



# **SOBHA DEVELOPERS LTD**

## **INVESTOR PRESENTATION**

**31<sup>st</sup> March, 2013**

**“ SUSTAINING GROWTH”**

# KEY HIGHLIGHTS – FY 13



Sobha crossed many new milestones ....

<b>Rs.22.15 Billion</b> of new sales value – highest ever	<b>Rs.18.70 Billion</b> of turnover – Highest ever	<b>36.48 Million sq.feet</b> of total area under development in Real Estate and Contracts
<b>3.76 Million Sq.feet</b> of new area sold – highest ever	<b>Rs.5.54 Billion</b> of EBITDA – Highest ever	<b>Rs. 5.93 Billion</b> of Net operational cash flow
<b>Rs.5,897 per square Feet</b> of average price realization – best ever	<b>Rs. 3.24 Billion</b> of Profit Before Tax – New High	<b>0.57 of D/E ratio</b> as of 31 <sup>st</sup> March, 2013
<b>56.25 Million Sq.feet</b> of total area developed since inception	<b>Rs. 2.17 Billion</b> of Profit After Tax	<b>Over 25 Million. sq.feet</b> of area executed for single client - Infosys
<b>313 Number of projects</b> Completed in Real Estate & Contracts	<b>Rs. 21.23 Billion</b> Collections in Real Estate and Contracts – Best ever	<b>About Rs.1.23 Billion</b> of new contractual orders received during FY-13 other than Infosys



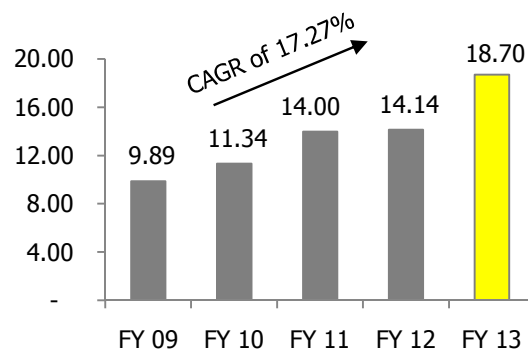
# SUSTAINING GROWTH



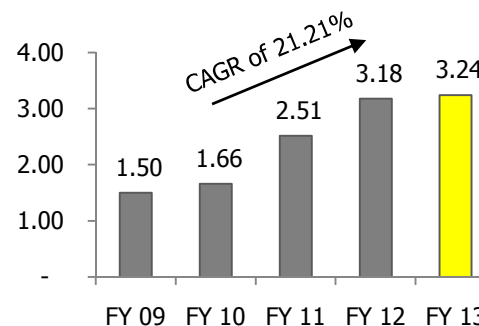
Sustaining growth  
in key parameters

- ✓ Revenue
- ✓ PBT
- ✓ PAT
- ✓ Collections
- ✓ Sales Volume
- ✓ Sales Value

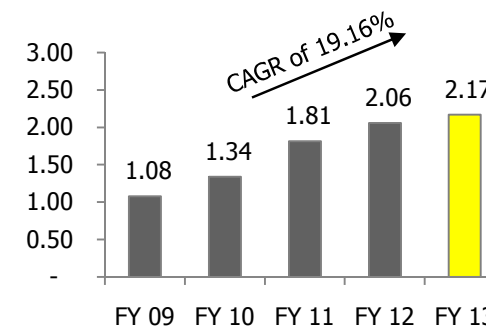
Revenue (Rs.Bn)



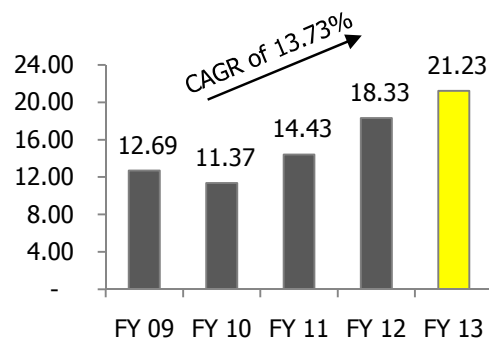
PBT (Rs.Bn)



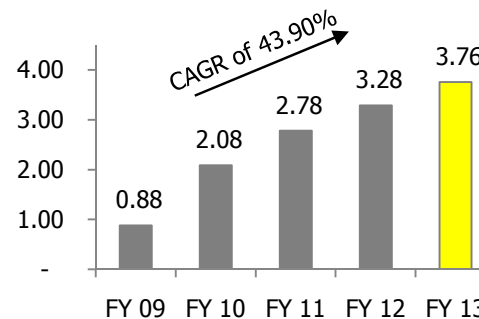
PAT (Rs.Bn)



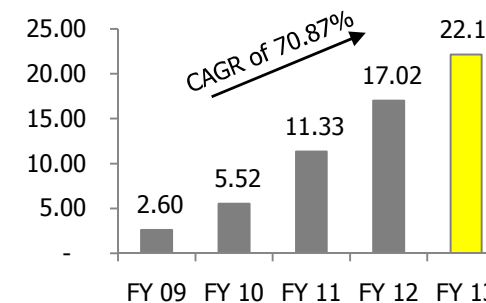
Total Collections (Rs.Bn)



Sales Volume (Mn.sqft)



Sales Value (Rs.Bn)



# PERFORMANCE HIGHLIGHTS



## "SOBHA OUTPERFORMS ITS GUIDANCE ON SALES VALUE & VOLUME"

### SALES

Value	Recorded new sales value of Rs.22.15 Billion during FY-13, as against Rs.17.01 Billion during FY-12 - Sales value up by 30.2%
Volume	Sold 3.76 mn.sqft of new space during FY-13 as against 3.28 mn.sqft during FY-12. Volume up by 14.4%
Realization	Achieved average price realization of Rs.5,897 / sq.ft during FY-13, as against Rs.5,181/sq.ft during FY-12, which is up by 13.8%.

### NEW LAUNCHES

Bangalore		Coimbatore		Thrissur	
Sobha Morzaria Grandeur	0.36 Mn.sft	Sobha West Hill	0.26 Mn.sft	Sobha Jade	0.51 Mn.sft
Sobha Indraprastha	1.51 Mn.sft	4 projects measuring 2.64 mn.sqft			

❖ 2.31 mn.sqft of area released for sale during FY12-13 from existing projects.

### PROJECT COMPLETION

- ❖ Completed and handed over 6 Real Estate Projects and 19 Contractual projects, measuring total developable area of 4.46 mn.sqft
- ❖ Completed overall 313 projects measuring total developable area of 56.25 mn.sqft as on 31<sup>st</sup> March-2013



# FY 13, FINANCIAL HIGHLIGHTS



## REVENUE

- Revenue of Rs.18.70 Billion during FY-13 as against Rs.14.14 Billion in FY-12
- Revenue up by 32% Yr-on-Yr

## EBITDA

- EBITDA of Rs.5.54 Billion during FY-13 as against Rs.4.73 Billion in FY -12
- EBITDA up by 17% Yr-on-Yr
- EBITDA margin at 30 %

## PBT

- PBT of Rs.3.24 Billion during FY-13 as against Rs.3.18 Billion in FY-12.
- PBT up by 2% Yr-on-Yr
- PBT margin at 17%

## PAT

- PAT of Rs.2.17 Billion during FY-13 as against Rs.2.06 Billion (after minority interest) in FY-12.
- PAT up by 5% Yr-on-Yr
- PAT margin at 12%.

## DEBT

- Consolidated net debt as on 31<sup>st</sup> March-2013 is Rs.12.21 bn
- Consolidated net D/E ratio stands at 0.57 of equity.
- The average cost of debt as on 31<sup>st</sup> March-13 is 13.44%



# FY 13, FINANCIAL HIGHLIGHTS



## UNRECOGNIZED REVENUE

- Unrecognized revenue from sold units has increased to Rs.17.99 Billion from Rs.16.12 Billion
- Due to the new income recognition policy there has been lower income recognition to the tune of Rs.777 million and lower profit before tax of Rs.482 mn and PAT of Rs. 323 mn
- Out of the above Rs. 6.59 Billion expected to hit the P&L account during FY-14.

## CASHFLOW

- Collected Rs.21.23 Billion from operations. Highest ever collections.
- Generated positive cash flow of Rs. 5.93 Billion from operations during FY-13

## LOAN

- Repaid the loan of Rs.4.28 Billion during FY-13.
- Serviced interest to the tune of Rs.1.78 bn during FY-13 compared to Rs.1.86 bn during FY-12
- Loan to be repaid during FY 13-14 : Rs.3.93 Billion

## INVESTMENTS

- Invested Rs. 550 mn in acquiring shares of subsidiaries and Rs.2.39 billion towards land.



## Q4-13, PERFORMANCE HIGHLIGHTS



### SALES

- Recorded new sales value of Rs.6.74 Billion during Q4-13 as against Rs.4.64 billion during Q4-12 – sales value up by 45.2%
- Sold 1.07 mn.sft of new space in Q4-13 as against 0.86 mn.sft during Q4-12 - Volume up by 24.1%
- Achieved average price realization of Rs.6,295/ sq.ft during Q4-13 as against Rs.5,380 / sq.ft during Q4-12 - realization up by 17%

### NEW LAUNCH

- Launched 1 project in Bangalore, Sobha Indraprastha measuring total SBA of 1.51 mn.sqft

### PROJECT COMPLETION

- Completed and handed over 2 Real Estate Projects and 4 Contractual projects, measuring total developable area of 1.80 mn.sqft and 1.32 mn.sft of Super Built-up area.



## Q4-13, FINANCIAL HIGHLIGHTS



### REVENUE

- Revenue of Rs.5.88 Billion during Q4-13 as against Rs. 5.24 Billion in Q4-12 and Rs.4.31 Billion in Q3-13.
- Revenue up by 12% Yr-on-Yr and 36% sequentially.

### EBITDA

- EBITDA of Rs.1.63 Billion during Q4-13 as against Rs.1.93 Billion in Q4 -12 and Rs.1.38 Billion in Q4-13.
- EBITDA down by 16% Yr-on-Yr and up by 18% sequentially.
- EBITDA margin at 28%.

### PBT

- PBT of Rs. 1.03 Billion during Q4-13 as against Rs.1.47 Billion in Q4-12 and Rs.798 million in Q3-13
- PBT down by 30% Yr-on-Yr and up by 29% sequentially.
- PBT margin at 18%.

### PAT

- PAT of Rs.695 million during Q3-13 as against Rs.958 (after minority interest) million in Q4-12 and Rs. 526 million in Q3-13.
- PAT down by 27% Yr-on-Yr and up by 32% sequentially.
- PAT margin at 12%.

### COLLECTIONS

- Rs.5.29 Billion of Real Estate Collections during Q4-13. Highest ever quarterly collections of Rs.6.33 Billion by the company.





# SALES PERFORMANCE & PRICE REALIZATION



Locations-	FY 12-13	Avg. realization (Rs/sft)		FY 11-12	Avg. realization (Rs/sft)
	in sq. feet	Rs/ sq.ft		in sq. feet	Rs/ sq.ft
Bangalore	2,384,364	5,578		2,259,337	5,031
NCR (Gurgaon)	509,151	9,792		322,767	8,553
Chennai	288,132	4,624		85,213	4,811
Pune	137,708	4,895		128,709	4,710
Thrissur	343,843	4,264		304,373	4,158
Coimbatore	63,371	5,030		90,988	4,334
Mysore	29,080	2,380		92,823	2,284
<b>TOTAL</b>	<b>3,755,648</b>	<b>5,897</b>		<b>3,284,210</b>	<b>5,181</b>

Sales Value (Rs.Billion)	22.15		17.01
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Note :

Sales value includes Basic price, Car park, Statutory deposits, Taxes, but excludes Registration and stamp duty charges and maintenance deposits



## GUIDANCE FOR FY 13-14

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Targeted New Sales value for FY 13-14

**: Rs. 26 Billion**

Targeted New Sales Volume for FY 13-14

**: 4.20 Mn.sqft**

Expected Price Realization for FY 13-14

**:  $\approx$  Rs.6,200 / sq.ft**



# REAL ESTATE PROJECTS – CASH FLOW PROJECTION



## Real Estate Projects Cash flow status as on 31<sup>st</sup> March-13

Ref.No	Description	Ongoing Projects	Completed Projects	UOM
1	Total Developable area	25.83		Mn.sft
2	Area of Car Park, Common Amenities etc	7.46		Mn.sft
1 - 2	Total Super Built-up area	18.37	5.43	Mn.sft
3	Sobha share of Saleable area	15.75	5.19	Mn.sft
4	Total area sold till 31 <sup>st</sup> March-13	7.52	5.03	Mn.sft
3 - 4	Unsold area	8.23	0.16	Mn.sft
5	Balance construction cost to be spent to complete the entire developments	47,061	142	Rs.Mns
6	Outstanding receivables + Balance to be billed and collected on sold units	19,742	691	Rs.Mns
7	Sales value of unsold stock	64,752	440	Rs.Mns
6+7-5	<b>Positive cash flow expected</b>	<b>37,433</b>	<b>989</b>	<b>Rs.Mns</b>
	<b>Total Cash flow available from the Real Estate projects</b>	<b>38,422</b>		<b>Rs.Mns</b>



# LOCATION WISE STOCK DETAILS



Area in Million Sq.ft

Locations	Opening stock as on 1st Apr-12	Saleable area added during FY-13	increase/ (decrease) of existing stock	Opening stock	Area sold during FY-13	Closing stock as on 31st Mar 13	Area not offered for sale	Net unsold stock as on 31st Mar 13
Bangalore	5.18	1.20	0.62	7.01	2.38	<b>4.62</b>	1.57	3.05
Gurgaon (NCR)	2.47	-	(0.01)	2.46	0.51	<b>1.95</b>	1.42	0.53
Chennai	0.82	-	-	0.82	0.29	<b>0.53</b>	0.14	0.39
Pune	0.40	-	0.01	0.41	0.14	<b>0.27</b>	-	0.27
Coimbatore	0.33	0.26	(0.29)	0.31	0.06	<b>0.24</b>	0.16	0.08
Thrissur	0.47	0.51	0.06	1.03	0.34	<b>0.69</b>	-	0.69
Mysore	0.12	-	-	0.12	0.03	<b>0.09</b>	-	0.09
<b>TOTAL</b>	<b>9.79</b>	<b>1.97</b>	<b>0.39 *</b>	<b>12.15</b>	<b>3.76</b>	<b>8.39</b>	<b>3.29</b>	<b>5.10</b>

Note:

\* Due to increase / decrease in saleable area of ongoing projects in Bangalore, Gurgaon , Coimbatore , Pune and Thrissur.



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# BALANCE SHEET



Rs.in Millions

Particulars	31 <sup>st</sup> Mar-13	31 <sup>st</sup> Mar-12
<b>EQUITY AND LIABILITIES</b>		
<b>Shareholders' funds</b>		
Share capital	981	981
Reserves and surplus	20,385	19,017
	<b>21,366</b>	<b>19,998</b>
Minority Interest	102	355
Share application money pending allotment	-	-
<b>Non-current liabilities</b>		
Long Term Borrowings	526	244
Deferred Tax Liability (net)	638	330
Trade Payables	178	178
Long term provisions	14	21
	<b>1,356</b>	<b>773</b>
<b>Current liabilities</b>		
Short term borrowings	13,010	11,999
Trade Payables	4,096	3,653
Other current liabilities	7,244	4,229
Short term provisions	1,423	1,366
	<b>25,773</b>	<b>21,247</b>
<b>Total</b>	<b>48,597</b>	<b>42,372</b>

Particulars	31 <sup>st</sup> Mar-13	31 <sup>st</sup> Mar-12
<b>ASSETS</b>		
<b>Non-current assets</b>		
<b>Fixed assets</b>		
Tangible assets	3,128	2,739
Intangible assets	173	100
Capital work-in-progress	-	13
Non-current investments	-	-
Long-term loans and advances	4,314	5,502
Inventories	-	-
Trade receivables	20	51
Other non-current assets	152	102
	<b>7,787</b>	<b>8,507</b>
<b>Current assets</b>		
Current investments	2	-
Inventories	19,018	16,759
Trade receivables	1,641	1,129
Cash and bank balances	670	588
Short-term loans and advances	14,357	12,766
Other current assets	5,122	2,623
	<b>40,810</b>	<b>33,865</b>
<b>TOTAL</b>	<b>48,597</b>	<b>42,372</b>



# PROFIT & LOSS STATEMENT



Rs. in Million

Particulars	Q4-13	Q4-12	Q3-13	FY-13	FY-12	% of Growth		
						Q4-13 on Q4-12	Q4-13 vs Q3-13	FY-13 vs FY-12
Property Development	4,445	3,922	3,172	14,156	10,338	13%	40%	37%
Contractual + Manufacturing	1,422	1,308	1,126	4,490	3,741	9%	26%	20%
Other Income	11	14	16	55	65	(21%)	(31%)	(15%)
<b>Total Revenue</b>	<b>5,877</b>	<b>5,244</b>	<b>4,314</b>	<b>18,701</b>	<b>14,144</b>	<b>12%</b>	<b>36%</b>	<b>32%</b>
Total Expenditure	4,250	3,314	2,932	13,163	9,414			
<b>EBITDA</b>	<b>1,627</b>	<b>1,930</b>	<b>1,382</b>	<b>5,538</b>	<b>4,730</b>	<b>(16%)</b>	<b>18%</b>	<b>17%</b>
<b>EBITDA %</b>	<b>28%</b>	<b>37%</b>	<b>32%</b>	<b>30%</b>	<b>33%</b>			
Depreciation	151	117	145	594	388			
Interest	445	340	439	1,705	1,165			
<b>PBT</b>	<b>1,031</b>	<b>1,473</b>	<b>798</b>	<b>3,239</b>	<b>3,177</b>	<b>(30%)</b>	<b>29%</b>	<b>2%</b>
<b>PBT %</b>	<b>18%</b>	<b>28%</b>	<b>18%</b>	<b>17%</b>	<b>22%</b>			
Provision for Tax	336	497	272	1,068	1,077			
<b>PAT before minority interest</b>	<b>695</b>	<b>976</b>	<b>526</b>	<b>2,171</b>	<b>2,100</b>	<b>(29%)</b>	<b>32%</b>	<b>3%</b>
Minority Interest	-	18	-	(1)	41			
<b>PAT after minority interest</b>	<b>695</b>	<b>958</b>	<b>526</b>	<b>2,172</b>	<b>2,059</b>	<b>(27%)</b>	<b>32%</b>	<b>5%</b>
<b>PAT %</b>	<b>12%</b>	<b>18%</b>	<b>12%</b>	<b>12%</b>	<b>15%</b>			

Note : Figures are regrouped & reclassified



# CASH FLOW STATEMENT



Rs. in Million

PARTICULARS	Actual Q4	FY-13
<b>Operational cash inflows</b>		
Real Estate	5,292.71	16,110.84
Monetization of land / Development Rights	-	1,028.80
Contractual	1,036.65	4,092.95
<b>Total Operational cash inflow -A</b>	<b>6,329.35</b>	<b>21,232.58</b>
<b>Operational cash outflows</b>		
Real Estate project expenses	2,288.45	8,858.70
Contracts project expenses	673.90	3,480.56
Statutory Dues & Other Taxes	166.81	965.56
Corpus Repayment	89.48	305.23
COH	231.51	1,236.59
Advertising & Marketing expenses	55.70	451.80
<b>Total Operational cash outflow-B</b>	<b>3,505.85</b>	<b>15,298.44</b>
<b>NET OPERATIONAL CASH INFLOW : A-B</b>	<b>2,823.50</b>	<b>5,934.14</b>

Continued...



# CASH FLOW STATEMENT (Continued)



Rs. in Million

PARTICULARS	Actual Q4	FY-13
<b>Financial Outflows</b>		
Interest	629.10	1,999.70
Income Taxes	242.96	909.91
<b>Total Financial Outflows (C)</b>	<b>872.06</b>	<b>2,909.61</b>
<b>NET POSITIVE CASH FLOW</b>	<b>1,951.44</b>	<b>3,024.53</b>
<b>Capital Outflows</b>		
Land Payments	319.60	2,388.31
Investment in Subsidiaries	-	550.00
Dividend including tax	-	569.80
Capex	581.82	873.02
<b>Total capital outflow (D)</b>	<b>901.41</b>	<b>4,381.12</b>
<b>Total Cash Inflow (A)</b>	<b>6,329.35</b>	<b>21,232.58</b>
<b>Total Cash outflow (B+C+D)</b>	<b>5,279.33</b>	<b>22,589.18</b>
<b>Net Cash flow (A-B-C-D)</b>	<b>1,050.03</b>	<b>(1,356.59)</b>





# MOVEMENT OF LOANS

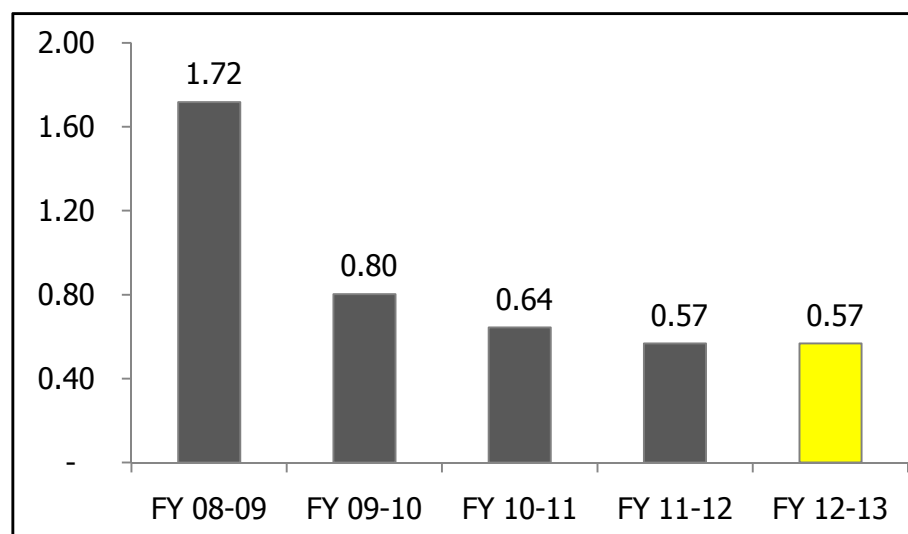


## Consolidated

Rs. in Million

Particulars	31 <sup>st</sup> Mar-13	31 <sup>st</sup> Mar-12	Increase /(Decrease)
Gross Debt	13,024	12,031	993
Less: Cash & Cash Equivalents	815	689	126
Net Debt	12,209	11,342	867

## D/E Ratio - Consolidated



Net Worth : Rs.21.37 Billion  
Debt (net) : Rs.12.21 Billion  
**D/E ratio : 0.57**



# SALES vs INCOME RECOGNITION



Rs.in Million

Particulars	2008-09	2009-10	2010-11	2011-12	2012-13
New Sale Value	2,598	5,506	11,335	17,015	22,145
Income Recognized	4,478	6,730	9,200	8,948	13,091
<b>% income recognized</b>			<b>81%</b>	<b>53%</b>	<b>59%</b>

Note:

1. Due to the new income recognition policy there has been lower income recognition to the tune of Rs. 777 mn and lower profit before tax of Rs. 482 mn and PAT of Rs.323 mn
2. Total unbilled revenue is Rs. 17.99 Billion
3. Rs.1.69 billion is expected to hit the P&L account in Q1-14 and Rs.6.59 Billion in FY-14.



# REAL ESTATE – COMPLETED PROJECTS



Apartments



Row Houses



Villas



Plotted Development

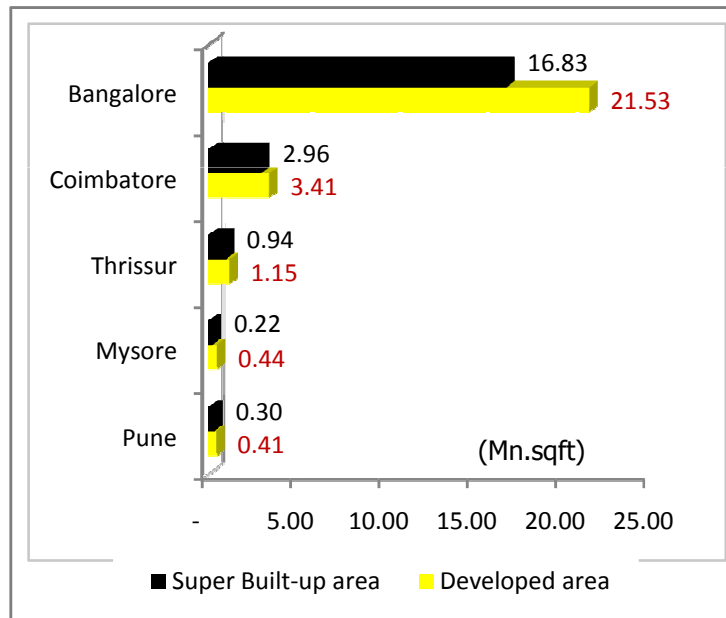


Club Houses

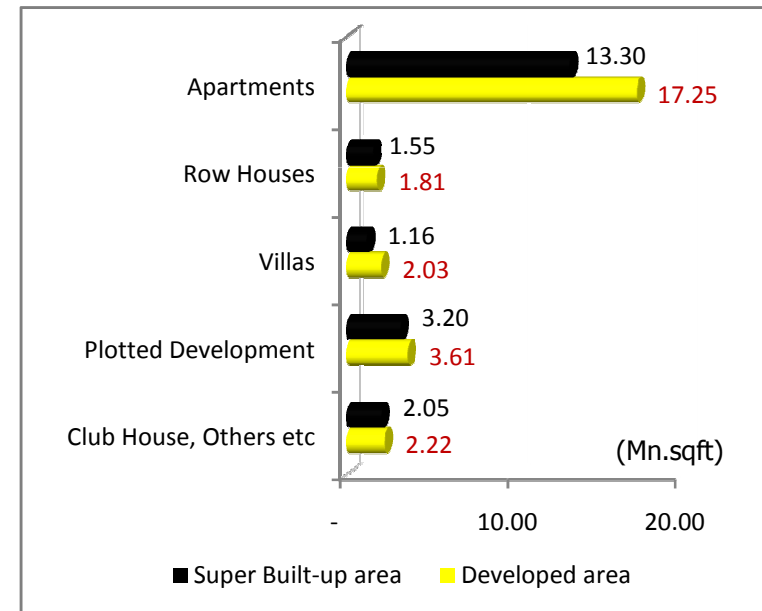


- ❖ Completed 85 projects in 5 cities
- ❖ Total Developed area of **26.93 mn.sqft** and Super Built-up area **of 21.25 mn.sft**
- ❖ Product mix includes Multi Storied Apartments (Dreams, Luxury, Super Luxury & Presidential category), Row Houses, Villas, Plotted Developments & Club House Facilities etc

Location wise



Product - mix



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

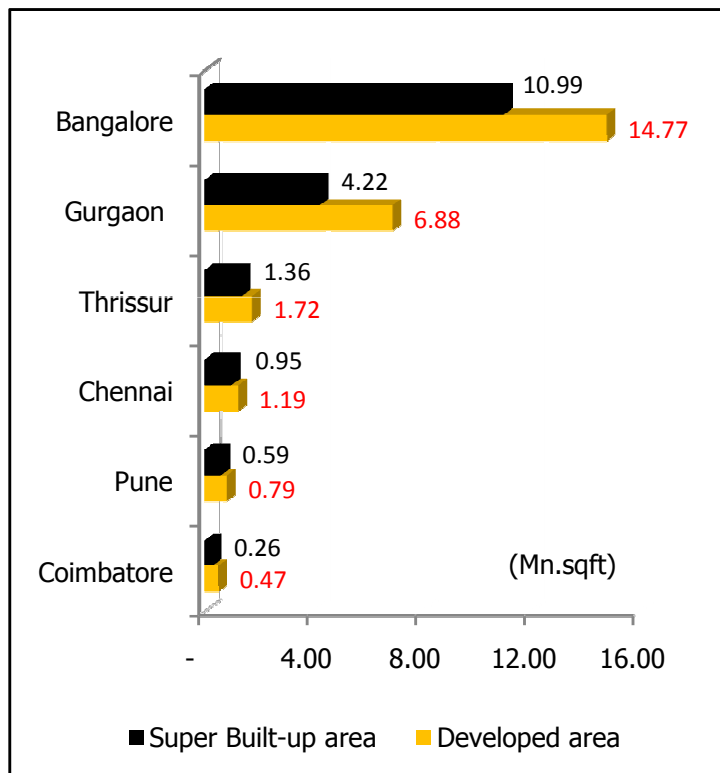


# REAL ESTATE – ONGOING PROJECTS

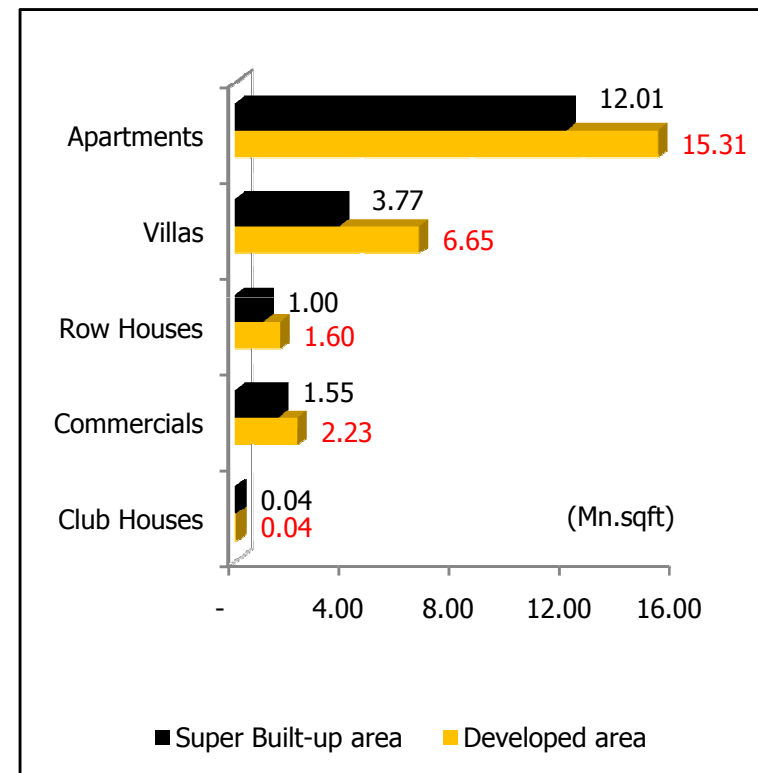


- ❖ 43 number of projects measuring Total Developed area of about **25.83 mn.sqft** and Super Built-up area **of 18.37 mn.sft**, located at 6 cities in India.

Location wise



Product - mix



# REAL ESTATE – FUTURE LAUNCHES



## Proposed new launches in FY 13-14

S.No	Projects	Location	Type	SITE Area (in Acres)	~Total SBA (sft)	Sobha share of SBA (sft)
<b>BANGALORE</b>						
1	Devanahalli Property	IVC Road	Plotted Development	9.90	204,065	204,065
2	Doddanekundi Property	Yamlur, HAL Road	SL Apartments	5.62	559,500	335,700
3	Kanakapura Road property	Thalaghattapura	Residential	11.33	981,500	682,143
4	Hirandahalli Property	Off Old Madras Road	Villas + Villaments	22.50	585,066	374,442
5	Hosakerehalli Property	Mysore Road	L+SL Apartments	15.70	1,473,354	1,172,053
6	St.Mark's Road Property	St.Mark's Road	Commercial	1.84	200,527	100,264
7	APMC Project	Jakkur, Bellary Road	Commercial+Mall	29.24	2,663,033	2,063,252
<b>MYSORE</b>						
8	Nadanahalli property	Nadanahalli	Plotted Development	6.20	135,036	135,036
<b>CHENNAI</b>						
9	Sholinghanallur Property	Sholinghanallur, OMR	Residential Apartments	19.17	2,517,050	1,636,083
<b>CALICUT</b>						
10	Palazhi Property	Palazhi	Villas	27.00	508,500	381,375
11	Feroke Property	Feroke	Apartments	3.53	678,056	528,884



Note: Area details are subject to change

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# REAL ESTATE – FUTURE LAUNCHES (continued)



## Proposed new launches in FY 13-14

S.No	Projects	Location	Type	SITE Area (in Acres)	~Total SBA (sft)	Sobha share of SBA (sft)
	<b>COCHIN</b>					
12	Vyittla property	Vyittla	Residential Apartments	5.94	1,166,400	989,496
	<b>THRISSUR</b>					
13	Sobha City-Residential	Thrissur, Kerala	Residential	2.00	348,480	348,480
	<b>TOTAL</b>			<b>159.92</b>	<b>12,020,568</b>	<b>8,951,272</b>

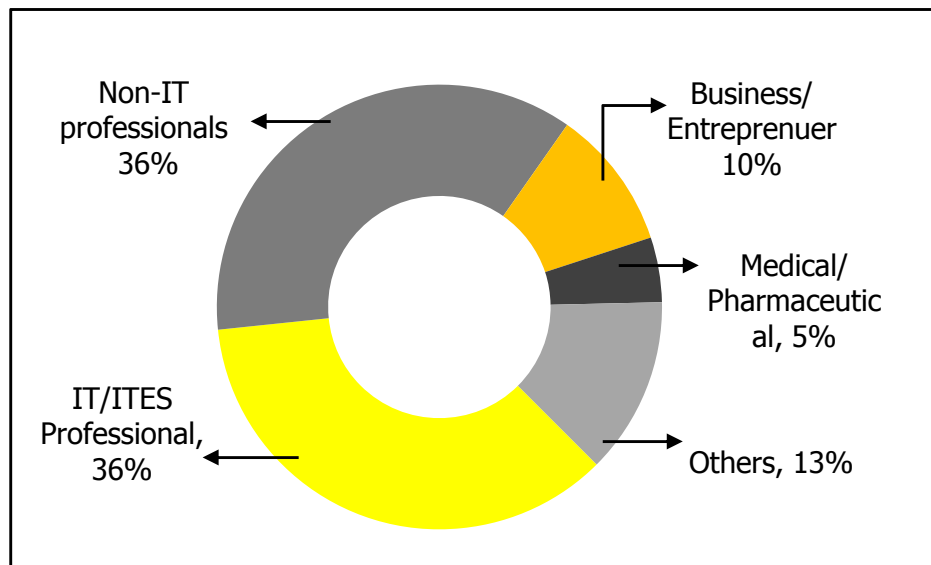
Note: Area details are subject to change



# BUYERS PROFILE



## Profession-wise breakup



### Note:

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

## NRI Booking status

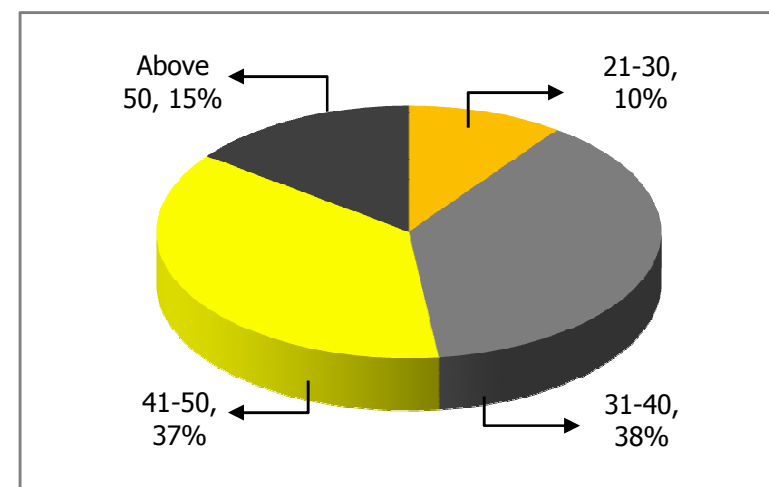
	FY 11	FY 12	FY-13
Resident Indians	76%	77%	76%
NRI's	24%	23%	24%

## Customers funding status

Customers opted for Bank Loan	49%
Self Funding	51%

Note: The funding position is considered for cumulative sales period from Jan-12 to Dec-12.

## Buyers Age-wise breakup



# PRICE BAND CATEGORY



	FY 12-13	FY 11-12
Total area sold - Sq.ft	3,755, 648	3,284,210
Total Sales Value – Rs.Mns	22,145	17,015
Average Price Realization – Rs/sq.ft	5,897	5,181

Category	FY 12-13				FY 11-12			
	SBA (Sq.ft)	%	Sale Value (Rs.Mns)	%	SBA (Sq.ft)	%	Sale Value (Rs.Mns)	%
< 50 lakhs*	42,060	1%	192	1%	15,200	0.5%	60	0.4%
50-75 lakhs	477,609	13%	1,909	9%	741,629	22.6%	2,816	16.5%
75 lakhs to 1cr	1,193,228	32%	6,057	27%	1,261,564	38.4%	5,961	35.0%
1 cr to 2 crs	1,352,319	36%	7,788	35%	748,815	22.8%	3,991	23.5%
Above 2 crs	690,432	18%	6,200	28%	517,002	15.7%	4,187	24.6%
<b>Grand Total</b>	<b>3,755,648</b>		<b>22,145</b>		<b>3,284,210</b>	<b>100%</b>	<b>17,015</b>	<b>100%</b>

Note: \* < 50 lakhs represents 1 BHK units constructed as per requirements of local laws at Tamil Nadu



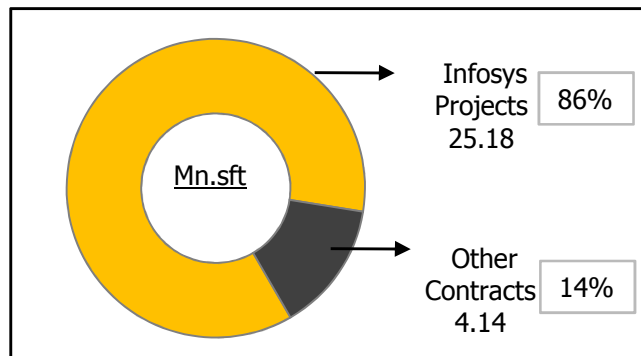


# CONTRACTS - OVERVIEW



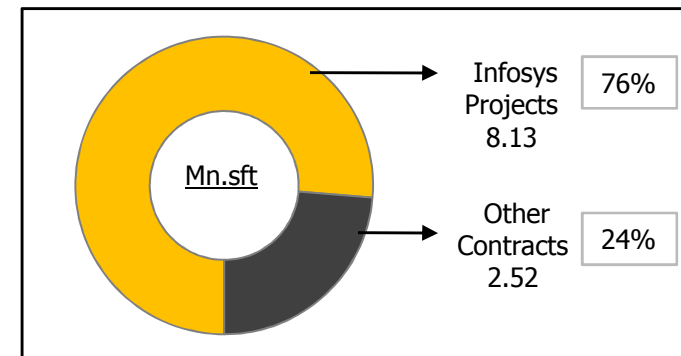
## Completed Projects

- ❖ 228 Projects aggregating to 29.32 mn.sft of area
- ❖ Completed projects located in 21 cities across India



## Projects Under Progress

- ❖ 38 Projects aggregating to 10.65 mn.sft of area
- ❖ Ongoing contractual projects located in 9 cities across India



• Other Corporate Clients includes Dell, HP, Timken, Taj, Bayer Material Science, HCL, Bharat Forge, ITC, Biocon, IPE, Bosch, GMR, Hauwei Technologies, Hotel Leela Ventures, Woderla Holidays, PAN card club, Manipal County, Marble centre, Vakil Housing, Visa Steel House, Shanthi Hospital, Chaithanya projects and many other Private bungalows etc



# CONTRACTS – PROJECTS BREAK-UP



## Contractual projects status as on 31<sup>st</sup> March-13

S.NO	DESCRIPTION	PROJECTS UNDER PROGRESS	
		No of Projects	Built-up area (Mn.Sft )
1	Mysore	3	2.19
2	Bangalore	15	1.90
3	Hyderabad	6	1.70
4	Trivendrum	3	1.55
5	Mangalore	4	1.44
6	Pune	4	1.13
7	Chennai	1	0.32
8	Coimbatore	1	0.30
9	Durgapur	1	0.12
<b>TOTAL</b>		<b>38</b>	<b>10.65</b>

✓ New Contractual orders received other than Infosys during FY 12-13 was about **Rs.1,228 Million**

✓ New clients includes Hauwei Technologies, Manipal County, PAN Card Club, etc.

### Note:

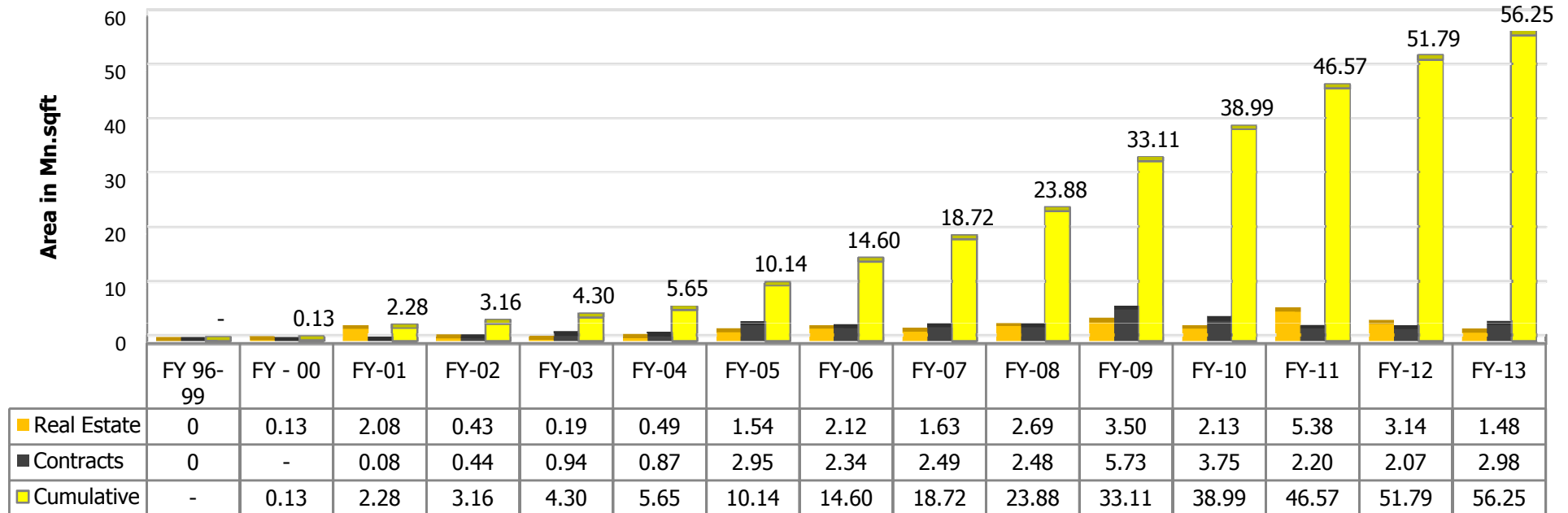
- The scope of contractual works varies from Civil, Finishes, Electrical, PHE Interiors to Glazing
- The unbilled value of projects under progress is about Rs. 5.34 Billion



# EXECUTION TRACK RECORD



## Developed Area - Track record



- ❖ During FY-13, overall completed 4.46 mn.sft of developable area
- ❖ Sobha has completed 18.72 mn.sft of developable area over a period of 12 years since inception in 1995 ,till 2007, and thereof has completed 37.53 mn.sft of area in the next 6 years till end of March-13.
- ❖ On an average, developed 6.25 mn.sft of area for the past 6 years.

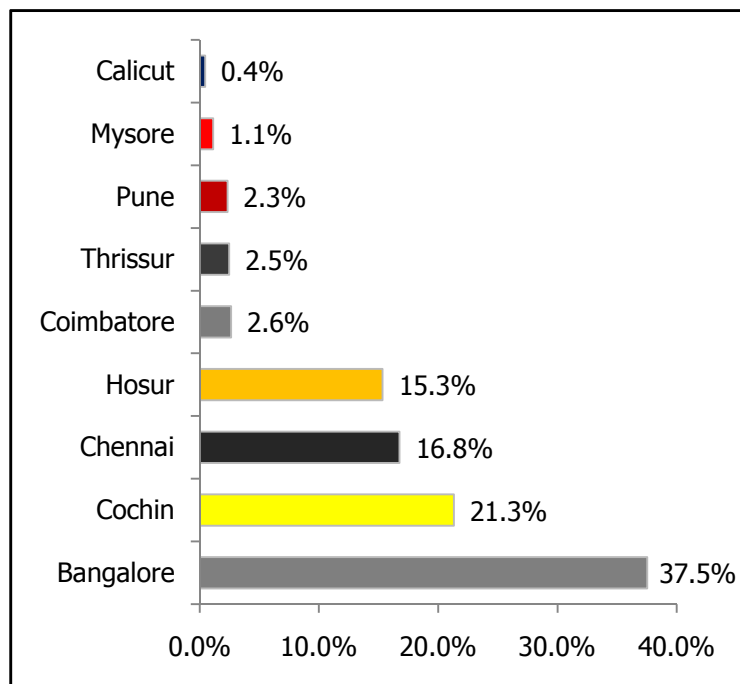


# LAND BANK STATUS



Total Extent of Land	2,651	Acres
Sobha Share of Land	2,558	Acres
Total Cost consideration	20,011	Rs.Mns
Balance amount payable	1,997	Rs.Mns
Cost / sqft of Sobha Share	180	Rs./sqft
FSI cost of Sobha Share	88	Rs./sqft

Distribution based on development potential



BANGALORE (884.12 acres)	
Developable Area	89.33
Sobha Share	85.25

MYSORE (32.30 acres)	
Developable Area	2.59
Sobha Share	2.59

PUNE (117.58 acres)	
Developable Area	5.49
Sobha Share	5.30

CALICUT (30.53 acres)	
Developable Area	1.32
Sobha Share	1.01

THRISSUR (40.06 acres)	
Developable Area	5.64
Sobha Share	5.64

COCHIN (441.21 acres)	
Developable Area	48.57
Sobha Share	48.39

Total Developable Area	232.70 Mn.sft
Sobha Share	227.06 Mn.sft

CHENNAI (526.14 acres)	
Developable Area	38.96
Sobha Share	38.07

HOSUR (484.76 acres)	
Developable Area	34.84
Sobha Share	34.84

COIMBATORE (94.31 acres)	
Developable Area	5.96
Sobha Share	5.96



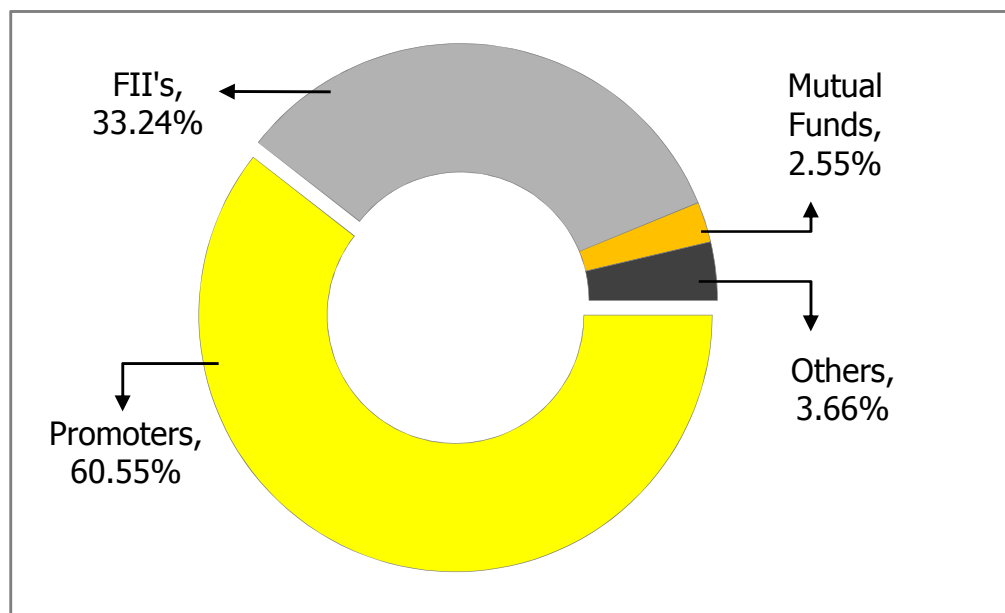
# BACKWARD INTEGRATION (World Class Manufacturing Facilities)



Interiors & Furnishing Division		Glazing & Metal Works Division		Concrete Products Division	
Turn over : FY-13	Rs.589 Mns	Turn over : FY-13	Rs.781 Mns	Turn over : FY-13	Rs.182 Mns
Total Factory area	0.8 Mn sq ft	Factory area	0.3 Mn sq ft	Factory area	0.4 Mn sq ft
<b>PRODUCTS</b> <ul style="list-style-type: none"> <li>Manufacturing wood based products such as doors, windows, paneling, cabinets, cupboards &amp; loose furniture.</li> <li>Manufacture of Economy, Deluxe, Super Deluxe &amp; Premium Mattresses from Furnishing division</li> </ul>		<b>PRODUCTS</b> <ul style="list-style-type: none"> <li>Metal / Steel fabrication</li> <li>Aluminum door and windows, structure</li> <li>Glass works</li> </ul>		<b>PRODUCTS</b> <ul style="list-style-type: none"> <li>Manufacture of wide range of concrete products such as concrete blocks, pavers, kerb stones, water drainage channels, paving slabs and elite landscape products</li> <li>Set up new facilities for producing Glass Fiber Reinforced Concrete.</li> </ul>	



# SHARE HOLDING PATTERN



- ❖ No. of shareholders as on 31<sup>st</sup> March,13 - 57,869.
- ❖ Market capitalization as on 31<sup>st</sup> March,2013 - Rs.34.14 Billion.

	31 <sup>st</sup> Mar-13	31 <sup>st</sup> Dec 12	30 <sup>th</sup> Sept-12	30 <sup>th</sup> June-12	31 <sup>st</sup> Mar- 12
<b>Promoters Holding</b>	60.55%	60.54%	60.50%	60.50%	60.50%
<b>FII's</b>	33.24%	31.59%	32.78%	33.03%	32.37%
<b>Mutual Fund</b>	2.55%	3.65%	2.44%	2.00%	2.03%
<b>Others</b>	3.66%	4.22%	4.28%	4.46%	5.10%





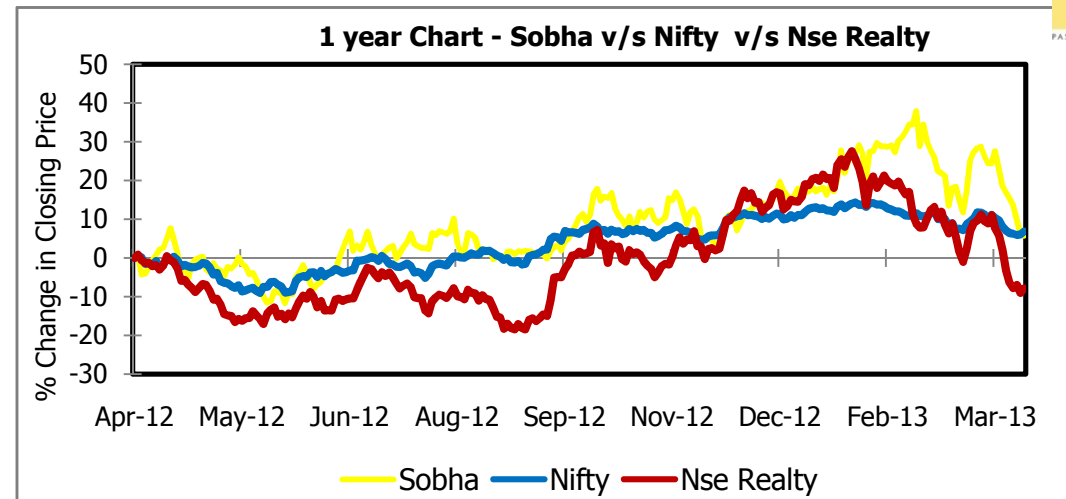
# SOBHA – STOCK PERFORMANCE



**Status as on: 31<sup>st</sup> March-13**

No. of Shares	98.06 Million
Market Capitalization	Rs 34.14 Billion
Stock Price : 52 week High / Low	Rs. 282 / 498
Avg. Daily volume (12 months)	119,796

Source : NSE index



## Key Research Houses covering the stock...

- Morgan Stanley
- Goldman Sachs
- CLSA India
- ICICI Securities
- J P Morgan
- Ambit Capital
- CIMB
- Jefferies India Ltd
- Axis Capital
- Deutsche India Equities
- Religare Capital Markets
- BNP Paribas
- Kotak Securities
- Edelweisse
- IDBI Capital
- IIFL (India Info Line)
- JM Financials
- Prabhudas & Lilladher
- ICICI Direct
- Standard Chartered Bank
- SBI Capital
- IDFC securities
- Macquarie Capital Securities
- Bank of America (Merrill Lynch)
- Kantilal Chhaganlal Securities
- Emkay Global
- Nirmal Bang Institutional Equities
- Credit Suisse

Sobha stock covered by 94 Research analysts and 19 fund managers





PASSION AT WORK

# THANK YOU

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Sobha Corporate Office



Sobha Malachite-Thrissur



Sobha Moonstone



Sobha Azalea

## **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.