



PASSION AT WORK



# **SOBHA DEVELOPERS LTD**

Investor Presentation – 31<sup>st</sup> March 2012

## **SOBHA – HIGHLIGHTS OF THE YEAR**

<b>Execution</b>	<b>Completed over 50 mn. sqft of developable area comprising of 288 number of projects in both Real Estate and Contracts, since inception.</b>
<b>New Launches</b>	<b>Launched 10.45 mn.sft of new projects in 6 cities – a record.</b>
<b>Sales Value</b>	<b>New sales of Rs.17.01 Billion in value -the best so far.</b>
<b>D/E Ratio</b>	<b>Brought down the D/E ratio of 0.52 on standalone basis and 0.57 on a consolidated basis - the lowest ever.</b>
<b>PBT</b>	<b>Achieved Profit Before Tax of Rs.3.18 Billion on a consolidated basis - highest ever.</b>
<b>NETWORTH</b>	<b>Net worth of Rs.20 Billion</b>
<b>Customers</b>	<b>Crossed more than 10,000 customers base.</b>

## PERFORMANCE HIGHLIGHTS FY-2012

<b>SALES</b>	<ul style="list-style-type: none"> <li>❖ Sold 3.28 mn sq.ft new sales, up by 18%</li> <li>❖ Recorded new sales value of Rs.17.01 Billion, up by 50%</li> <li>❖ Average price realization has improved to Rs.5,181/ sqft from Rs.4,082 / sq.ft, up by 27%</li> </ul>
<b>REVENUE</b>	<ul style="list-style-type: none"> <li>❖ Consolidated revenue of Rs.14.14 Billion in FY-12 as against Rs.14 Billion in FY 11.</li> <li>❖ Unbilled revenue of Rs.11.14 Billion as on 31st Mar-12 from Real Estate</li> </ul>
<b>EBITDA</b>	<ul style="list-style-type: none"> <li>❖ Consolidated EBITDA of Rs.4.73 Billion during FY-12 as against Rs.3.65 Billion in FY -11, up by 30%</li> <li>❖ Consolidated EBITDA margin of 33%</li> </ul>
<b>PBT</b>	<ul style="list-style-type: none"> <li>❖ Consolidated PBT of Rs.3.18 Billion during FY-12 as against Rs.2.51 Billion in FY-11. Highest ever in the history. Up by 26% yr on yr</li> <li>❖ Consolidated PBT margin of 22%</li> </ul>
<b>PAT</b>	<ul style="list-style-type: none"> <li>❖ Consolidated PAT (after minority interest) of Rs.2.06 Billion during FY-12 as against Rs.1.81 Billion in FY-11. Up by 14 % yr on yr</li> <li>❖ Consolidated PAT (after minority interest) margin of 15%</li> </ul>

## PERFORMANCE HIGHLIGHTS FY-2012

<b>CASHFLOW</b>	<ul style="list-style-type: none"><li>❖ Consistently generated positive operational cash flow, which is Rs.3.80 Billion during FY-12</li></ul>
<b>LOAN</b>	<ul style="list-style-type: none"><li>❖ Repaid loan of Rs.7.32 Billion during the year</li></ul>
<b>EXECUTION</b>	<ul style="list-style-type: none"><li>❖ Developed overall 288 number of projects consisting of 51.80 mn.sft of developable area and 46.82 mn.sf of Super Built-up area in 20 cities.</li><li>❖ Currently executing 85 number of projects aggregating to 33.09 mn.sft of developable area and 26.33 mn.sft of Super Built-up area</li><li>❖ Completed and handed over 5.22 mn.sft of developable area and 4.14 mn.sft of Super Built-up area during FY-12</li></ul>

## PERFORMANCE HIGHLIGHTS Q4-2012

<b>SALES</b>	<ul style="list-style-type: none"> <li>▪ Sold 0.86 mn sq.ft new sales, up by 32% on yr on yr</li> <li>▪ Recorded new sales value of Rs.4.64 Billion, up by 57% on yr on yr</li> <li>▪ Average price realization has improved to Rs.5,380 / sq.ft from Rs.4,499 / sq.ft, up by 20% on yr on yr</li> </ul>
<b>REVENUE</b>	<ul style="list-style-type: none"> <li>▪ Consolidated revenue of Rs.5.24 Billion during Q4-12 as against Rs. 3.20 Billion in Q4-11</li> <li>▪ Up by 64% on Q-on-Q and 65% sequentially</li> </ul>
<b>EBITDA</b>	<ul style="list-style-type: none"> <li>▪ Consolidated EBITDA of Rs.1.97 Billion during Q4-12 as against Rs.0.82 Billion in Q4 -11</li> <li>▪ EBITDA up by 139% on Q-on-Q and 67% sequentially.</li> <li>▪ EBITDA margin at 37%</li> </ul>
<b>PBT</b>	<ul style="list-style-type: none"> <li>▪ Consolidated PBT of Rs.1.44 Billion during Q4-12 as against Rs.0.53 Billion in Q4-11.</li> <li>▪ PBT up by 172% Q-on-Q and 88% sequentially</li> <li>▪ PBT margin at 28%</li> </ul>
<b>PAT</b>	<ul style="list-style-type: none"> <li>▪ Booked PAT (after minority interest) of Rs.0.94 Billion during Q4-12 as against Rs.0.39 Billion in Q4-11.</li> <li>▪ PAT up by 139% Q-on-Q and 79% sequentially</li> </ul>
<b>CASH FLOW</b>	<ul style="list-style-type: none"> <li>▪ Generated positive cash flow of Rs.1.32 Billion during Q4-12</li> </ul>

# SALES PERFORMANCE

## Real Estate Sales

Locations-	FY 12	FY 11	FY 10	FY 09
Bangalore	2,259,337	2,113,836	1,356,744	327,758
NCR (Gurgaon)	322,767	-	-	-
Chennai	85,213	-	-	-
Pune	128,709	145,926	104,839	310,317
Thrissur	304,373	382,305	266,871	47,156
Coimbatore	90,988	134,748	351,959	190,886
Mysore	92,823	-	-	-
<b>TOTAL</b>	<b>3,284,209</b>	<b>2,776,814</b>	<b>2,080,413</b>	<b>876,117</b>

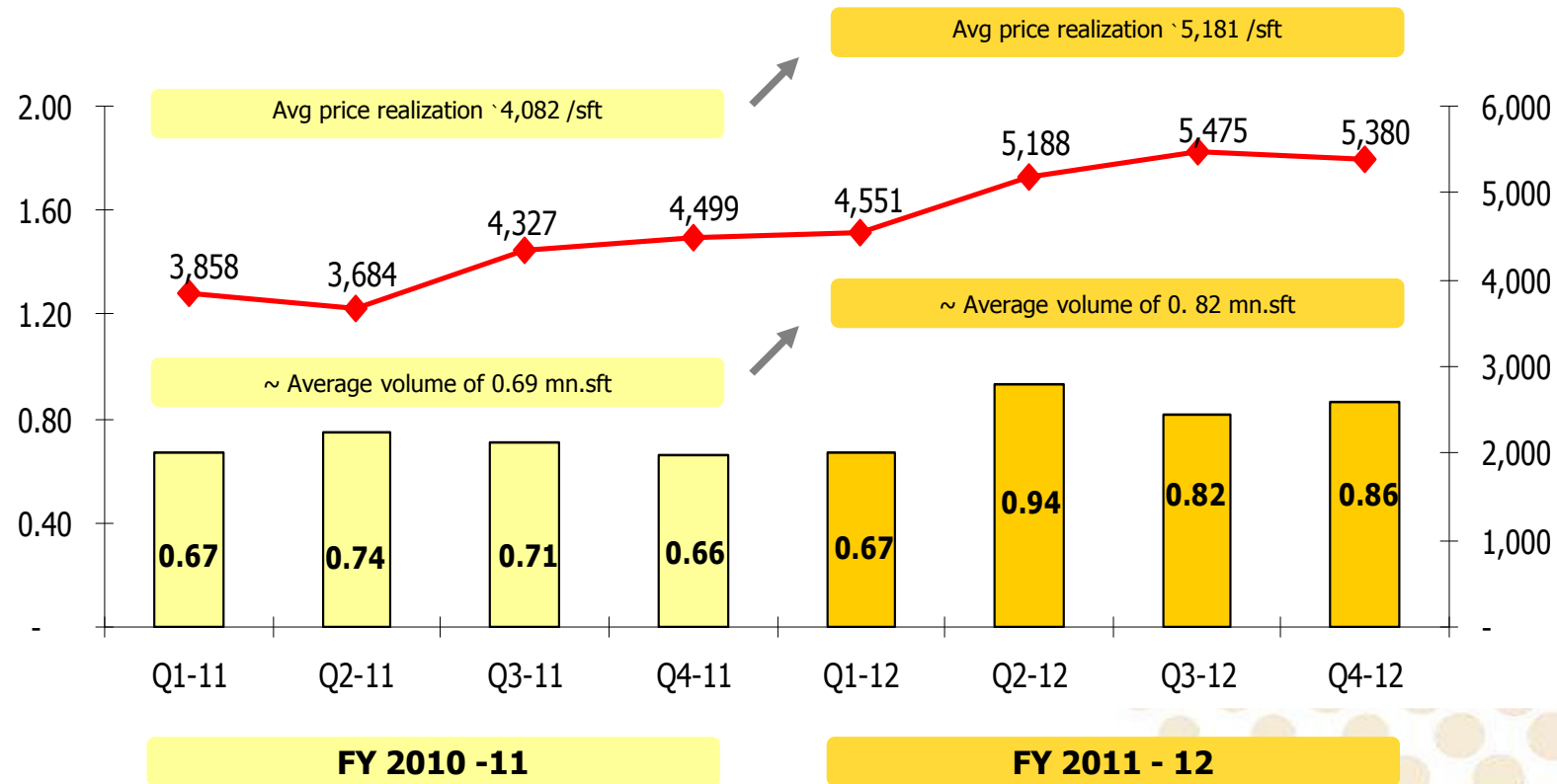
CAGR growth of 55.4%

Average Price Realization (₹ per sqft)	5,181	4,082	2,647	2,966
Sales Value (Rs.in Billion)	17.01	11.33	5.51	2.60

CAGR growth of 87.1%

# IMPROVED SALES PERFORMANCE

**Improved sales volume & Average price realization irrespective of adverse macro environment**





# REAL ESTATE - SNAPSHOT



## **Completed Projects**

- ❖ 79 Projects aggregating to 20.47 mn.sft of Super Built-up area
- ❖ Total area developed \* was 25.45 mn.sft



## **Ongoing Projects**

- ❖ 38 Projects aggregating to 16.28 mn.sft of Super Built-up area
- ❖ Total developable\* area of 23.04 mn.sft under progress



## **Forthcoming Projects**

- ❖ 11 Projects aggregating to ~5.87 mn.sft of Super Built-up area
- ❖ Total developable area of ~7.67 mn.sft

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

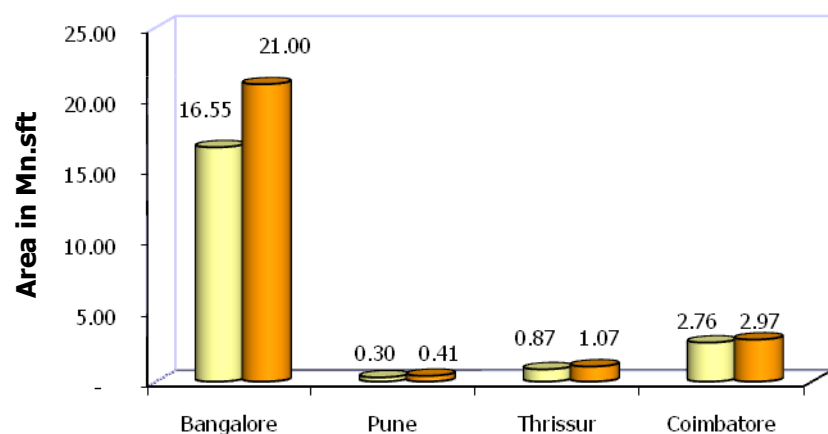


# REAL ESTATE - OVERVIEW

- ❖ PAN India presence across 7 cities – Bangalore, NCR (Gurgaon), Chennai, Pune, Thrissur, Coimbatore & Mysore
- ❖ Product mix includes Multi Storied Apartments (Dreams, Luxury, Super Luxury & Presidential category), Row Houses, Super Luxury Villas and Plotted Developments.

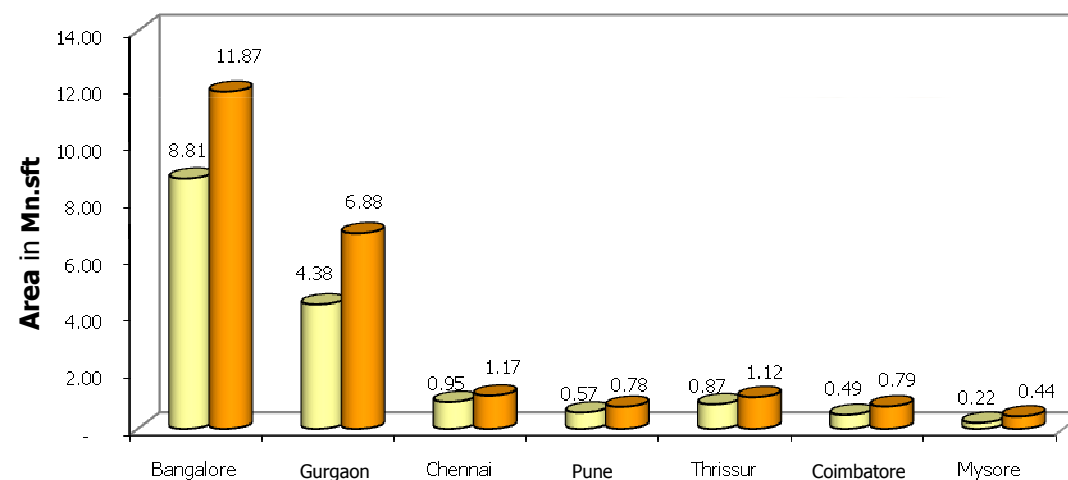
## Completed

Developed Area : 25.45 mn.sft  
Super Built-up area : 20.47 mn.sft



## Ongoing

Developable Area : 23.04 mn.sft  
Super Built-up area : 16.28 mn.sft



Developed / Developable Area

Super Built-up area

# REAL ESTATE – FUTURE LAUNCHES

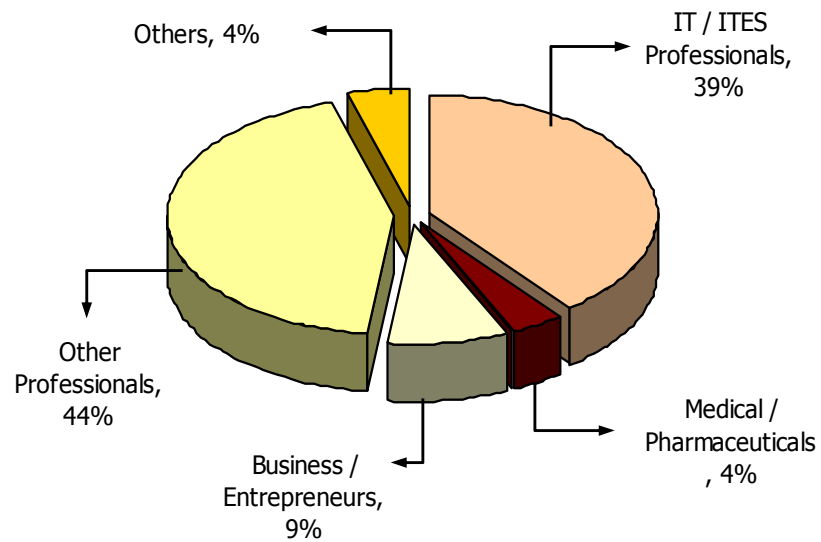
## Proposed new launches in next 4 quarters

Sl.No	Projects	Location	Type	SITE Area (in Acres)	~Total SBA (sft)	Sobha share of SBA (sft)
<b>BANGALORE</b>						
1	Dairy Circle Property	Bannerghatta Road	Residential + Commercial	3.50	436,000	218,000
2	Hosakerehalli Property	Hosakerehalli, Mysore Road	L+SL Apartments	15.70	1,709,730	1,360,161
3	City Property	Minerva Mills, Gopalapura	Residential + Commercial	11.37	1,635,600	899,580
4	Hirandahalli Property	Off Old Madras Road	Villas + Apartments	22.5	453,069	289,964
5	Hosahalli Property	Kanakapura Road	Residential	3.48	471,479	471,479
6	St.Mark's Road Property	St.Mark's Road	Commercial	1.84	192,093	96,047
<b>Coimbatore</b>						
7	Harishree Gardens – 5	Veerakeralam	Super Luxury Villas	10.88	147,715	147,715
<b>Thrissur</b>						
8	Sobha Jade	Thrissur, Kerala	SL Apartments	3.15	495,383	495,383
9	Sobha City-Commercial 2	Thrissur, Kerala	Office + Hotel Space	3.36	191,309	191,309
<b>Mysore</b>						
10	Nadanahalli property	Nadanahalli	Plotted Development	6.20	135,036	135,036
	<b>TOTAL</b>			<b>81.98</b>	<b>5,867,415</b>	<b>4,304,674</b>

Note: Area details are subject to change

# BUYERS PROFILE

## Profession-wise breakup



### Note:

- 1) Other Professionals includes Manufacturing, Financial Services, Hospitality, Media, Telecom etc
- 2) Others includes House wives, Agriculturist, Retired, Govt. Employees etc.

## Bank Funding Position

Customers applied for Bank Loan	45%
Self Funding	55%

Note: The funding position is considered for cumulative sales period from January-11 to December-11.

## PRICE BAND CATEGORY - RESIDENTIAL

Particulars	Area in Mn.sft	No. of units
Total area sold	3.28	1,605
Less: 1BHK units & Commercial space sold	(0.05)	(29)
Net residential area sold	3.23	1,576

Category	SBA (Mn.sft)	Percentage	No of units	Percentage
50-75 lakhs	0.74	23%	438	28%
75 lakhs to 1cr	1.27	39%	711	45%
1 cr to 2 crs	0.71	22%	305	19%
Above 2 crs	0.51	16%	122	8%
<b>Grand Total</b>	<b>3.23</b>	<b>100%</b>	<b>1,576</b>	<b>100%</b>

# CONTRACTS – SNAPSHOT



## **Completed Projects**

- ❖ 209 Projects aggregating to 26.35 mn.sft of area
- ❖ Completed projects located in 18 cities across India

## **Projects Under Progress**

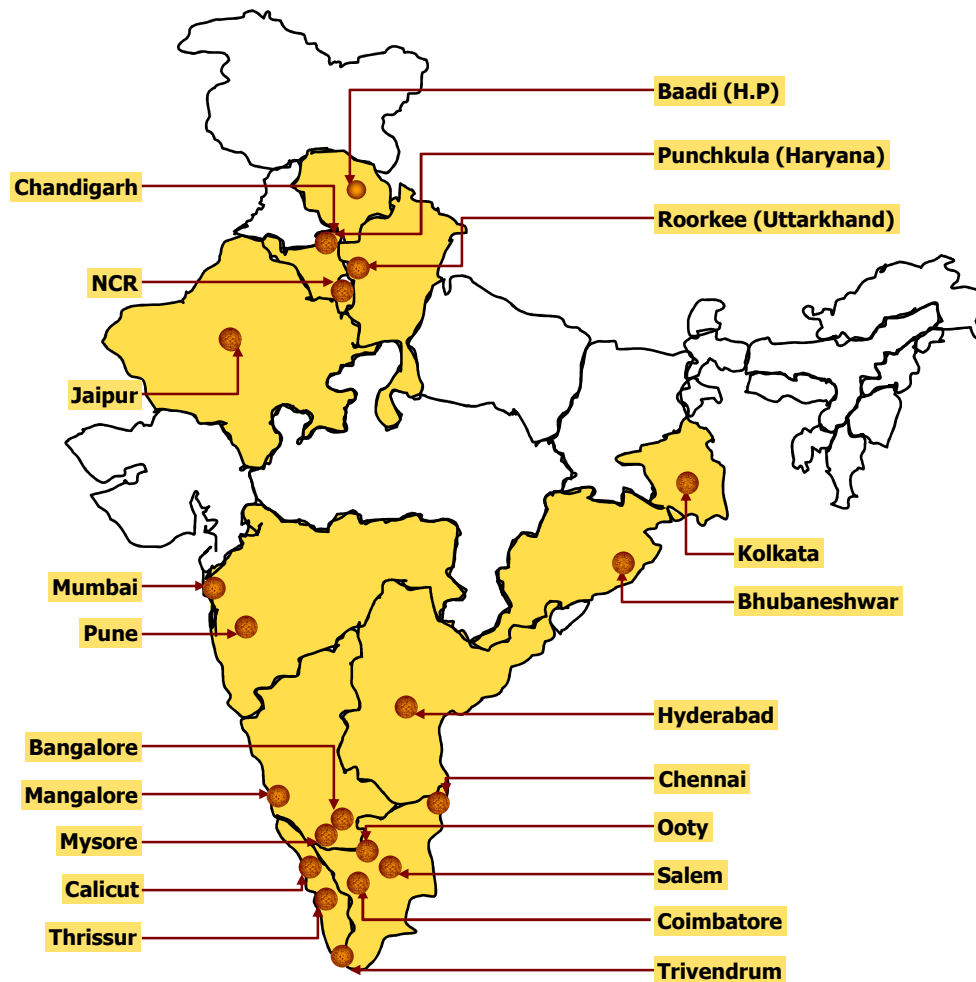
- ❖ 47 Projects aggregating to 10.05 mn.sft of area
- ❖ Ongoing contractual projects located in 11 cities across India

### Note:

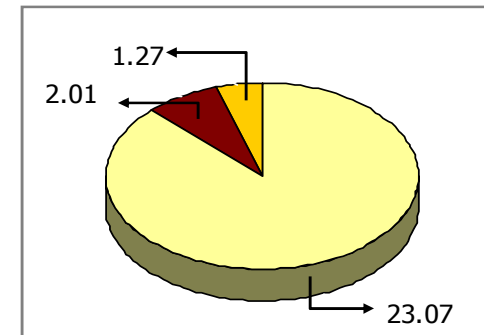
1. Contractual orders includes Civil, Finishes, MEP, Interiors & Furniture, Metal and Glazing works

# CONTRACTS – OVERVIEW

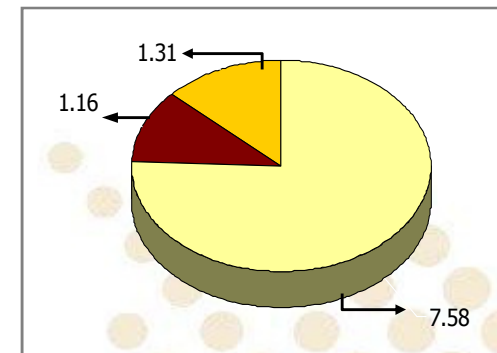
## Contractual Projects - Presence across 21 cities and 11 states



## Completed Projects (26.35 mn.sft)



## Ongoing Projects (10.05 mn.sft)



- Infosys
- Corporate Clients
- Other Clients

• Corporate Clients includes Dell, HP, Timken, Taj, Bayer Material Science, HCL, Bharat Forge, ITC, Biocon, IPE, Bosch, GMR, Hotel Leela Ventures etc

• Other Clients includes Ragsons Electronics, Vakil Housing, Sterling Mac Hotels, Shanthi Hospital, FAME school, Gold Plus Glass Industries and many other Private bungalows.



## CONTRACTS – PROJECTS BREAK-UP

### Contractual Projects status as on 31<sup>st</sup> March-12

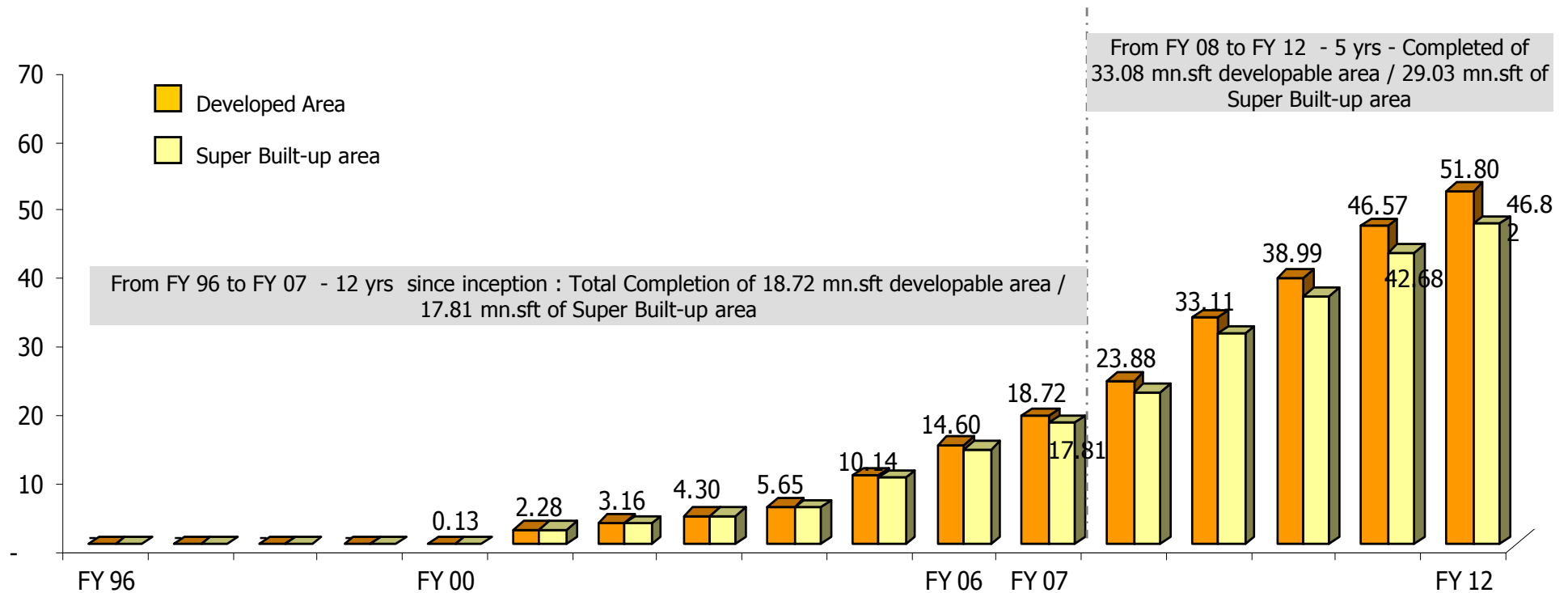
S.NO	DESCRIPTION	PROJECTS UNDER PROGRESS	
		No of Projects	SBA (Sft )
1	Bangalore	14	2,103,268
2	Hyderabad	10	2,142,888
3	Mysore	4	2,210,834
4	Chennai	6	1,186,480
5	Pune	3	1,119,032
6	Mangalore	5	861,485
7	Coimbatore	1	250,000
8	Salem	1	120,000
9	Trivendrum	1	13,132
10	Ooty	1	13,106
11	Gurgaon, Noida	1	28,583
	<b>TOTAL</b>	<b>47</b>	<b>10,048,808</b>

**Note:**

- The scope of work varies from Civil, Finishes, MEP, Interiors to Glazing
- The Order book value of projects under progress is about Rs. 6.07 Billion

# EXECUTION TRACK RECORD

## Cumulative area completion



- ❖ During FY12, completed 5.22 mn.sft of developable area and 4.14 mn.sft of Super Built-up area
- ❖ Sobha has completed 18.72 mn.sft of developable area over a period of 12 years till 2007, since inception in 1995, and thereof has completed 33.08 mn.sft of area in the next 5 years till end of Mar-12.
- ❖ Consistently developing 6.62 mn.sft of developable area and of 5.80 mn.sft Super Built-up area for the past 5 years

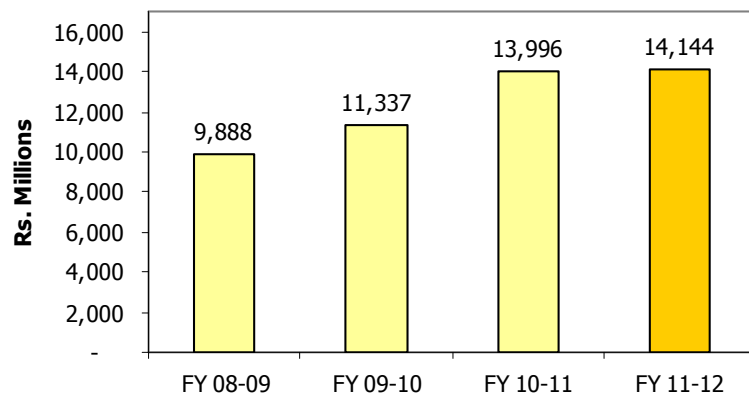
## OPERATIONAL CASHFLOW – REAL ESTATE

### Real Estate Projected Cash flow status as on 31<sup>st</sup> March-12

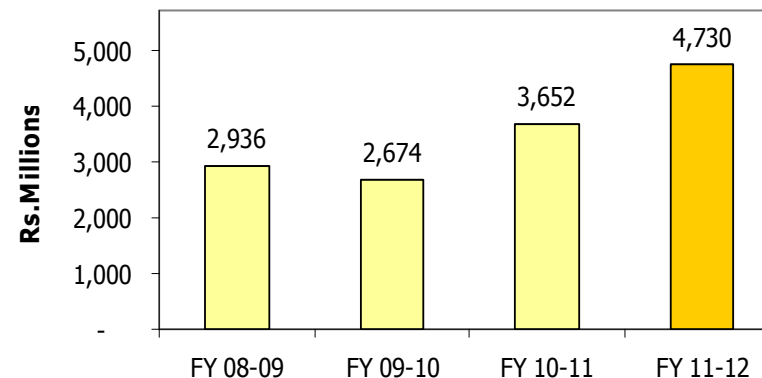
Description	Ongoing Projects	Completed Projects	UOM
Total Super Built-up area	16.28	5.43	Mn.sft
Sobha share of Saleable area	14.09	5.19	Mn.sft
Total area sold till 31 <sup>st</sup> March-12	4.39	5.10	Mn.sft
Unsold area	9.70	0.09	Mn.sft
Balance construction cost to be spent to complete the entire developments	39,596	432	Rs.Mns
Outstanding receivables + Balance to be billed and collected on sold units	12,896	755	Rs.Mns
Sales value of unsold stock	62,776	451	Rs.Mns
<b>Positive cash flow expected</b>	<b>36,076</b>	<b>774</b>	<b>Rs.Mns</b>
<b>Total Cash flow available from the Real Estate projects</b>	<b>36,850</b>		<b>Rs.Mns</b>

# FINANCIAL SNAPSHOT (Consolidated)

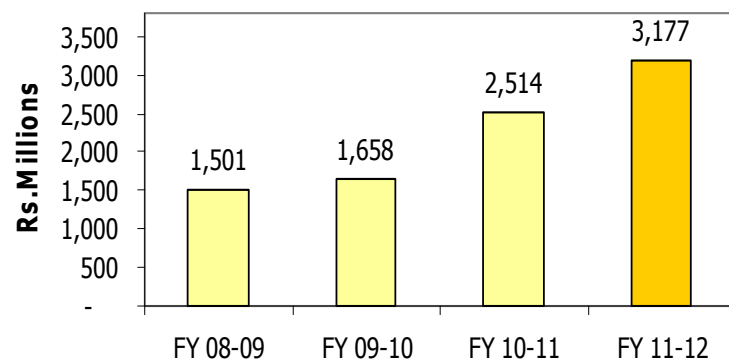
## REVENUE



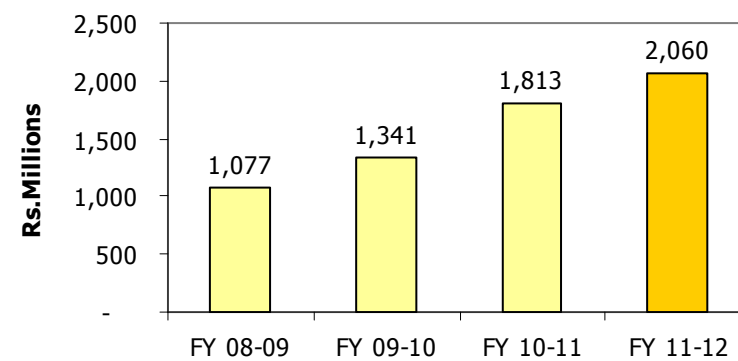
## EBITDA



## PROFIT BEFORE TAX

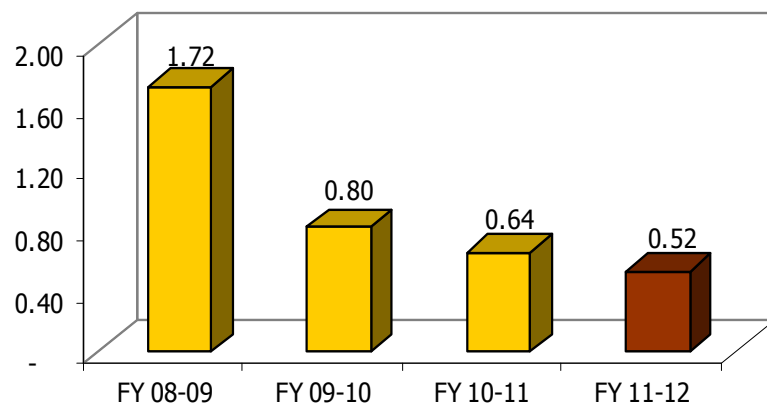


## PROFIT AFTER TAX



# FINANCIAL SNAPSHOT

**D/E Ratio - Standalone**

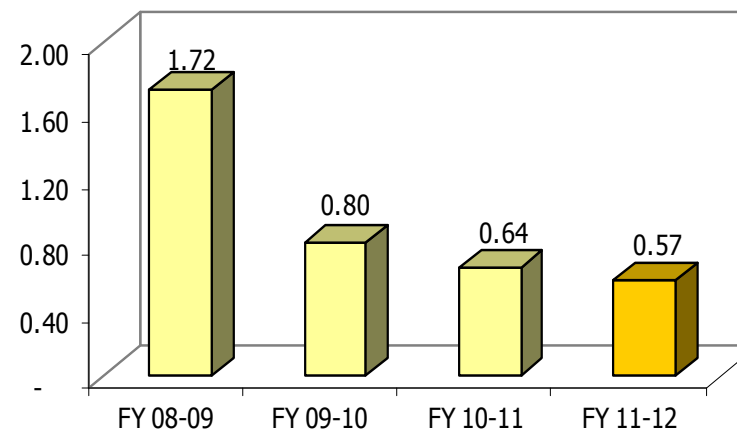


Net Worth : Rs. 20.00 Billion

Debt (net) : Rs. 10.35 Billion

**D/E ratio : 0.52**

**D/E Ratio - Consolidated**



Net Worth : Rs. 20.00 Billion

Debt (net) : Rs. 11.44 Billion

**D/E ratio : 0.57**

# BALANCE SHEET (Consolidated)

Rs.in Millions

	31-Mar-12	31-Mar-11
<b>EQUITY AND LIABILITIES</b>		
Shareholders' funds		
Share capital	980.64	980.64
Reserves and surplus	19,016.87	17,527.19
	<b>19,997.51</b>	<b>18,507.83</b>
Minority Interest	355.32	324.02
<b>Non-current liabilities</b>		
Long Term Borrowings	244.40	20.70
Deferred Tax Liability (net)	330.37	-
Trade Payables	177.62	177.62
Long term provisions	20.68	25.72
	<b>773.07</b>	<b>224.04</b>
<b>Current liabilities</b>		
Short term borrowings	1,973.38	3,251.17
Trade Payables	3,798.21	3,263.53
Other current liabilities	14,109.38	12,460.16
Short term provisions	1,365.52	915.79
	<b>21,246.49</b>	<b>19,890.65</b>
<b>Total</b>	<b>42,372.39</b>	<b>38,946.54</b>

	31-Mar-12	31-Mar-11
<b>ASSETS</b>		
<b>Non-current assets</b>		
<b>Fixed assets</b>		
Tangible assets	2,739.60	1,366.50
Intangible assets	57.93	6.27
Goodwill on consolidation	42.01	-
Capital work-in-progress	12.75	646.51
Non-current investments	0.28	27.16
Deferred tax assets (net)	-	73.79
Long-term loans and advances	5,501.94	4,581.72
Inventories	13.50	19.69
Trade receivables	51.25	25.51
Other non-current assets	101.85	58.33
	<b>8,521.11</b>	<b>6,805.48</b>
<b>Current assets</b>		
Current investments	-	9.95
Inventories	16,745.94	10,664.89
Trade receivables	1,128.63	1,055.85
Cash and bank balances	587.56	230.13
Short-term loans and advances	12,766.52	17,009.99
Other current assets	2,622.63	3,170.25
	<b>33,851.28</b>	<b>32,141.06</b>
<b>TOTAL</b>	<b>42,372.39</b>	<b>38,946.54</b>



## PROFIT AND LOSS STATEMENT (Consolidated)

Rs. in Millions

Particulars	Q4-12	Q4-11	Q3-12	FY 12	FY 11	% of Growth	% of Growth	
							Q4-12 on Q3-12	FY 12 on FY-11
Property Development	3,923	2,129	2,260	10,338	10,763	84%	74%	(4%)
Contractual + Manufacturing	1,308	1,038	889	3,741	3,182	26%	47%	18%
Other Income	13	29	27	65	51	(6%)	(5%)	27%
<b>Total Revenue</b>	<b>5,244</b>	<b>3,196</b>	<b>3,176</b>	<b>14,144</b>	<b>13,996</b>	<b>64%</b>	<b>65%</b>	<b>1%</b>
<b>Total Expenditure</b>	<b>3,278</b>	<b>2,375</b>	<b>2,002</b>	<b>9,414</b>	<b>10,344</b>			
<b>EBITDA</b>	<b>1,966</b>	<b>821</b>	<b>1,174</b>	<b>4,730</b>	<b>3,652</b>	<b>139%</b>	<b>67%</b>	<b>30%</b>
<b>EBIDTA %</b>	<b>37%</b>	<b>26%</b>	<b>37%</b>	<b>33%</b>	<b>26%</b>	<b>42%</b>	<b>-</b>	<b>27%</b>
Depreciation & Amortization	116	69	107	388	278			
Finance Expenses	406	221	299	1,165	860			
<b>PBT</b>	<b>1,444</b>	<b>531</b>	<b>768</b>	<b>3,177</b>	<b>2,514</b>	<b>172%</b>	<b>88%</b>	<b>26%</b>
<b>PBT %</b>	<b>28%</b>	<b>17%</b>	<b>24%</b>	<b>22%</b>	<b>18%</b>	<b>65%</b>	<b>17%</b>	<b>22%</b>
Provision for Tax	498	137	230	1,077	669			
<b>PAT before minority interest</b>	<b>946</b>	<b>394</b>	<b>538</b>	<b>2,100</b>	<b>1,845</b>	<b>140%</b>	<b>76%</b>	<b>14%</b>
Minority Interest	8	1	13	41	32			
<b>PAT after minority interest</b>	<b>938</b>	<b>393</b>	<b>525</b>	<b>2,059</b>	<b>1,813</b>	<b>139%</b>	<b>79%</b>	<b>14%</b>
<b>PAT %</b>	<b>18%</b>	<b>12%</b>	<b>17%</b>	<b>15%</b>	<b>13%</b>			

## CASH FLOW STATEMENT (Consolidated)

Rs. in Millions

Particulars	FY 2011-12	FY 2010-11	FY 2009-10	FY 2008-09
<b>A. CASH FLOW FROM OPERATING ACTIVITIES</b>				
<b>Profit before tax</b>	<b>3, 177.08</b>	<b>2,514.18</b>	<b>1,657.91</b>	<b>1,501.29</b>
<i>Adjustments for</i>				
Share in profits of partnership firm	-	-	-	-
Depreciation/ amortization	387.52	277.73	323.10	360.33
(Profit)/loss on sale of fixed assets	(0.82)	(3.06)	(3.90)	(0.54)
Dividend income	-	-	(0.36)	(0.78)
Interest income	(35.63)	(15.66)	(7.91)	(12.56)
Interest expense	1,165.39	859.67	460.11	1,002.94
<b>Operating profit before working capital changes</b>	<b>4,693.54</b>	<b>3,632.86</b>	<b>2,428.95</b>	<b>2,850.68</b>
<i>Movements in working capital</i>				
(Increase)/ decrease in inventories	(5,388.27)	512.93	544.27	(2,135.88)
(Increase)/ decrease in debtors	1,193.64	178.29	(746.68)	1,864.90
(Increase)/ decrease in loans and advances	3,407.80	(792.48)	519.07	(945.73)
Increase/ (decrease) in current liabilities and provisions	401.28	801.56	737.40	490.17
<b>Cash generated from/ (used in) operations</b>	<b>4,307.99</b>	<b>4,333.16</b>	<b>3,483.01</b>	<b>2,124.14</b>
Direct taxes paid (net)	(509.87)	(356.37)	(161.79)	(296.41)
<b>Net cash generated from/ (used in) operating activities - (A)</b>	<b>3,798.12</b>	<b>3,976.79</b>	<b>3,321.21</b>	<b>1,827.73</b>

Note : FY 11-12 and FY 10-11 figures are regrouped

# CASH FLOW STATEMENT (Consolidated)

Rs. in Millions

Particulars	FY 2011-12	FY 2010-11	FY 2009-10	FY 2008-09
<b>B. CASH FLOW FROM INVESTING ACTIVITIES</b>				
Purchase of fixed assets	(1,088.77)	(229.78)	(139.41)	(412.47)
Proceeds from sale of fixed assets	2.62	5.44	6.94	2.43
Purchase of investments	-	-	(650.00)	(570.77)
Purchase of equity investments	-	(9.95)	-	(0.10)
Sale of investments	10.13	-	650.00	571.46
Sale of investments in subsidiaries	-	-	-	-
Interest received	34.67	15.65	8.06	12.40
Dividends received	-	-	0.36	0.78
<b>Net cash (used in)/ from investing activities - (B)</b>	<b>(1,041.34)</b>	<b>(218.64)</b>	<b>(124.05)</b>	<b>(396.27)</b>
<b>C. CASH FLOW FROM FINANCING ACTIVITIES</b>				
Proceeds from share application (pending refund)	-	-	-	474.70
Refund of share application money	-	-	(474.70)	-
Proceeds from issue of shares (net)	-	-	5,094.00	-
Proceeds from secured loans	6,797.46	4,274.59	1,838.00	12,652.59
Repayment of secured loans	(6,782.10)	(6,408.27)	(6,407.21)	(8,262.30)
Proceeds from unsecured loans	-	8.98	-	614.00
Repayment of unsecured loans	(13.48)	(200.00)	-	(3,525.23)
Interest paid (gross)	(2,058.17)	(1,741.86)	(2,469.98)	(2,983.79)
Dividends paid	(294.19)	(245.46)	(72.43)	(473.86)
Tax on dividend paid	(48.86)	(41.65)	(93.39)	-
<b>Net cash (used in)/ from financing activities - (C)</b>	<b>(2,399.34)</b>	<b>(4,353.67)</b>	<b>(2,585.71)</b>	<b>(1,503.89)</b>

Note : FY 11-12 and FY 10-11 figures are regrouped

## CASH FLOW STATEMENT (Consolidated)

Rs. in Millions

Particulars	FY 2011-12	FY 2010-11	FY 2009-10	FY 2008-09
<b>Net increase/ (decrease) in cash or cash equivalents - (A+B+C)</b>	<b>357.43</b>	<b>(595.52)</b>	<b>611.45</b>	<b>(72.43)</b>
Cash and cash equivalents as at beginning of the year	230.13	825.65	214.20	286.63
<b>Cash and cash equivalents as at the end of the year</b>	<b>587.56</b>	<b>230.13</b>	<b>825.65</b>	<b>214.60</b>
<b>Components of cash and cash equivalents</b>				
Cash on hand	3.68	4.37	4.23	2.68
Balances with scheduled banks				
On current accounts	403.98	164.90	455.46	175.92
On deposit accounts	179.90	60.86	365.96	35.60
	<b>587.56</b>	<b>230.13</b>	<b>825.65</b>	<b>214.20</b>

Note : FY 11-12 and FY 10-11 figures are regrouped

## MOVEMENT OF LOANS

### Standalone

Rs. in Millions

Particulars	As on 31 <sup>st</sup> Mar 2012	As on 31 <sup>st</sup> Mar 2011	Increase /(Decrease)
Gross Debt	10,881	12,110	(1,229)
Less: Cash & bank balances	533	217	(316)
Net Debt	10,348	11,893	(1,545)

### Consolidated

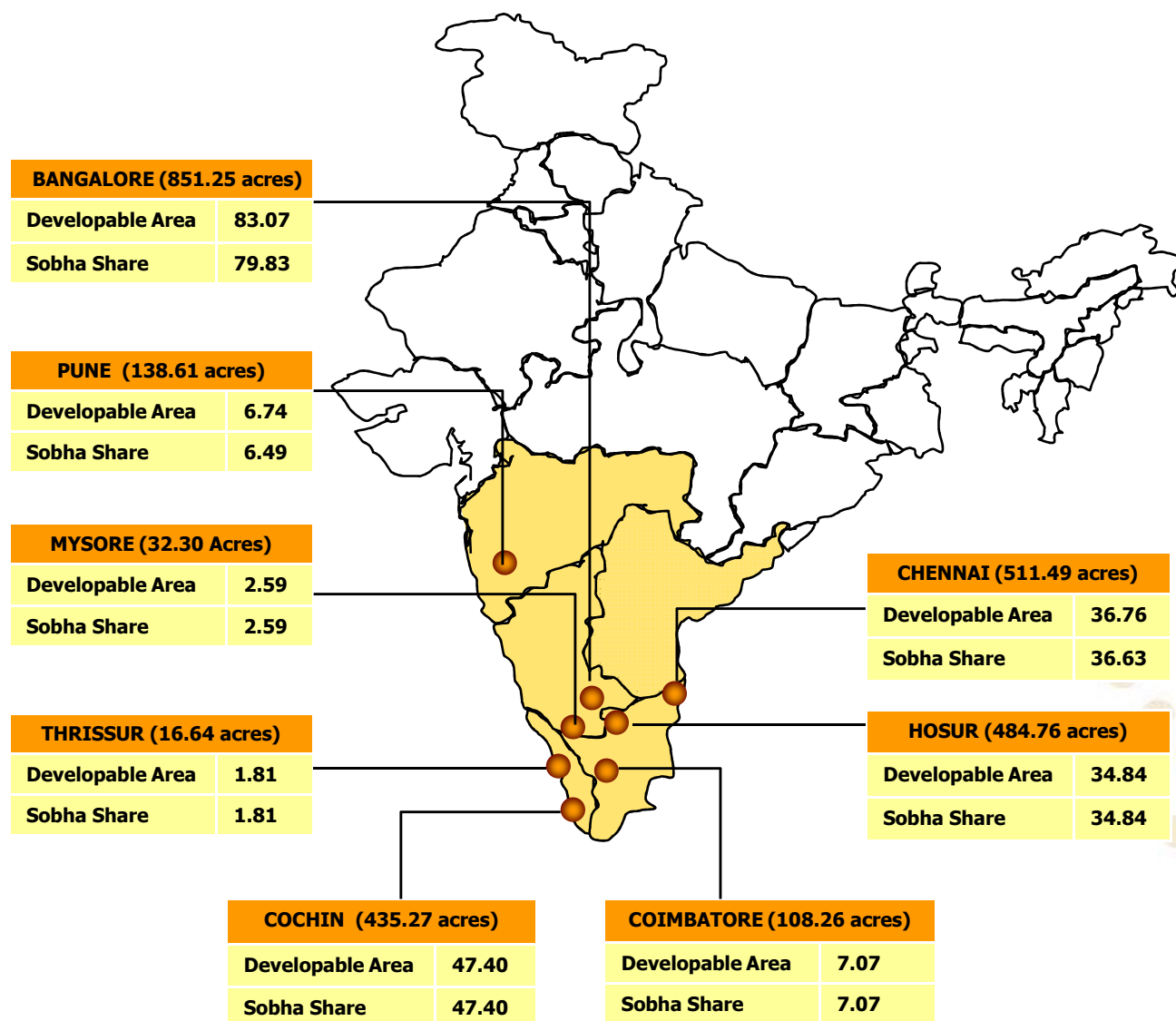
Rs. in Millions

Particulars	As on 31 <sup>st</sup> Mar 2012	As on 31 <sup>st</sup> Mar 2011	Increase /(Decrease)
Gross Debt	12,031	12,416	(385)
Less: Cash & bank balances	588	230	(358)
Net Debt	11,443	12,186	(743)

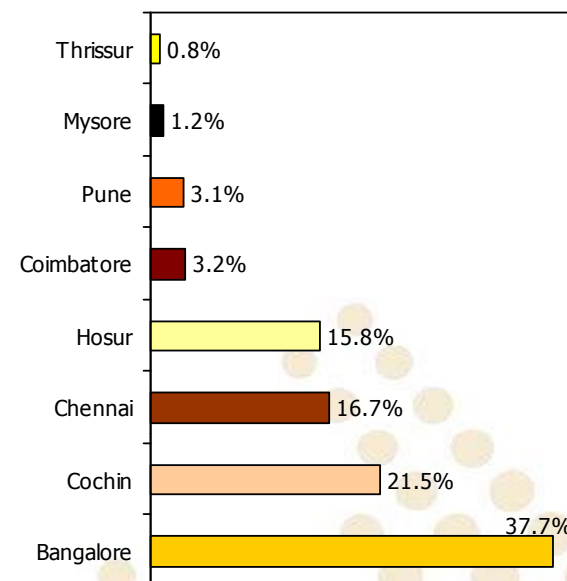
Note:

The projected loan repayment for FY 12-13 is Rs.3,500 million, out of this we have already paid Rs.1,272 million as on 30<sup>th</sup> April-12

# LAND BANK STATUS



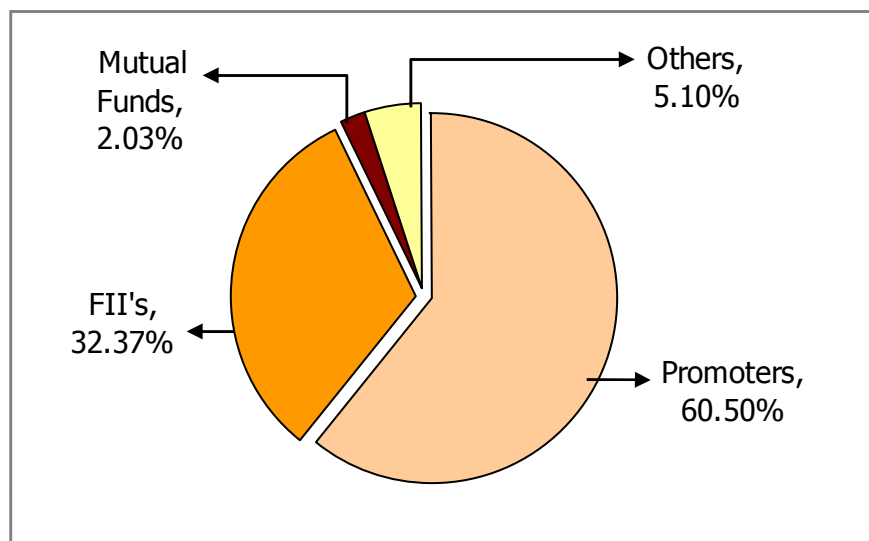
Distribution based on development potential



- Total Extent of Land : 2,578.57 acres
- Sobha Share of Land : 2,505.87 acres
- Total Cost consideration : Rs.18,890.58 mns
- Balance payable as on 31.03.12 : Rs.1,151.29 mns
- Cost of Sobha Land : Rs.173 /sft
- Sobha FSI Cost of Land : Rs.86 /sft



# SHARE HOLDING PATTERN



- ❖ In the last 1 year FII's holding has increased by 7.15 %.
- ❖ No. of shareholders as on 31<sup>st</sup> March 2012 is 62,338.
- ❖ Market capitalization as on 31<sup>st</sup> March 2012 is Rs.32.75 Billion.

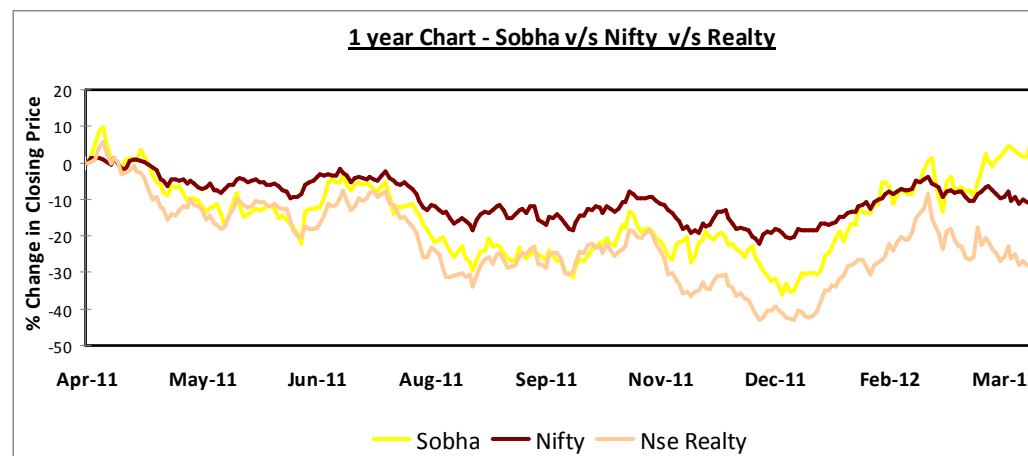
	31 <sup>st</sup> Mar- 12	31 <sup>st</sup> Dec- 11	30 <sup>th</sup> Sep-11	30 <sup>th</sup> Jun-11	31 <sup>st</sup> Mar-11
<b>Promoters Holding</b>	60.50%	60.50%	60.50%	60.50%	60.50%
<b>FII's</b>	32.37%	32.22%	33.24%	30.21%	30.21%
<b>Mutual Fund</b>	2.03%	1.29%	1.07%	4.04%	4.04%
<b>Others</b>	5.10%	5.99%	5.19%	5.25%	5.25%

# SOBHA – STOCK PERFORMANCE

**Status as on: 31<sup>st</sup> March 12**

No. of Shares	98.06 Million
Market Capitalization	Rs 32.75 Billion
Stock Price : 52 week High / Low	334 /179.50
Avg. Daily volume (12 months)	172,523

Source : NSE & BSE index



Sobha stock covered by.

- Morgan Stanley
- CLSA India
- ICICI Securities
- TATA Securities
- Deutsche India Equities
- Religare Capital Markets
- Ambit Capital
- Jefferies India Ltd
- Enam Securities
- Credit Suisse
- J P Morgan
- BNP Paribas
- Kotak Securities
- IIFL (India Info Line)
- IDBI Capital
- Goldman Sachs
- JM Financials
- Prabhudas & Lilladher
- Bank of America (Merrill Lynch)
- Kantilal Chhaganlal Securities
- Emkay Global
- IDFC securities

# RECOGNITION

**Sobha received overall 30 awards under various category – Highest number of awards**



Employer of the Year Award in Real Estate Category by Realty plus.

India's Top 10 Builders Award received by Construction World

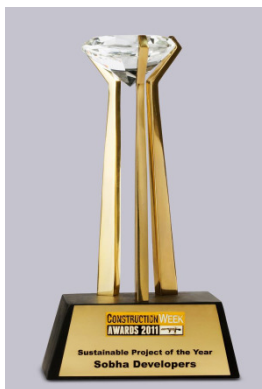
Best Sustainable Project of the Year for Bayer Eco-Commercial Building by Construction Week India

Most Outstanding Structure built in Pune for Infosys Food Court- 3 by Sobha Developers, received from Indian Concrete Institute



Environment Friendly Project of the Year Award in Residential Category to Sobha Forestview by Realty Plus

PRCI Gold Award for "Corporate Film",  
PRCI Silver Award for "Annual Report" and  
PRCI Silver Award for "PR Case Study" BY Public Relations Council of India



Sobha's "Annual Report" won the LACP 2010 Vision Awards  
Silver Award for Excellence within Industry (Real Estate) World-wide  
Bronze Award for the Best In-House Annual Report in Asia

---- by League of American Communications Professionals (LACP)



and many more...



# THANK YOU

## **Corporate Office**

Sobha Developers Ltd.  
'SOBHA', Sarjapur-Marathahalli Outer Ring  
Road(ORR),  
Devarabisanahalli, Bellandur Post,  
Bangalore-560103  
Phone: +91-80- 49320000, Fax: +91-80- 49320444

## **For Investors Contact :**

S. Baaskaran  
Chief Financial Officer  
Mobile: +91- 98800 80009  
Email: [baaskaran.s@sobha.com](mailto:baaskaran.s@sobha.com)  
Web : [www.sobha.com](http://www.sobha.com)

K.Bala Murugan  
Manager – MD's Office  
Mobile: +91- 98807 30459  
Email: [balamurugan.k@sobha.com](mailto:balamurugan.k@sobha.com)



## **Disclaimer:**

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