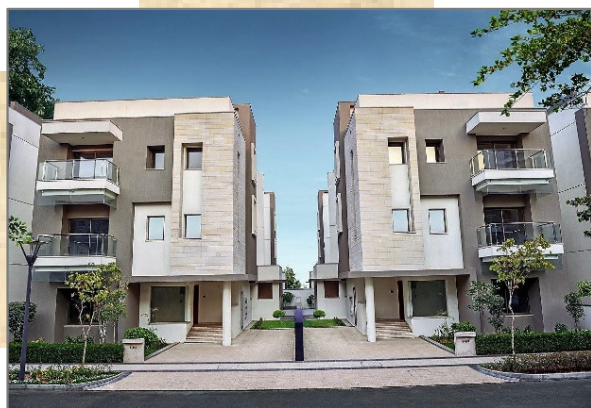




PASSION AT WORK



Investor Presentation

31st March, 2018



International City- Phase 1- Villas, Gurgaon

International City- Club House, Gurgaon

OPERATIONAL HIGHLIGHTS : FY 17-18

Improved performance in challenging environment

NEW SALES

- **Rs.28.61 Billion** Total Sales value (Sobha share of sales value at **Rs.24.22 Billion**) – **Highest ever.**
- **3.63 Million square feet** of New sales volume..

CONTRACTS

- **≈ Rs.17.4 Billion** of healthy order book.
- Bagged 2 major contractual orders from LuLu group & Biocon - Total order valued at **≈ 6.10 Billion.**

PROJECT COMPLETION

- **5.80 mn sqft** of developable area completed during FY 17-18 (Both Real Estate & Contracts).
- In addition, **2.68 mn sqft** of developable area completed and applied for OC.

NEW LAUNCHES

- Launched **4 projects** measuring **2.52 mn sqft** of developable area (**1.62 mn sqft** saleable area).
- **1.78 mn sqft** of area released for sale from existing approved projects.

RERA & GST ERA

- **Seamlessly integrated into RERA and GST regime.**
- All applicable Projects were registered under RERA.

RECOGNITION

- **SOBHA** has been voted '**Number 1**' choice of home buyers nationally in '**Track 2 Realty Consumer Confidence report 20:20**', for the 4th consecutive year.



(1 Square Meter = 10.764 Square Feet)

FINANCIAL HIGHLIGHTS : FY 17-18

HIGHEST EVER REVENUE, COLLECTIONS & NEW SALES VALUE

REVENUE & PROFIT

- **Rs.28.37 Billion** of Revenue – **Highest ever**
- **Rs.3.17 Billion** of PBT.
- **Rs.2.17 Billion** of PAT

CASH FLOW

- **Rs.30.08 Billion** of total collections – **Best ever Inflow.**
- **Rs. 3.75 Billion** of Net Operational Cash flow (After interest & taxes)
- Consistently generated positive operational cash flow for the past **11 quarters** (Post interest & taxes).

COST OF BORROWING

- **9.39% - Lowest ever** - Average cost of borrowings.
- **13 quarters** of successive reduction of borrowing cost.
- **329 bps** reduction of average interest cost since Q3-15.

D/E RATIO

- **0.79** of Debt Equity ratio as on 31st Mar-18.
- **Rs.1,285 Million** of Net debt reduction during Q4-18.

CREDIT RATING

- **"A+ (Stable)"** - Long term Credit Rating upgraded by **ICRA**



(1 Square Meter = 10.764 Square Feet)

LuLu- Cyber Tower 2, Kochi



- One of the Iconic project executed by Sobha Contracts Team for LuLu group at Cyber City – Info Park, Kakkanad, Kochi.
- Total Built-up area is ~ 1.5 mn.sft. Total contracts value at Rs.2.90 Billion. (Height of the building is 87 mtrs).
- Project was completed in 2.5 years time frame.
- Sobha scope of works includes Civil Structure, Finishes, MEP, Interiors & Glazing works.
- Uniquely designed & executed external facade and glazing works – ‘Double walled Tree Structure’.
- External façade works consist of, “Unitised Glazing, Tree Structure, Semi- Unitised Glazing, Aero Foil Lauver, Kalzip Cladding & Spider Glazing works”.



(1 Square Meter = 10.764 Square Feet)

SOBHA DREAM ACRES



Club House & Cycle Track



Wings 5,6

Total extend of land	~ 81 Acres
Total Saleable Area	7.63 Mn. sqft
Total number of units	6,945
Total number of wings	67 (plus 4 Club Houses)
Total area released for Sale as on 31 st Mar-18	~ 3.64 Mn.sqft
Number of wings construction has begun	28 wings
Total area of work completed as on 31 st Mar-18	~ 1.15 Mn.sqft



Wings 41 to 47



Wings 11 & 12

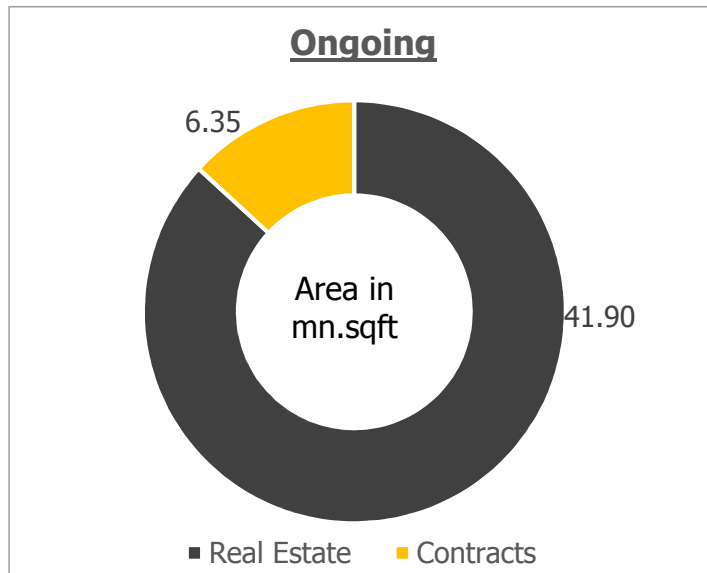
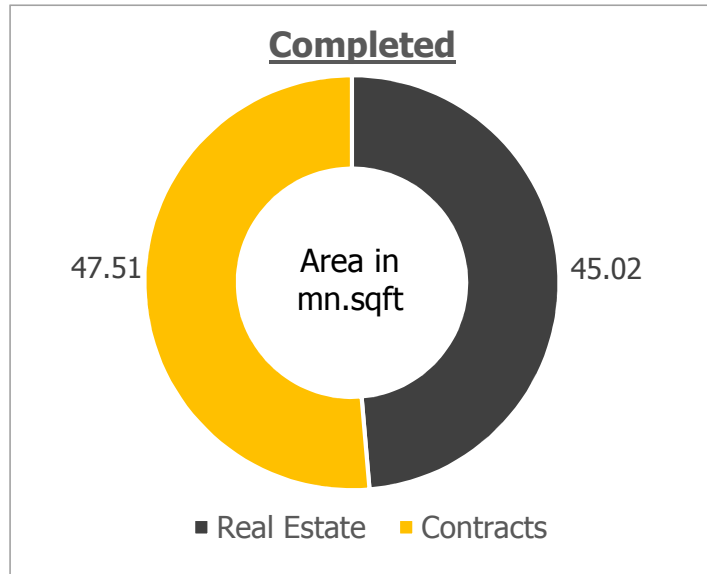


Wings 7-10,13-15



(1 Square Meter = 10.764 Square Feet)

EXECUTION - SNAPSHOT



Area in mn. sqft

	REAL ESTATE	CONTRACTS
Completion till 31 st Mar-17	42.44	44.29
FY 17-18	2.58	3.22
Total Completion	45.02*	47.51

* This does not include 2.68 mn.sft of area completed and applied for OC.

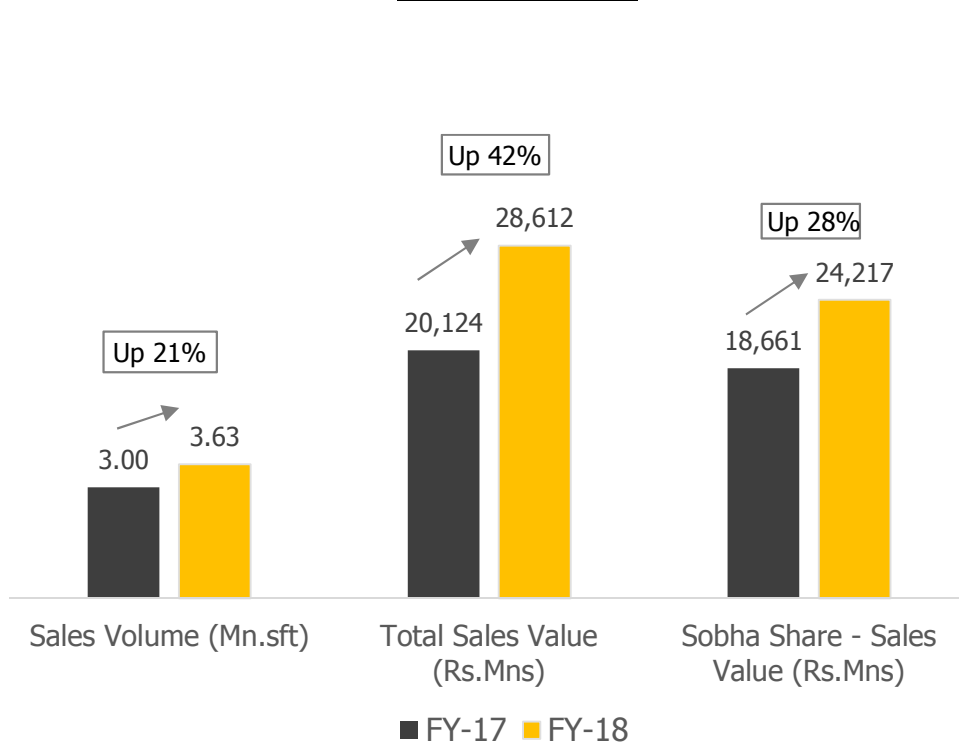
- ❖ Total completion of **92.53 mn.sqft** of area since inception.
- ❖ An average, ~ **7 mn.sqft** of delivery for the past 5 years.
- ❖ ≈ **48.25 mn.sqft** of projects under development.
- ❖ Land bank of **2,472 Acres** spread across **9 cities**, with approx. FSI cost of **Rs.122 / sqft.**
- ❖ Execution presence in **26 cities / 13 states.**
- ❖ Total number employees as on 31st Mar-18 : **2,857 #**
- ❖ Total number of trained tradesmen as on 31st Mar-18 : ≈ **10,000**



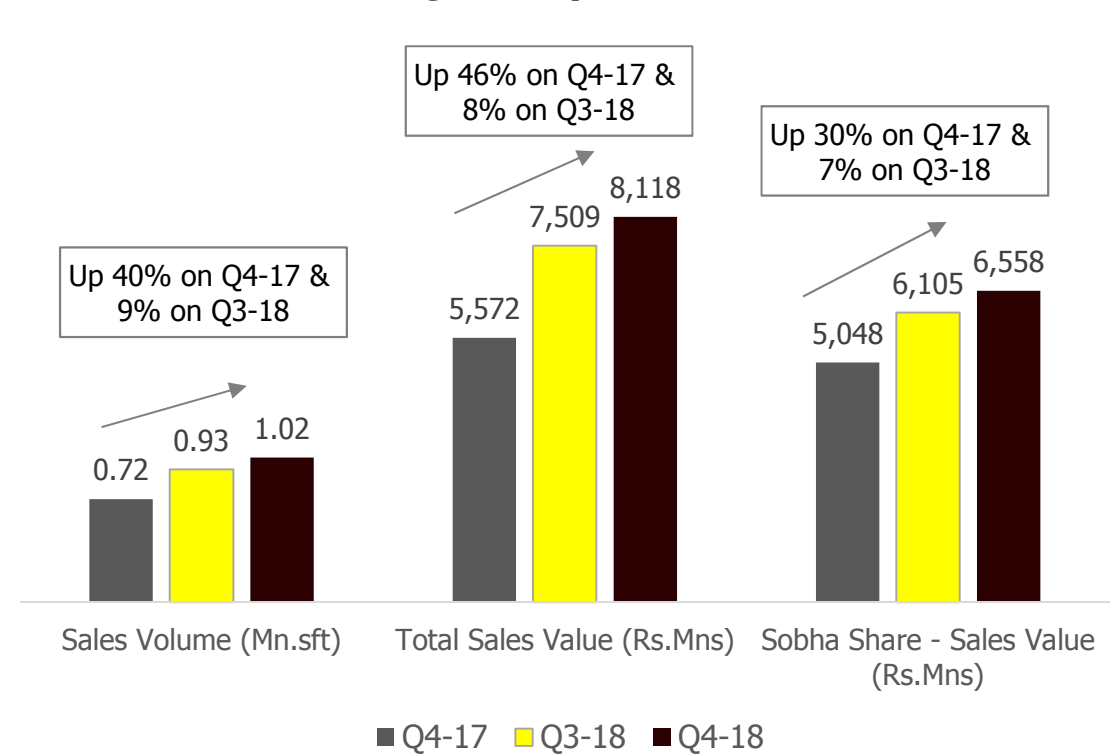
(1 Square Meter = 10.764 Square Feet)

FY 17-18 : SALES HIGHLIGHTS

Annual Sales



Quarterly Sales



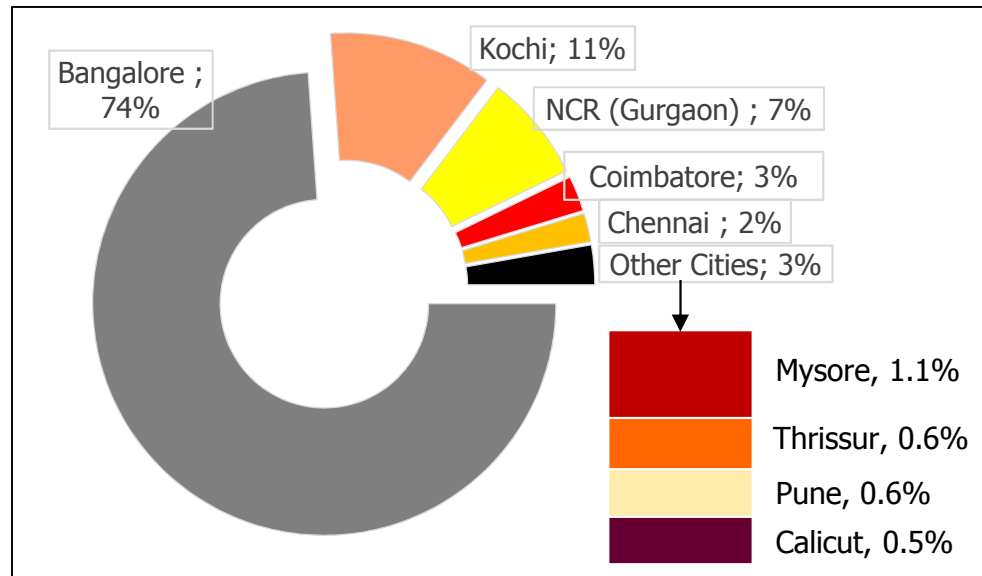
- ❖ Annual sales volume up by 21%. Total sales value up by 42% (Sobha share of sales value up by 28%)
- ❖ Q4-18 sales volume up by 40% Y-o-Y and 9% Q-o-Q. Total sales value up by 46% Y-o-Y and 8% Q-o-Q (Sobha share of sales value up by 30% Y-o-Y and 7% Q-o-Q)
- ❖ Average price realization improvement Y-o-Y reflects return of demand across all price categories.



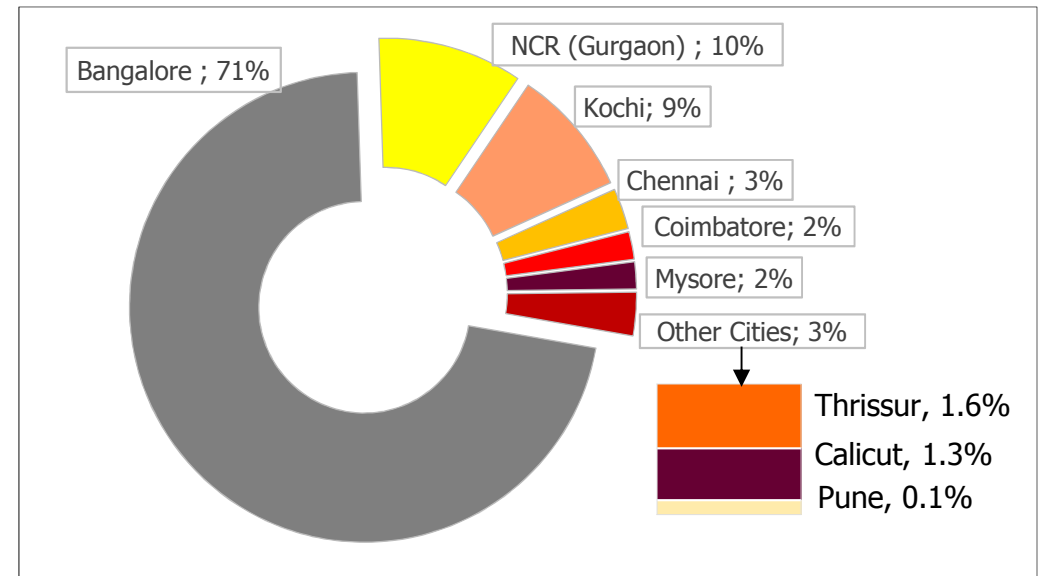
(1 Square Meter = 10.764 Square Feet)

SALES PERFORMANCE & PRICE REALIZATION

Q4 FY-18



FY 17-18



	Particulars		Bangalore	NCR (Gurgaon)	Chennai	Kochi	Thrissur	Calicut	Coimbatore	Mysore	Pune	TOTAL
Q4-18	Area Sold	Sq.feet	750,375	75,733	20,100	116,409	6,425	4,871	25,127	10,944	5,727	1,015,711
	Avg. Price Realization – Incl JD Share	Rs/Sqft	7,517	9,872	9,739	10,661	8,711	7,676	5,448	2,384	6,450	7,993
	Avg. Price Realization – Only Sobha Share	Rs/Sqft	6,776	6,362	6,302	5,331	8,711	6,152	3,804	2,384	6,450	6,457
FY 17-18	Area Sold	Sq.feet	2,600,252	360,857	102,227	317,618	59,570	45,340	69,271	67,230	3,025	3,625,390
	Avg. Price Realization - Incl JD Share	Rs/Sqft	7,554	9,899	6,642	10,589	8,394	7,759	5,639	2,259	(12,797)	7,892
	Avg. Price Realization - Only Sobha Share	Rs/Sqft	7,046	6,963	5,128	5,259	8,394	6,245	4,241	2,259	(12,797)	6,680

Note : 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)

FINANCIAL HIGHLIGHTS (IND-AS)

"Best ever Quarterly and Annual Revenue"

Amount Rs.in Millions

PARTICULARS			FY-18	FY-17		Q4-18	Q4-17	Q3-18	REMARKS
REVENUE	REAL ESTATE OPERATIONS		20,006	14,884		5,013	3,722	5,007	➤ Q4-18 Revenue up by 31% Y-o-Y and 13% Q-o-Q respectively.
	CONTRACTS & MANUFACTURING		7,864	7,577		2,683	2,166	1,912	
	OTHER INCOME		495	386		196	125	85	➤ Annual revenue up by 24%
	TOTAL		28,365	22,847		7,892	6,013	7,004	
EBITDA			5,692	4,583		1,560	1,327	1,460	➤ Q4-18 : EBITDA up by 18% Y-o-Y and 7% up by Q-o-Q. ➤ FY-18: EBITDA up by 24%
PROFIT BEFORE TAX (PBT)			3,170	2,448		907	757	825	➤ Q4-18 : PBT up by 20% Y-o-Y and 10% Q-o-Q. ➤ FY-18 : PBT up by 29%
PROFIT AFTER TAX (PAT)			2,164	1,608		654	466	538	➤ Q4-18 : PAT up by 40% Y-o-Y and 22% Q-o-Q respectively. ➤ FY-18 : PAT up by 35%



Note: Detailed Profit & Loss statement available at slide no: 31

FINANCIAL HIGHLIGHTS (IND-AS)

Amount Rs.in Millions

PARTICULARS	FY-18	FY-17	Q4-18	Q4-17	Q3-18	REMARKS
TOTAL COLLECTIONS (Rs.Mns)	30,082	25,661	9,107	6,948	6,744	<ul style="list-style-type: none"> Highest ever Quarterly & Yearly Collections. Annual collections up by 17% Q4-18 collection up by 31% & 35% Y-o-Y and preceding quarter respectively.
POSITIVE OPERATIONAL CASH FLOW (After meeting Interest & Tax)	3,746	2,998	1,599	784	553	<ul style="list-style-type: none"> Generated Positive Cash flow for the past 11 consecutive quarters after meeting Interest and Tax expenses.
NET DEBT (Rs.Mns)	21,991	20,737	---	---	22,832	<ul style="list-style-type: none"> Improved cash flow helps to bring down the Net debt by Rs.1,285 Million during Q4-18.
DEBT / EQUITY RATIO	0.79	0.78	---	---	0.86	<ul style="list-style-type: none"> Reduction of D/E ratio from 0.86 to 0.79
AVERAGE COST OF BORROWINGS	9.39%	10.42%	---	---	9.74%	<ul style="list-style-type: none"> 35% bps further reduction of average borrowing cost during Q4-18.



BALANCE SHEET – ABSTRACT (IND-AS)

Amount Rs.in Millions

PARTICULARS	IND-AS	
	31 st Mar-18	31 st Mar-17
<u>ASSETS</u>		
Non-current assets	12,101	10,812
Current Assets	78,147	78,118
TOTAL ASSETS	90,248	88,930
EQUITY & LIABILITIES		
Total Equity	27,699	26,445
Non-Current Liabilities	5,494	6,869
Current Liabilities	57,055	55,616
TOTAL EQUITY & LIABILITIES	90,248	88,930

Note: Detailed Balance sheet break up available at slide no : 30



CASH FLOW STATEMENT - ABSTRACT

Amount Rs.in Millions

PARTICULARS	FY-18	FY-17	Q4 -18	Q4-17	Q3 -18
Total Operational cash inflow (A)	30,082	25,661	9,107	6,948	6,744
Operational cash outflows (B)	22,840	19,074	6,630	5,150	5,355
Net Operational Cash flow (C)=(A-B)	7,242	6,587	2,477	1,798	1,389
Financial Outflows					
Interest Paid (Net of interest received)	2,675	2,761	717	729	633
Income Taxes	821	828	161	285	203
Total Financial Outflow (D)	3,496	3,589	878	1,014	836
Net Cash flow after Financial Outflow (E)=(C-D)	3,746	2,998	1,599	784	553
Capital Outflows (F)	5,000	2,586	314	440	997
Net Cash flow (G)=(E-F)	(1,254)	412	1,285	344	(444)

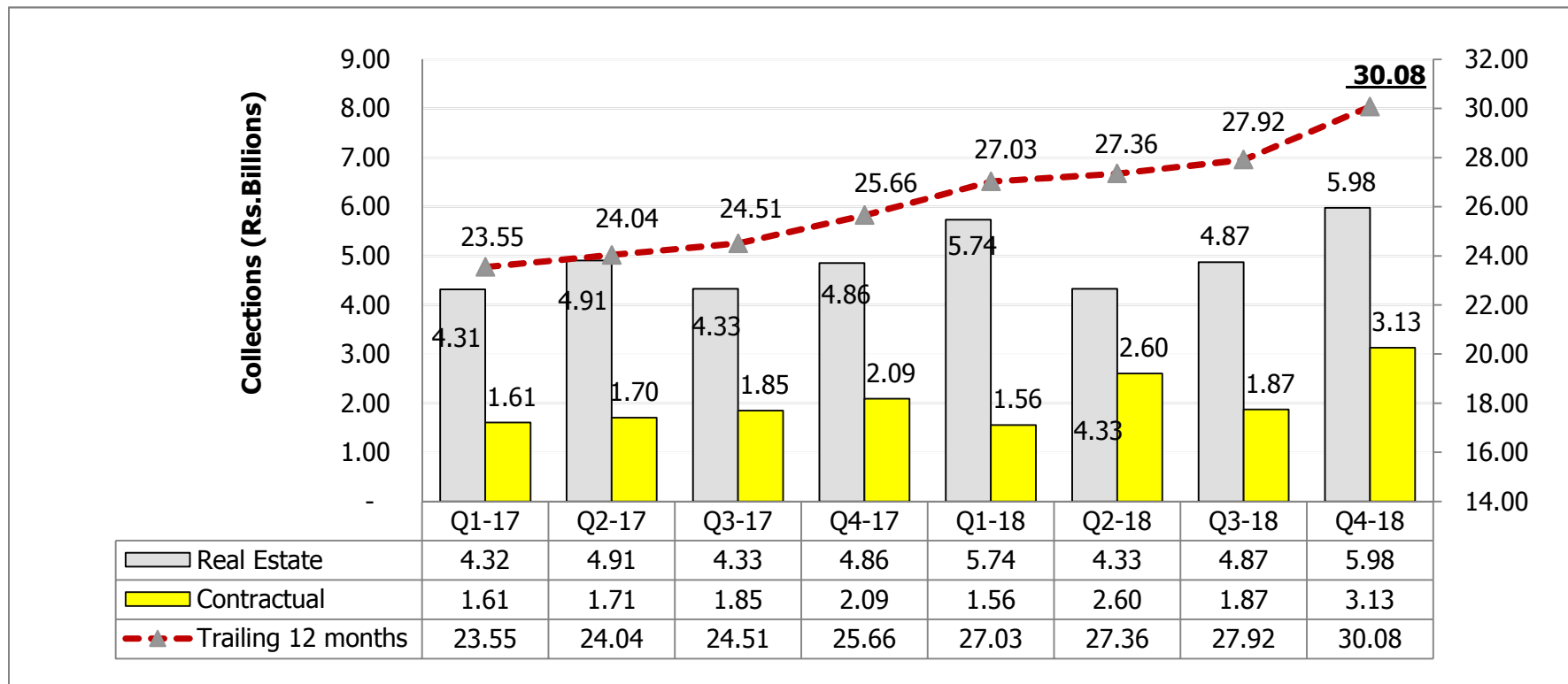
Note: Detailed Cash flow break up available at slide nos: 32,33



RISING COLLECTIONS

Trailing 12 months collections

Rs.in Billion



	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18	Q4-18
Real Estate	4.31	4.91	4.33	4.86	5.74	4.33	4.87	5.98
Contractual	1.61	1.70	1.85	2.09	1.56	2.60	1.87	3.13
Total Collections	5.92	6.61	6.18	6.95	7.30	6.93	6.74	9.11

	Q4-16 to Q3-17	Q1-17 to Q4-17	Q2-17 to Q1-18	Q3-17 to Q2-18	Q4-17 to Q3-18	Q1-18 to Q4-18
Trailing 12 months Collections	24.51	25.66	27.03	27.36	27.92	30.08



REAL ESTATE PROJECTS – PROJECTED CASH FLOW

Ref	Description	Completed Projects	Ongoing		Total	UOM
			Area released	Area not released		
A	Total Developable area		26.05	15.85	41.90	mn.sqft
B	Area of Car Park, Common areas and Amenities etc		8.42	5.35	13.77	mn.sqft
C = A-B	Total Saleable area		17.63	10.50	28.13	mn.sqft
D	Sobha share of Saleable area		16.50	9.91	26.41	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)	10.40	16.40	9.91	36.71	mn.sqft
G	Total area sold till 31 st March,18	10.00	11.89	-	21.89	mn.sqft
H = F-G	Unsold area	0.40	4.51	9.91	14.82	mn.sqft
I	Balance construction cost to be spent to complete the entire development	0.35	38.74	33.69	72.78	Rs.Billion
J	Outstanding receivables + Balance to be billed and collected on sold units	1.33	35.89	-	37.22	Rs.Billion
K	Sales value of unsold stock	1.56	32.74	62.35	96.65	Rs.Billion
L = J+K-I	Positive cash flow expected	2.54	29.89	28.66	61.09	Rs.Billion
Total Cash flow available from the Real Estate Projects			61.09		Rs.Billion	

Note :

1. Completed projects unsold inventory includes plotted development area of 0.22 mn.sqft.
2. Unsold area sale value is based on current selling price, which will subject to change.



(1 Square Meter = 10.764 Square Feet)

MOVEMENT OF DEBT (IND AS)

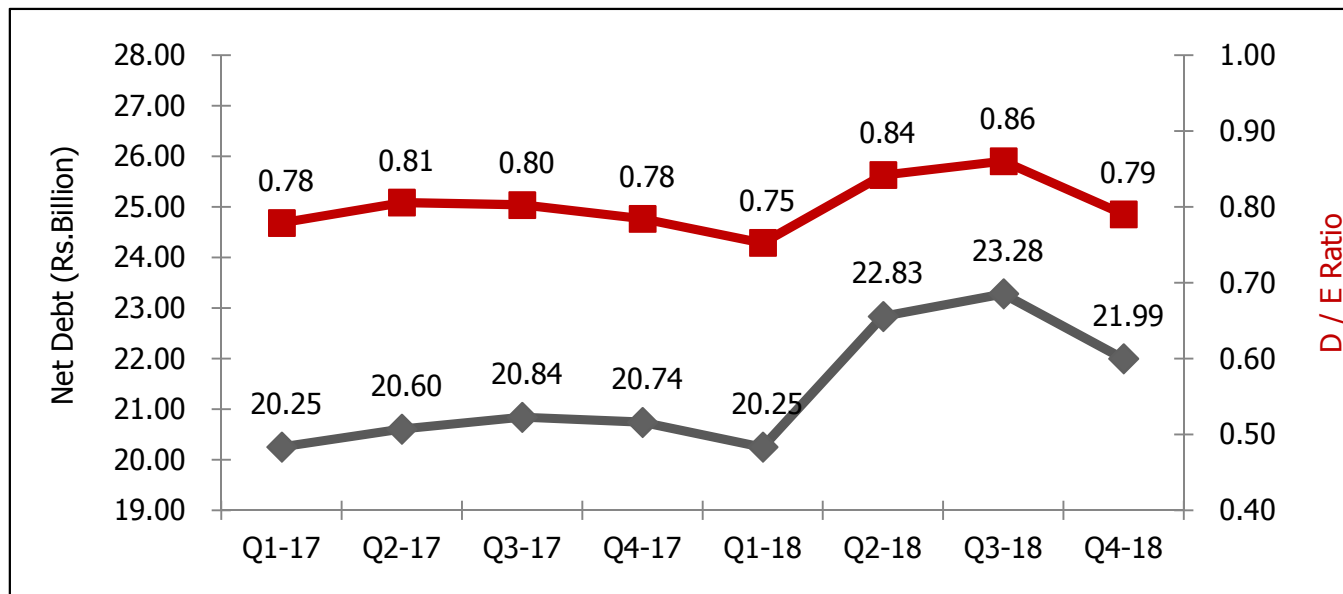
CONSOLIDATED:

Rs. in Million

Particulars	31 st Mar-18	31 st Dec-17	Increase / (Decrease)
Gross Debt	23,346	24,465	(1,119)
Less: Cash & Cash Equivalents	1,355	1,189	166
Net Debt	21,991	23,276	(1,285)

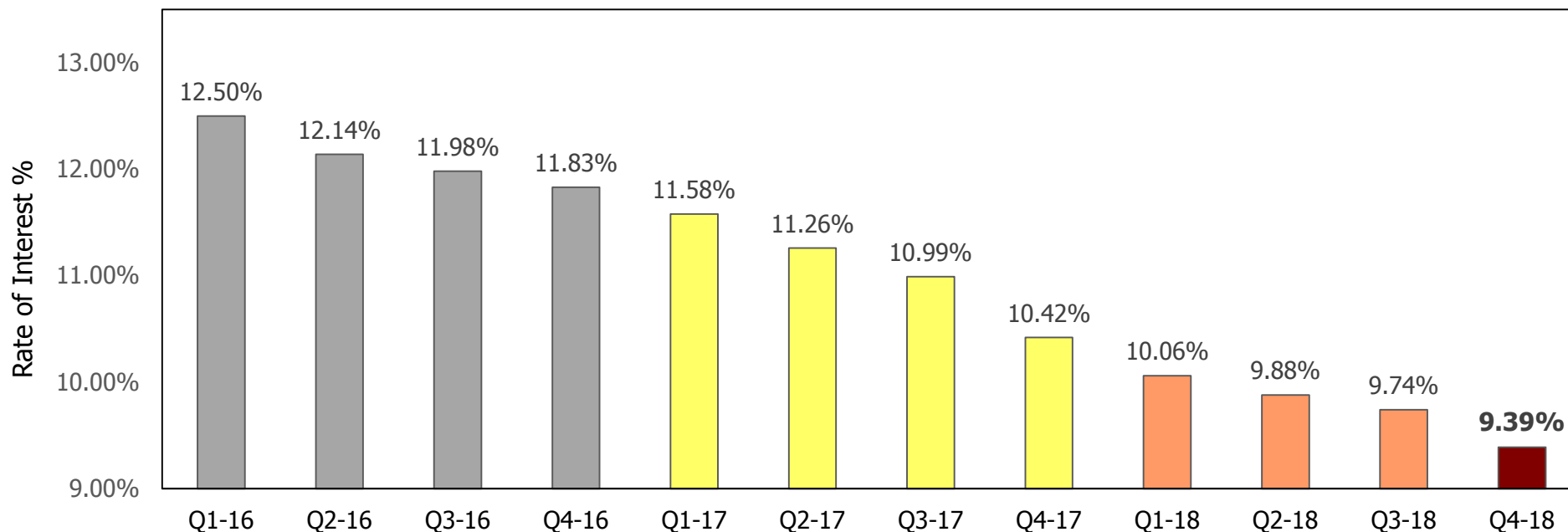
Note: Cash and Cash equivalents is inclusive of Mutual Fund investments.

Net Debt & D/E Ratio Movement:



DECLINING BORROWING COST

" Lowest Average cost of borrowings "



➤ Sobha had brought down its average cost of borrowing cumulatively to 311% since Q1-2016, which is better than RBI repo rate cut during the same period.

Finance Cost (Gross) :

Rs.in Million

Mar-18	Dec-17	Sept-17	June-17	Mar-17	Dec-16	Sept-16
706	716	655	633	684	681	671



PRICE BAND CATEGORY

		FY-18	FY-17
Total Area Sold	Square Feet	3,625,390	3,001,829
Total Sales Value (incl. JD share value)	Rs. Million	28,612	20,124
Average Price Realization	Rs/ Sq.ft	7,892	6,704

Category	Area sold (Million Sq.ft)			
	FY-18	%	FY-17	%
< ₹ 50 lakhs	0.16	4%	0.12	4%
₹ 50 lakhs to 1cr	1.00	28%	1.17	39%
₹ 1 cr to 2 crs	1.15	32%	0.96	32%
₹ 2 crs to 3 crs	0.91	25%	0.50	17%
Above Rs.3 crs	0.41	11%	0.25	8%
Grand Total	3.63	100%	3.00	100%

Value sold (Rs.Million)			
FY-18	%	FY-17	%
750	3%	508	3%
5,983	21%	5,880	29%
8,444	29%	6,602	33%
8,968	31%	4,456	22%
4,467	16%	2,678	13%
28,612	100%	20,124	100%

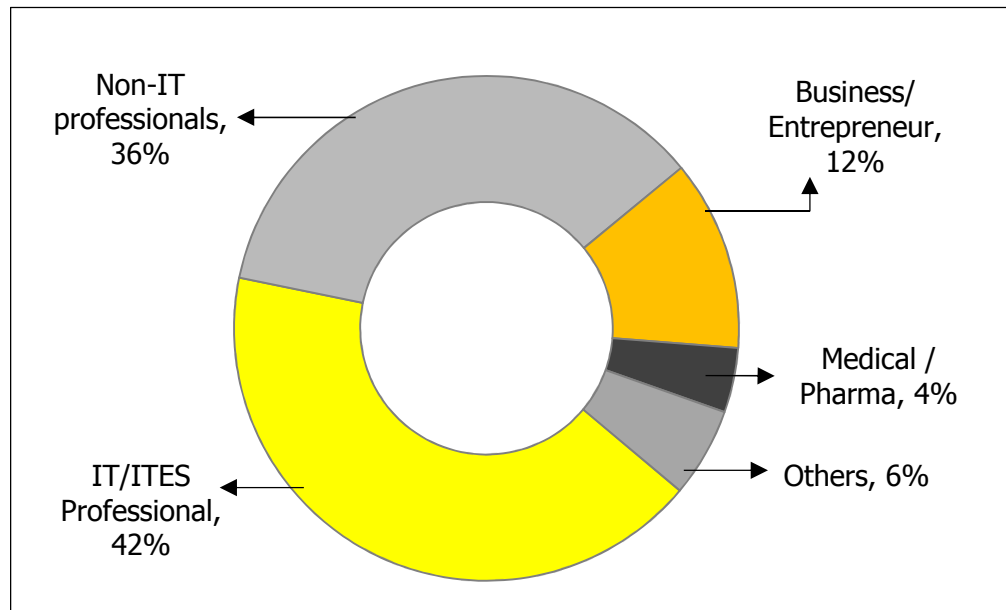
- **Sales value of >Rs.2 crs category products continued to increase during FY-18**, an account of improved sales performance from products like Sobha Indraprastha, Sobha Forestview – Alder, Marina One - Cochin and Sobha City – Gurgaon.
- Below Rs.50 lakhs represents 1 BHK units in Bangalore and Plotted Development sales in Mysore.



(1 Square Meter = 10.764 Square Feet)

BUYERS PROFILE – ROLLING 12 MONTHS

Profession-wise breakup

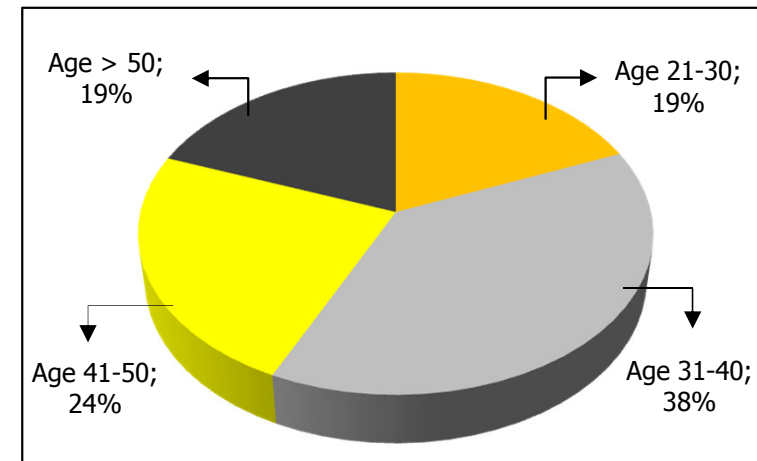


* Others includes Housewives, Agriculturist, Retired and Govt. Employees.

Healthy Customer base:

- ❖ 78% of customers base fall under salaried professionals. (IT/ITES : 42% & Non-IT: 36%)
- ❖ 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 31st Mar-18)

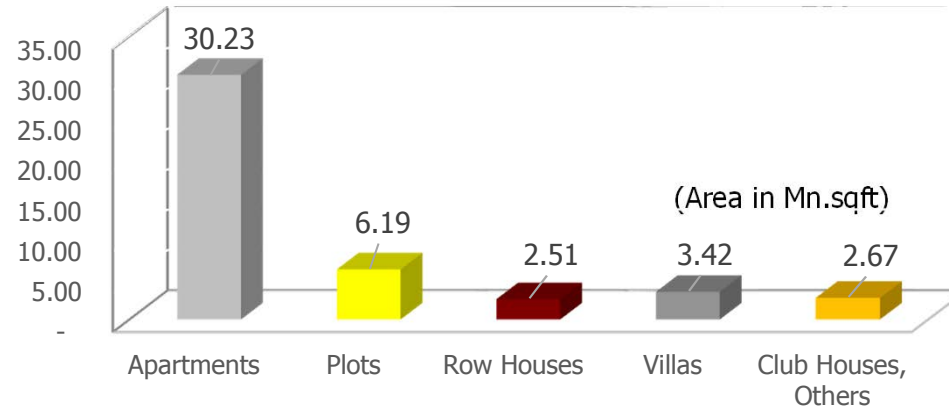
Bank Loan	56%
Self Funding	44%



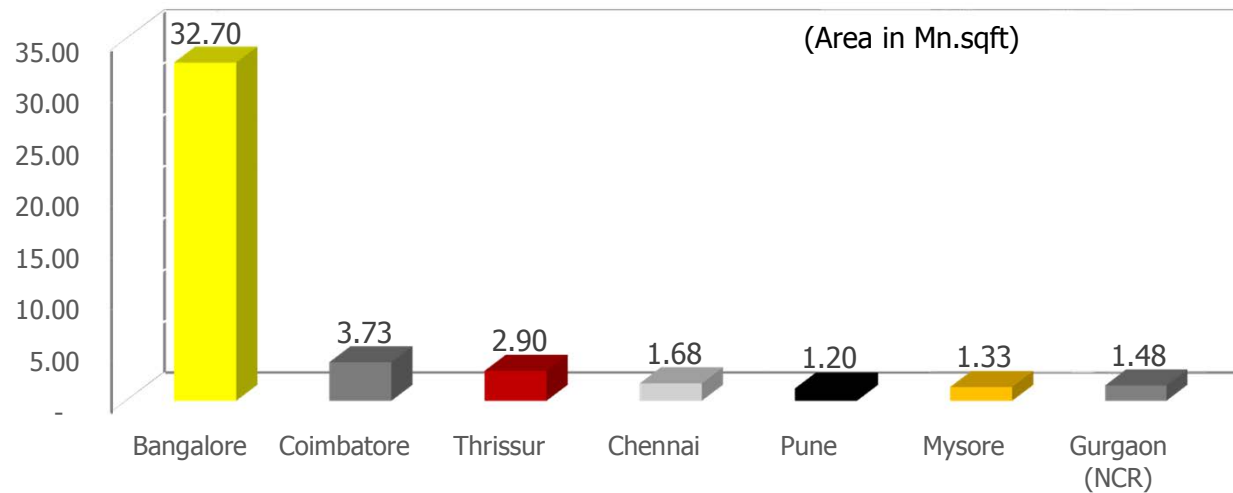
REAL ESTATE – COMPLETED PROJECTS

- ❖ Total Developed area of **45.02 mn.sqft** and Super Built-up area of **34.63 mn.sqft**.
- ❖ Completed Real Estate projects located in **7** cities.
- ❖ Product mix includes Multi Storied Apartments (Dreams, Luxury, Super Luxury & Presidential category), Row Houses, Villas, Plotted Developments & Club House Facilities etc

Product - mix



Location wise



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.

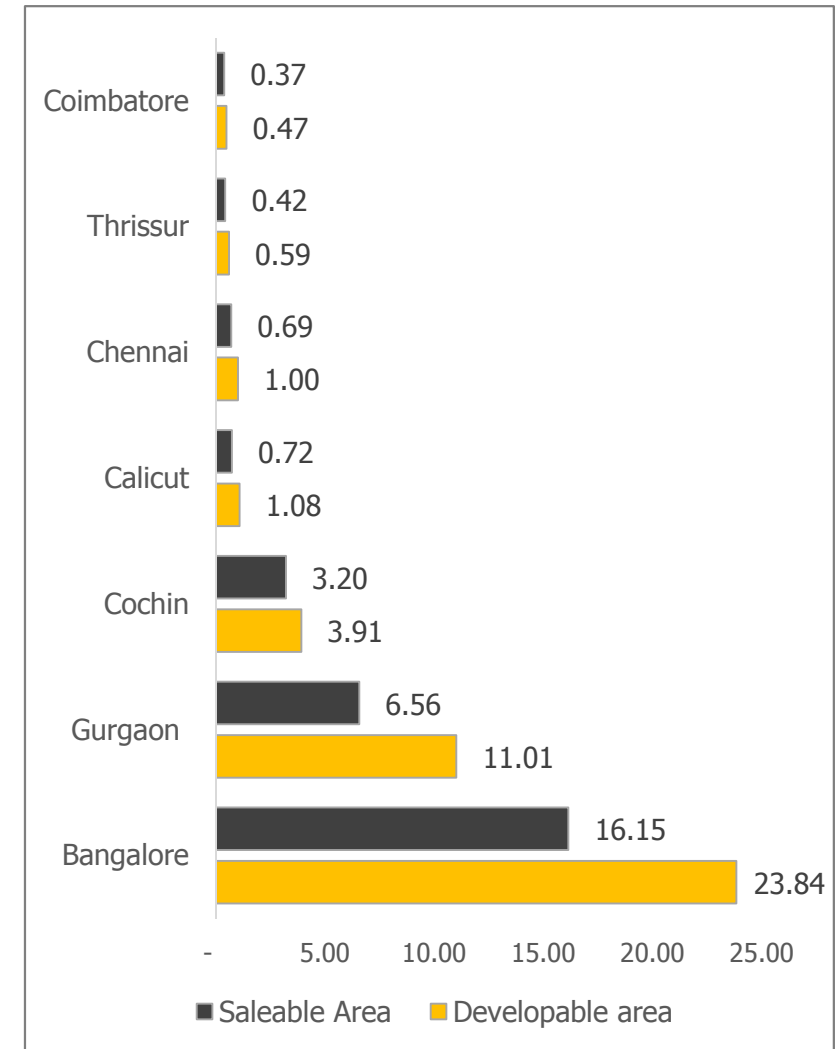


(1 Square Meter = 10.764 Square Feet)

REAL ESTATE – ONGOING PROJECTS

- ❖ Real Estate ongoing projects measuring total developable area of about **≈41.90 mn.sqft** and total saleable area of **≈28.13 mn.sqft**, located at **8 cities** in India.

S.No	Particulars	Total Developable Area* (Mn.Sqft)	Total Saleable Area (Mn.sqft)	Sobha Share of Saleable Area
I	Projects Completed - Applied for OC	2.68	2.05	2.05
II	Ongoing Projects - RERA exempted as per rule.	4.44	2.76	1.83
III	Ongoing Projects - RERA rules not yet notified	3.16	2.37	2.37
IV	Ongoing Projects - Registered under RERA	15.77	10.45	10.16
V	Ongoing Projects - RERA registered – Not offered for sale :	1.14	0.80	0.80
VI	Projects received Plan approvals - Not released for sale – (RERA registration at the time of release)	14.71	9.70	9.11
TOTAL		41.90	28.13	26.31



- 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 –STATUS OF RERA REGISTRATION

Locations	No of projects applied for RERA	No of projects received approval from RERA
Bangalore	42	39
Chennai	2	2
Gurgaon	2	2
Pune	1	1
TOTAL	47	44

- 44 ongoing projects measuring total saleable area of 10.57 million sqft registered and received approval under RERA.
- In addition to above, 3 projects, consist of 2 Blocks in Sobha Arena and 1 wing in Sobha Dream Acres project – Registered under RERA and awaiting for approvals, which are yet to released for sale.

Future Launches :

- Company is planning to launch 6 - 8 new projects in Bangalore, Mysore, Thrissur, Cochin & Ahmedabad in coming quarters.



(1 Square Meter = 10.764 Square Feet)

CONTRACTS – PROJECTS BREAK-UP

Contractual projects status as on 31st March,18

#	LOCATION	≈ Built-up area (Mn.Sft)
1	Trivandrum	2.99
2	Bangalore	0.91
3	Mysore	0.83
4	Hyderabad	0.65
5	Indore	0.35
6	Gurgaon (NCR)	0.25
7	Bhubaneshwar	0.23
8	Chennai	0.14
	TOTAL	6.35

Completed :

- ❖ Total completed **≈47.51 mn.sqft** of area for various Clients in **26 cities** across India.
- ❖ Executed over **35 mn sqft** of area for single / major client - '**Infosys**'.

Under Progress:

- ❖ Currently executing **≈6.35 mn.sqft** of area in **8 cities** across India for various clients.
- The scope of contractual orders varies from Civil, Finishes, Electrical, PHE works, Interiors to Glazing



Bosch, Bangalore



Infosys - Mysore



NRN Holdings - Bangalore



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 - OVERVIEW

Contractual projects Order Book : \approx Rs.17.40 Billion as on 31st Mar-18 – Highest ever.

REVENUE (Rs.Millions)

	FY-18	FY-17	%	Q4-18	Q4-17	%
CONTRACTS	4,536	4,891	(7%) ↓	1,670	1,300	29% ↑
MANUFACTURING	3,328	2,686	19% ↑	1,013	866	17% ↑
TOTAL	7,864	7,577	4% ↑	2,683	2,166	19% ↑

* Excludes Inter divisions transfer

- Contracts & Manufacturing revenue **up by 4% and 19%** Yr-o-Yr and Q-o-Q respectively.
- This segment contributed 28% of total revenue during FY-18.



Infosys SDB-4, Mangalore



Infosys SDB-8, Mysore

COLLECTIONS (Rs.Millions)

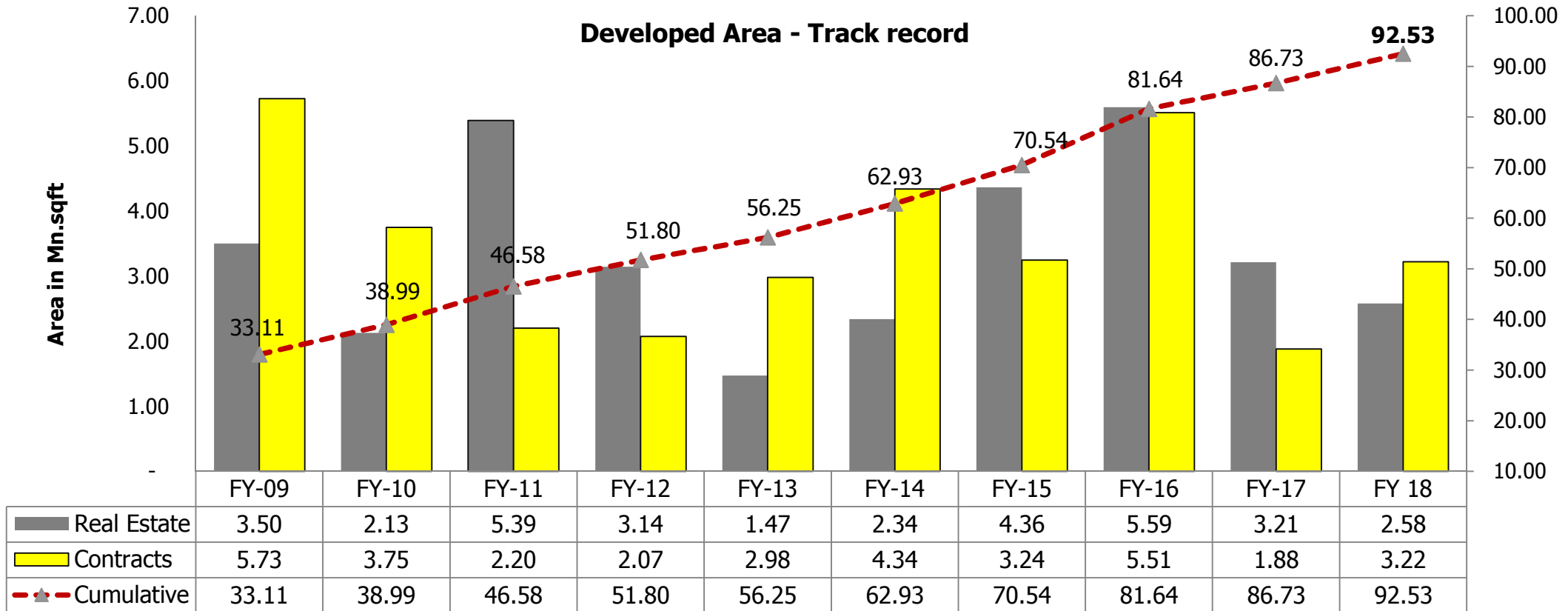
	FY-18	FY-17	%	Q4-18	Q4-17	%
CONTRACTS	5,388	4,325	25% ↑	1,831	1,191	54% ↑
MANUFACTURING	3,764	2,927	29% ↑	1,296	900	44% ↑
TOTAL	9,152	7,252	26% ↑	3,127	2,091	50% ↑

- Contracts and Manufacturing division clocked Highest yearly and quarterly collections during FY-18 & Q4-18.
- Collection **up by 26% and 50%** Yr-o-Yr and Q-o-Q respectively.



EXECUTION DELIVERY TRACK RECORD

Developed Area - 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 73.81 mn.sqft of area in the next \approx 10 years, till end of March-2018.
- ❖ Track record of on time execution.
- ❖ On an average, developed and handed over \approx 7 mn.sqft of area in the past 5 years.

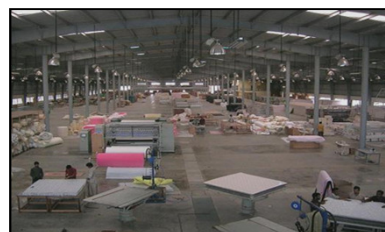


BACKWARD INTEGRATION (World Class Manufacturing Facilities)

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

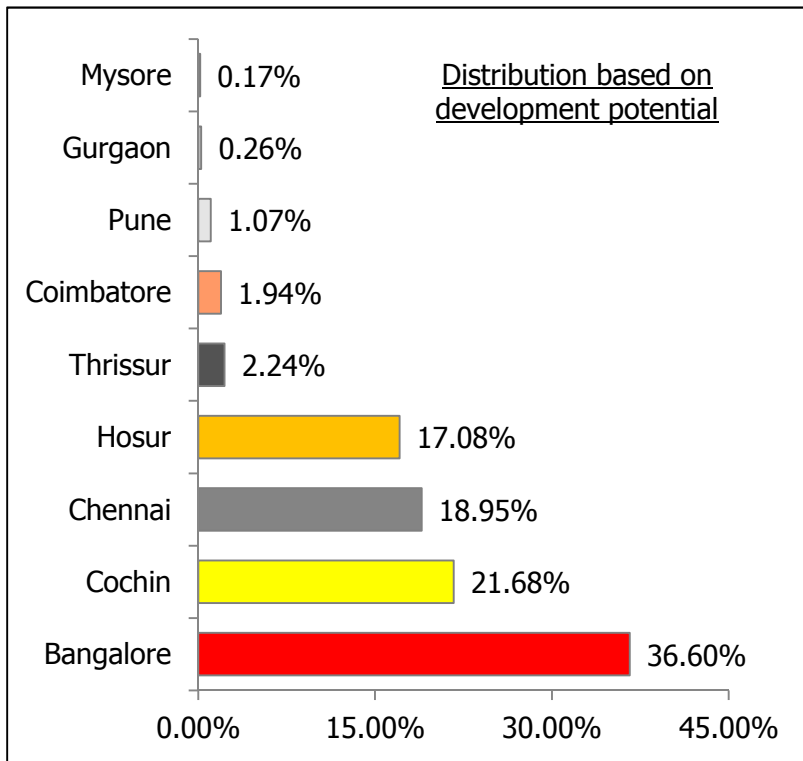
Glazing & Metal Works Division		Interiors & Furnishing Division		Concrete Products Division	
Turnover *: FY-18	Rs.1,964 Mns	Turnover* : FY-18	Rs.1,012 Mns	Turnover *: FY-18	Rs.352 Mns
Factory area	0.30 Mn Sq ft	Factory area	0.80 Mn sq ft	Factory area	0.40 Mn sq ft
PRODUCTS <ul style="list-style-type: 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.



LAND BANK STATUS

Total Extent of Land	2,472	Acres
Sobha Share of Land	2,384	Acres
Total Cost consideration	24,792	Rs.Mns
Balance amount payable	692	Rs.Mns
Cost / sqft of Sobha Share	239	Rs./sqft
FSI cost of Sobha Share	122	Rs./sqft



Total Developable Area	210.18 Mn.sqft
Sobha Share	203.96 Mn.sqft

BANGALORE (756.91 acres)

Developable Area	78.04
Sobha Share	74.65

MYSORE (17.46 acres)

Developable Area	0.42
Sobha Share	0.35

PUNE (73.23 acres)

Developable Area	2.37
Sobha Share	2.17

THRISSUR (47.09 acres)

Developable Area	4.57
Sobha Share	4.57

COCHIN (474.68 acres)

Developable Area	45.46
Sobha Share	44.23

GURGAON (14.70 acres)

Developable Area	1.04
Sobha Share	0.54

CHENNAI (535.81 acres)

Developable Area	39.47
Sobha Share	38.65

HOSUR (484.76 acres)

Developable Area	34.84
Sobha Share	34.84

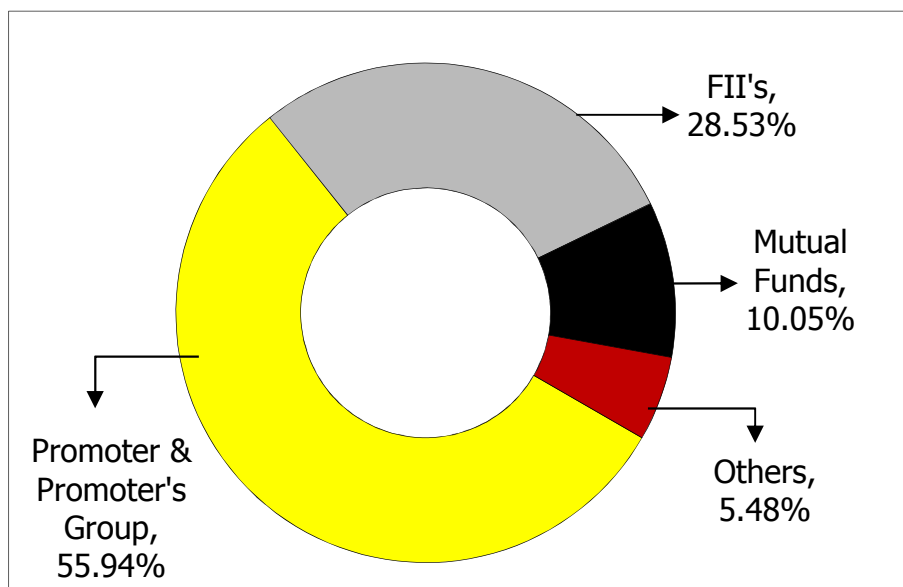
COIMBATORE (67.48 acres)

Developable Area	3.96
Sobha Share	3.96

Note: Developable area is based on current FSI available



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

	31 st Mar-18	31 st Dec-17	30 th Sept-17	30 th June-17
Promoter & Promoter Group Holding	55.94%	55.94%	56.08%	56.08%
FII's & Foreign Portfolio Investors	28.53%	29.23%	28.72%	32.23%
Mutual Funds & Insurance	10.05%	10.06%	10.07%	6.31%
Public & Others	5.48%	4.77%	5.13%	5.38%

❖ No. of shareholders as on 31st March, 2018 – 53,813



SOBHA – STOCK PERFORMANCE

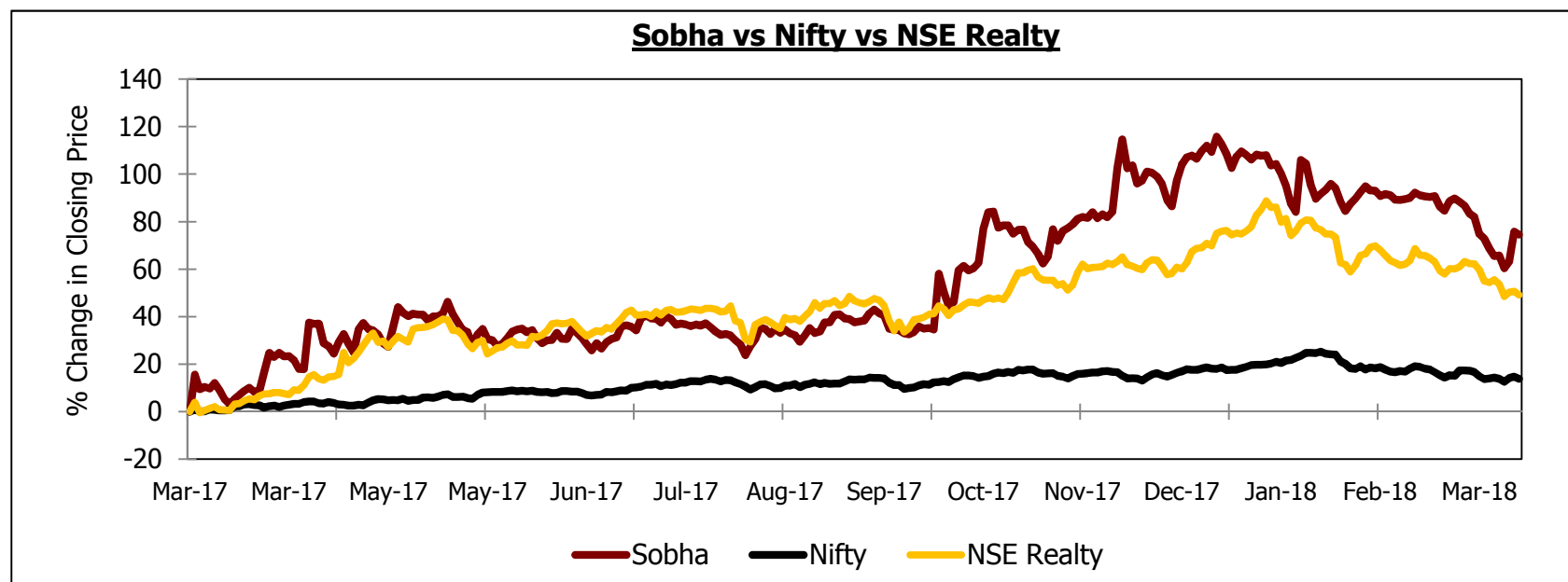
Status as on: 31st March,18

No. of Shares	94.85 Million
Market Capitalization	Rs.48.18 Billion
Stock Price : 52 week High / Low	Rs.627 / Rs.290
Avg. Daily volume (12 months)	444,253

Source : NSE, BSE

Key Research Houses covering the stock...

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



Detailed break-up as of 31st March,2018

- Consolidated Balance Sheet
- Profit and Loss Statement
- Cash Flow Statement
- Real Estate Ongoing Projects



CONSOLIDATED BALANCE SHEET (IND AS)

Amount Rs.in Millions

PARTICULARS	MAR-18	MAR-17
ASSETS		
Non-current assets		
Property, Plant and equipment	2,796	3,172
Capital work-in-progress	1,345	799
Investment Property	1,961	1,979
Intangible assets	1	2
Financial assets		
Investments	1,125	-
Trade Receivables	135	143
Other Non-current financial assets	390	537
Other non-current assets	4,294	4,159
Current tax assets (net)	54	21
	12,101	10,812
Current Assets		
Inventories	48,349	50,960
Financial Assets		
Trade receivables	3,272	2,267
Cash and cash equivalents	1,060	1,240
Bank balance other than Cash & cash equivalents	134	228
Other Current financial assets	8,306	8,457
Other current assets	17,026	14,966
	78,147	78,118
TOTAL ASSETS (Rs.Million)	90,248	88,930

PARTICULARS	MAR-18	MAR-17
EQUITY & LIABILITIES		
Equity Share Capital	948	963
Securities premium account	26,751	25,482
Total Equity	27,699	26,445
Non-current Liabilities		
Financial Liabilities		
Borrowings	2,788	4,423
Other financial liabilities	2	2
Long term Provisions	183	161
Deferred tax liabilities (Net)	2,521	2,283
	5,494	6,869
Current Liabilities -		
Financial Liabilities		
Borrowings	20,299	17,372
Trade payables	7,205	7,693
Other current financial liabilities	4,453	3,922
Other current liabilities	24,613	26,086
Liabilities for current Tax (net)	362	401
Provisions	123	142
	57,055	55,616
Total Liabilities	62,549	62,485
Total Equity and Liabilities (Rs.Million)	90,249	88,930



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

PROFIT & LOSS STATEMENT (Ind-As)

Amount Rs.in Millions

Particulars	FY-18	FY-17	% Change	Q4-18	Q4-17	Q3-18	Q4-18 vs Q4-17	Q4-18 vs Q3-18
Property Development	20,006	14,884		5,013	3,722	5,007		
Contractual + Manufacturing	7,864	7,577		2,683	2,166	1,912		
Other Income	495	386		196	125	85		
Total Revenue	28,365	22,847	24.2%	7,892	6,013	7,004	31.2%	12.7%
Total Expenditure	22,673	18,264		6,332	4,686	5,544		
EBITDA	5,692	4,583	24.2%	1,560	1,327	1,460	17.7%	6.9%
EBITDA %	20%	20%		19.8%	22%	20.7%		
Depreciation	544	638		135	173	137		
Finance Expenses	1,978	1,497		518	397	498		
Profit Before Tax	3,170	2,448	29.4%	907	757	825	19.8%	9.9%
PBT %	11.2%	10.7%		11.5%	12.6%	11.6%		
Tax Expenses	1,002	970		253	297	291		
Add: Share of profit jointly controlled entity	-	129		-	10	-		
PAT after share of associates	2,168	1,607	34.8%	654	470	534	39.1%	22.5%
Other comprehensive income (net of tax expense)	(4)	1		-	(4)	4		
NET PROFIT	2,164	1,608	34.5%	654	466	538	40.3%	21.6%
NET PROFIT %	7.6%	7%		8.3%	7.7%	7.7%		



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

Slide no : 31

CASH FLOW STATEMENT

Amount Rs.in Millions

PARTICULARS	FY-18	FY-17		Q4-18	Q4-17	Q3-18
Operational cash inflows						
Real Estate Operations	20,930	18,409		5,980	4,856	4,874
Contractual & Manufacturing	9,152	7,252		3,127	2,092	1,870
Total Operational cash inflow –(A)	30,082	25,661		9,107	6,948	6,744
Operational cash outflows						
Real Estate project expenses	12,633	9,490		3,516	2,573	3,247
Contracts and Manufacturing expenses	6,798	5,860		2,329	1,662	1,312
Statutory Dues & Other Taxes	821	1,424		15	436	160
Corpus Repayment	220	188		74	44	68
Central Over Heads	1,763	1,351		496	317	415
Advertising & Marketing expenses	605	761		200	117	153
Total Operational cash outflow- (B)	22,840	19,074		6,630	5,150	5,355
Net Operational Cash flow : (C=A-B)	7,242	6,587		2,477	1,798	1,389

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



CASH FLOW STATEMENT

Amount Rs.in Millions

PARTICULARS	FY-18	FY-17		Q4-18	Q4-17	Q3-18
Financial Outflows						
Interest Paid (Net of interest received)	2,675	2,761		717	729	633
Income Taxes	821	828		161	285	203
Total Financial Outflows (D)	3,496	3,589		878	1,014	836
Net Cash flow after Financial Outflow : (E=C-D)	3,746	2,998		1,599	784	553
Capital Outflows						
Land Payments	3,605	1,365		209	344	241
Buy Back of Shares	621	582		-	-	621
Dividend including tax	290	232		-	-	-
Donation / CSR Contribution	136	152		7	22	42
Capex – General	60	75		12	22	22
Capex – Commercial Real Estate	288	180		86	52	71
Total Capital Outflow (F)	5,000	2,586		314	440	997
Total Cash Inflow : (A)	30,082	25,661		9,107	6,948	6,744
Total Cash Outflow : (G =B+D+F)	31,336	25,249		7,822	6,604	7,188
Net Cash flow (A - G)	(1,254)	412		1,285	344	(444)

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



Real Estate – Details of Ongoing projects as on 31st March,2018

Area in Million Sq. feet

Sl.No	Projects	Location	Type	Total Developable Area	Total Saleable Area	Sobha Share of Saleable Area
I	<u>Projects completed & applied for Occupancy Certificate (RERA registration not applicable)</u>					
1	Sobha Palladian	HAL Road, Bangalore	Apartments	0.64	0.47	0.47
2	Sobha City - Santorini 2	Thanisandra, Bangalore	Apartments	0.51	0.39	0.39
3	Sobha City - Casa Paradiso 3	Thanisandra, Bangalore	Apartments	0.46	0.38	0.38
4	Sobha Forest View- Alder	Kanakapura Road, Bangalore	Apartments	0.35	0.28	0.28
5	Sobha Dream Acres - Rain Forest (Wing 9,10,12 & 14)	Balagere, Bangalore	Apartments	0.72	0.53	0.53
				2.68	2.05	2.05
II	<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
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
4	International City - Ph 1 (B & B3)	Babupur, Gurgaon	Duple Villas	0.08	0.08	0.05
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)
				4.44	2.76	1.83
III	<u>Ongoing Projects - RERA rules not yet notified</u>					
1	Sobha Bela Encosta	Palazhi, Kozhikode	Villas	0.43	0.21	0.21
2	Sobha Rio Vista	Feroke, Kozhikode	Apartments	0.64	0.51	0.51
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
5	Sobha Silver Estate	Pottore, Thrissur	Villas	0.31	0.18	0.18
				3.16	2.37	2.37
IV	<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	0.84	0.84
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	0.48	0.48
6	Sobha Avenue	Whitefield, Bangalore	Apartments	0.40	0.29	0.29



Real Estate – Details of Ongoing projects as on 31st March, 2018

Area in Million Sq.feet

Sl.No	Projects	Location	Type	Total Developable Area	Total Saleable Area	Sobha Share of Saleable Area
7	Sobha Arena - The Park	Kanakapura Road, Bangalore	Apartments	0.32	0.22	0.22
8	Sobha Arena - The Plaza	Kanakapura Road, Bangalore	Apartments	0.32	0.22	0.22
9	Sobha Morzaria Grandeur-2	Diary Circle, Bangalore	Apartments	0.10	0.08	0.08
10	Sobha Dream Acres - Rain Forest	Balagere, Off ORR, Bangalore	Apartments	1.55	1.16	1.16
11	Sobha Dream Acres - Tropical Greens	Balagere, Off ORR, Bangalore	Apartments	1.33	1.00	1.00
12	Sobha Dream Acres : Palm Springs	Balagere, Off ORR, Bangalore	Apartments	0.80	0.59	0.59
13	Sobha Clovelly	Padmanabha Nagar, Bangalore	Apartments	0.53	0.33	0.33
14	Sobha 25 Richmond	Longford Town, Bangalore	Apartments	0.02	0.02	0.01
15	Sobha Palm Court	Kogilu Cross, Bangalore	Apartments	0.71	0.51	0.42
16	Sobha HRC Pristine - Block 1,2 & 3	Jakkur, Bangalore	Apartments	1.28	0.76	0.76
17	Sobha HRC Pristine - Block 4 & 5	Jakkur, Bangalore	Row Houses	0.04	0.04	0.04
18	Sobha Forest Edge	Kanakapura Road, Bangalore	Apartments	0.60	0.45	0.45
19	Sobha City - Tower A1,B1,C1	Babupur, Gurgaon	Apartments	0.58	0.46	0.46
20	Sobha City - Tower A2,B2,C2	Babupur, Gurgaon	Apartments	0.58	0.46	0.46
21	Sobha Winchester	Kovilampakkam, Chennai	Apartments	0.70	0.51	0.37
22	Sobha Gardenia	Vengai Vasal, Chennai	Villas	0.30	0.19	0.12
				15.77	10.45	10.16
V	Ongoing Projects - Registered under RERA -Yet to be released for sale :					
1	Sobha Arena - The Square (Block 4)	Kanakapura Road, Bangalore	Apartments	0.47	0.32	0.32
2	Sobha Arena - Pebble Court (Block 1)	Kanakapura Road, Bangalore	Apartments	0.38	0.26	0.26
3	SDA - Tropical Greens (Wing 19,20)	Balagere, Off ORR, Bangalore	Apartments	0.30	0.22	0.22
				1.14	0.80	0.80
VI	Projects received Plan approvals -- Not released for sale - Yet to be registered under RERA:					
1	Sobha Dream Acres - Unreleased	Balagere, Off ORR, Bangalore	Apartments	5.06	3.77	3.77
2	International City - Residential (Ph 3 & 4)	Babupur, Gurgaon	Villas & Row Houses	3.82	1.16	0.74
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
5	Marina One (Unreleased)	Marine Drive, Cochin	Apartments	2.42	1.98	1.98
				14.71	9.70	9.11
	GRAND TOTAL			41.90	28.13	26.31

* 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.



AWARDS & RECOGNITIONS

- Declared as the **'Top brand of Indian real estate sector'** for the **3rd consecutive year** by the **Brand X Report 2016-17**, an annual study conducted by Track2Realty.– The first hat-trick of brand leadership by any real estate player in India so far.
- Won the CREDAI Awards for Real Estate (CARE) 2017 in the category **'Best CSR Activity'** by CREDAI Karnataka.
- **Voted as Number 1** choice of homebuyers nationally in **Track2Realty's Consumer Confidence Report 20:20** - This is the **4th consecutive year** that SOBHA has won top rank in consumer confidence survey, making it an exceptional and a rare feat achieved by any real estate brand in the country.
- Recognised with **'The Most Trusted Real Estate Brand'** in South Zone at the **12th CNBC AWAAZ Real Estate Award 2017-18**.
- Conferred with three prestigious awards at the 10th Construction Industry Development Council (CIDC) Vishwakarma Awards 2018 - **'Best Professionally Managed Company'** (Turnover > INR 1000 crore; **'Achievement Award for Social Development & Impact'** and **'Best Construction Projects'** for **SOBHA Sapphire, Thrissur, Kerala**.



(1 Square Meter = 10.764 Square Feet)



PASSION AT WORK

THANK YOU

Corporate Office

Sobha Limited.
'SOBHA', Sarjapur-Marathahalli Outer Ring
Road(ORR),
Devarabisanahalli, Bellandur Post,
Bangalore-560103
Phone: +91-80- 49320000, Fax: +91-80- 49320444
Web : www.sobha.com

Investors Contact :

Mr.Subhash Mohan Bhat
Chief Financial Officer
Mobile: +91- 99801 99088
Email: subhash.bhat@sobha.com

K.Bala Murugan
Senior Manager – Investor Relations
Mobile: +91- 98807 30459
Email: balamurugan.k@sobha.com



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 and publically available data from various recourses such as research reports, publications etc.. 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.