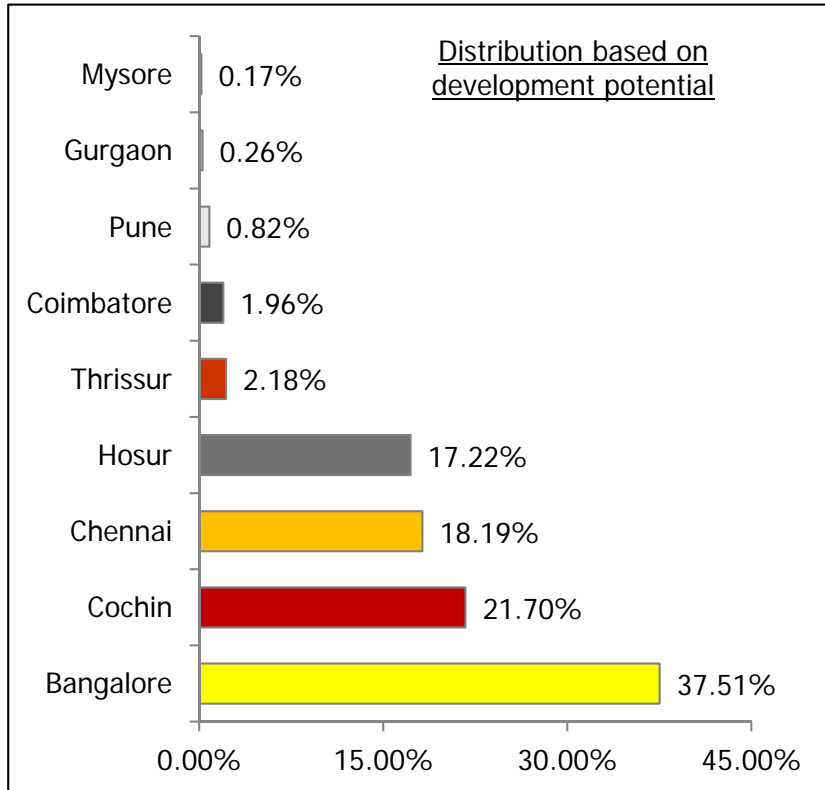
❖ On an average, developed over 7 mn.sqft of area in the past 5 years.



LAND BANK STATUS

Total Extent of Land	2,425	Acres
Sobha Share of Land	2,334	Acres
Total Cost consideration	22,531	Rs.Mns
Balance amount payable	2,251	Rs.Mns
Cost / sqft of Sobha Share	222	Rs./sqft
FSI cost of Sobha Share	111	Rs./sqft

Total Developable Area	209.11 Mn.sqft
Sobha Share	202.37 Mn.sqft



BANGALORE (770.81 acres)

Developable Area	79.46
Sobha Share	75.92

MYSORE (17.46 acres)

Developable Area	0.42
Sobha Share	0.35

PUNE (66.45 acres)

Developable Area	1.85
Sobha Share	1.66

THRISSUR (40.06 acres)

Developable Area	4.41
Sobha Share	4.41

Cochin (453.04 acres)

Developable Area	45.51
Sobha Share	43.91

NCR (14.70 acres)

Developable Area	1.04
Sobha Share	0.54

CHENNAI (510.15 acres)

Developable Area	37.63
Sobha Share	36.80

HOSUR (484.76 acres)

Developable Area	34.84
Sobha Share	34.84

COIMBATORE (67.48 acres)

Developable Area	3.96
Sobha Share	3.96

Note: Developable area is based on current FSI available



BACKWARD INTEGRATION (World Class Manufacturing Facilities)



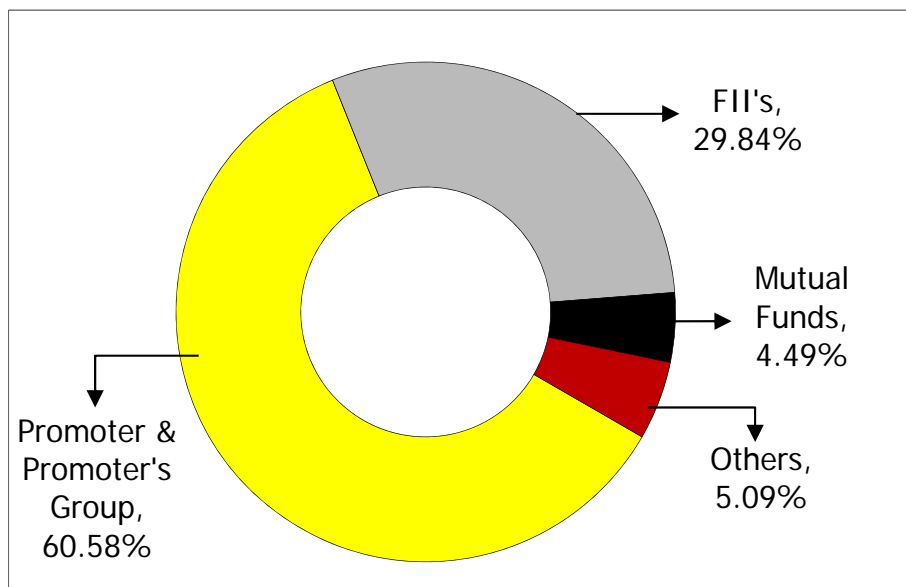
Interiors & Furnishing Division		Glazing & Metal Works Division		Concrete Products Division	
Turnover* : Q1 FY-17	Rs.282 Mns	Turnover *: Q1 FY-17	Rs.273 Mns	Turnover *: Q1 FY-17	Rs.136 Mns
Factory area	0.80 Mn sq ft	Factory area	0.30 Mn sq ft	Factory area	0.40 Mn sq ft
PRODUCTS <ul style="list-style-type: 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 & Inter division sales.



SHARE HOLDING PATTERN



Top FII's

- Platinum Investment
- Nordea
- NT Asian Discovery Fund
- College Retirement Equity fund
- Schroder International
- Invesco
- Alphine Global
- Dimensional Emerging Market Fund
- TIAA CREF Emerging Market Fund

Top Insurance & Mutual Funds

- Franklin Templeton
- ICICI Prudential
- LIC India
- HDFC – Standard Life Insurance
- SBI Life Insurance

	30 th June-16	31 st Mar-16	31 st Dec-15	30 th Sept-15	30 th June-15
Promoter & Promoter Group Holding	60.58%	60.58%	60.58%	60.58%	60.58%
FII's	29.84%	29.93%	29.54%	29.05%	31.81%
Mutual Funds	4.49%	4.59%	4.60%	3.94%	2.99%
Public & Others	5.09%	4.90%	5.28%	6.42%	4.62%

❖ No. of shareholders as on 30th June, 2016 – 54,975



SOBHA – STOCK PERFORMANCE

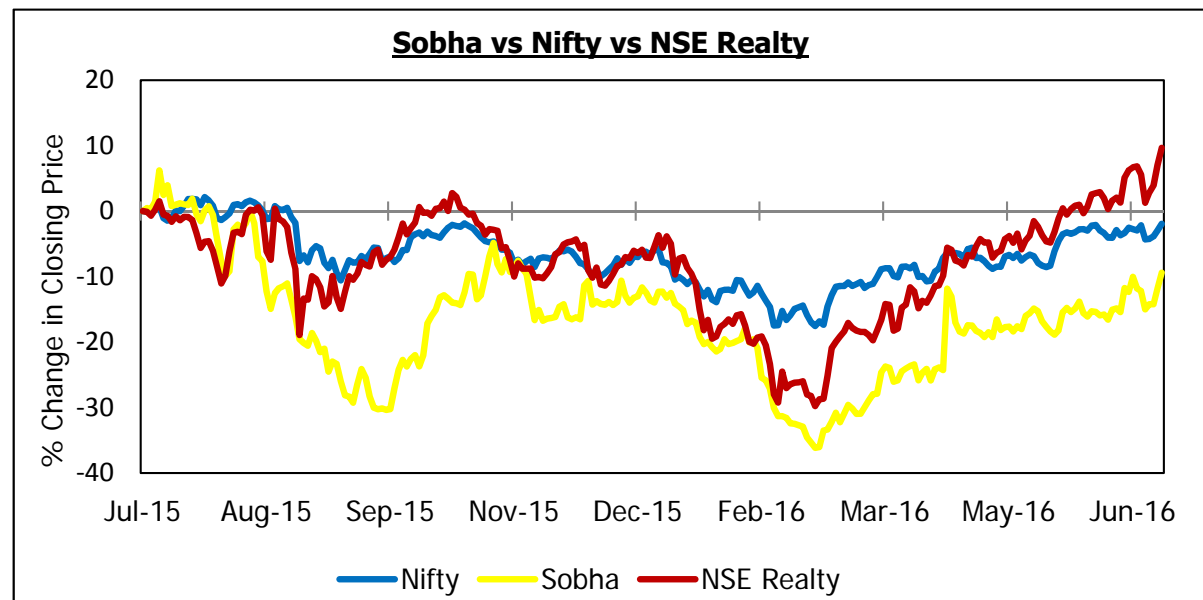
Status as on: 30th June, 2016

No. of Shares	98.06 Million
Market Capitalization	Rs.32.04 Billion
Stock Price : 52 week High / Low	Rs.383 / Rs.230
Avg. Daily volume (12 months)	155,723

Source : NSE, BSE

Key Research Houses covering the stock...

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



RECOGNITION

- ❖ Sobha Limited was included in an independent study on '**Board Evaluation in India: Disclosures and Practices**' which was carried out by National Stock Exchange of India Limited (NSE) in association with Institutional Investor Advisory Services (IIAS), a proxy advisory firm.
- ❖ Institutional Investor Advisory Services (IIAS) rated Sobha Limited among the two companies in the country with, the '**BEST DISCLOSURE PRACTICES**'
- ❖ The Annual Reports of the 75 companies for the financial year ended March 31, 2015 formed the basis for the study.
- ❖ We are the only real estate company in the country have been featured.



- ❖ Sobha was conferred with '**One of India's Top 10 Builders**' award for the year 2016 at the **11th Construction World Architect & Builder (CWAB)** award function, in recognition to our excellence in the field of Real Estate development.





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 2016



Real Estate – Details of Ongoing projects as on 30th June 2016

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)	≈ Avg.Price Realisation (Rs/sft)	Remarks
	<u>Bangalore - Residentials</u>								Sold+Unsold	
1	Forest View - Ebony	Hosahalli, Kanakapura Road	Super Luxury Apartments	0.34	156	0.27	156	0.27	5,725	
2	Forest View - Alder	Hosahalli, Kanakapura Road	Super Luxury + Apartments	0.35	85	0.28	85	0.28	6,520	
3	Sobha City - Santorini 1 & 2	Thanisandra Main Road	Luxury Apartments	1.01	455	0.77	455	0.77	6,250	
4	Sobha City - Casa Paradiso (3 & 4)	Thanisandra Main Road	Super Luxury Apartments	0.91	360	0.76	360	0.76	6,340	
5	Sobbha Indraprastha	Gopalapura, Minerva Mills	Super Luxury + Apartments & Commercial	2.38	356	1.55	356	0.84	12,800	JD on area sharing
6	Sobha Lifestyle Legacy (Phase 2)	IVC Road, Devanahalli	Presidential Villas	0.97	61	0.49	47	0.37	7,830	JD on area sharing
7	Sobha Palladian	Yamlur, Near HAL	Super Luxury Apartments	0.64	179	0.47	179	0.47	8,950	Revenue Share : 50%
8	Sobha Silicon Oasis-Apartments	Hosa Road, Near Electronic City	Luxury Apartments	1.99	909	1.42	909	1.42	6,400	
9	Sobha Silicon Oasis - Row Houses		Row Houses	0.05	17	0.05	17	0.05	10,020	
10	Sobha Valley View - Heritage (Phase 1)	Banashankari Extn, Off Mysore Road	Super Luxury Apartments	0.73	312	0.49	312	0.49	7,190	Revenue Share : 79.6%
11	Sobha Arena - The Park	Kanakapura Road	Luxury Apartments	0.32	149	0.22	149	0.22	6,370	Revenue Share : 69%. 0.58 mn.sft area not released for sale.
12	Sobha Arena - The Plaza			0.32	149	0.22	149	0.22	6,600	
12.a	Sobha Arena - Unreleased			0.85	359	0.58	359	0.58	6,450	
13	Sobha Morzaria Grandeur-2	Diary Circle, Bannerghatta Road	Super Luxury+ Apartments	0.10	40	0.08	40	0.08	11,600	Revenue Share : 51%
14	Sobha Avenue (Sobha Halcyon)	Whitefield	Super Luxury Apartments	0.40	175	0.30	175	0.30	6,075	
15	Sobha Clovelly	Padmanabha Nagar	Super Luxury+ Apartments	0.53	137	0.33	137	0.33	8,670	Revenue Share : 57%
16	Sobha Dream Acres - Phase 1 : Sobha Rain Forest	Balagere, Off ORR	Aspirational Homes	2.74	2,143	2.05	2,143	2.05	5,410	Phase 1 :Revenue Share : 82.94%
17	Sobha Dream Acres - Phase 2 : Tropical Greens (Wing 41 & 42)	Balagere, Off ORR		0.86	534	0.64	534	0.64	5,480	
17.a	Sobha Dream Acres - Phase 2-5	Balagere, Off ORR		6.63	4,268	4.94	4,268	4.94	5,550	
18	Sobha '25 Richmond'	Langford Town	Presidential Apartments	0.02	7	0.02	4	0.01	20,400	JD on area sharing
	Sub-Total Bangalore			22.14	10,851	15.90	10,834	15.06		
	<u>Thrissur - Residentials</u>									
19	Sobha Jade	Sobha City @ Thrissur, Kerala	Super Luxury Apartments	0.63	216	0.51	216	0.51	5,060	
20	Sobha Lake Edge		Super Luxury Apartments	0.29	72	0.24	72	0.24	7,020	
	Sub- Total: Thrissur			0.91	288	0.75	288	0.75		
	<u>Coimbatore - Residentials</u>									
21	Sobha West Hill	Veerakeralam, Thondamuthur Road	Super Luxury Villas	0.28	29	0.13	29	0.13	5,050	
22	élan (JD with LMW)*	Ganapathy, Sakthi Main Road	Luxury Apartments	0.42	236	0.34	236	0.34	5,200	Revenue Share : 70.75%
	Sub- Total: Coimbatore			0.70	265	0.48	265	0.48		
	<u>Pune – Residentials</u>									
23	Sobha Orion (Garnet-Block3)	NIBM, Khondwa	Super Luxury Apartments	0.17	112	0.13	112	0.13	6,140	
24	Sobha Elanza	Kothrud	Super Luxury+ Apartments	0.43	184	0.37	184	0.37	11,400	
	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)	≈ Avg.Price Realisation (Rs/sft)	Remarks
	Gurgaon (NCR) - Residential									
25	International City - Ph 1 (B & B3)	Babupur, Gurgaon	Villas	0.98	100	0.67	62	0.41	9,080	JD on area sharing
	International City - Ph 1 (B & B3)		Duplex Villas	0.08	12	0.05	12	0.05	10,750	
26	International City - Phase 2 (E)		Duplex Villas	1.12	180	0.71	138	0.53	10,310	
	International City - Phase 2		Villas	0.67	66	0.43	31	0.19	11,575	
	International City - Phase 2 (E1)		Row Houses	0.06	10	0.04	7	0.03	11,720	
27	International City - Phase 3 (Part)		Row Houses	0.69	111	0.46	71	0.29	12,050	
28	International City - Phase 3 & 4		Villas & Row Houses	2.04	174	1.16	110	0.74	To be released	
29	Sobha City - Phase 1	Babupur, Gurgaon	Super Luxury Apartments	0.64	240	0.46	240	0.46	7,930	Revenue Sharing:62%
29.a	Sobha City - unlaunched		Super Luxury Apartments	3.91	1,488	2.78	1,488	2.78	To be released	
	Sub- Total: Gurgaon			10.19	2,381	6.75	2,159	5.48		
	Chennai - Residential									
30	Sobha Serene	Seneerkuppam, Porur	Luxury Apartments	0.28	176	0.23	127	0.15	5,710	JD on area sharing
31	Sobha Evergreens	Nandambakkam, Tambaram	Plotted Development	0.51	116	0.33	116	0.33	1,775	
32	Sobha Winchester	Kovilampakkam, Velacherry	Luxury & SL Apartments	0.70	344	0.51	177	0.33	7,170	JD on area sharing
	Sub- Total: Chennai			1.48	636	1.06	420	0.81		
	Calicut – Residential									
33	Sobha Bela Encosta	Palazhi, Calicut	Super Luxury Villas	1.18	110	0.56	110	0.56	6,350	Revenue Sharing:75%
34	Sobha Rio Vista	Feroke, Calicut	Super Luxury Apartments	0.64	216	0.51	216	0.51	6,320	Revenue Sharing:78%
	Sub- Total: Calicut			1.82	326	1.08	326	1.08		
	Cochin - Residential									
35	Sobha ISLE	Vyittla, Silver Sand Island	Super Luxury Apartments	1.11	384	0.89	384	0.89	7,940	Revenue Sharing:89.6%
	Sub- Total: Cochin			1.11	384	0.89	384	0.89		
	Mysore- Residential									
36	Sobha Retreat	Jettihundi	Plotted Development	0.62	204	0.33	204	0.33	1,915	
	Sub- Total: Cochin			0.62	204	0.33	204	0.33		
	TOTAL (Residential)			39.57	15,631	27.73	15,176	25.37		
	Commercial Developments:									
	Gurgaon (NCR)									
37	International City - Commercial	Babupur, Gurgaon	Commercial Space	0.46		0.46		0.30		
	Commercial - Sub-Total (i)			0.46	-	0.46	-	0.30		
	Total (Residential + Commercial)			40.04	15,631	28.20	15,176	25.67		
	Commercial - Real Estate - For Lease									
38	St.Mark's Road - Commercial	St.Mark's Road	Commercial + Retail	0.38		0.20		0.10		
				0.38		0.20		0.10		
	Total - On-Going			40.42	15,631	28.40	15,176	25.77		

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 (Basic, Carpark & Other Charges, but Excluding Taxes). 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

