



Sobha City-Santorini, Bangalore



Sobha Forest View-Alder, Bangalore



PASSION AT WORK

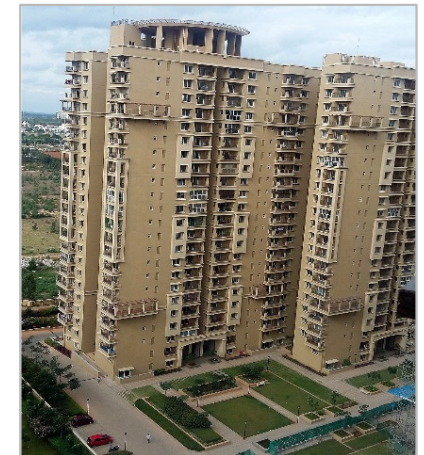


Investor Presentation

30th June, 2018



Sobha Arena – The Park, Bangalore



Sobha City-Casa Paradiso 3, Bangalore

I. HIGHLIGHTS

❖ FINANCIAL HIGHLIGHTS

❖ OPERATIONAL HIGHLIGHTS

II. FINANCIAL SUMMARY

III. OPERATIONAL UPDATES

IV. SHARE HOLDINGS

V. ANNEXURES

IND-AS 115 : SIGNIFICANT SHIFT IN REVENUE RECOGNITION

- MCA (Ministry of Corporate Affairs, Government of India) notified IND-AS 115 (Revenue from Contracts with Customers) on 28th March 2018, applicable for the sector beginning on or after 1st April 2018.
- In the erstwhile accounting standards (AS-11 & 18) coupled with the guidance note of ICAI (Institute of Chartered Accounts of India), revenue used to be recognized based on Percentage of completion method (POCM).
- As per AS-115, Revenue shall be recognised when the entity transfers the control of goods or services to the customer. In other words, entity shall “*satisfy its performance obligation*” to the customer to recognise the revenue. “*Satisfying the performance obligation*” in the context of real estate industry means, completion of all obligations by a developer and intimating the customers our readiness for handing over the unit.
- To give effect to the new standard, the group has reversed the revenue of Rs 32,680 Million, which was recognized till 31st March 2018, under the erstwhile standards pending the completion of the performance obligation from the group to its customers.
- Consequently, there is reduction in the retained earnings to the extent of Rs. 7,570 Million as on 1st April, 2018.
- There is no impact on agreements with our customers and the consequent cash flows.
- ICDS (Income Computation and Disclosure Standards) compels the company to offer Income on basis of percentage of completion for Income Tax assessment.

Q1-19 : FINANCIAL HIGHLIGHTS

PROFIT & LOSS (AS-115)

- Revenue of Rs. 6,101 Million
 - EBITDA at Rs. 1,430 Million, EBITDA margin at 23.4%
 - Profit Before Tax at Rs. 740 Million
 - Profit After Tax at Rs. 534 Million
-

CASH FLOW

- Total collections of Rs.7,371 Million
 - Net Operational Cash flow after meeting Interest and Taxes of Rs.800 Million.
 - Generated positive operational cash flow for the past 12 quarters consistently.
-

DEBT-EQUITY

- Net Debt as on 30th June-18 is Rs. 22,625 Million
 - Debt Equity ratio - as per AS-115 : 1.09, as per erstwhile AS-11 & 18 : 0.80
-

COST OF DEBT

- Average cost of borrowing at 9.31%
- 14 quarters of successive reduction of cost of borrowings.

Q1-19 : OPERATIONAL HIGHLIGHTS



NEW SALES

- Achieved **960,085 square feet** of new sales during Q1 FY-19
 - Sales volume up by 18% as compared to Q1 FY-18.
 - Total sales value of **Rs.7,624 million**. Sobha share of sales value at **Rs.6,118 million**.
 - Total sales value up by 22% and Sobha share of sales value up by 9% as compared to Q1 FY-18
-

NEW LAUNCHES

- Launched One plotted development project in Mysore - '**Sobha Meadows**'- measuring total saleable area of **0.13 million sqft.**
 - **0.80 million sqft** of area released for sale from existing projects - *Sobha Arena- Pebble Court & The Square, Sobha Dream Acres-Tropical Greens- Wings 19&20.*
 - Received RERA approvals for '**Sobha Lake Gardens**' during end of June-18 at Bangalore, measuring Total Saleable area of **0.89 million sqft.**, released for sales during July-18.
-

NEW ORDER

- Total contractual and manufacturing order book as on 30th June-18 is at **≈Rs.24.40 Billion – Highest ever.**
- Besides Infosys, New order book includes LuLu, Azim Premji University, Biocon, Manipal Group, ITC, Brookfield, Divya Sree group etc etc.

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II. FINANCIAL SUMMARY

III. OPERATIONAL UPDATES

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V. ANNEXURES

Q1-19 : PROFIT & LOSS STATEMENT

Amount Rs.in Millions

		AS-115	AS-11 & 18			
PARTICULARS		Q1-19 ¹	Q1-19 ²	Q1-18	Q4-18	REMARKS
REVENUE	Real Estate Operations	3,596	5,624	5,056	5,013	➤ Highest quarterly revenue ➤ Revenue up by 18% Y-o-Y and up by 3% Q-o-Q
	Contracts & Manufacturing	2,381	2,381	1,733	2,683	
	Other Income	124	124	102	196	
	TOTAL	6,101	8,129	6,891	7,892	
EBITDA		1,430	1,693	1,312	1,560	➤ EBITDA up by 29% Y-o-Y and up by 8.5% Q-o-Q
PROFIT BEFORE TAX (PBT)		740	1,003	728	907	➤ PBT up by 38% Y-o-Y and up by 11% Q-o-Q
PROFIT AFTER TAX (PAT)		534	706	470	654	➤ PAT up by 50% Y-o-Y and up by 8% Q-o-Q

Note:

1. Since there is a change in accounting method, the current quarter numbers as per AS-115 can not be compared with previous year figures
2. Figures given in Q1-19 as per AS-11 & 18, was prepared by the management for comparative purpose and the same was not reviewed by the auditors.
 - Detailed P&L statement is available at slide no : 28

Q1-19 : BALANCE SHEET

Amount Rs.in Millions

	AS-115	AS-11 & 18
PARTICULARS	30 th June-18 ¹	30 th June-17
<u>ASSETS</u>		
Non-current assets	12,122	10,922
Current Assets	89,901	78,738
TOTAL ASSETS	102,023	89,660
<u>EQUITY & LIABILITIES</u>		
Total Equity	20,665	26,915
Non-Current Liabilities	2,367	6,699
Current Liabilities	78,991	56,046
TOTAL EQUITY & LIABILITIES	102,023	89,660

Note:

1. Since there is a change in accounting method, the current quarter numbers as per AS-115 can not be compared with previous year figures
 - Detailed Balance sheet break up available at slide no : 29

Q1-19 : CASH FLOW STATEMENT

Amount Rs.in Millions

PARTICULARS	Q1-19	Q1-18	Q4 -18	FY-18
Total Operational cash inflow (A)	7,371	7,295	9,107	30,082
Total Operational cash outflows (B)	5,764	5,482	6,630	22,840
Net Operational Cash flow (C)=(A-B)	1,607	1,813	2,477	7,242
Financial Outflows				
Finance Cost	660	540	717	2,675
Income Taxes	147	274	161	821
Total Financial Outflow (D)	807	814	878	3,496
Net Cash flow after Financial Outflow (E)=(C-D)	800	999	1,599	3,746
Capital Outflows (F)	1,434	509	314	5,000
Net Cash flow (G)=(E-F)	(634)	490	1,285	(1,254)

Note: Detailed Cash flow statement available at slide nos: 30,31

REAL ESTATE PROJECTS – PROJECTED CASH FLOW

Ref	Description	Completed Projects	Ongoing		Total	UOM
			Area released	Area not released		
A	Total Developable area		23.77	14.71	38.48	mn.sqft
B	Area of Car Park, Common areas and Amenities etc		7.27	5.01	12.28	mn.sqft
C = A-B	Total Saleable area		16.50	9.70	26.20	mn.sqft
D	Sobha share of Saleable area		14.66	9.11	23.77	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)	13.17	14.56	9.11	36.84	mn.sqft
G	Total area sold till 30 th June,18	12.83	10.01	-	22.84	mn.sqft
H = F-G	Unsold area	0.34	4.55	9.11	14.00	mn.sqft
I	Balance construction cost to be spent to complete the entire development	0.42	37.30	31.70	69.42	Rs.Billion
J	Outstanding receivables + Balance to be billed and collected on sold units	1.13	35.41	-	36.54	Rs.Billion
K	Sales value of unsold stock	1.32	32.05	61.37	94.74	Rs.Billion
L =J+K-I	Positive cash flow expected	2.03	30.16	29.67	61.86	Rs.Billion

	Total Cash flow available from the Real Estate Projects	61.86	Rs.Billion
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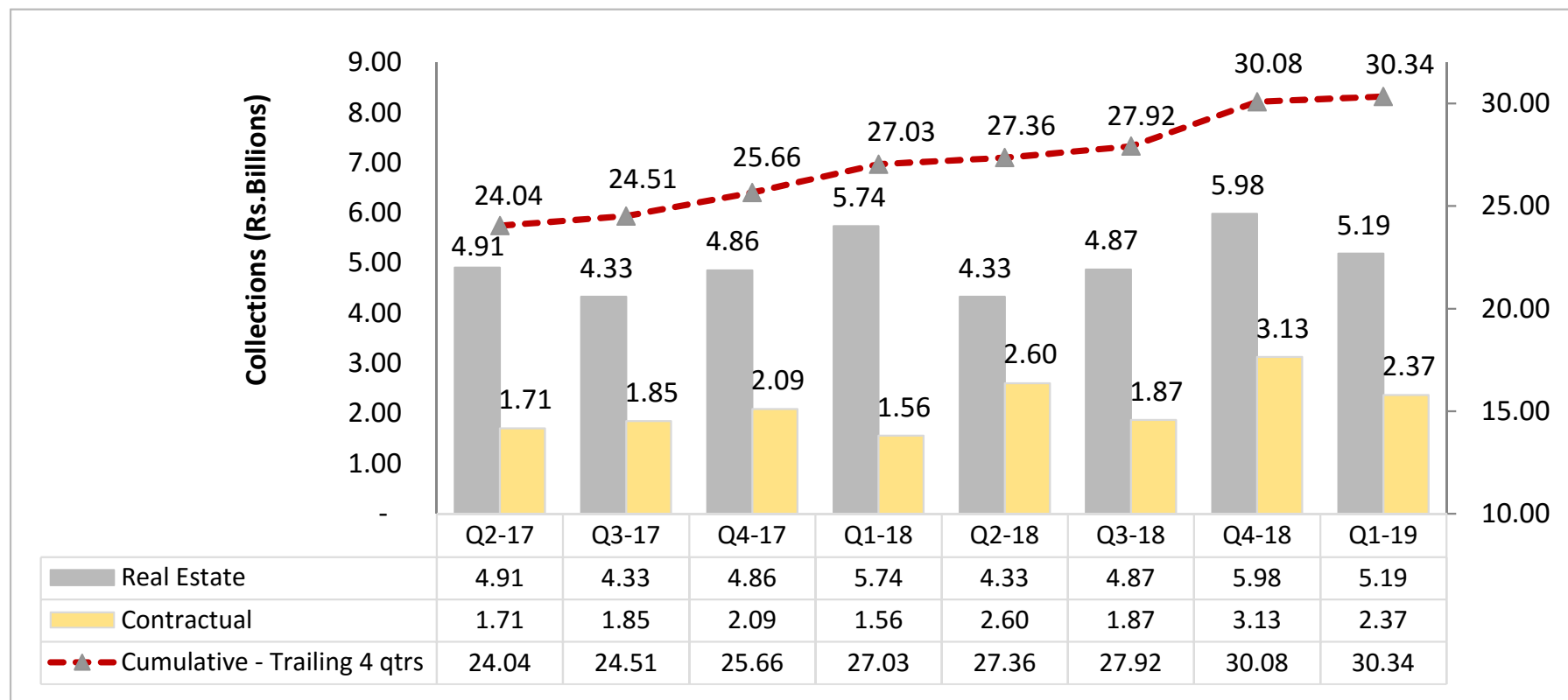
Note :

1. Completed projects unsold inventory includes plotted development area of 0.19 mn.sqft.
2. Unsold area sale value is based on current selling price, which will subject to change.

RISING COLLECTIONS

Trailing 12 months collections

Amount Rs.in Millions



- Collections from operations remain healthy.
- 12 quarters consistently generated positive operational cash flow after meeting interest & taxes

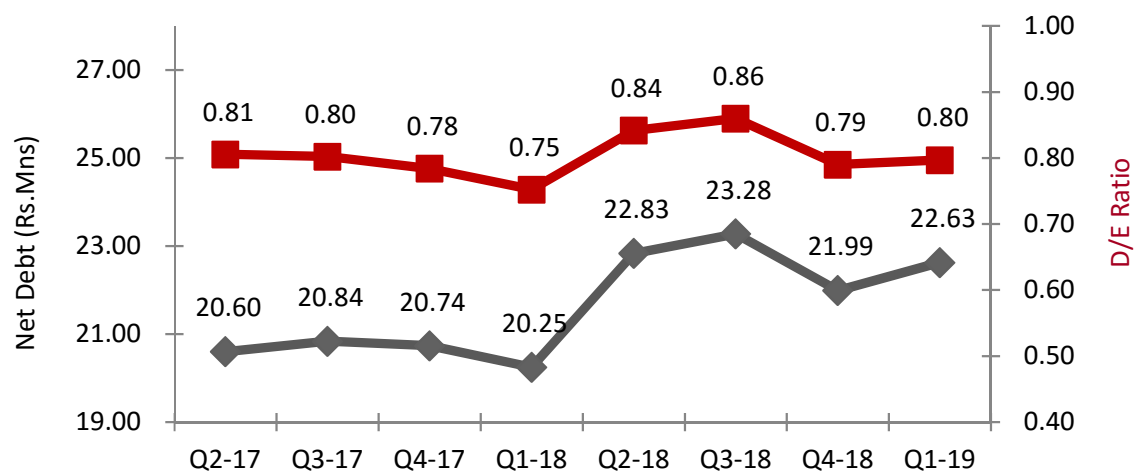
MOVEMENT OF DEBT

Rs. in Million

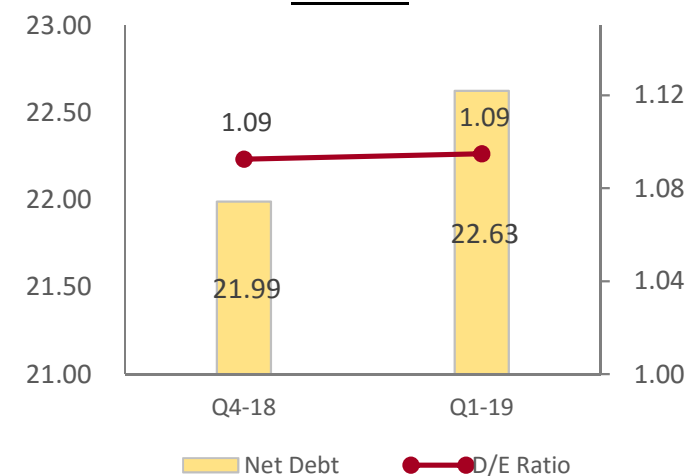
Particulars	30 th June-18	31 st Mar-18	Increase/ (Decrease)
Gross Debt	23,489	23,346	143
Less: Cash & Cash Equivalents	864	1,355	(491)
Net Debt	22,625	21,991	634
CRISIL - RATING	A+ (Stable)	A+ (Stable)	
ICRA - RATING	A+	A+	

Note: Cash and Cash equivalents is inclusive of Mutual Fund investments.

AS-11 & 18

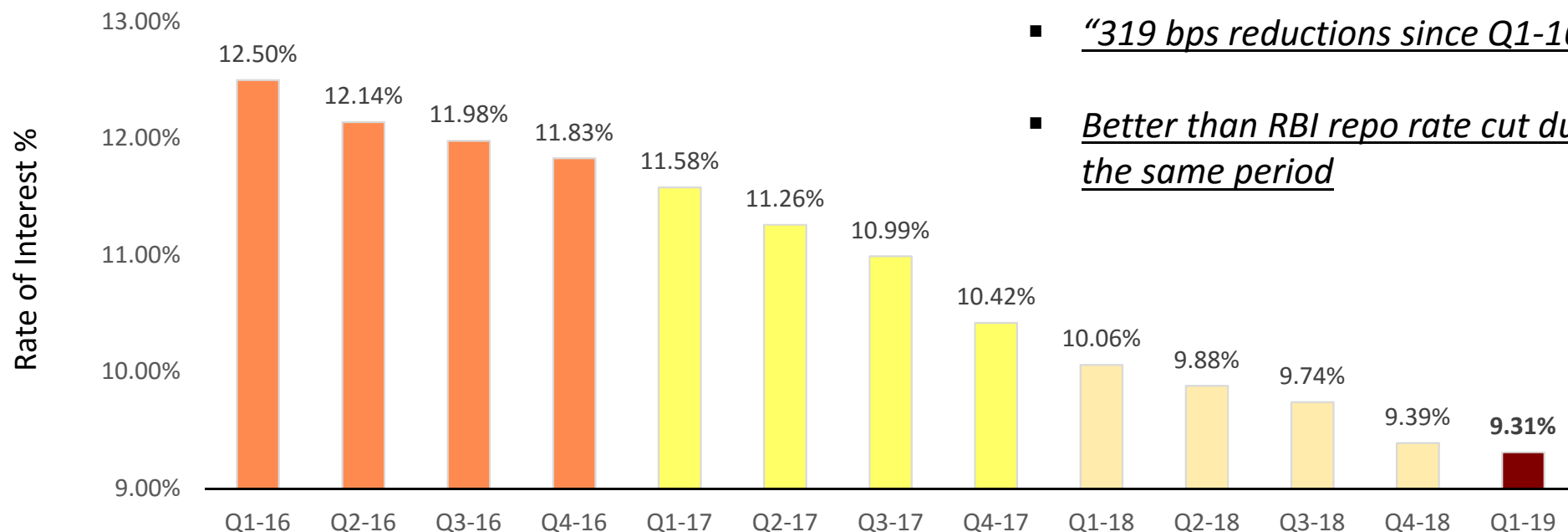


AS-115



DECLINING BORROWING COST

“Lowest Average cost of borrowings”



- “319 bps reductions since Q1-16”
- Better than RBI repo rate cut during the same period

Finance Cost (Gross) :

Rs.in Million

June-18	Mar-18	Dec-17	Sept-17	June-17	Mar-17	Dec-16
713	706	716	655	633	684	681

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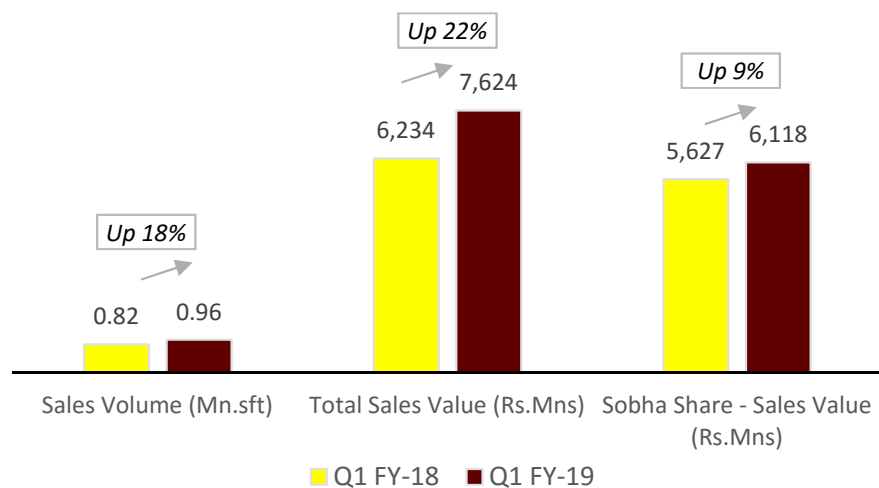
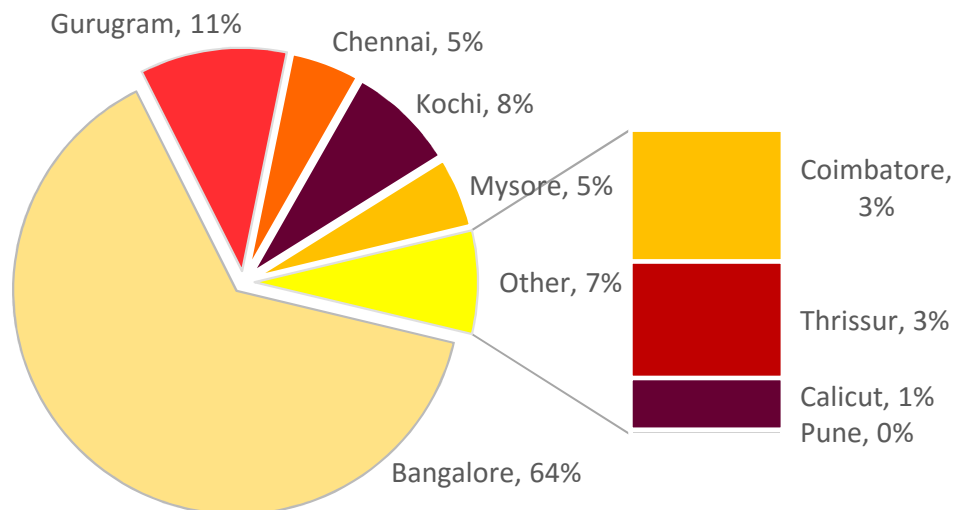
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V. ANNEXURES

SALES PERFORMANCE & PRICE REALIZATION



Locations	Area Sold	Sales Realization (Incl.JD share)	Sales Realization (Sobha Share)
	in sq. feet	Rs/ sq.ft	Rs/ sq.ft
Bangalore	612,944	7,848	6,695
Gurugram	102,190	10,647	7,762
Chennai	48,253	6,765	6,711
Kochi	75,627	11,050	5,525
Thrissur	27,400	7,326	7,326
Coimbatore	31,004	5,225	4,093
Calicut	12,192	6,854	5,491
Mysore	49,371	2,239	1,585
Pune	1,104	6,677	6,677
TOTAL	960,085	7,941	6,373

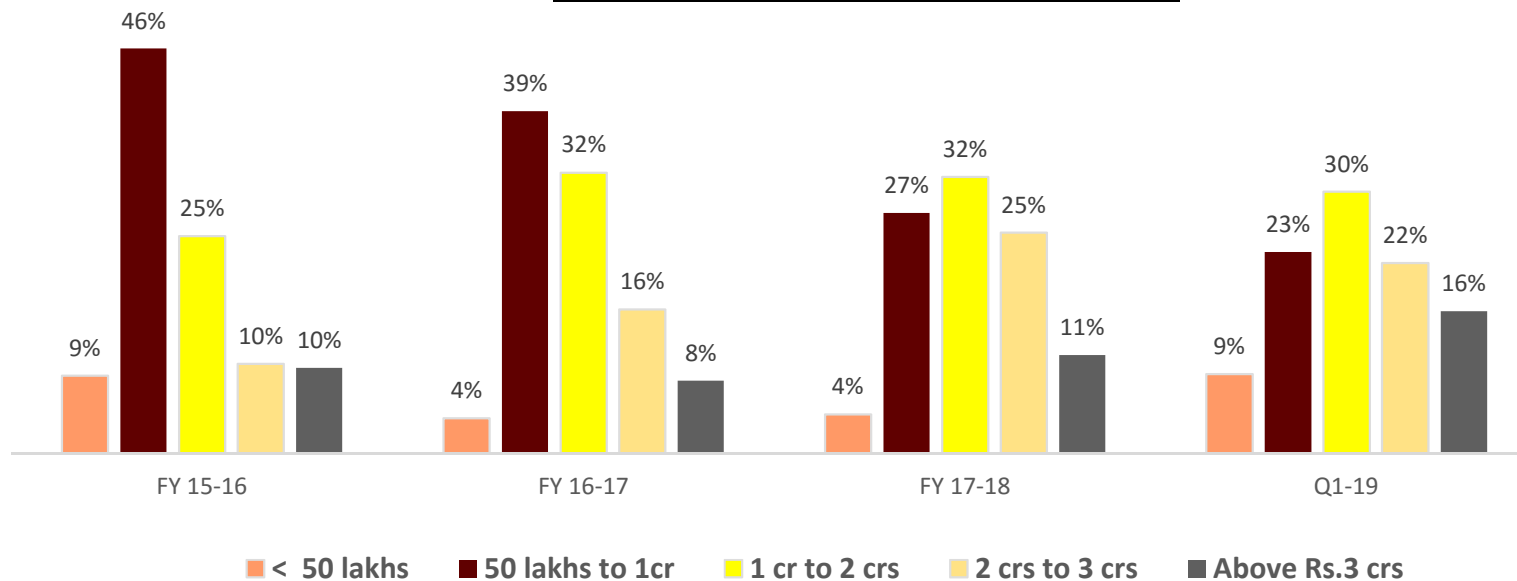
- Sales volume is up by 18%, Total sales value is up by 22% and Sobha share of sales value is up by 9% as compared to Q1-18.
- Bangalore region contributes 64% of total volume. Other locations volume increased by 56% as compared to Q1-18.
- Sales value includes Basic price, Car park, Statutory deposits, Taxes, but excludes Registration and stamp duty charges and maintenance deposits.

PRICE BAND CATEGORY

Category	Q1-19 :Area Sold (sq ft)	%	Value Sold (Rs.Mns)	%
< ₹ 50 lakhs	87,034	9%	334	4%
₹ 50 lakhs to 1cr	220,873	23%	1,358	18%
₹ 1 cr to 2 crs	287,457	30%	2,183	29%
₹ 2 crs to 3 crs	208,966	22%	2,086	27%
Above ₹ 3 crs	155,755	16%	1,663	22%
Grand Total	960,085	100%	7,624	100%

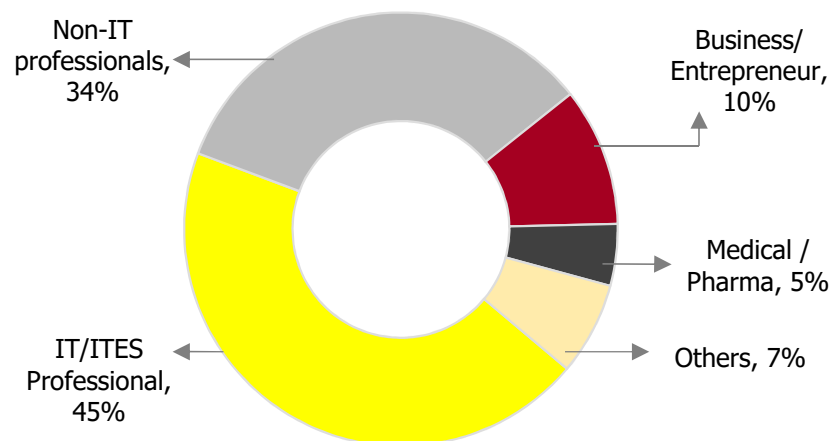
- Demand across all product categories remain stable.
- Below Rs.50 lakhs represents 1 BHK units in Bangalore and Plotted Development sales in Mysore.

Product category – Trend of Area sold



BUYERS PROFILE – ROLLING 12 MONTHS

Profession-wise breakup

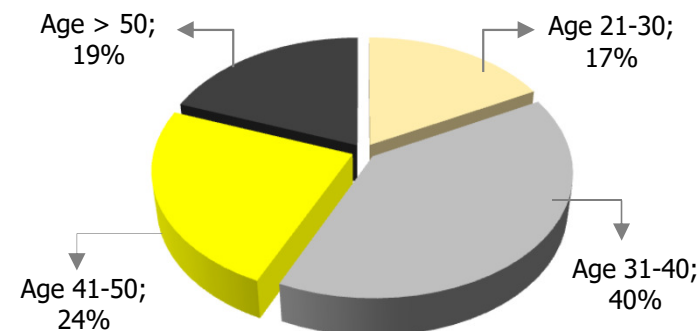


* Others includes Housewives, Agriculturist, Retired and Govt.Employees.

Healthy Customer base :

- ❖ 79% of customers base fall under salaried professionals. (IT/ITES : 42% & Non-IT: 34%)
- ❖ 12% customers are Business & entrepreneur category.
- ❖ 81% of customers are below 50 years age category.

Buyers Age-wise breakup



NRI Booking status

Resident Indians	91%
NRI's	9%

Customer Funding status (as on 30th June-18)

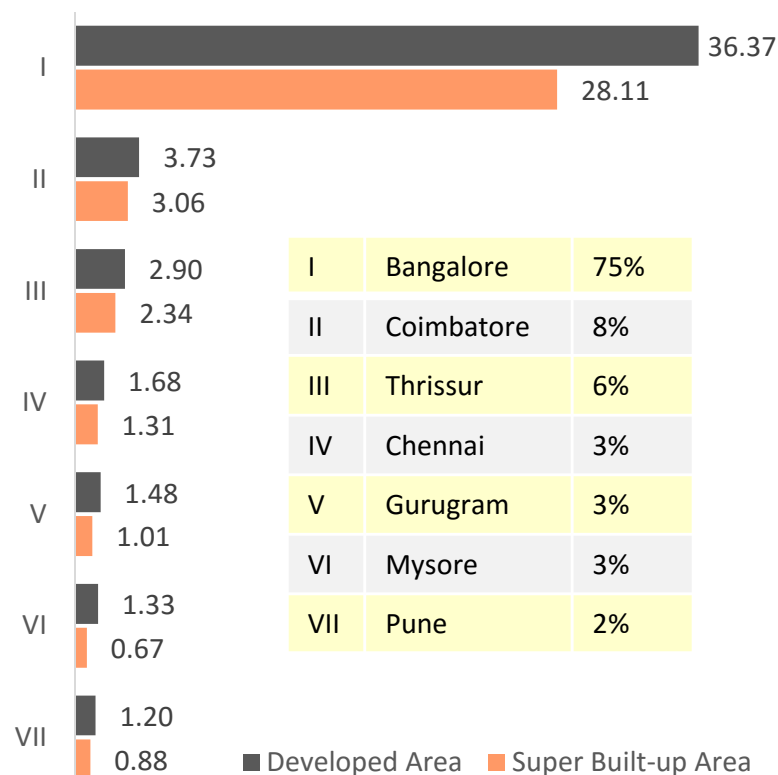
Bank Loan	61%
Self Funding	39%

REAL ESTATE – PROJECTS PORTFOLIO

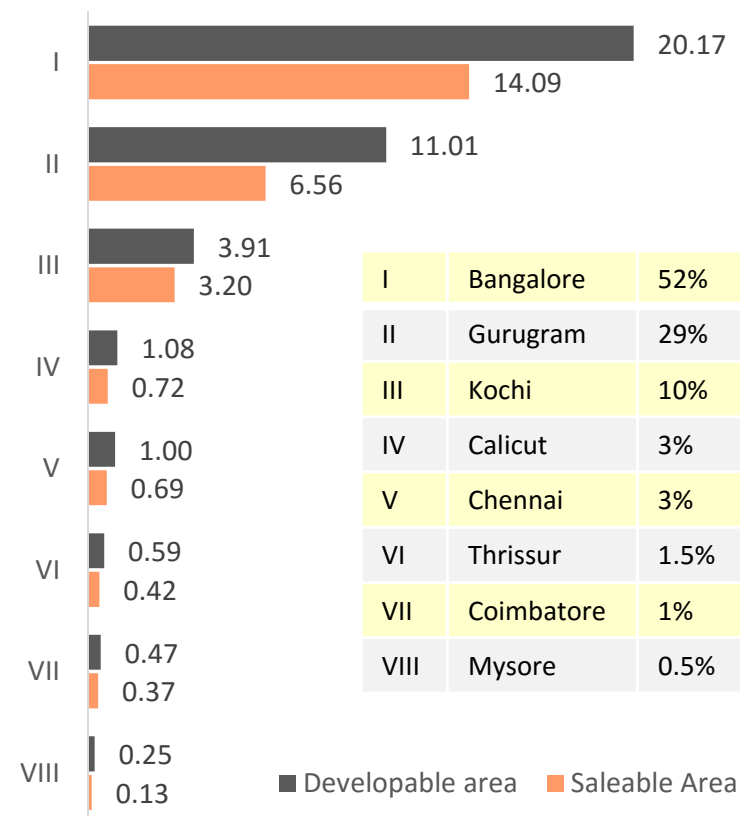
- ❖ Completed Real Estate projects located across **7 cities**, with Total development of **48.69 mn.sqft** and Super Built-up area of **37.40 mn.sqft**

- ❖ Under construction projects located across **8 cities**, with the Total developable area of **38.48 mn.sqft** and Super Built-up area of **26.20 mn.sqft**

COMPLETED (48.69 Mn sqft)



UNDER PROGRESS (38.48 Mn sqft)



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

FUTURE LAUNCHES & RERA REGISTRATION STATUS

Planned launches in next 3- 4 quarters:

LOCATION	≈No of Projects	≈ Total Saleable area (Mn.Sft) **
Bangalore*	4	5.27
Thrissur	1	1.34
Gift City, Gujarat	1	0.46
Kochi	1	0.89
Chennai	1	0.61
Pune	1	0.52
TOTAL	9	9.09

* Bangalore – Sobha Lake Garden project launched during July-18

**Area details are subject to change based on final approvals

Unsold Area from 'Area not released for sale' in Ongoing projects	9.11 mn sft
Future Launches (3-4 qtrs)	9.09 mn sft
TOTAL AREA OF LAUNCH FOR SALE	18.20 mn sft

RERA registration status :

Locations	No of projects applied for RERA	No of projects received approval from RERA
Bangalore	51	45
Mysore	1	1
Chennai	2	2
Gurgaon	2	2
Pune	1	1
TOTAL	57	51

- 51 ongoing projects measuring total saleable area of 12.35 million sqft registered and received approval under RERA.
- In addition to above, 6 projects (17 wings of Sobha Dream Acres),– Registered under RERA and awaiting for approvals, which are yet to released for sale.

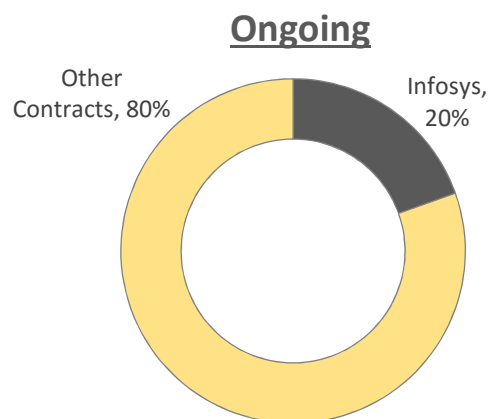
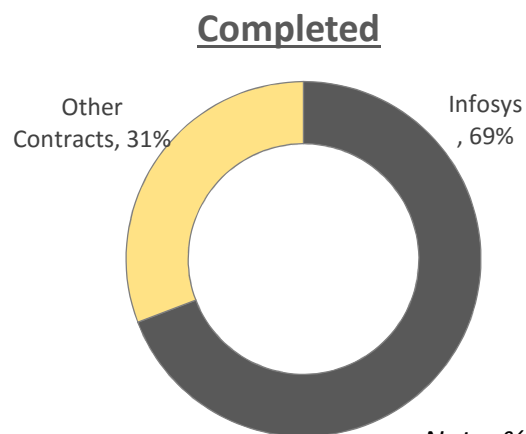
CONTRACTS – PROJECTS BREAK-UP

Completed :

- ❖ Total completed **≈ 47.79 mn.sqft** of area for various clients across **26 cities** in India.
- ❖ Executed over **36 mn sqft** of area for single / major client - '**Infosys**'.

Under Progress:

- ❖ Currently executing **≈9.08 mn.sqft** of area across **8 cities** in India for various clients.
- ❖ Contractual & Manufacturing projects Order Book as on 30th June-18 : **≈ Rs.24.40 Billion**
 - ❖ Infosys Order book **≈ Rs.4.80 Billion**, Non-Infosys **≈ Rs.19.60 Billion**



Note: % based on Billing / Order value.

Contractual – Ongoing status as on 30th June,18

	LOCATION	≈ Built-up area (Mn.Sft)
1	Bangalore	3.52
2	Trivandrum	3.05
3	Hyderabad	0.78
4	Mysore	0.73
5	Indore	0.35
6	Gurgaon (NCR)	0.25
7	Bhubaneshwar	0.25
8	Chennai	0.15
	TOTAL	9.08

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

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

CONTRACTS - OVERVIEW

Total Order Book of Contracts & Manufacturing as on 30th June-18 : ≈ Rs.24.40 Billion

	Q1-19	Q1-18	%
REVENUE			
CONTRACTS	1,629	862	89% ↑
MANUFACTURING	752	871	(14%) ↓
TOTAL	2,381	1,733	37% ↑
COLLECTIONS			
CONTRACTS	1,483	849	75% ↑
MANUFACTURING	858	708	21% ↑
TOTAL	2,341	1,557	50% ↑

* Excludes Inter divisions transfer



Perspective image of Azim Premji University, Bangalore

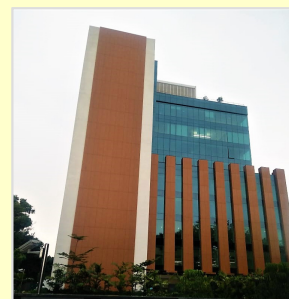
- SOBHA bagged, one of its largest contractual order from Azim Premji Foundation for constructing 'Azim Premji University' at Bangalore.



LuLu Cyber Tower-2, Kochi



Infosys - Mysore



NRN Holdings - Bangalore

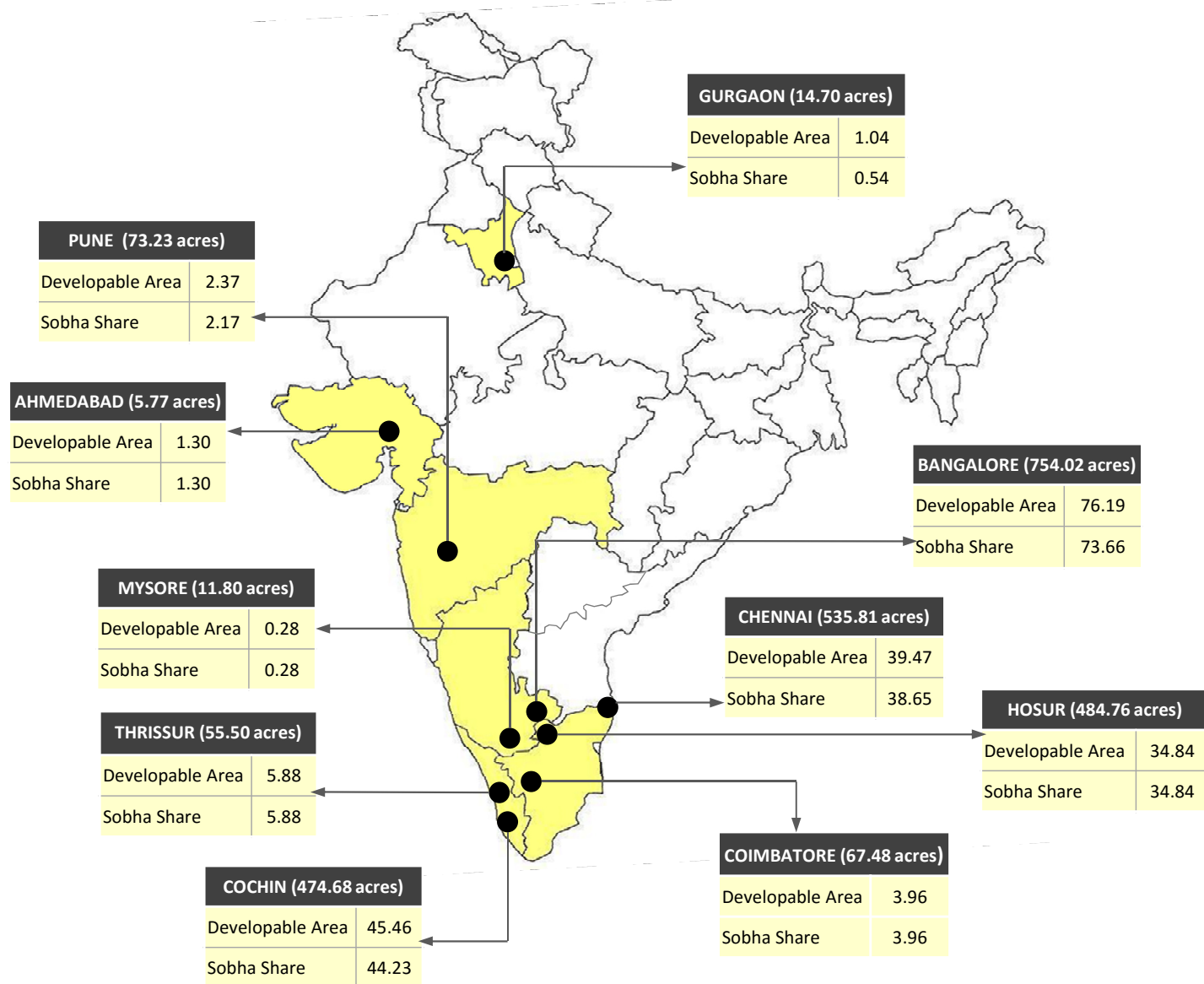


Biocon, Bangalore



Infosys SDB-4, Mangalore

LAND BANK STATUS



Land – 100% owned by Sobha (A)	2,285	Acres
Lands - Under JDs/JVs (B)	193	Acres
Sobha Share on JD / JV lands (C)	124	Acres

Total Extent of Land (A+B)	2,477	Acres
Sobha Share of Land (A+C)	2,409	Acres

Total Cost consideration	27,035	Rs.Mns
Balance amount payable	1,593	Rs.Mns
Cost / sqft of Sobha Share	258	Rs./sqft
FSI cost of Sobha Share	132	Rs./sqft

Total Development potential	211	Mn sqft
Sobha Share	206	Acres

Note: Developable area is based on current FSI available

BACKWARD INTEGRATION (World Class Manufacturing Facilities)

- ❖ ***SOBHA – Only Real Estate Company in India with Backward Integration model.***
- ❖ ***It supports company to achieve world class quality with timely and efficient delivery.***

Glazing & Metal Works Division		Interiors & Furnishing Division		Concrete Products Division	
Turnover *: Q1 FY-19	Rs.352 Mns	Turnover* : Q1FY-19	Rs.299 Mns	Turnover *: Q1 FY-19	Rs.102 Mns
Factory area	0.30 Mn Sq ft	Factory area	0.80 Mn sq ft	Factory area	0.40 Mn sq ft
PRODUCTS <ul style="list-style-type: none"> • Metal / Steel fabrication works • Aluminum doors and windows, structure • Glass works 		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"> • Manufacture of wide range of concrete products such as concrete blocks, pavers, kerbstones, water drainage channels, paving slabs and elite landscape products • Glass Fiber Reinforced Concrete (GFRC) products. 	

Note: * All divisions turnover represents net revenue excluding inter division sales and GST.



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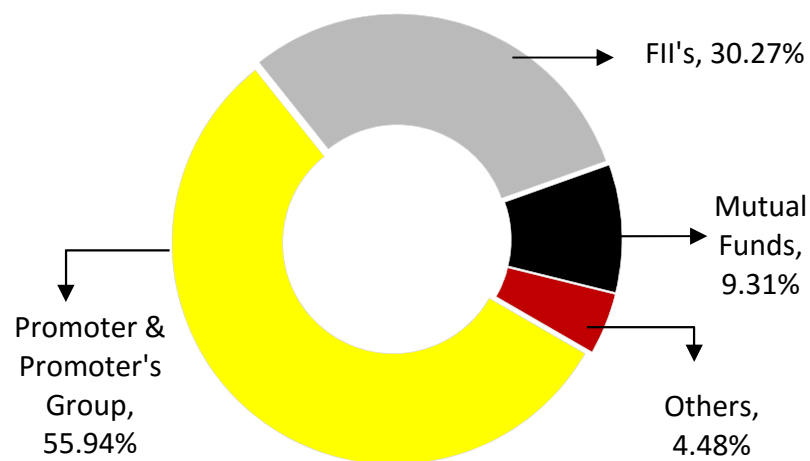
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III. OPERATIONAL UPDATES

IV. SHARE HOLDINGS

V. ANNEXURES

SHARE HOLDING PATTERN



Top FII's

- Schroder International
- Nordea
- HSBC Global Investment
- Invesco
- Dimensional Emerging Market Fund
- Vanguard Index Fund
- Fidelity Investments
- Govt. Pension Fund, Global
- HSBC Global Investments
- ISHARE Core Emerging Market Fund

Top Insurance & Mutual Funds

- Franklin Templeton
- ICICI Prudential
- L&T Mutual Fund
- LIC India

	30 th June-18	31 st Mar-18
Promoter & Promoter's Group Holding	55.94%	55.94%
FII's & Foreign Portfolio Investors	30.27%	28.53%
Mutual Funds, Financial Institutions, Insurance & Corporate Bodies	9.37%	11.51%
Public & Others	4.42%	4.02%

❖ No. of shareholders as on 30th June, 2018 – 56,409

SOBHA – STOCK PERFORMANCE

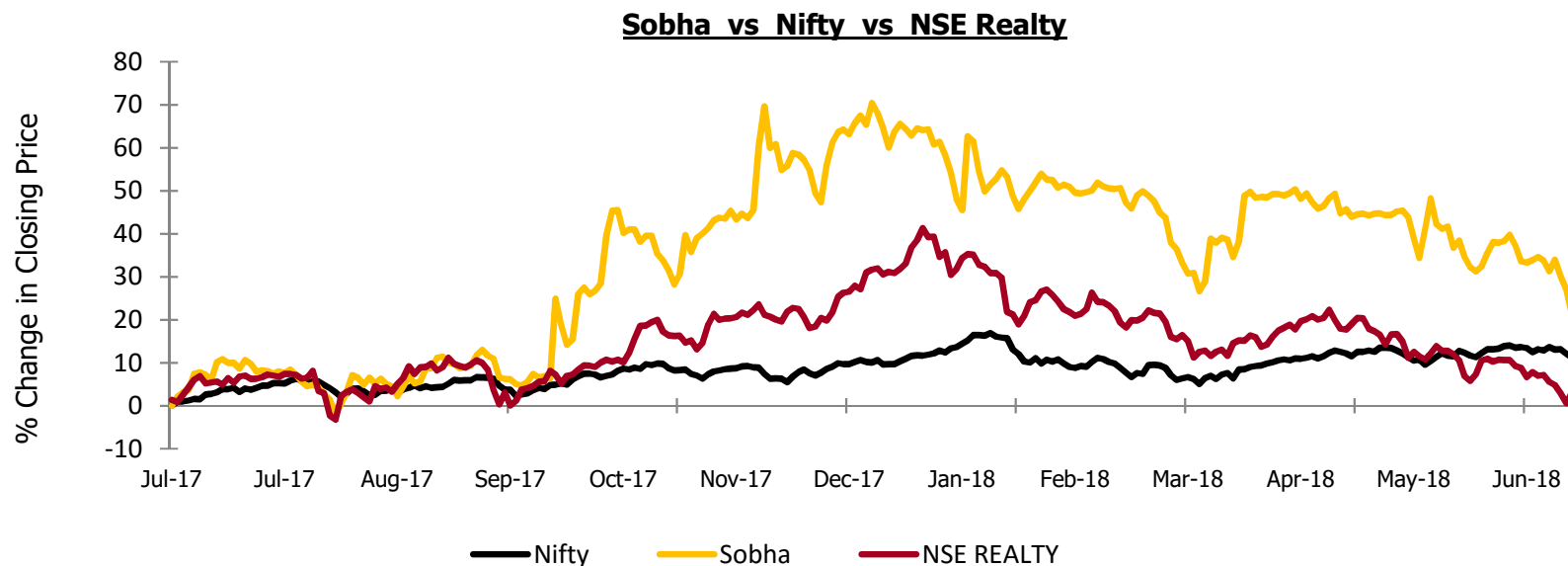
Status as on: 30th June,2018

No. of Shares	94.85 Million
Market Capitalization	Rs.41.85 Billion
Stock Price : 52 week High / Low	Rs.627 / Rs.360
Avg. Daily volume (12 months)	445,507

Source : NSE, BSE

Key Research Houses covering the stock...

- CLSA India
- Morgan Stanley
- SBICap Securities
- JM Financials
- J P Morgan
- Axis Capital
- Deutsche Bank
- IIFL (India Info Line)
- Macquarie Capital
- B & K Securities
- HSBC Securities
- Kotak Securities
- Elara Capital
- Edelweiss Securities
- ICICI Direct
- ICICI Securities
- Spark Capital
- Emkay Global
- Anand Rathi
- BNP Paribas
- BOA -Merrill Lynch...



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V. ANNEXURES

PROFIT & LOSS STATEMENT

Amount Rs.in Millions

	AS-115
Particulars	Q1-19 ¹
Property Development	3,596
Contractual + Manufacturing	2,381
Other Income	124
Total Revenue	6,101
Total Expenditure	4,671
EBITDA	1,430
EBITDA %	23.4%
Depreciation	149
Finance Expenses	541
Profit Before Tax	740
PBT %	12.1%
Tax Expenses	214
Add: Share of profit jointly controlled entity	-
PAT after share of associates	526
Other comprehensive income (net of tax expense)	8
NET PROFIT	534
NET PROFIT %	8.8%

AS-11 & 18 (Previous Method)			
Q1-19 ²	Q1-18	Q4-18	FY-18
5,624	5,055	5,013	20,006
2,381	1,734	2,683	7,864
124	102	196	495
8,129	6,891	7,892	28,365
6,436	5,579	6,332	22,673
1,693	1,312	1,560	5,692
20.8%	19%	19.8%	20%
149	135	135	544
541	449	518	1,978
1,003	728	907	3,170
12.3%	10.6%	11.5%	11.2%
305	251	253	1,002
-	-	-	-
698	477	654	2,168
8	(7)	-	(4)
706	470	654	2,164
8.7%	6.8%	8.3%	7.6%

- Note: 1. Since there is a change in accounting method, the current quarter numbers as per AS-115 can not be compared with previous year figures
 2. Figures given in Q1-19 as per AS-11 & 18, was prepared by the management for comparative purpose and the same was not reviewed by the auditors.
 ▪ Figures have been regrouped & reclassified, wherever necessary

CONSOLIDATED BALANCE SHEET

	AS-115	AS-11 & 18
PARTICULARS	JUNE-18	JUNE-17
ASSETS		
Non-current assets		
Property, Plant and equipment	2,768	3,065
Investment Property	1,956	1,983
Investment Property under construction	1,418	859
Intangible assets	1	2
Financial assets		
Investments	1,125	182
Trade Receivables	110	152
Other Non-current financial assets	373	489
Other non-current assets	4,317	4,190
Current tax assets (net)	54	-
	12,122	10,922
Current Assets		
Inventories	61,371	50,840
Financial Assets		
Trade receivables	4,075	2,927
Cash and cash equivalents	659	833
Bank balance other than Cash & cash equivalents	76	197
Other Current financial assets	4,890	8,059
Other current assets	17,284	15,882
Deferred Tax liabilities (net)	1,546	-
	89,901	78,738
TOTAL ASSETS	102,023	89,660

Amount Rs.in Millions

	AS-115	AS-11 & 18
PARTICULARS	JUNE-18	JUNE-17
EQUITY & LIABILITIES		
Equity		
Equity Share Capital	948	963
Securities premium account	19,717	25,952
Total Equity	20,665	26,915
Non-current Liabilities		
Financial Liabilities		
Borrowings	2,188	4,180
Other financial liabilities	2	2
Long term Provisions	177	170
Deferred tax liabilities (Net)	-	2,347
	2,367	6,699
Current Liabilities -		
Financial Liabilities		
Borrowings	21,039	17,112
Trade payables	12,000	8,477
Other current financial liabilities	4,514	3,232
Other current liabilities	40,860	26,700
Liabilities for current Tax (net)	451	402
Provisions	127	123
	78,991	56,046
Total Liabilities	81,358	62,745
Total Equity and Liabilities	102,023	89,660

Note: 1. Since there is a change in accounting method, the current quarter numbers as per AS-115 can not be compared with previous year figures

CASH FLOW STATEMENT

Amount Rs.in Millions

PARTICULARS	Q1-19	Q1-18	Q4-18	FY-18
Operational cash inflows				
Real Estate Operations	5,030	5,738	5,980	20,930
Contractual & Manufacturing	2,341	1,557	3,127	9,152
Total Operational cash inflow –(A)	7,371	7,295	9,107	30,082
Operational cash outflows				
Real Estate project expenses	3,044	2,960	3,516	12,633
Contracts and Manufacturing expenses	1,923	1,584	2,329	6,798
Statutory Dues & Other Taxes	55	372	15	821
Corpus Repayment	67	54	74	220
Central Over Heads	425	399	496	1,763
Advertising & Marketing expenses	250	113	200	605
Total Operational cash outflow- (B)	5,764	5,482	6,630	22,840
Net Operational Cash flow : (C=A-B)	1,607	1,813	2,477	7,242

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

CASH FLOW STATEMENT

Amount Rs.in Millions

PARTICULARS	Q1-19	Q1-18	Q4-18	FY-18
Financial Outflows				
Finance Cost	660	540	717	2,675
Income Tax	147	274	161	821
Total Financial Outflows (D)	807	814	878	3,496
Net Cash flow after Financial Outflow : (E=C-D)	800	999	1,599	3,746
Capital Outflows				
Land Payments	1,309	361	209	3,605
Buy Back of Shares	-	-	-	621
Dividend including tax	-	-	-	290
Donation / CSR Contribution	58	48	7	136
Capex – General	8	12	12	60
Capex – Commercial Real Estate	59	88	86	288
Total Capital Outflow (F)	1,434	509	314	5,000
Total Cash Inflow : (A)	7,371	7,295	9,107	30,082
Total Cash Outflow : (G =B+D+F)	8,005	6,805	7,822	31,336
Net Cash flow (A - G)	(634)	490	1,285	(1,254)

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

Real Estate – Details of Ongoing projects as on 30th June,2018

Area in Million Sq.feet

Sl.No	Projects	Location	Type	Total Developable Area	Total Saleable Area	Sobha Share of Saleable Area	Remarks
I	<u>Ongoing Projects - RERA registration are exempted as per rule.</u>						
1	Sobha Lifestyle Legacy (Ph 2)	Devanahalli, Bangalore	Villas	0.97	0.49	0.37	Area Share:75%
2	Sobha West Hill - Part C	Veerakeralam, Coimbatore	Villas	0.05	0.03	0.03	
3	élan (JD with LMW)*	Ganapathy, Coimbatore	Apartments	0.42	0.34	0.34	Revenue share:70%
4	International City - Ph 1 (B & B3)	Babupur, Gurgaon	Duple Villas	0.08	0.08	0.05	Area Share:64%
5	International City - Phase 2 (E)	Babupur, Gurgaon	Villas & Duple Villas	1.78	1.14	0.73	
6	International City - Phase 2	Babupur, Gurgaon	Row Houses	0.06	0.04	0.03	
7	International City - Phase 3 (Part)	Babupur, Gurgaon	Row Houses	0.69	0.45	0.28	
8	St.Mark's Road Property	St.Mark's Road	Commercial	0.38	0.20	(For lease)	Area Share:50%
				4.44	2.76	1.83	
II	<u>Ongoing Projects - RERA rules not yet notified</u>						
1	Sobha Bela Encosta	Palazhi, Kozhikode	Villas	0.43	0.21	0.21	Revenue share:75%
2	Sobha Rio Vista	Feroke, Kozhikode	Apartments	0.64	0.51	0.51	Revenue share:78%
3	Sobha Lake Edge	Sobha City @ Thrissur	Apartments	0.29	0.24	0.24	
4	Marina One - Block 2,3,4 & 12	Marine Drive, Cochin	Apartments	1.49	1.22	1.22	Co-ownership:50%
5	Sobha Silver Estate	Pottore, Thrissur	Villas	0.31	0.18	0.18	
				3.16	2.37	2.37	
III	<u>Ongoing Projects - Registered under RERA</u>						
1	Sobha City - Casa Paradiso 4	Thanisandra, Bangalore	Apartments	0.46	0.38	0.38	
2	Sobha Indraprastha	Central Bangalore	Apartments	2.38	1.55	0.84	Area Share:54%
3	Sobha Silicon Oasis - Apts (Blk 1-11)	Hosa Road, Bangalore	Apartments	1.99	1.42	1.42	
4	Sobha Silicon Oasis- Row Houses	Hosa Road,Bangalore	Row Houses	0.05	0.05	0.05	
5	Sobha Valley View (Phase 1)	Banashankari Extn,Bangalore	Apartments	0.73	0.49	0.49	Revenue share:79.8%
6	Sobha Avenue	Whitefield, Bangalore	Apartments	0.40	0.30	0.30	
7	Sobha Arena - The Plaza	Kanakapura Road, Bangalore	Apartments	0.32	0.22	0.22	Revenue share:69%
8	Sobha Arena - The Square (Block 4)	Kanakapura Road, Bangalore	Apartments	0.47	0.32	0.32	
9	Sobha Arena - Pebble Court (Block 1)	Kanakapura Road, Bangalore	Apartments	0.38	0.26	0.26	
10	Sobha Morzaria Grandeur-2	Diary Circle, Bangalore	Apartments	0.10	0.08	0.08	Revenue share:51%

Real Estate – Details of Ongoing projects as on 30th June, 2018

Area in Million Sq.feet

Sl.No	Projects	Location	Type	Total Developable Area	Total Saleable Area	Sobha Share of Saleable Area	Remarks
11	Sobha Dream Acres - Rain Forest	Balagere, Off ORR, Bangalore	Apartments	0.88	0.66	0.66	
12	Sobha Dream Acres - Tropical Greens	Balagere, Off ORR, Bangalore	Apartments	1.63	1.22	1.22	
13	Sobha Dream Acres : Palm Springs	Balagere, Off ORR, Bangalore	Apartments	0.80	0.59	0.59	
14	Sobha Clovelly	Padmanabha Nagar, Bangalore	Apartments	0.53	0.33	0.33	Revenue share:57.75%
15	Sobha 25 Richmond	Longford Town, Bangalore	Apartments	0.02	0.02	0.01	Area Share:50%
16	Sobha Palm Court	Kogilu Cross, Bangalore	Apartments	0.71	0.51	0.42	Revenue share:83%
17	Sobha HRC Pristine - Block 1,2 & 3	Jakkur, Bangalore	Apartments	1.28	0.76	0.76	Revenue share:61.9%
18	Sobha HRC Pristine - Block 4 & 5	Jakkur, Bangalore	Row Houses	0.04	0.04	0.04	Revenue share:60%
19	Sobha Forest Edge	Kanakapura Road, Bangalore	Apartments	0.60	0.45	0.45	
20	Sobha City - Tower A1,B1,C1	Babupur, Gurgaon	Apartments	0.58	0.46	0.46	Revenue share:63.14%
21	Sobha City - Tower A2,B2,C2	Babupur, Gurgaon	Apartments	0.58	0.46	0.46	
22	Sobha Winchester	Kovilampakkam, Chennai	Apartments	0.70	0.51	0.37	Area Share:74.7%
23	Sobha Gardenia	Vengai Vasal, Chennai	Villas	0.30	0.19	0.12	Area Share: 65%
24	Sobha Meadows	Off KRS Road, Mysore	Plots	0.25	0.13	0.13	Revenue Share: 50%
				16.18	11.38	10.37	
IV	<u>Ongoing Projects - Registered under RERA -Yet to be released for sale :</u>						
1	SDA - Tropical Greens (Wing 21 to 38)	Balagere, Off ORR, Bangalore	Apartments	2.83	2.11	2.11	
				2.83	2.11	2.11	
V	<u>Projects received Plan approvals -- Not released for sale - Yet to be registered under RERA:</u>						
1	Sobha Dream Acres - Unreleased	Balagere, Off ORR, Bangalore	Apartments	2.22	1.66	1.66	
2	International City - Residential (Ph 3 & 4)	Babupur, Gurgaon	Villas & Row Houses	3.82	1.16	0.74	Area Share:64%
3	International City - Commercial	Babupur, Gurgaon	Commercial Space	0.46	0.46	0.29	
4	Sobha City - Unreleased Towers	Babupur, Gurgaon	Apartments	2.95	2.32	2.32	Revenue share:63.14%
5	Marina One (Unreleased)	Marine Drive, Cochin	Apartments	2.42	1.98	1.98	Co-ownership:50%
				11.87	7.58	6.99	
	GRAND TOTAL			38.48	26.20	23.67	

* 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.



PASSION AT WORK

THANK YOU

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Sobha Dream Acres – Phase 1 Bangalore



Sobha Orion - Pune



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