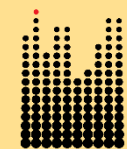


#1

**SOBHA HAS BEEN RATED AS NO.1
REALTY PLAYER PAN-INDIA
ONCE AGAIN IN HAVING BEST PRACTICES**

Track2Realty | Best Practices Report 2019



SOBHA

PASSION AT WORK

INVESTOR PRESENTATION

March - 2019

27 Cities

Across India

Completed

103.88 Million Square feet of area

**Completed 143 residential projects with
developable area of 54.77 Mn Sqft**

**Completed 307 contractual projects with
developable area of 49.11 Mn Sqft**

Ongoing Contractual

aggregating to 8.59 Million square feet

Ongoing Residential

aggregating to 41.57 Million Square feet of developable area

Over 3,555

talented professionals

2,392 acres of total land bank

MILESTONES



- SOBHA has been voted as TOP BRAND for the 4th consecutive year by Track2Realty Report 2018.
- Completed 103.88 Mnsqft of total developable area.

FY19

- SOBHA declared TOP BRAND of Indian real estate sector for the 3rd consecutive year by Track2Realty Report 2017.
- SOBHA bags the 'Best Professionally Managed Company' (turnover > INR 1000 crores)

2017

- SOBHA ranked second among India's top ten real estate employers 2015 by Track2Realty.
- Awarded as the 'Best Luxury Residential Developer - Bangalore 2015' by Asian Luxury Real Estate Network (ALREN).

2016

- SOBHA forays into the commercial segment (retail space leasing) in India with the launch of 'SOBHA City Mall' in Thrissur, Kerala.
- SOBHA forays into a new segment in housing - 'SOBHA Dream Series'

2015

- Adjudged 'Top Residential Brand in India', 'Top Real Estate Brand in South India' and 'Top Super Luxury Housing Brand in India' by Track2Realty
- Enters Kochi market with its maiden project – SOBHA Isle

2014

- Awarded as the top Indian real estate company by Dun & Bradstreet
- Awarded as the 'Builder of the Year' at the CNBC Awaaz Real Estate Awards
- Named Asia's 2nd best Investor Relations Company by the Institutional Investor magazine

2013

- Launched 10.45 Mnsqft of new projects across 6 cities – a record
- Net worth of 20 Billion was achieved
- Voted by consumers as the 'Most Reliable Builder' at the CNBC Awaaz Real Estate Awards

2012

- Launch of the 1st plotted development at Mysore, "SOBHA Garden".
- Launch of the 1st residential project in the NCR-Gurugram region, International City

2011

- Wonder Holidays, Trident Hotels, ITC, Biocon & Leela Ventures are added to SOBHA's contracts business.
- Becomes the first 10 billion real estate brand in South India

2010

- Certified ISO 14001:2004 & OHSAS 18001:2007
- Infosys largest "Global Education Center II" was completed & handedover
- Mr. PNC Menon awarded the Pravasi Bharatiya Samman Puraskar

2009

- Launch of first residential project in Coimbatore, 'SOBHA Emerald'

2008

- Kerala's 1st Integrated township, Sobha city launched
- SOBHA Restoplus Incorporated
- Pune's 1st project, Sobha Carnation launched

2007

- Certificate of DA 1 rating by Crisil
- Raised 570 cr through IPO, Issue oversubscribed by a record 127 times
- Certificate of PR 1 rating By CARE

2006



MAJOR AWARDS & RECOGNITIONS: FY - 19



Best Affordable Housing Project Award of the Year 2019 - SOBHA Dream Acres.
-by BAM Awards 2019



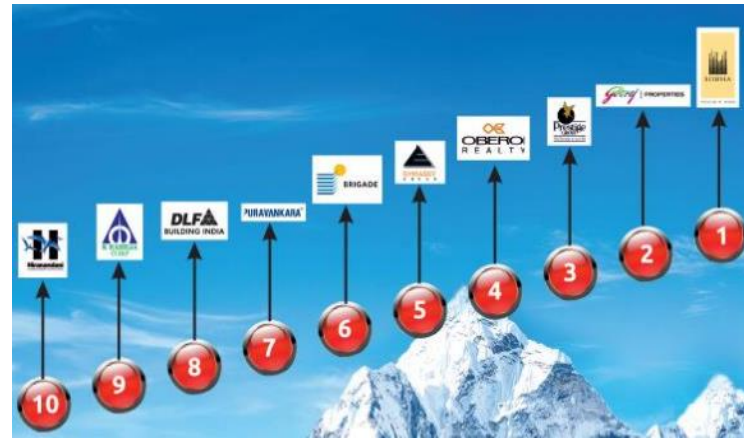
Best Practices Report 2019
- by Track2Realty



Best builder of the Year 2018
- by BAM Awards



Best Professionally Managed Company & Achievement Award for Social Development & Impact
- by CIDC



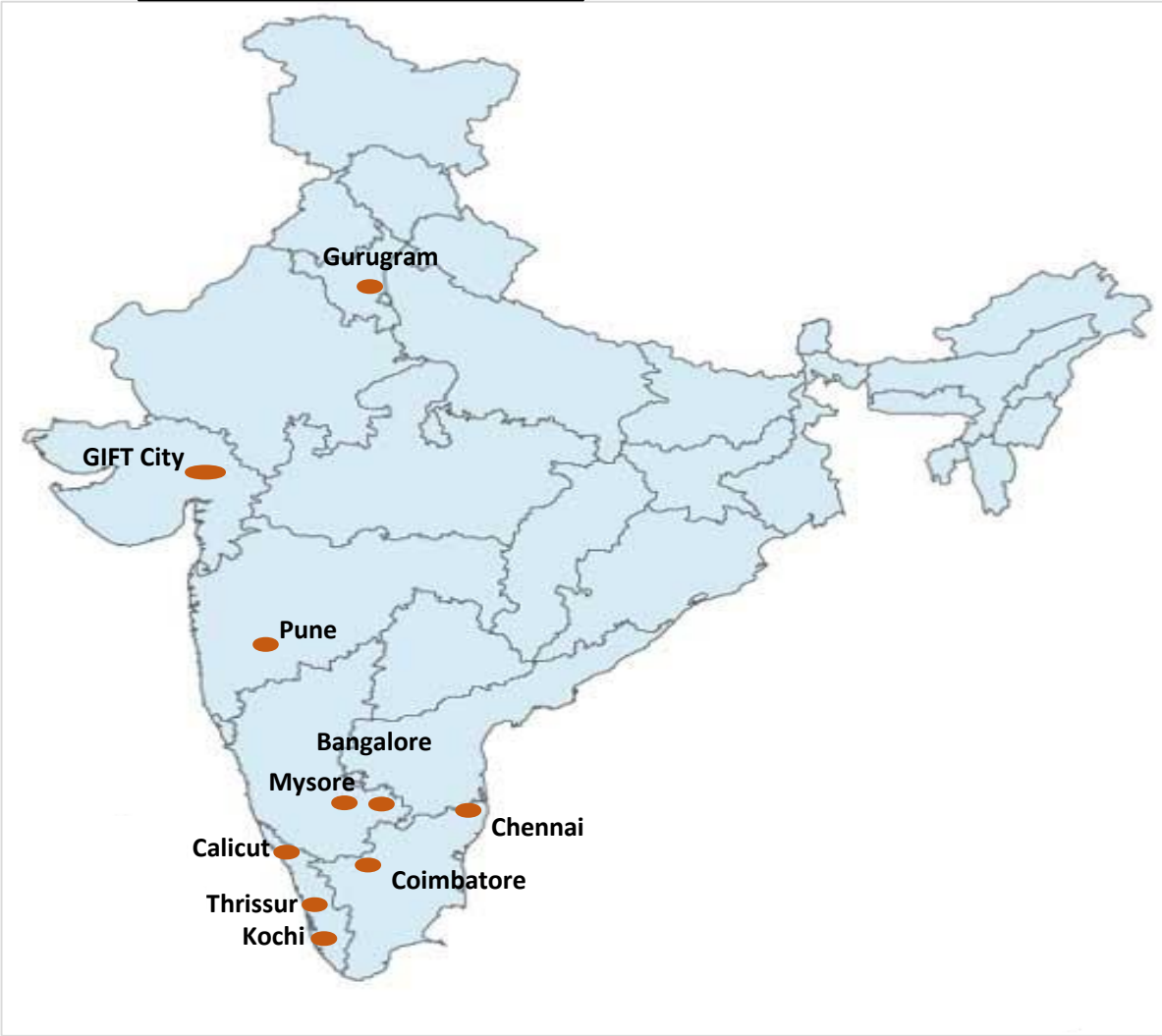
Number 1 choice of homebuyers nationally
- by Consumer Confidence Report 20:20



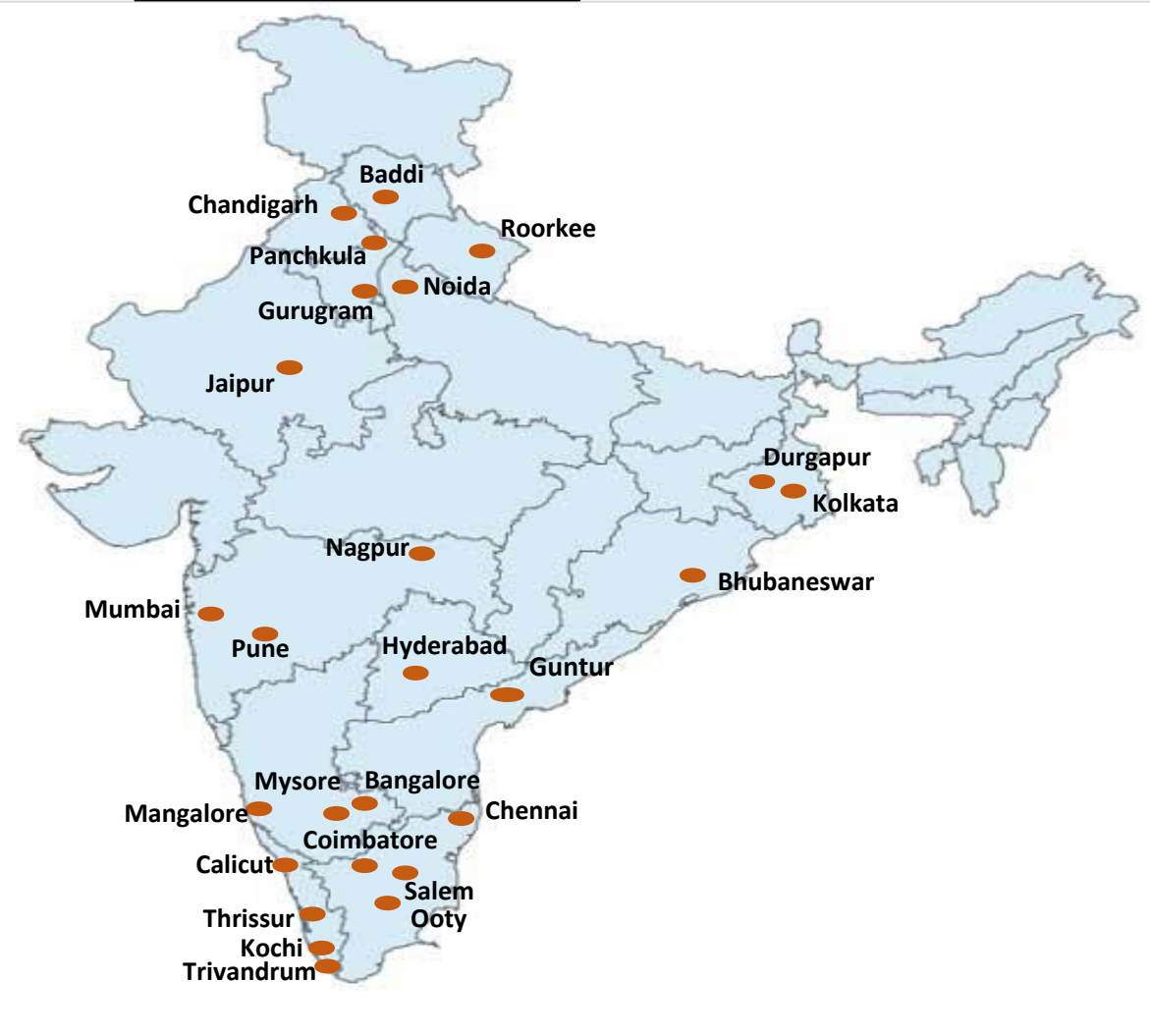
KMA CSR Award for "Health & Hygiene"

And many more.....

Residential



Contractual



STRENGTHS

BRAND VALUE

- “**No. 1**” choice of homebuyers nationally in consumer confidence report 20:20
- “The Most Trusted Real Estate Brand” in south zone by CNBC Awaaz

BACKWARD INTEGRATION

- Only company in Indian Realty sector to have a full-fledged “Backward Integration Model”
- Delivers a project from conceptualization to completion.

RESEARCH & DEVELOPMENT

- Introduction of “Central Innovations” and “Divisional Innovations”.
- Material Testing & Validation on site to check the quality, durability & compatibility.

TECHNOLOGY ABSORPTION

- SOBHA uses both indigenous & imported technology for implementation at all its projects.
- Uses German tools, waterproofing techniques and follows European standards in all its projects.

VISION & MISSION

- Vision – Transform the way people perceive ‘Quality’
- Mission – No shortcuts to ‘Quality’



SOBHA Dream Acres, Bangalore



SOBHA West Hill, Coimbatore



SOBHA Isle, Kochi

BOARD OF DIRECTORS



Ravi PNC Menon - Chairman

- Over 14 years of experience in the real estate and construction business
- Bachelor of Science in Civil Engineering from Purdue University, USA



J.C.Sharma - Vice Chairman & Managing Director

- Over 36 years of experience in diversified industries such as automobiles, textiles, steel & real estate Board of Directors.
- A qualified Chartered Accountant and Company Secretary with a Bachelor's degree in Commerce (Honours) from St Xavier's college, Calcutta



R.V.S. Rao – Independent Director

- Over 46 years of experience in the areas of banking and finance
- Bachelor's degree in Commerce from Mysore University and a Bachelor's degree in law from Bangalore University institutions



Anup Shah – Independent Director

- Over 34 years of experience in the field of law, specifically real estate law.
- Degree in law from the Government Law College, Mumbai



Dr. Punita Kumar Sinha – Independent Director

- Over 28 years of experience in the field of law, specifically real estate law.
- Ph.D. and a Masters in Finance from the Wharton School, undergraduate degree in Chemical Engineering from IIT Delhi, has an MBA and is also a CFA Charter holder

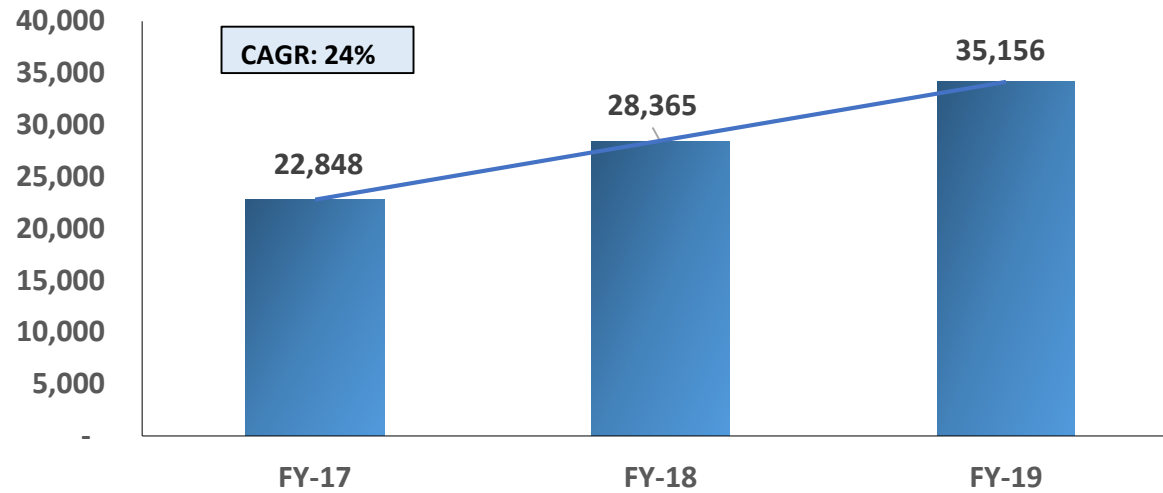


Mr. T.P. Seetharam – Whole-time Director

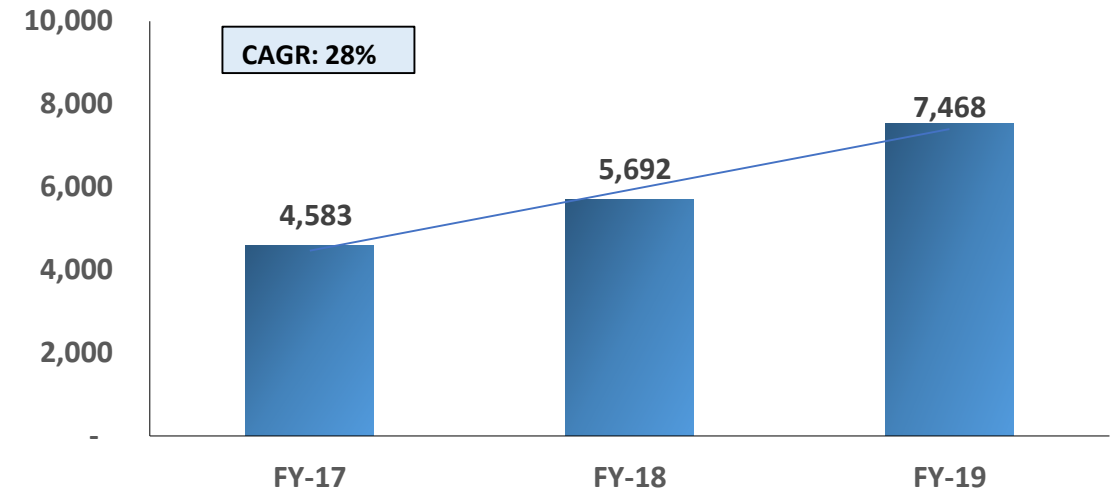
- Distinguished service as a career diplomat for 36 years, retired as Ambassador of India to UAE
- IFS from 1980 batch and MA in English Literature from Madras Christian College

KEY FINANCIAL INDICATORS

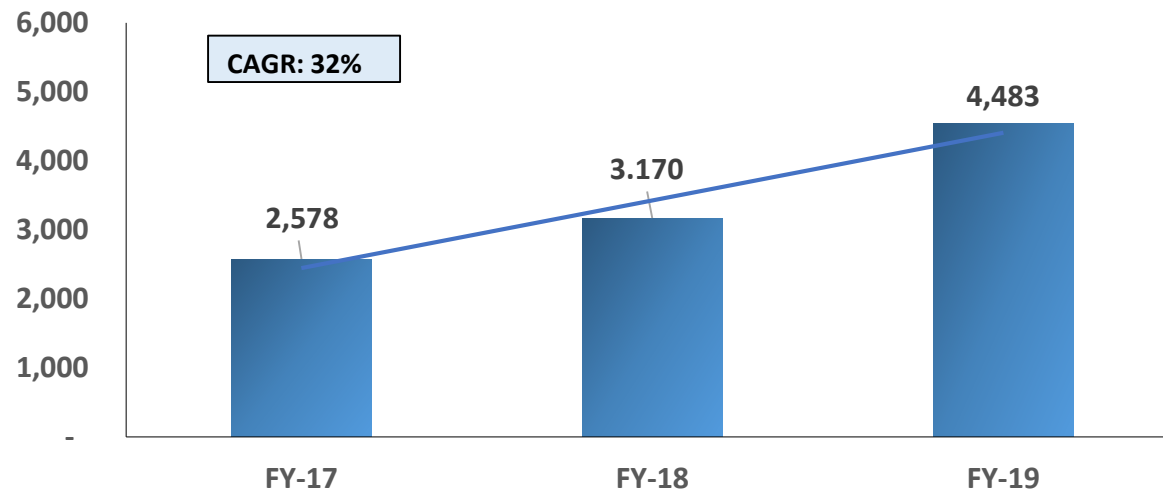
Revenue (in Rs Mns)



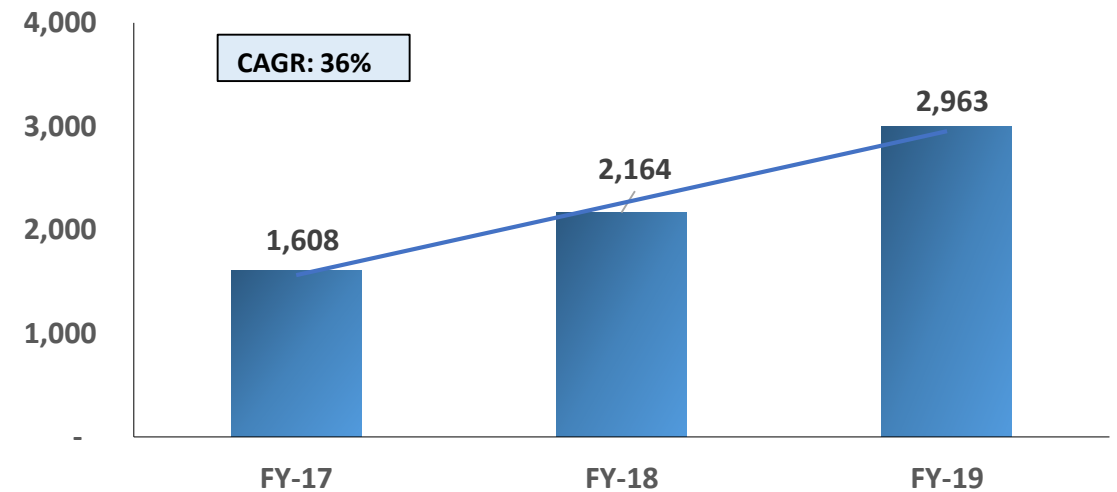
EBITDA (in Rs Mns)



PBT (in Rs Mns)

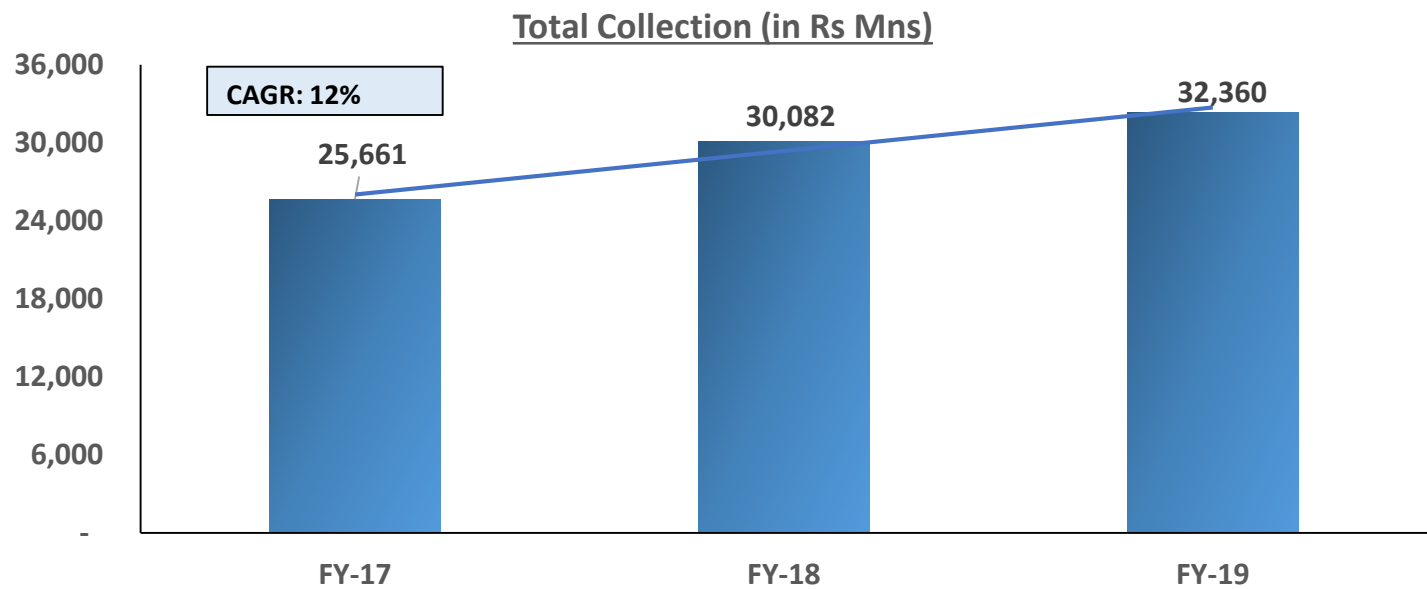
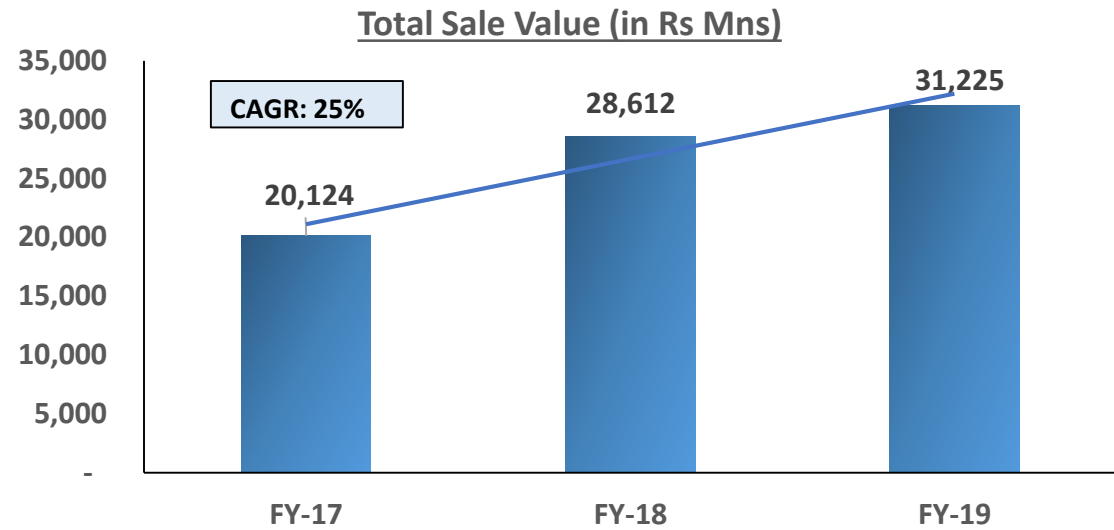
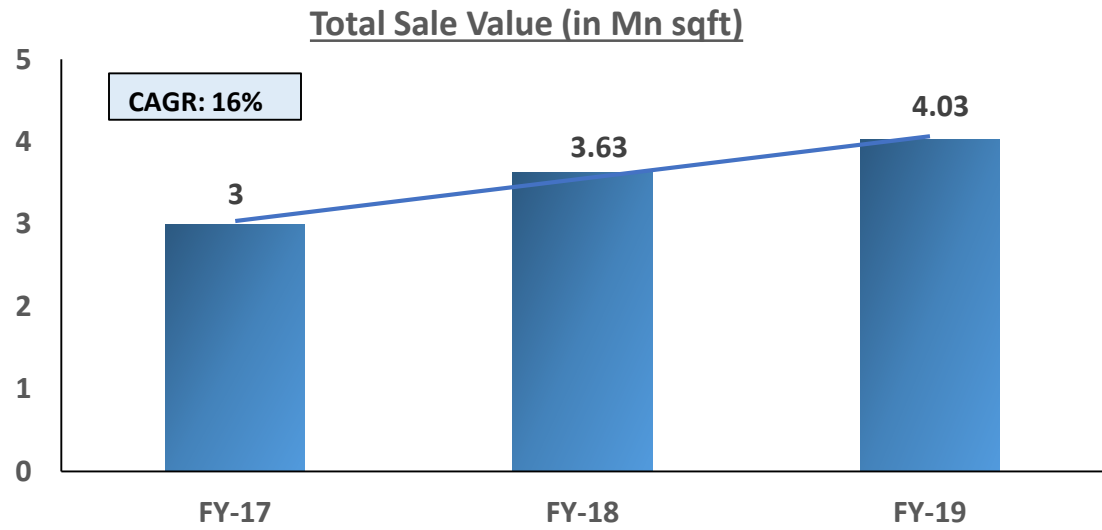


PAT (in Rs Mns)

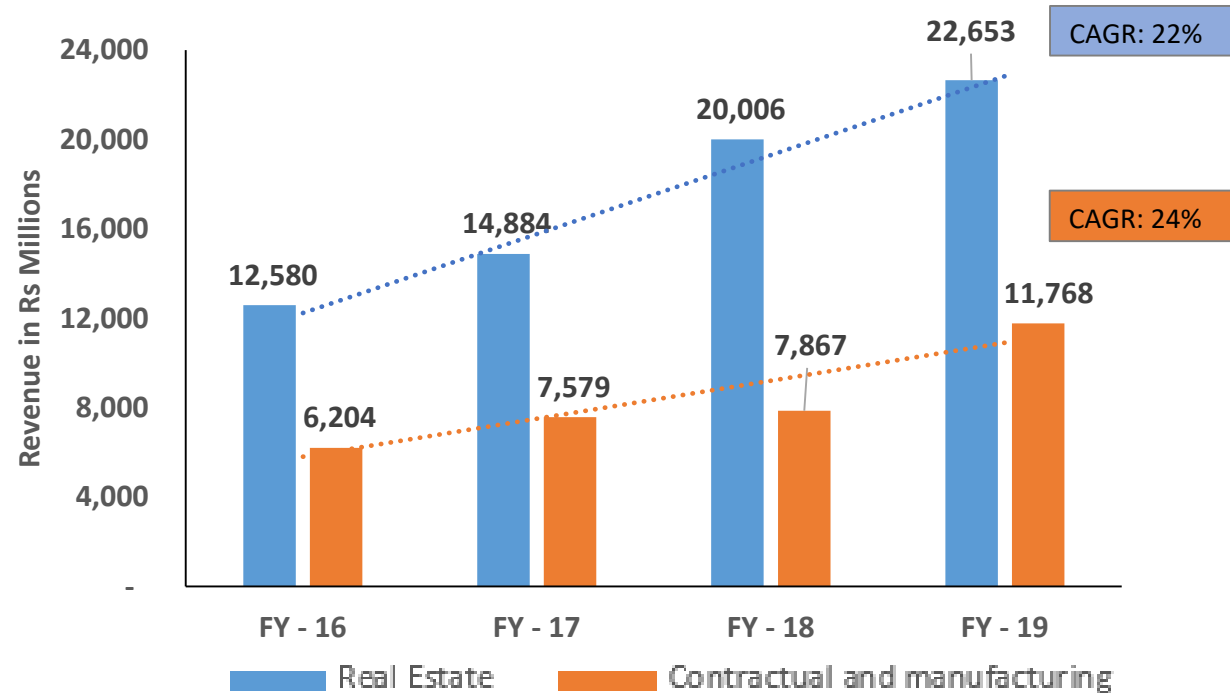


Note: FY-17 & FY-18 figures are as per old accounting standard

KEY OPERATIONAL INDICATORS



REVENUE GROWTH ANALYSIS

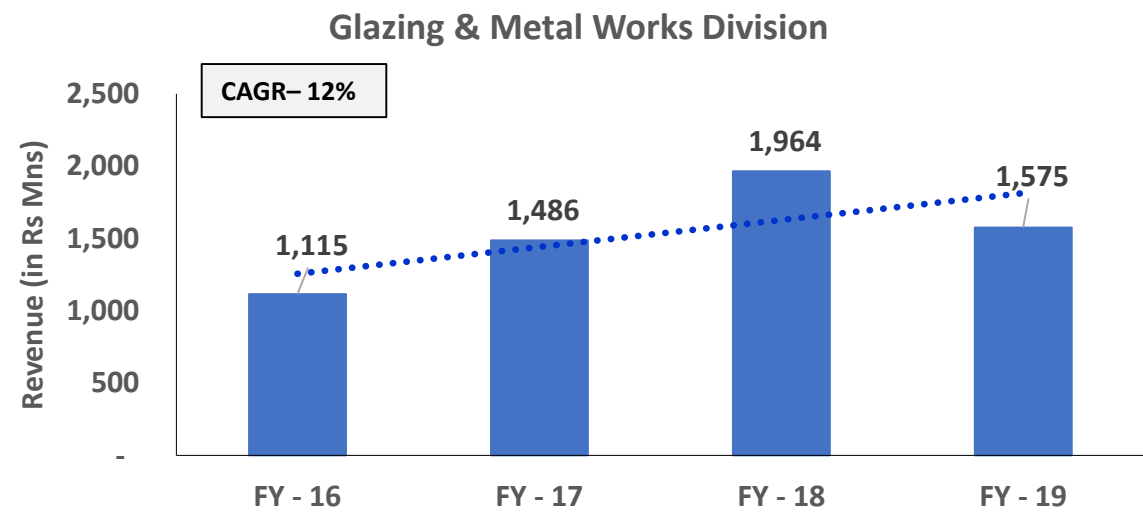


➤ **“Real Estate Revenue”** has grown at CAGR – 22% since FY-16 and also achieved the revenue target compared to trend prediction in FY-19.

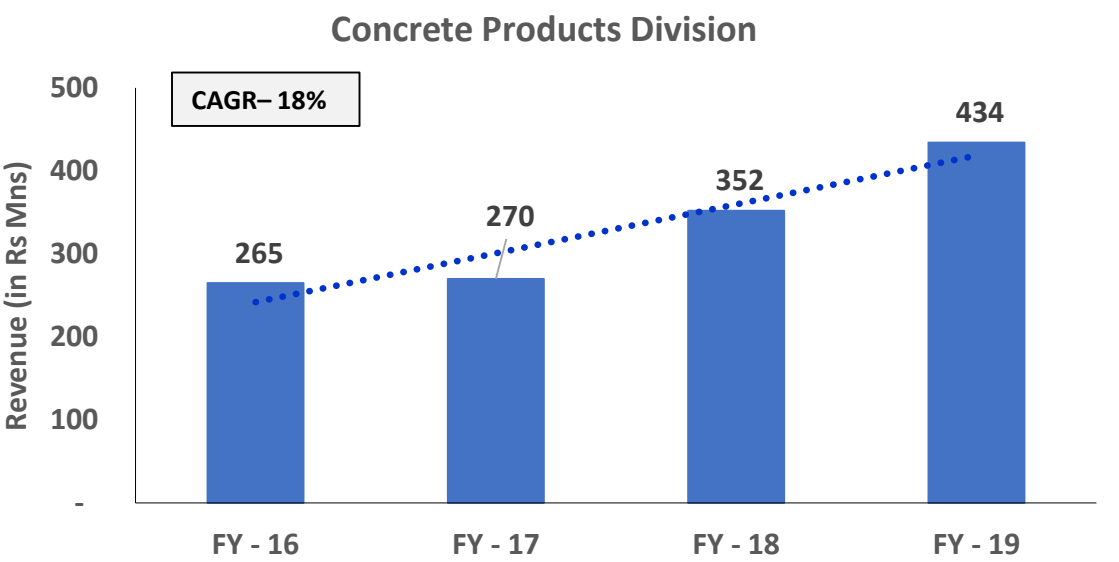
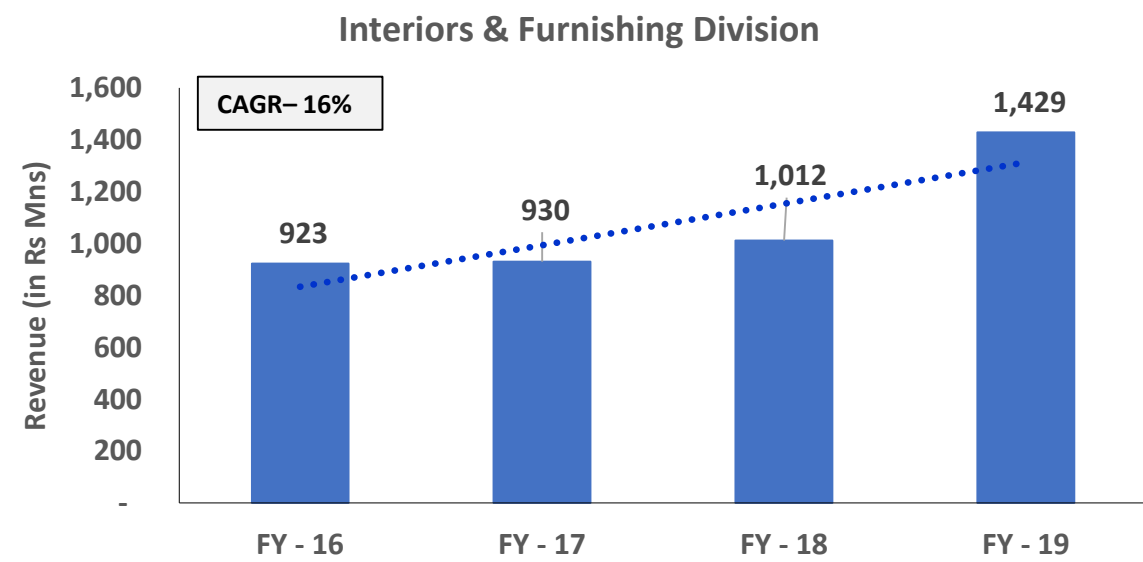
➤ **“Contractual & Manufacturing”** has grown at CAGR – 24% since FY-16 but reached the revenue target as per the trend prediction in FY-19.

Note: FY-16, FY-17 & FY-18 figures are as per old accounting standard

MANUFACTURING DIVISION: (Revenue Trend Analysis)



- **“Glazing & Metal Works Division”** has grown at CAGR – 12% since FY-16 and also achieved the revenue target compared to trend prediction in FY-19.
- **“Interiors & Furnishing Division”** has shown growth at CAGR – 16% since FY-16 and also racked up the revenue target as per the trend prediction in FY-19.
- **“Concrete Products Division”** has grown at CAGR – 18% since FY-16, and achieved revenue target as per the trend prediction in FY-19.



➤ **HIGH LIGHTS**

(a) Key Milestones

(b) Financial Highlights

(c) Operational Highlights

➤ FINANCIAL SUMMARY

➤ OPERATIONAL UPDATES

➤ SHARE HOLDING

➤ ANNEXURES

Key Milestones



Financial Highlights:

- Highest ever Yearly & Quarterly Income at Rs **35,156 Mns** and Rs **14,216 Mns** respectively
- Real Estate Revenue for FY19 at Rs **22,653 Mns** and Contracts & Manufacturing Revenue at Rs **11,768 Mns** is the highest ever in the history of the company
- EBITDA for FY19 at Rs **7,468 Mns** and Rs **2,673 Mns** for Q4-19 is the highest ever in the history of the company
- PBT of Rs **4,483 Mns** for FY19 and Rs **1,756 Mns** for Q419 is the highest ever in the history of the company
- Highest ever Yearly & Quarterly PAT at Rs **2,963 Mns** and Rs **1,132 Mns** respectively



Operational Highlights:

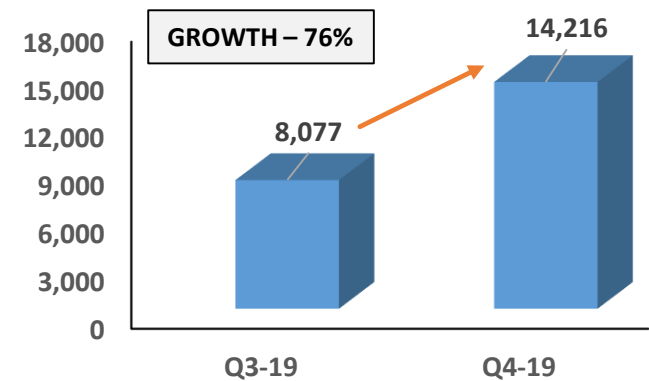
- We have achieved highest ever pre-sales volume in the history of the company at **4.03 million square feet** valued at Rs. **31,225 Mns** for FY19 and **1.13 million square feet** valued at Rs. **9,205 Mns** for Q419
- Highest ever Cash inflow in the history of the company at Rs **32,360 Mns** annually and Rs **9,229 Mns** quarterly
- Real estate Cash inflow is the highest ever with Rs **21,776 Mns** yearly
- Contractual & manufacturing Cash inflow is highest ever at Rs **10,548 Mns** yearly and Rs **3,462 Mns** quarterly
- Completed highest ever **5.41 million square feet saleable area** with **3,516 units** in residential space for FY 19.
- Bengaluru has achieved highest ever yearly and quarterly new sales of **2.76 million square feet** and **0.84 million square feet** respectively

Q4-19 : FINANCIAL HIGHLIGHTS – PROFIT & LOSS (AS – 115)

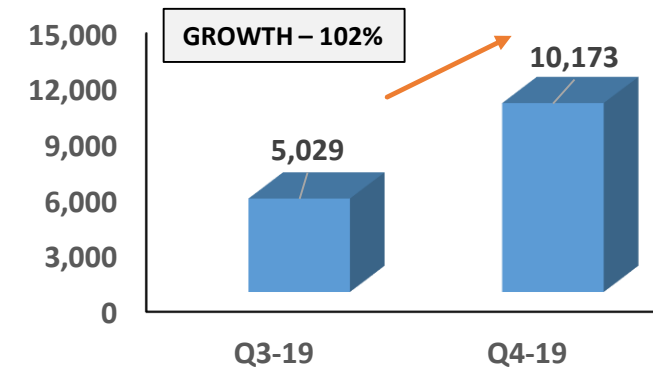


Amount Rs.in Millions

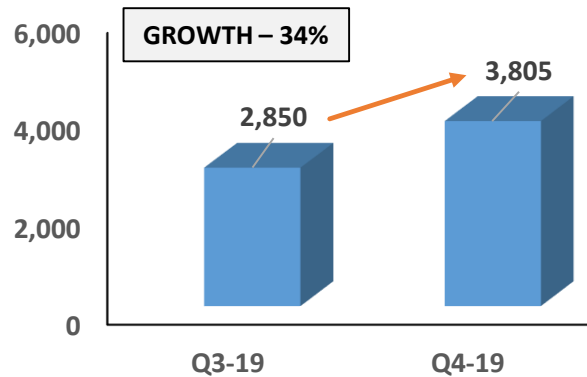
Total Revenue



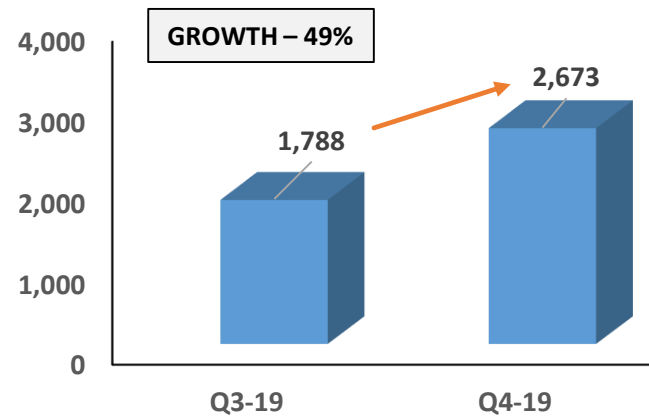
Real Estate Revenue



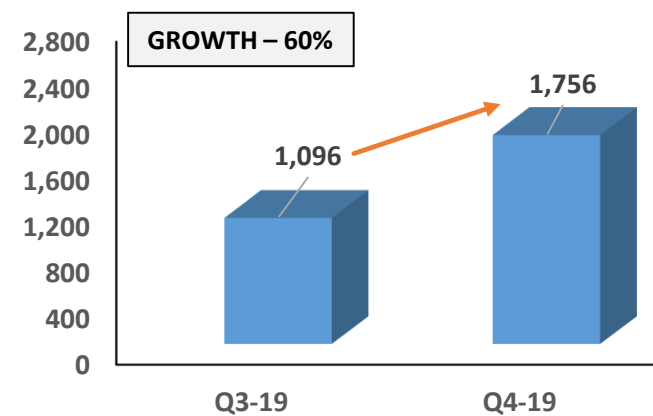
Contracts and Mfg Revenue



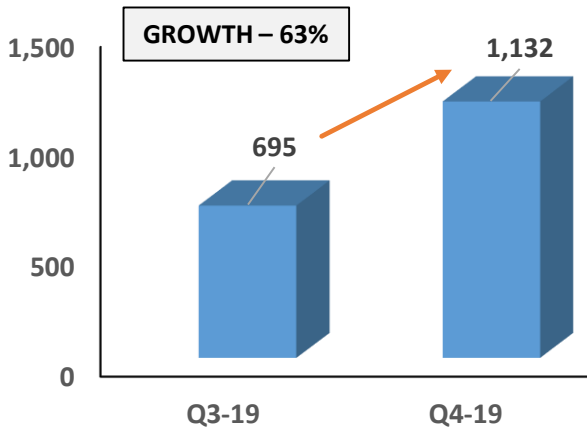
EBITDA



PBT



PAT



DEBT-EQUITY

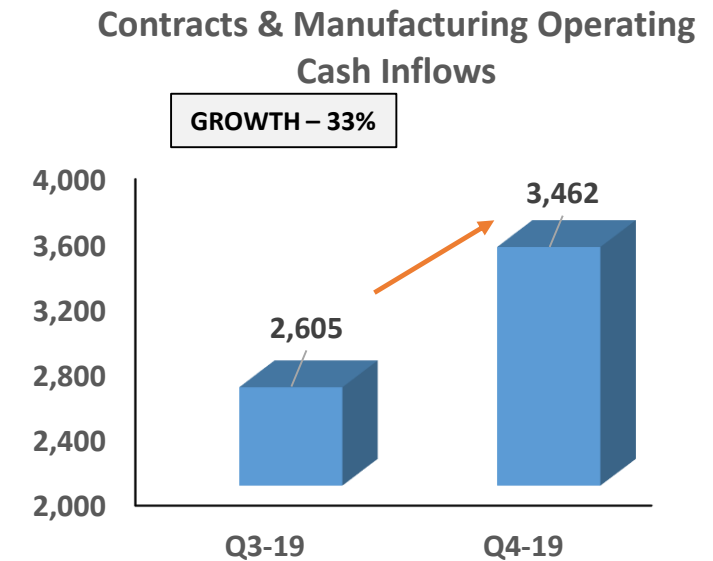
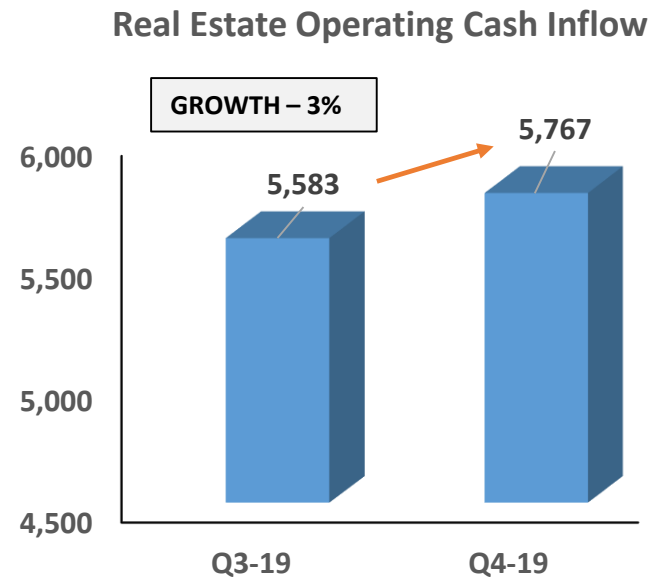
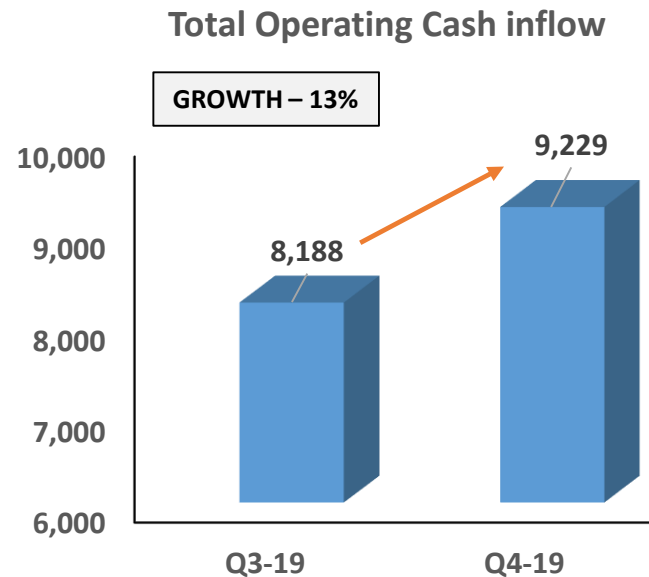
- Net Debt as on 31st Mar'19 is Rs. **24,337** Million
- Debt Equity Ratio as per AS-115 : **1.09**

COST OF DEBT

- Average cost of borrowing at **9.72%**

Q4-19 : OPERATIONAL HIGHLIGHTS – CASH FLOW

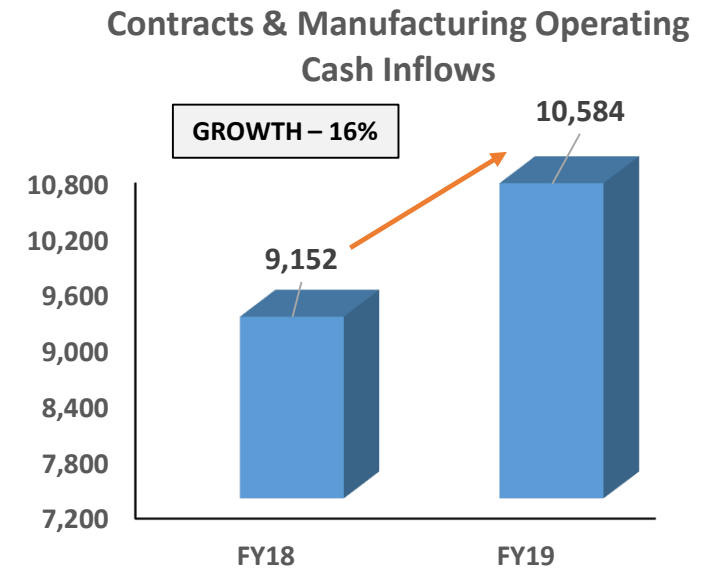
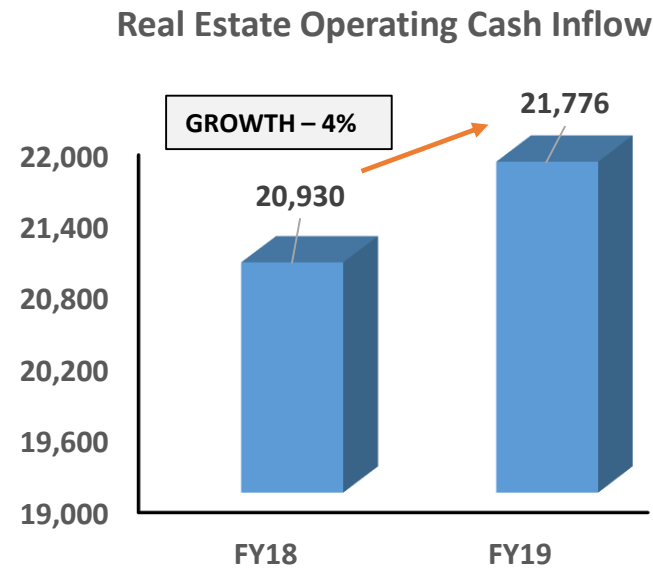
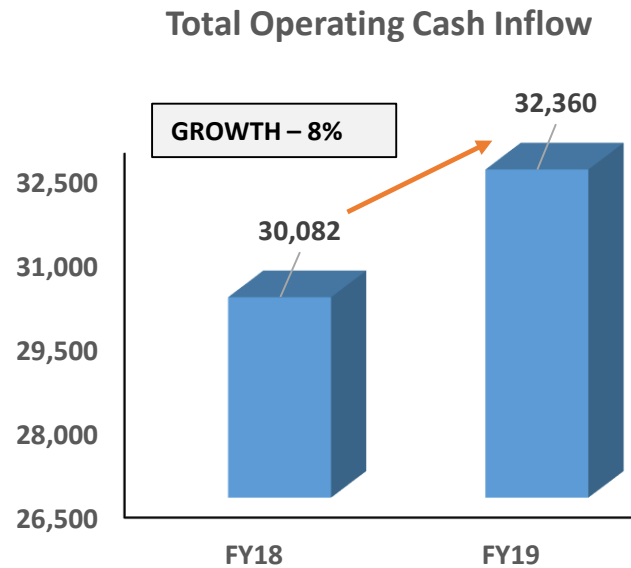
Amount Rs.in Millions



- Total collections of Rs.9,229 Million in Q4-19.
- Net Operational Cash flow after meeting financial expenses of Rs.244 Million.
- Generated positive operational cash flow for the past 15 quarters consistently.
- Real Estate segment had contributed 62% and Contractual & Manufacturing segment had contributed 38% of Total Operating Cash Inflow in Q4-19.

FY-19 : OPERATIONAL HIGHLIGHTS – CASH FLOW

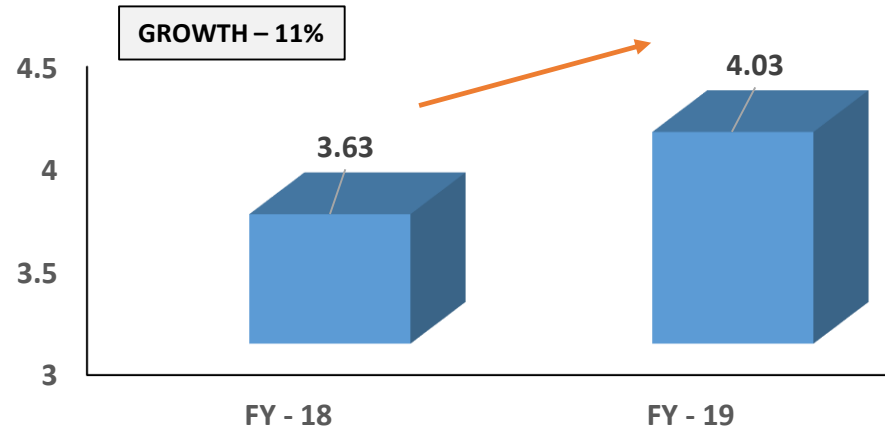
Amount Rs.in Millions



- Total collections of Rs.32,360 Million
- Net Operational Cash flow after meeting financial expenses of Rs.1,472 Million.
- Real Estate segment had contributed 67% and Contractual & Manufacturing segment had contributed 33% of Total Operating Cash Inflow in FY-19.

FY-19 : OPERATIONAL HIGHLIGHTS

Area Sold (in Mn sqft)

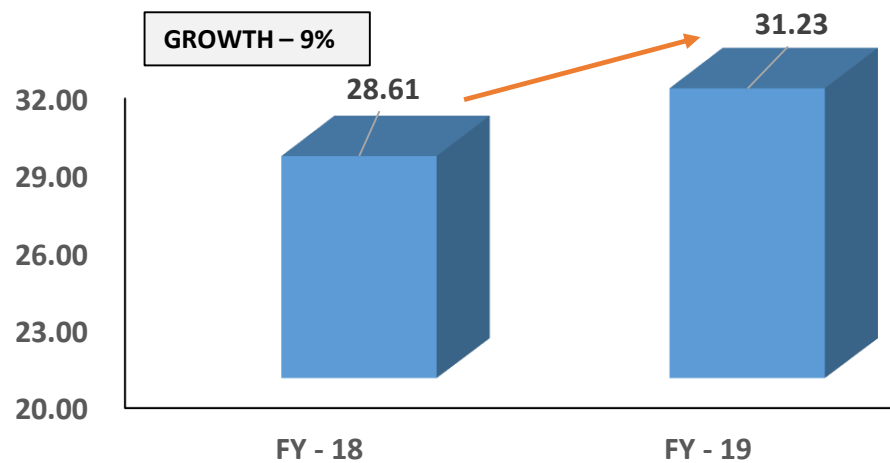


- We have witnessed a YoY growth of **11%** in area sold and **9%** growth in total sales value for FY-19

NEW LAUNCHES – Q4-19:-

- Entered Gujarat (GIFT City) with launch of SOBHA Dream Heritage – Affordable housing project, with saleable area of 0.52 mn sqft.
- Launched One residential project in Bangalore, SOBHA Royal Pavilion, super luxury project with saleable area of 2.23 mn sqft
- In Chennai, we launched SOBHA Palacia – a super luxury project with saleable area of 0.60 mn sqft

Total Sale Value (in Rs Bns)



➤ HIGH LIGHTS

(a) Key Milestones

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➤ **FINANCIAL SUMMARY**

➤ OPERATIONAL UPDATES

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➤ ANNEXURES

PROFIT & LOSS STATEMENT

Amount Rs.in Millions

PARTICULARS	Q4-19	Q3-19
Real Estate Revenue	10,173	5,029
Contracts & Manufacturing Revenue	3,805	2,850
Other Income	238	198
Total Income	14,216	8,077

FY-19	FY-18
22,653	20,006
11,768	7,864
735	495
35,156	28,365

EBIDTA	2,673	1,788
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7,468	5,692
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Profit Before Tax (PBT)	1,756	1,096
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4,483	3,170
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Profit After Tax (PAT)	1,132	695
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2,963	2,164
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Note: FY-18 figures are as per old accounting standard

BALANCE SHEET

Amount Rs.in Millions

PARTICULARS	31-Mar-19	31-Mar-18
Assets		
Non Current Assets	14,297	12,101
Current Assets	93,100	78,147
Total Assets	107,397	90,248

Equity & Liabilities		
Total Equity	22,291	27,699
Non-Current Liabilities	169	5,494
Current Liabilities	84,937	57,055
Total Equity & Liabilities	107,397	90,248

Note : Refer annexures for detailed breakup

CASHFLOW STATEMENT

Amount Rs.in Millions

PARTICULARS	Q4-19	Q3-19	Q4-18	FY-19	FY-18
Total Operational Cash Inflow (A)	9,229	8,188	9,107	32,360	30,082
Total Operational Cash Outflows (B)	8,053	7,108	6,630	27,363	22,840
Net Operational Cashflow (C) = (A-B)	1,176	1,080	2,477	4,997	7,242
Financial Outflows					
Finance Cost	775	742	717	2,876	2,675
Income Taxes	157	147	161	649	821
Total Financial Outflow (D)	932	889	878	3,525	3,496
Net Cashflow after Financial Outflow (E) = (C-D)	244	191	1,599	1,472	3,746
Capital Outflows (F)	582	538	314	3,818	5,000
Net Cashflow (G) = (E-F)	(338)	(347)	1,285	(2,346)	(1,254)

Note: Refer annexures for detailed breakup

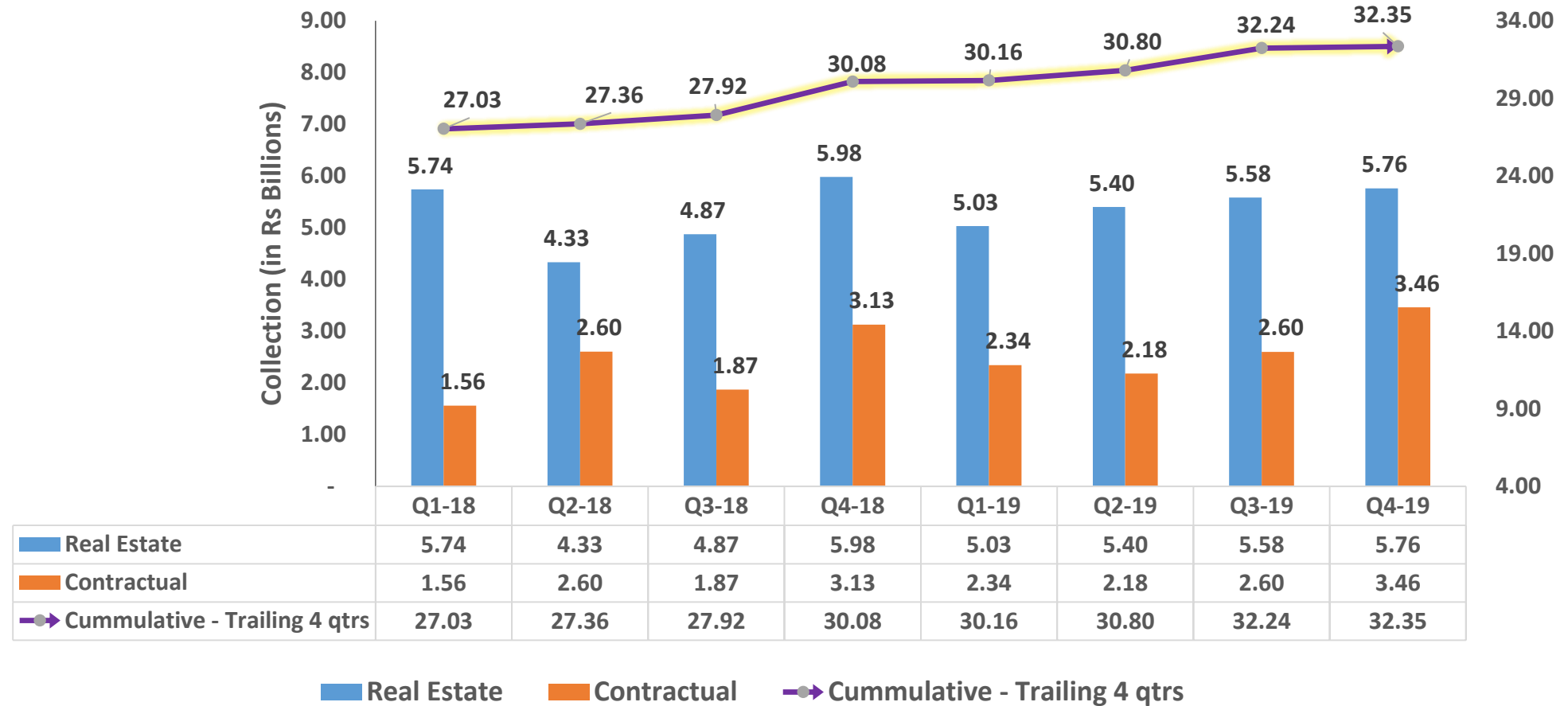
REAL ESTATE PROJECTS – PROJECTED CASH FLOW

Ref	Description	Completed Projects	Ongoing		Total	UOM
			Area released	Area not released		
A	Total Saleable area	18.26	18.83	9.91	47.01	mn.sqft
B	Sobha share of Saleable area	17.63	16.69	9.07	43.40	mn.sqft
C	Total area sold till 31 st Mar'19	17.37	8.56	-	25.93	mn.sqft
D=B-C	Unsold area	0.27	8.14	9.07	17.47	mn.sqft
E	Balance construction cost to be spent to complete the entire development	-	50.28	32.68	82.96	Rs. Bn
F	Outstanding receivables + Balance to be billed and collected on sold units	5.52	35.70	-	41.22	Rs. Bn
G	Sales value of unsold stock	1.17	51.97	61.78	114.93	Rs. Bn
H=F+G-E	Cumulative Cash flow available (+ve)	6.69	37.40	29.10	73.19	Rs. Bn

Note :

1. Completed projects unsold inventory includes plotted development area of 0.12 mn.sqft.
2. Unsold area sale value is based on current selling price, which will subject to change.

RISING COLLECTIONS

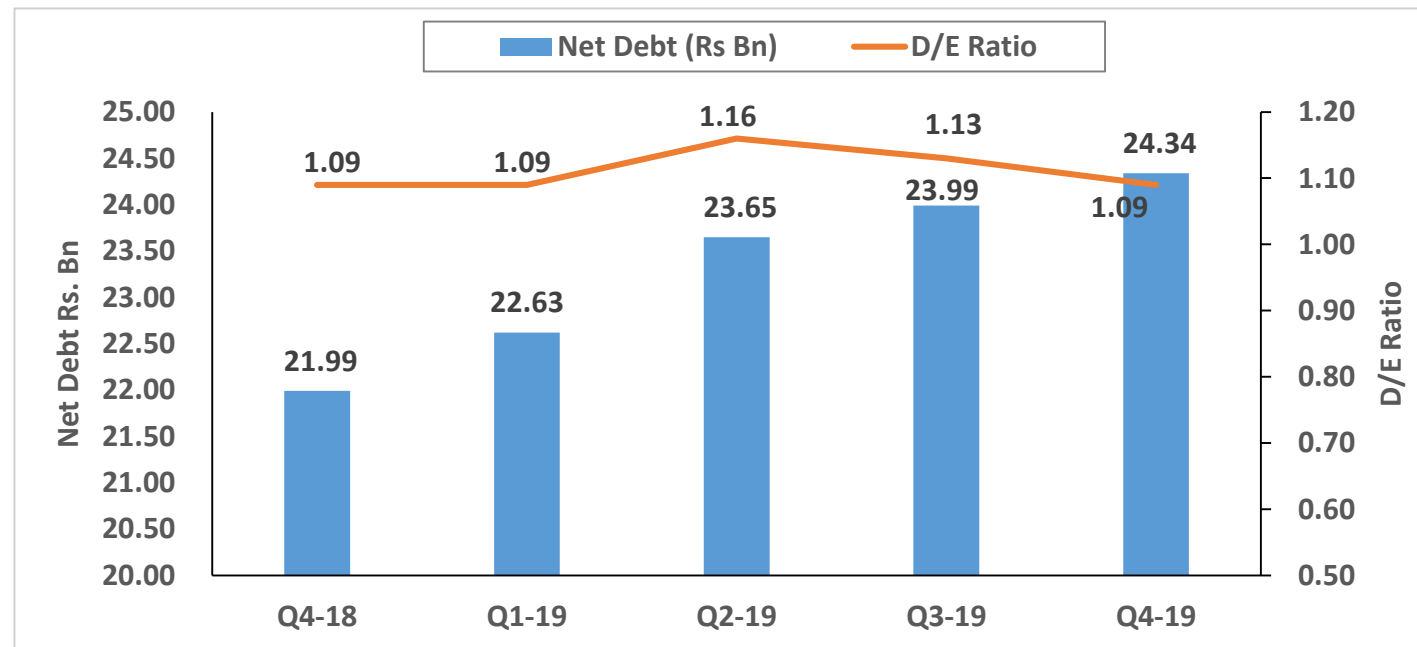


- Collections from operations remain healthy.
- 15 quarters consistently generated positive operational cash flow after meeting financial expenses

MOVEMENT of DEBT

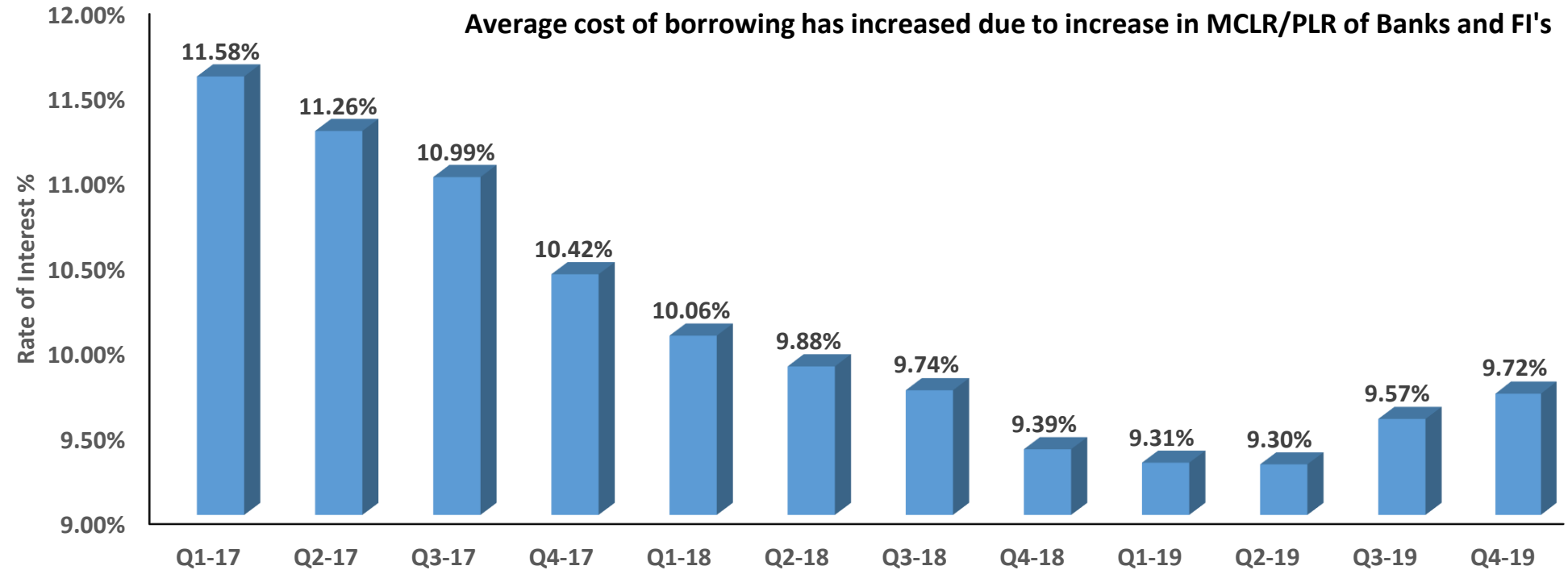
Amount Rs.in Millions

Particulars	31st Mar-19	31st Dec-18	30th Sep-18	30th Jun-18	31st Mar-18
Gross Debt	26,124	25,583	24,767	23,489	23,346
Less: Cash & Cash Equivalents	1,787	1,584	1,115	864	1,355
Net Debt	24,337	23,999	23,652	22,625	21,991
CRISIL Rating	A+ (Stable)	A+ (Stable)			
ICRA Rating	A+ (Stable)	A+ (Stable)			



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

BORROWING COST



Finance cost (Gross):-

Rs. In Million

Mar'19	Dec'18	Sep'18	Jun'18	Mar'18	Dec'17	Sep'17	Jun'17	Mar'17	Dec'16
758	716	719	713	706	716	655	633	684	681

➤ HIGH LIGHTS

(a) Key Milestones

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➤ FINANCIAL SUMMARY

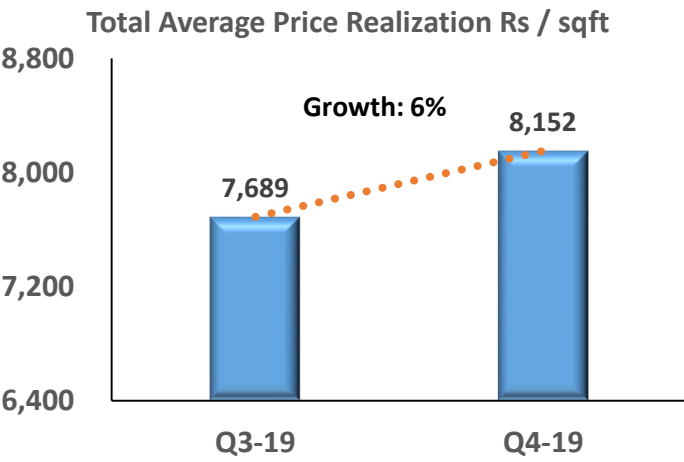
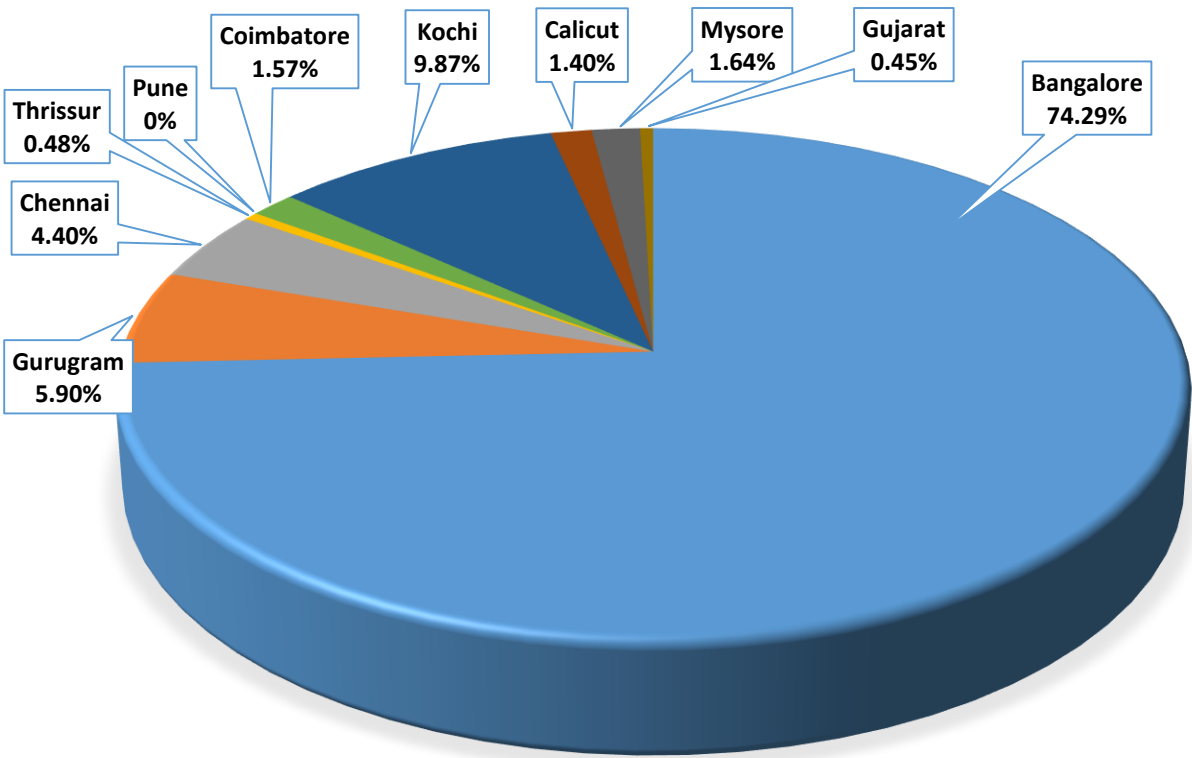
➤ **OPERATIONAL UPDATES**

➤ SHARE HOLDING

➤ ANNEXURES

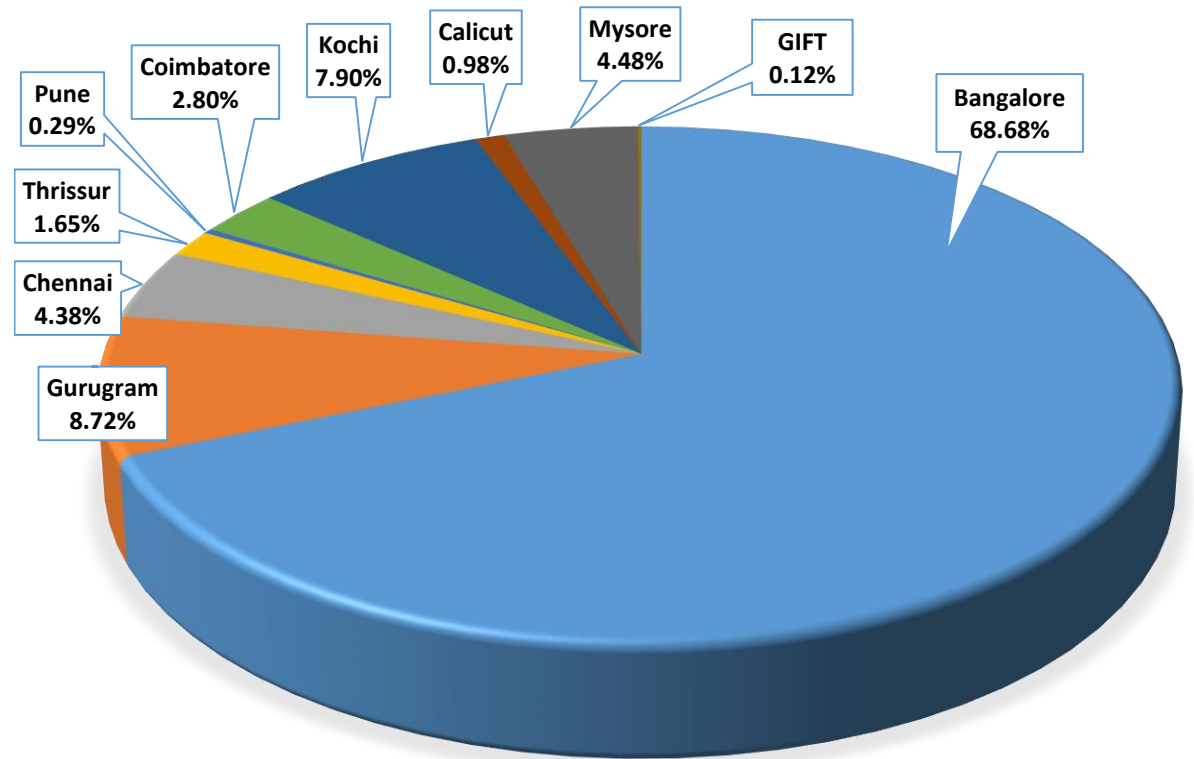
SALES PERFORMANCE & PRICE REALIZATION

Q4 - 19			
Region	Area Sold	Total Average Price Realization	Area Sold (Region wise contribution)
	in Sq feet	Rs/Sqft	
Bangalore	838,957	7,964	74.29%
Gurugram	66,616	10,928	5.90%
Chennai	49,652	8,385	4.40%
Thrissur	5,429	8,583	0.48%
Pune	-	-	-
Coimbatore	17,766	5,130	1.57%
Kochi	111,425	9,502	9.87%
Calicut	15,814	7,016	1.40%
Mysore	18,574	2,287	1.64%
GIFT City Gujarat	5,036	5,819	0.45%
Total	1,129,268	8,152	100.00%

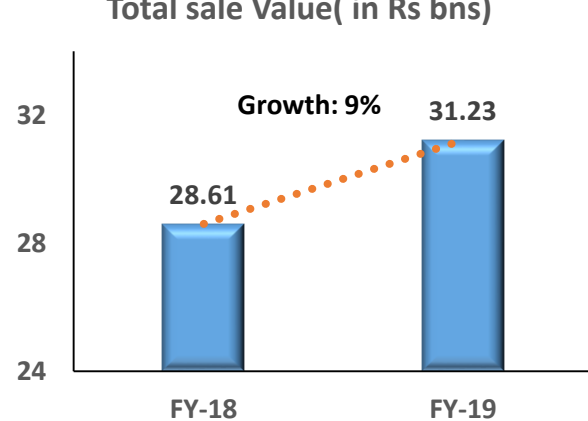


SALES PERFORMANCE & PRICE REALIZATION

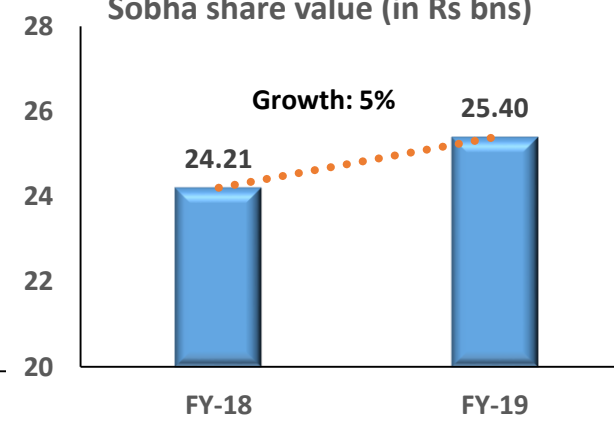
FY - 19			
Region	Area Sold	Total Average Price Realization	Area Sold (Region wise contribution)
	in Sq feet	Rs/Sqft	
Bangalore	2,767,789	7,707	68.68%
Gurugram	351,242	10,813	8.72%
Chennai	176,341	7,804	4.38%
Thrissur	66,380	8,163	1.65%
Pune	11,865	6,237	0.29%
Coimbatore	112,805	5,253	2.80%
Kochi	318,155	9,854	7.90%
Calicut	39,505	6,990	0.98%
Mysore	180,662	2,251	4.48%
GIFT City Gujarat	5,036	5,819	0.12%
Total	4,029,779	7,749	100.00%



Total sale Value(in Rs bns)



Sobha share value (in Rs bns)

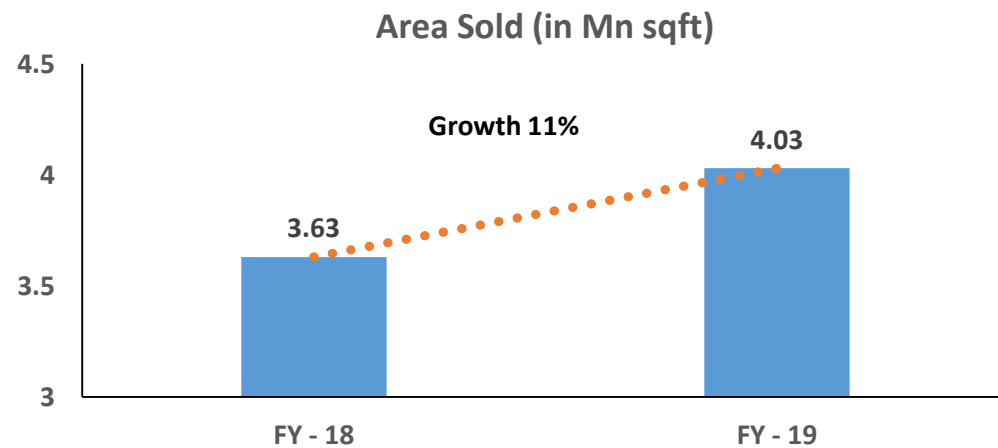


SALES PERFORMANCE (Comparative Analysis)

FY - 19			
Region	Area Sold	Total Sale Value	Sobha Share Value
	in Sq feet	in Rs Mns	in Rs Mns
Bangalore	2,767,789	21,052	17,906
Gurugram	351,242	3,773	2,769
Chennai	176,341	1,331	1,311
Thrissur	66,380	519	519
Pune	11,865	74	74
Coimbatore	112,805	601	461
Kochi	318,155	3,169	1,816
Calicut	39,505	275	219
Mysore	180,662	401	298
Gujarat	5,036	29	29
Total	4,029,779	31,225	25,401

FY - 18		
Area Sold	Total Sale Value	Sobha Share Value
in Sq feet	in Rs Mns	in Rs Mns
2,600,252	19,642	18,321
360,857	3,573	2,513
102,227	679	523
59,570	500	500
3,025	(39)	(39)
69,271	391	294
317,618	3,363	1,670
45,340	351	283
67,230	152	152
-	-	-
3,625,390	28,612	24,217

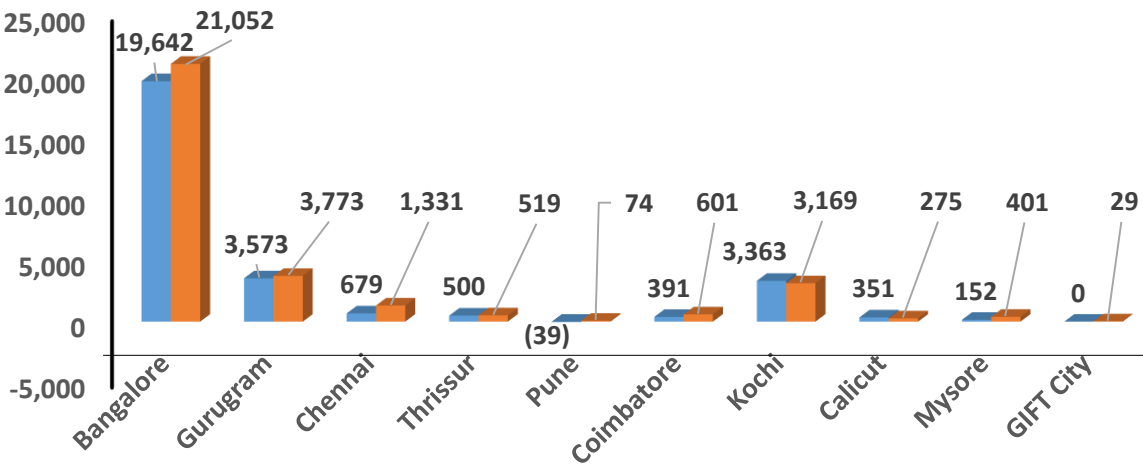
- Sales volume and Total Sales Value has grown by 11% and 9% respectively.
- We have witnessed growth of 6% in total average price realization as compared to last quarter.
- With the new launch of Sobha Isle and flood impact getting over sales volume has improved in Kochi in Q4-19.
- Bangalore region has contributed 69% of total sales volume in FY-19 and will continue to play significant role.
- Sales value includes Basic price, Car park, Statutory deposits, Taxes, but excludes Registration and stamp duty charges and maintenance deposits.



SALES PERFORMANCE (Comparative Analysis)

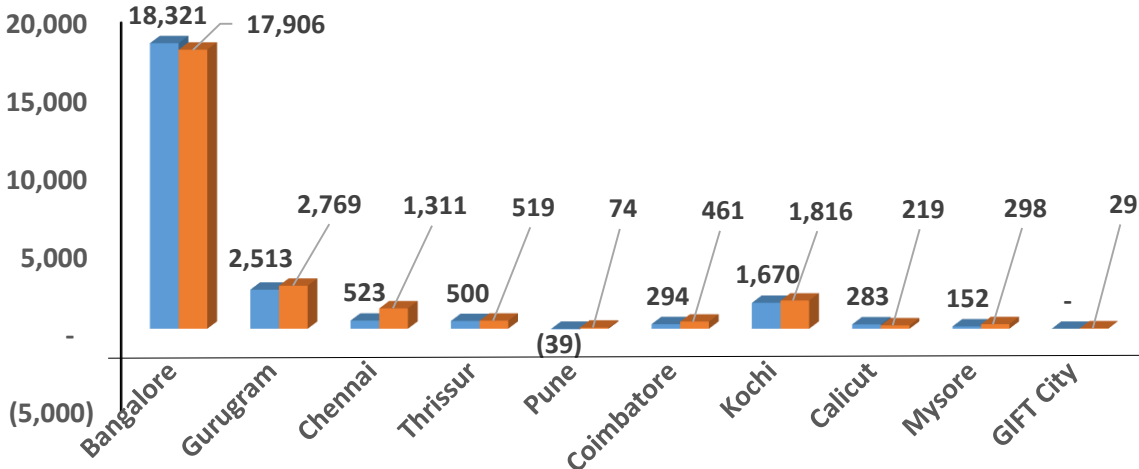
Total Sale Value (in Rs Mns)

FY18 FY19



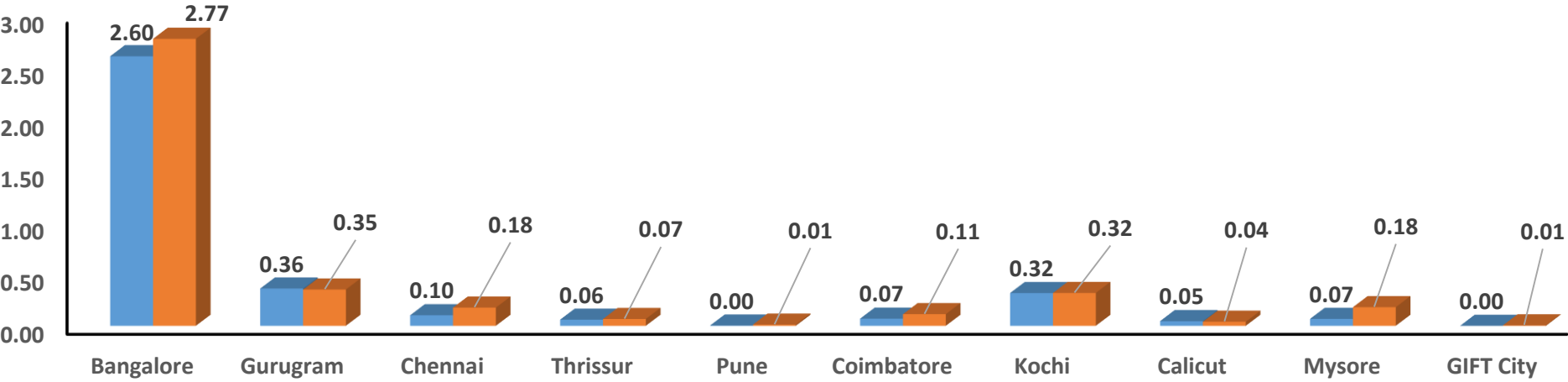
Sobha Share Value (in Rs Mns)

FY18 FY19

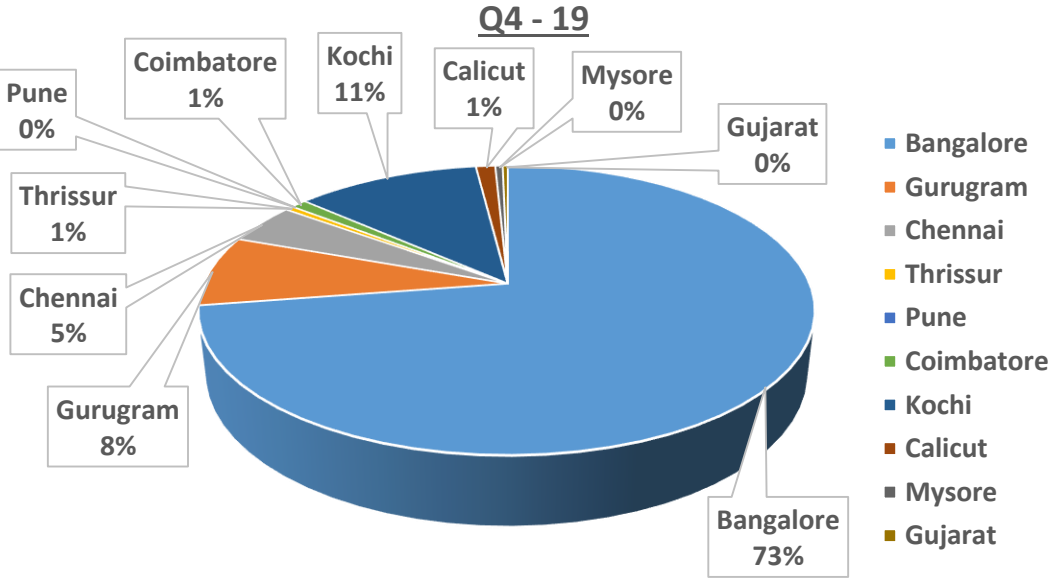
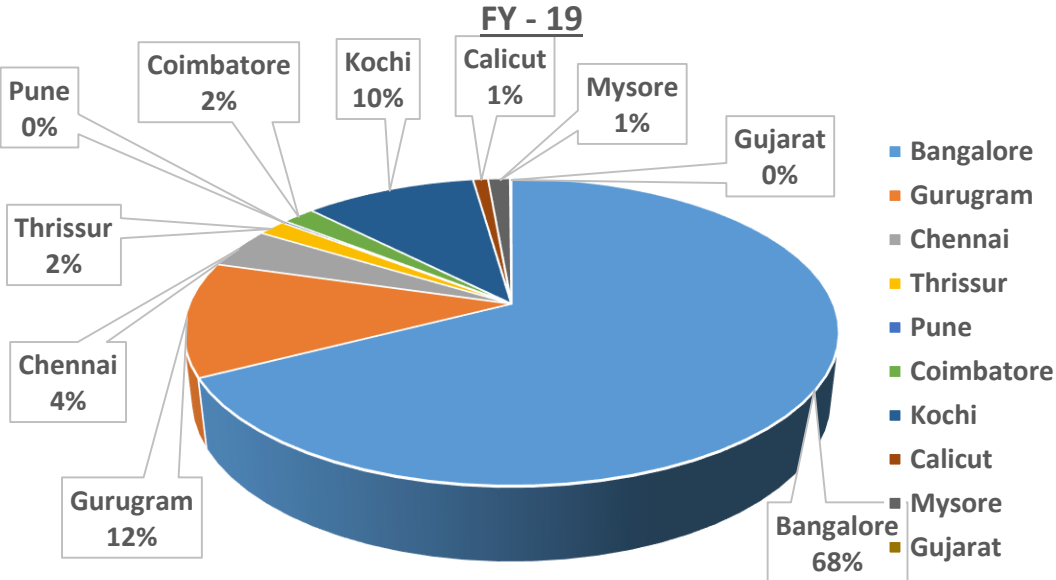
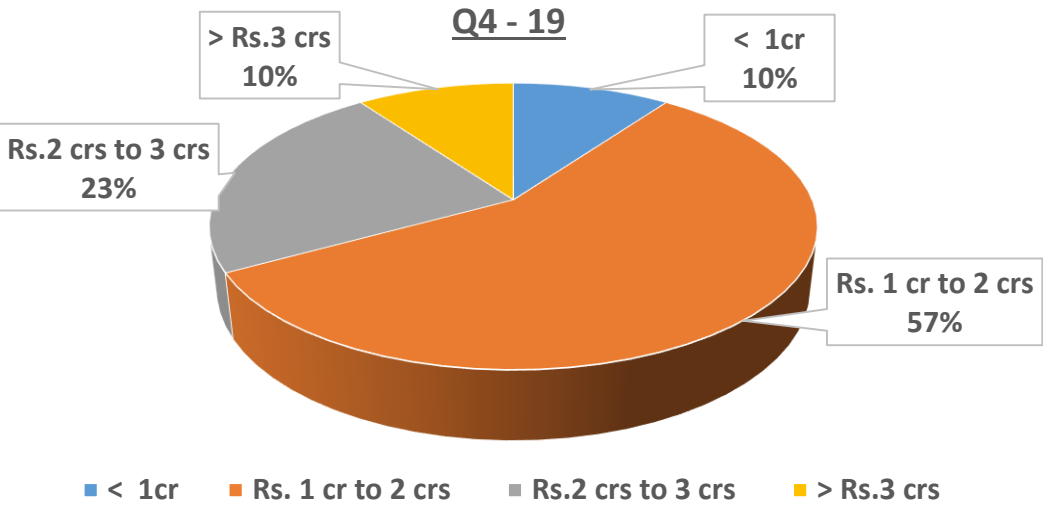
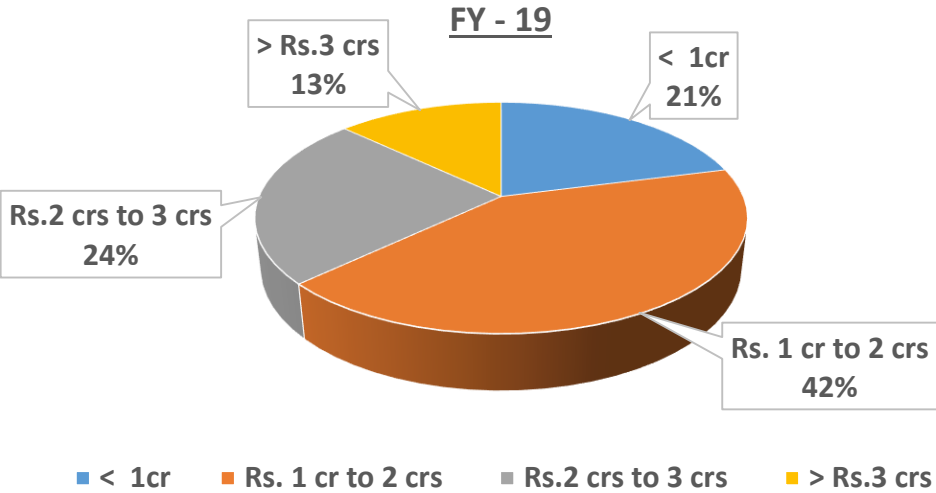


Area Sold (in Mn sqft)

FY18 FY19



SALES VALUE PERFORMANCE (Region & Price category)

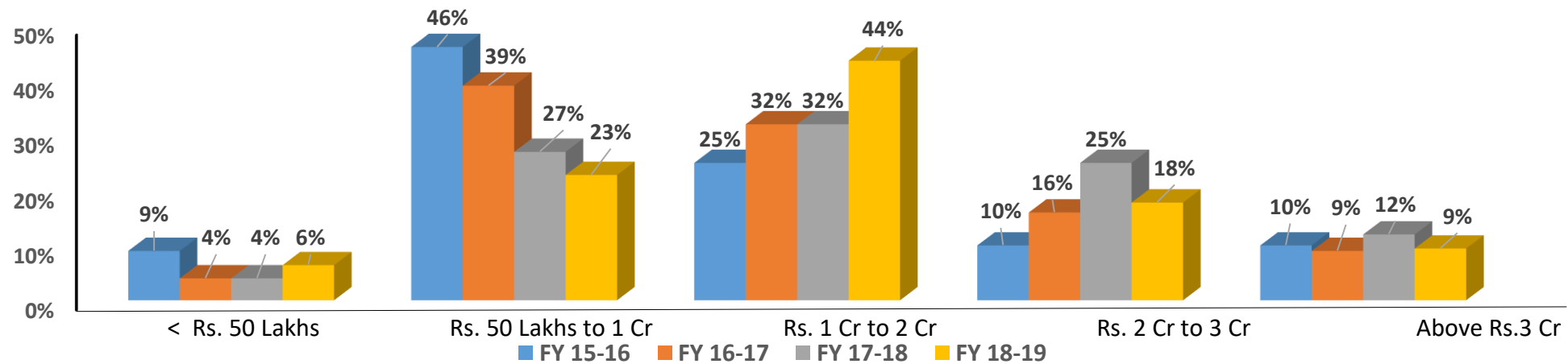


PRICE BAND CATEGORY

Category	FY – 19 : Area Sold (Sqft)	% (SBA)	Total Value (Incl. JD share Sold (Rs Mns)	% (Value)
< ₹ 50 Lakhs	257,997	6.40%	1,015	3.25%
₹50 Lakhs to ₹1cr	919,316	22.81%	5,534	17.72%
₹1cr to ₹2crs	1,754,035	43.53%	13,205	42.29%
₹2 crs to ₹3crs	718,055	17.82%	7,364	23.58%
Above ₹3crs	380,376	9.44%	4,107	13.15%
TOTAL	4,029,779	100%	31,225	100%

- Demand for “Rs 1cr to 2cr” has been increased and other product categories are stable.
- Below Rs.50 lakhs represents 1 BHK units in Bangalore and Plotted Development sales in Mysore, Chennai.

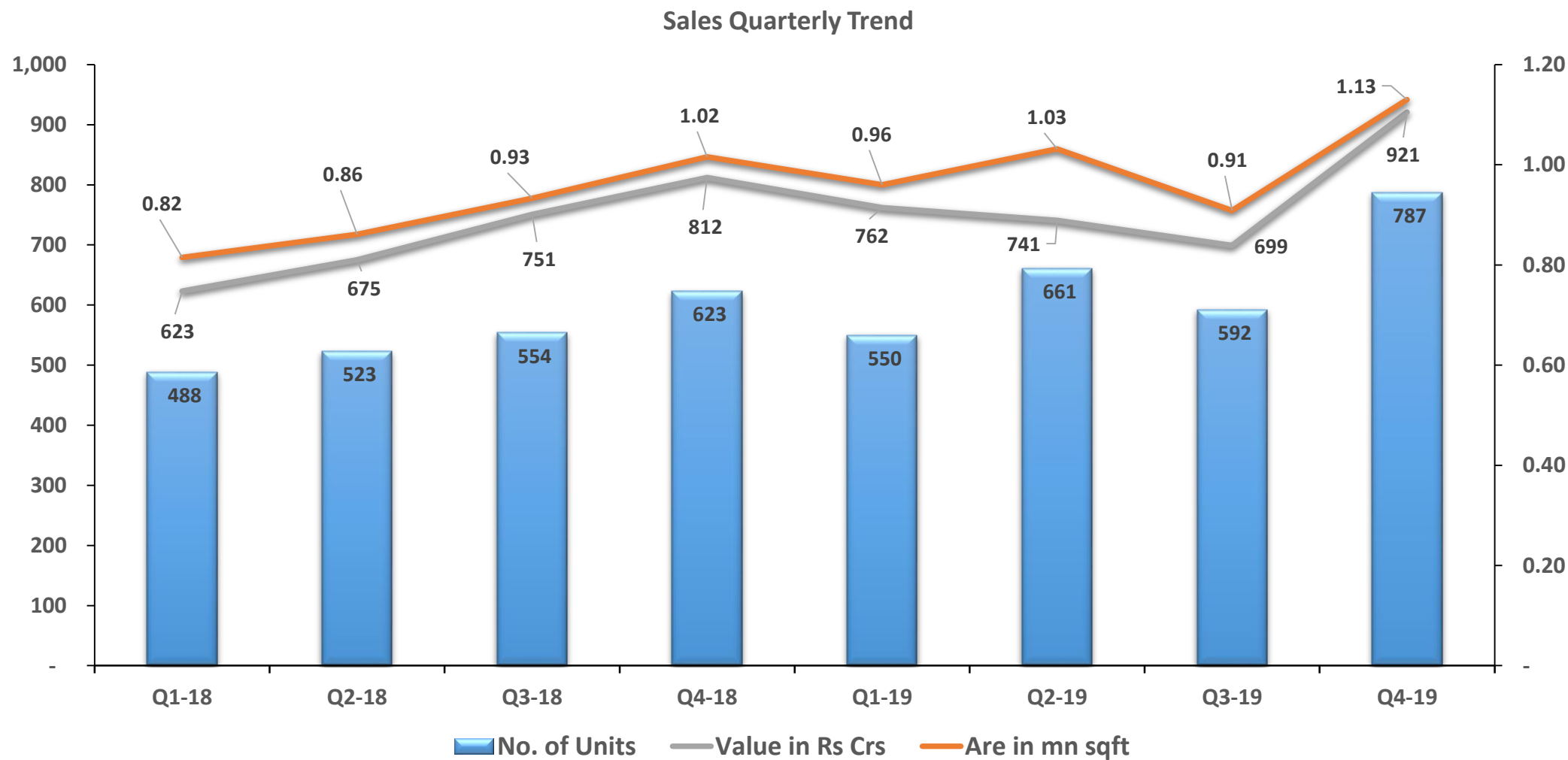
Product Category - Trend of Area Sold



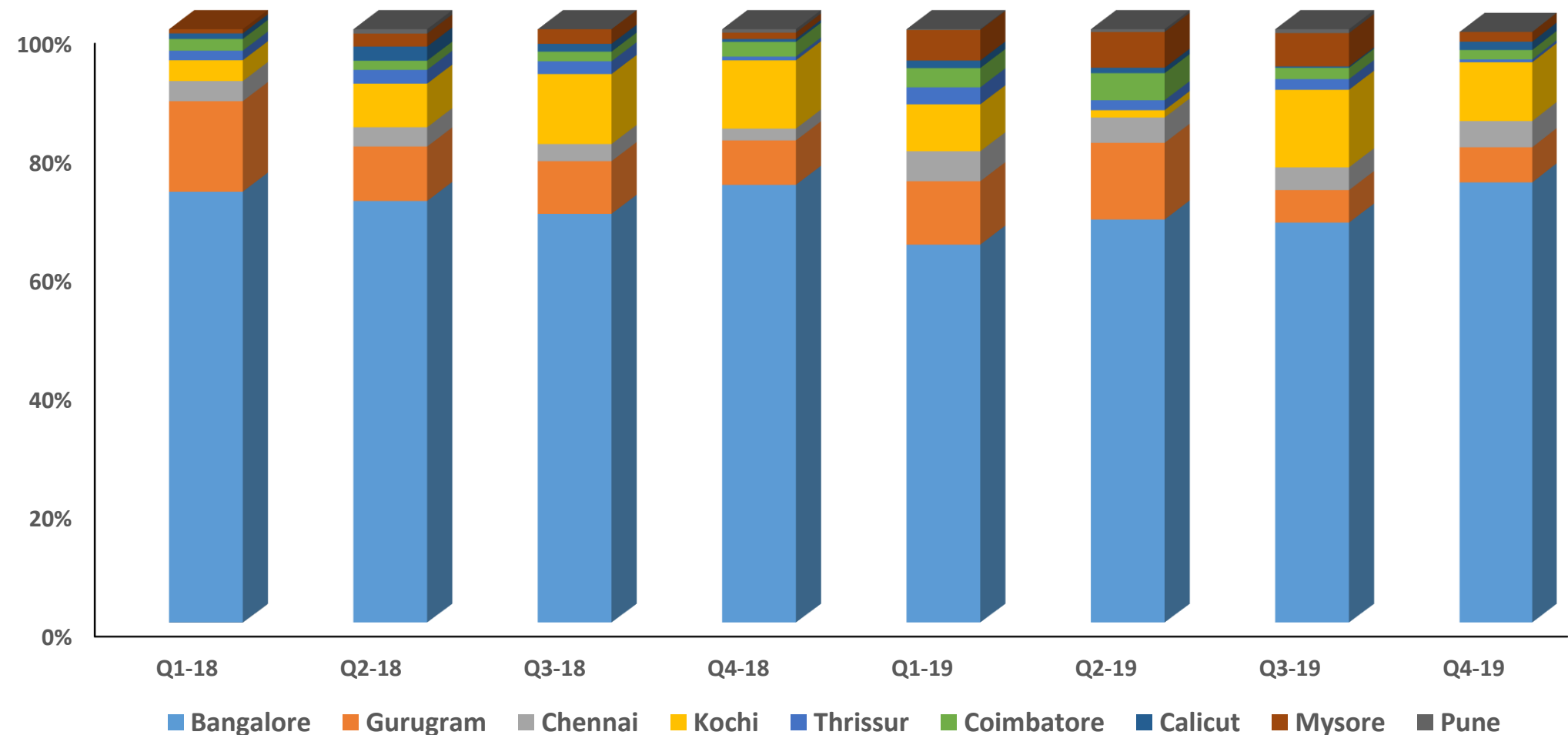
PRICE BAND CATEGORY (Comparative Analysis)

Category	FY - 19		FY - 18		Growth Trend (YoY)	
	SBA (Sft)	Value (Rs Mns)	SBA (Sft)	Value (Rs Mns)	SBA (Sft)	Value (%)
< Rs. 50 lakhs	257,997	1,015	160,501	750	61%	35%
Rs.50 lakhs to 1cr	919,316	5,534	996,280	5,983	-8%	-7%
Rs. 1 cr to 2 crs	1,754,035	13,205	1,146,697	8,444	53%	56%
Rs.2 crs to 3 crs	718,055	7,364	915,525	8,968	-22%	-18%
Above Rs.3 crs	380,376	4,107	406,388	4,467	-6%	-8%
TOTAL	4,029,779	31,225	3,625,390	28,612	11%	9%

- Witnessed good sales volume growth for FY-19 (YoY) in “ Rs. 1cr to 2 crs” product category.
- Other product categories had also shown moderate growth in terms of sales volume and value for FY19 (YoY).



Quarterly area sold contribution region wise



NEW LAUNCHES – Q4-19



SOBHA Dream Heritage, GIFT City, Gujarat

Total Developable Area	0.71 Mn sqft
Total Saleable Area	0.52 Mn sqft
Sobha Saleable Area	0.52 Mn sqft



SOBHA Royal Pavilion, BANGALORE

Total Developable Area	3.36 Mn sqft
Total Saleable Area	2.23 Mn sqft
Sobha Saleable Area	2.23 Mn sqft



SOBHA Palacia, CHENNAI

Total Developable Area	0.84 Mn sqft
Total Saleable Area	0.60 Mn sqft
Sobha Saleable Area	0.60 Mn sqft

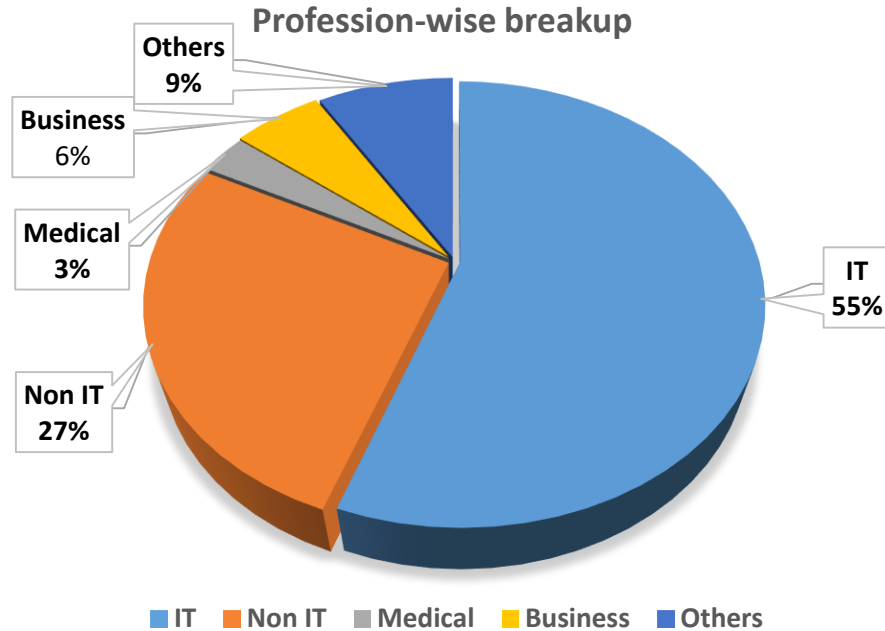
Total Saleable Area	3.35 Mn sqft
Sobha Saleable Area	3.35 Mn sqft

DREAM ACRES COMPLETION STATUS



Total Developable Area Launched (Mn Sqft)	6.60
Area completed till Mar'2019 (Mn Sqft)	3.84

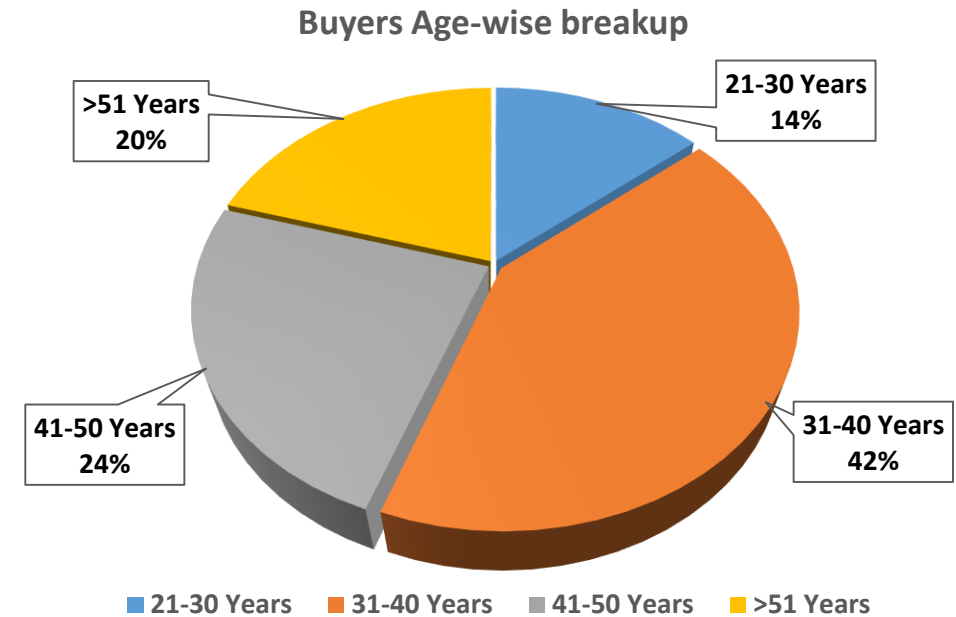
BUYERS PROFILE – Q4 - 19



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

Healthy Customer base :

- ❖ 82% of customers base fall under salaried professionals. (IT/ITES : 55% & Non-IT: 27%)
- ❖ 6% customers are Business & entrepreneur category.
- ❖ 80% of customers are below 50 years age category.



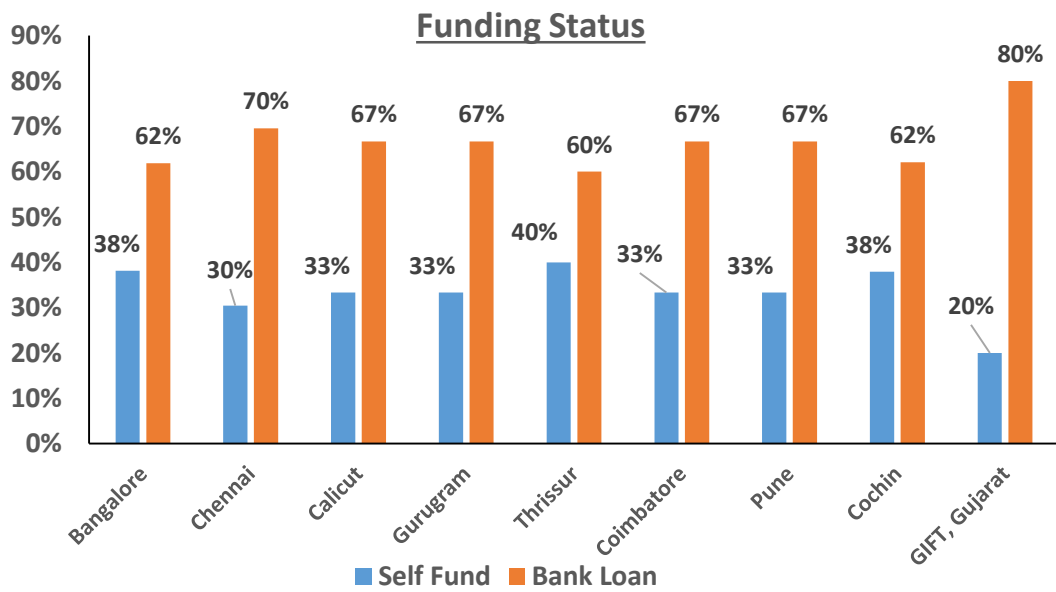
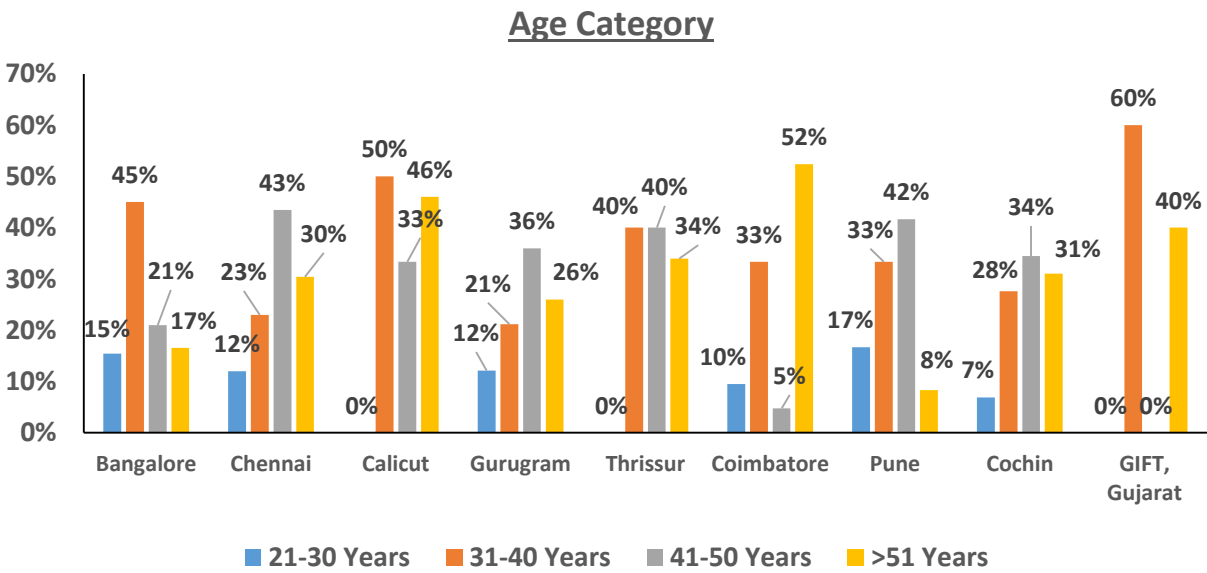
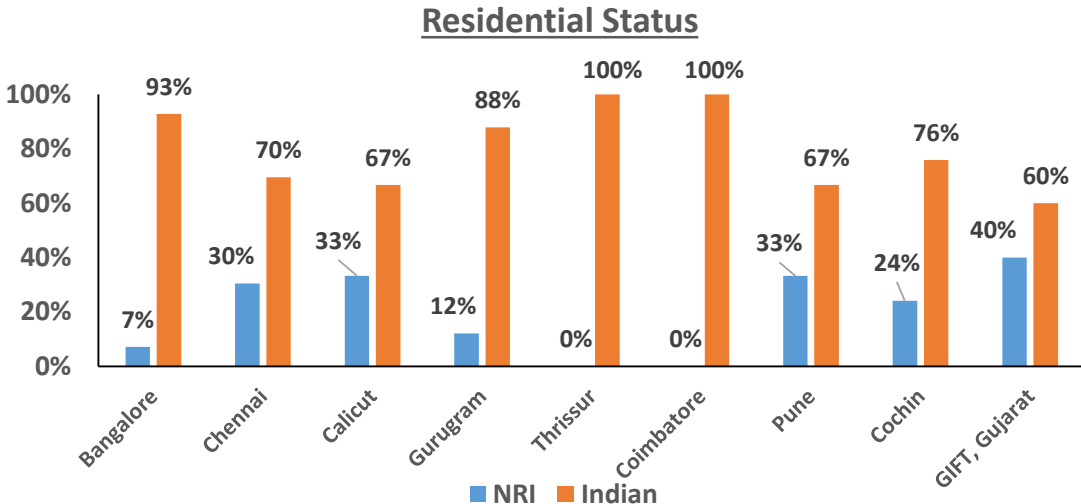
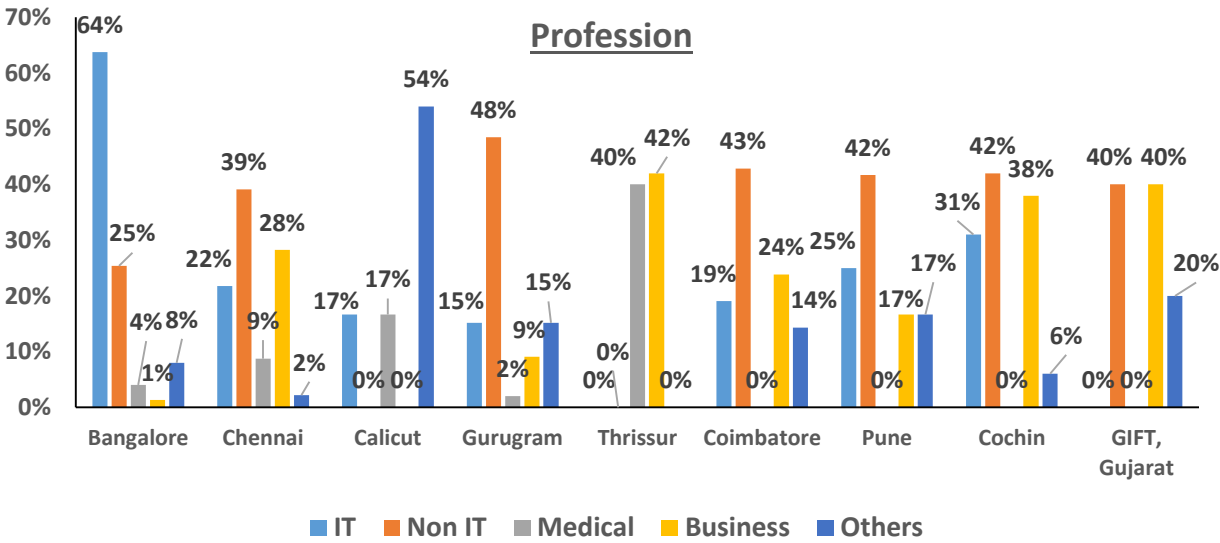
NRI Booking status

NRI	10%
Indian	90%

Customer Funding status

Bank Loan	62%
Self Fund	38%

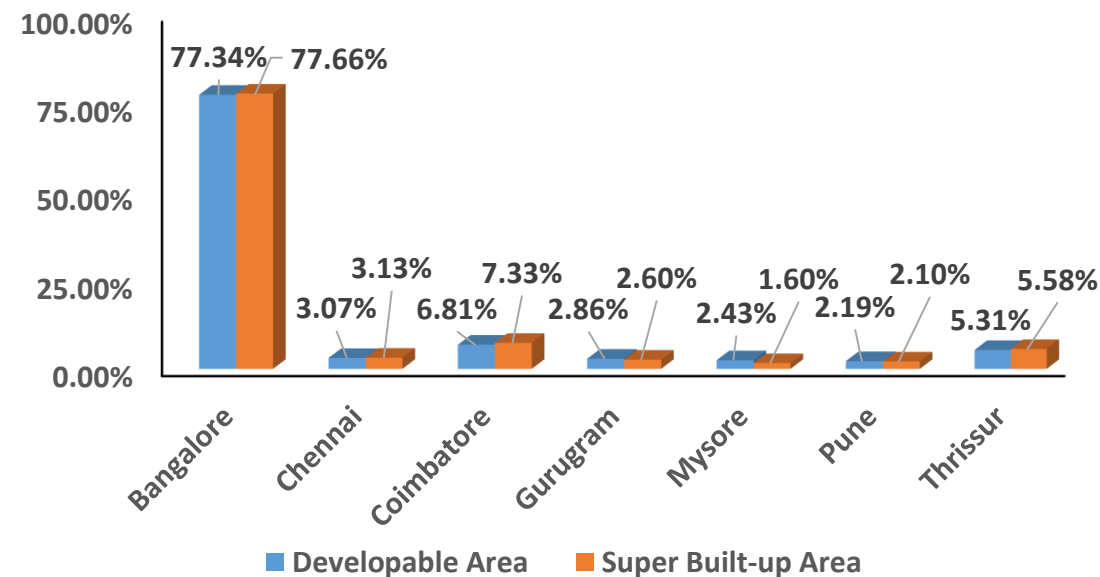
BUYERS PROFILE – Q4 - 19



REAL ESTATE – PROJECTS PORTFOLIO

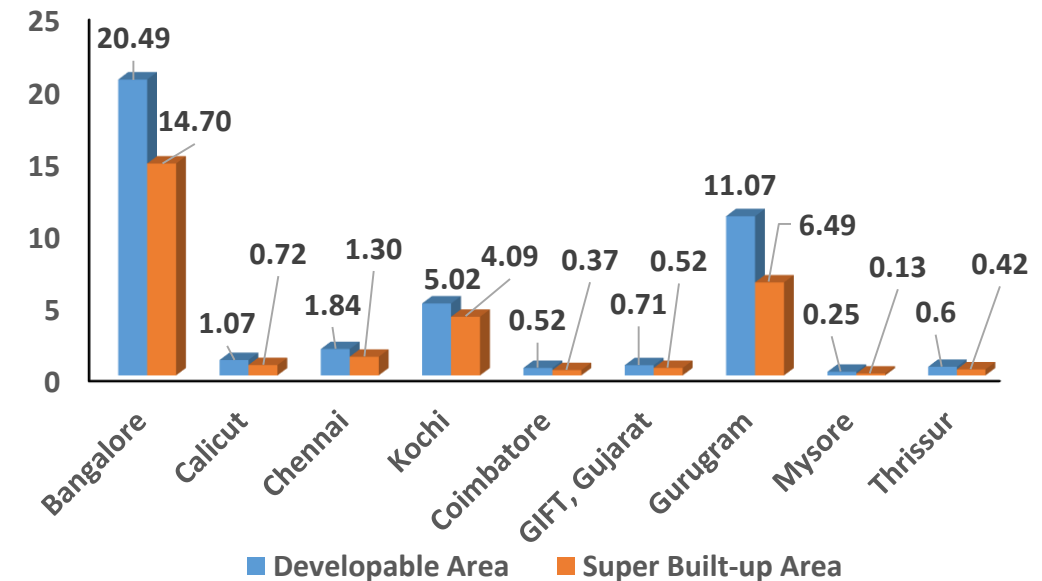
- ❖ Completed Real Estate projects located across **7 cities**, with Total development of **54.77 mn sqft** and Super Built-up area of **41.90 mn sqft**

Zone-wise % share of completed projects



- ❖ Under construction projects located across **9 cities**, with the Total developable area of **41.57 mn sqft** and Super Built-up area of **28.74 mn sqft**

Under Construction details in 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	2.09
Chennai	1	0.16
Coimbatore	1	0.09
Thrissur	1	1.34
Pune	1	0.51
TOTAL	8	4.19

RERA registration status :

Location	No of projects applied for RERA	No of projects received approval from RERA
Bangalore	67	66
Gurugram	5	4
Pune	3	3
Gujarat	1	1
Chennai	3	3
Coimbatore	1	1
TOTAL	80	78

Unsold Area from Area not released for sale' in Ongoing projects	9.07 mn sft
Future Launches (3-4 qtrs)	4.19 mn sft
TOTAL AREA OF LAUNCH FOR SALE	13.26 mn sft

- 78 projects registered and received approval under RERA.
- 2 projects – Registered under RERA and awaiting for approvals, which are yet to be released for sale.

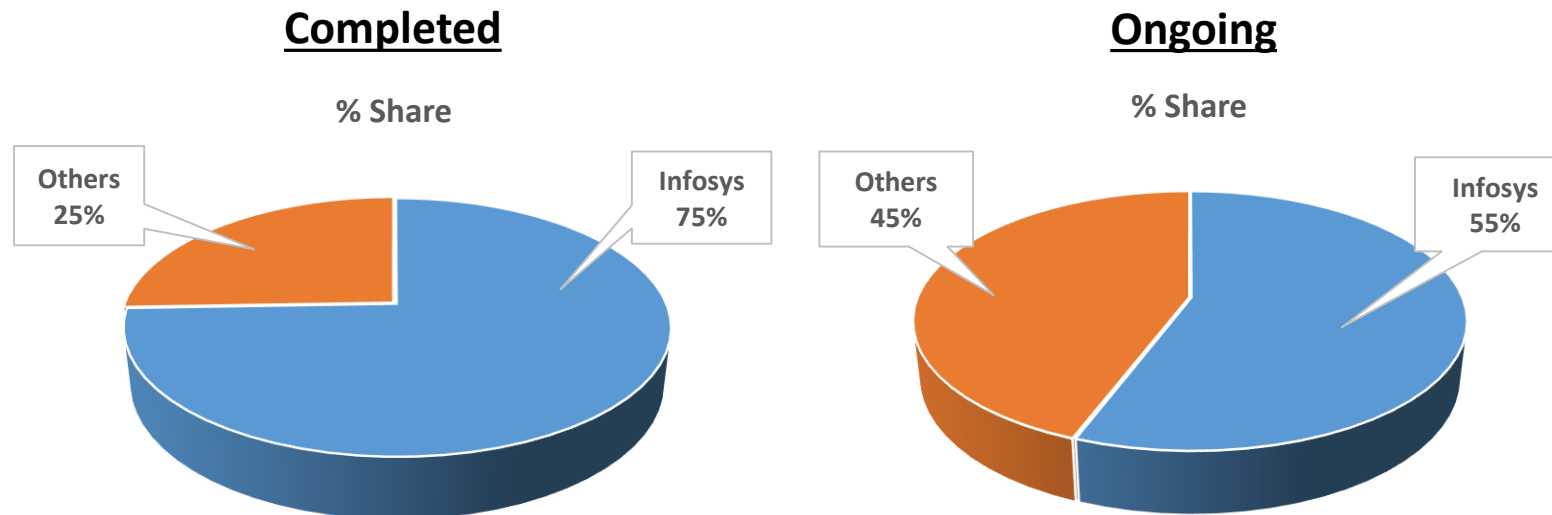
CONTRACTS – PROJECTS BREAK-UP

Completed :

- ❖ Total completed ≈ **49.11 mn.sqft** of area for various clients across **26 cities** in India.

Under Progress:

- ❖ Currently executing ≈ **8.59 mn.sqft** of area across **10 cities** in India for various clients.
- ❖ Contractual & Manufacturing projects Order Book as on 31st Mar-19 : ≈ **Rs. 25.88 Billion**



Note: % based on Billing / Order value.

• **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.

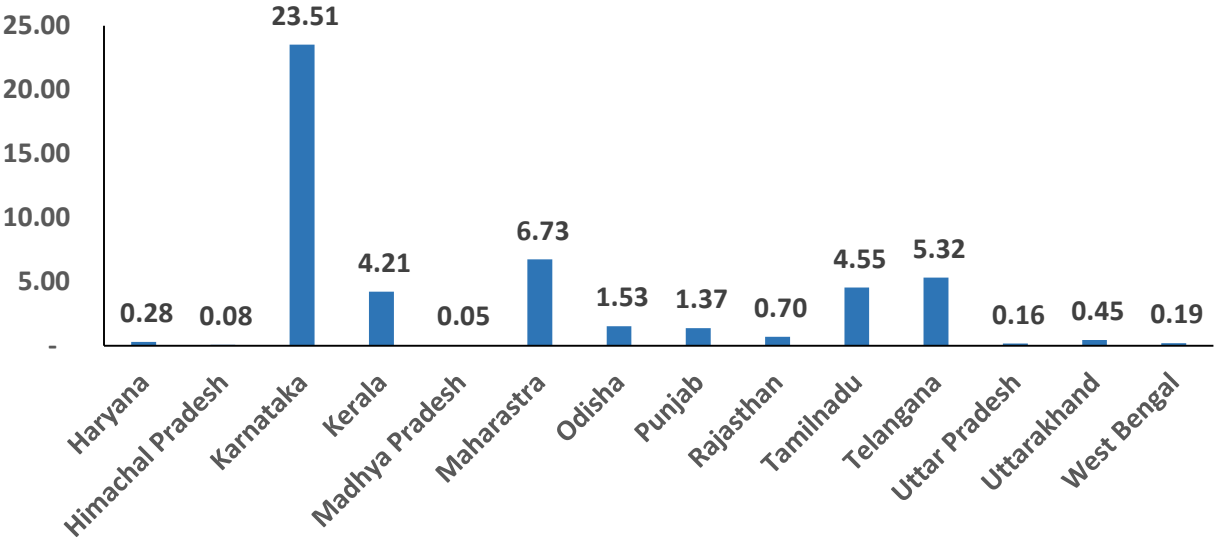
• The scope of contractual orders varies from Civil, Finishes, Electrical, PHE works, Interiors to Glazing.

Contractual – Ongoing status as on 31st Mar'2019

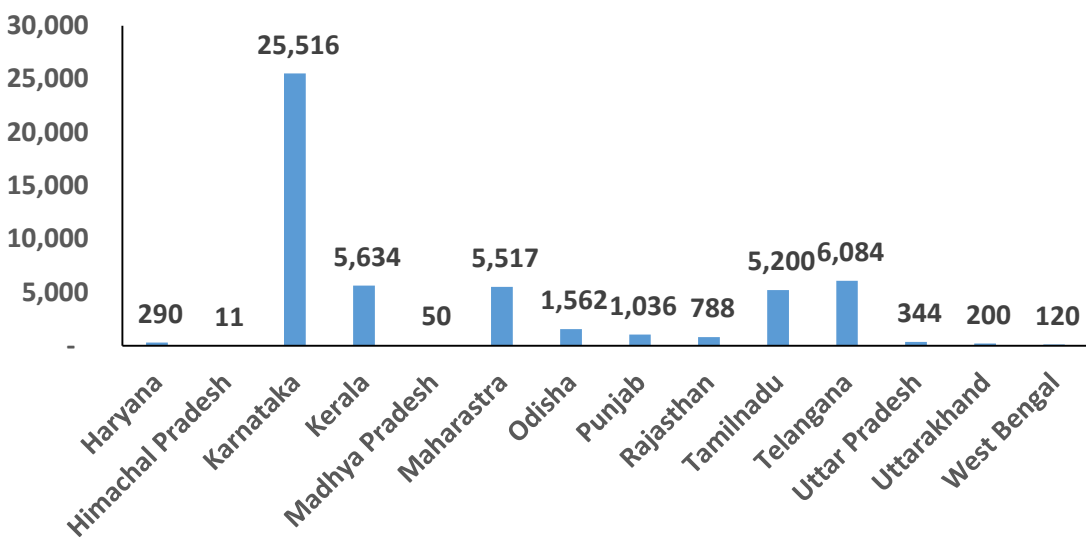
Sl.No	Location	≈ Built-up area (Mn Sqft)
1	Bangalore	3.64
2	Trivandrum	2.79
3	Hyderabad	0.60
4	Mysore	0.29
5	Indore	0.71
6	Bhubaneswar	0.01
7	Chennai	0.37
8	Mangalore	0.04
9	Pune	0.07
10	Cochin	0.09
TOTAL		8.59

CONTRACTS – COMPLETED PROJECTS DETAILS

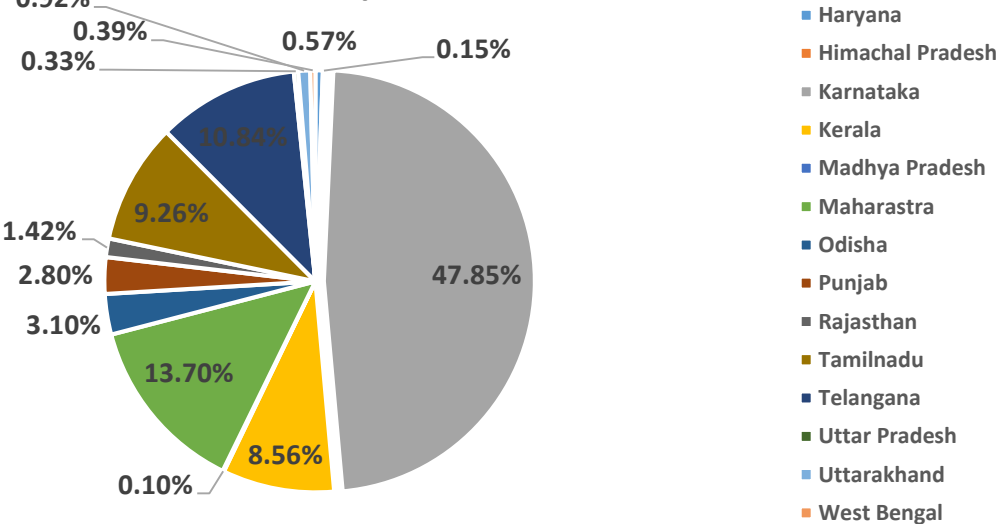
Total Developed Area(in Mn Sqft)



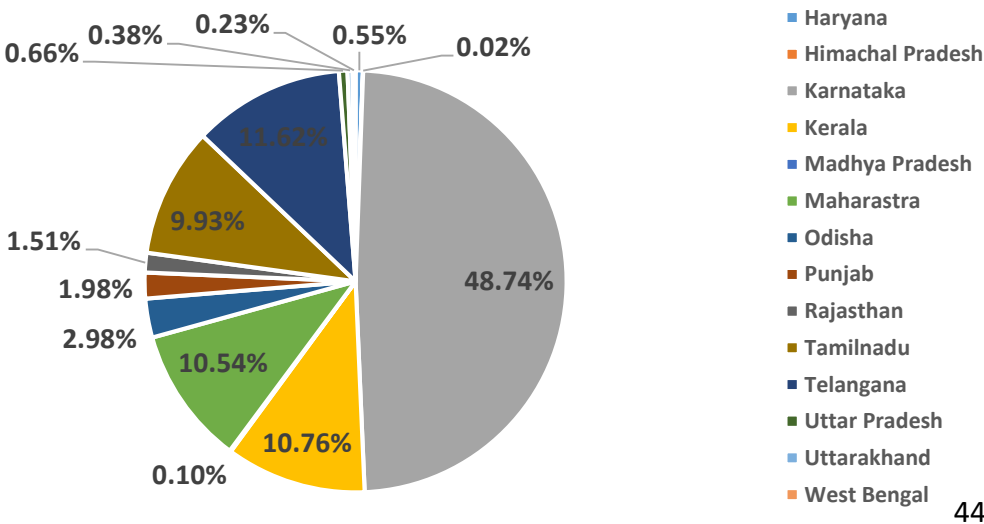
Order Value (in Rs Mns)



Total Developed Area Contribution



Order Value Contribution



Total order book of Contracts & Manufacturing as on 31st Mar'2019 : Rs. 25.88 Bns

Amount Rs.in Millions

	FY – 19	FY –18	% (Growth)
Revenue			
Contracts	8,331	4,539	84%
Manufacturing	3,437	3,328	3%
Total	11,768	7,867	50%
Collections			
Contracts	6,771	5,388	26%
Manufacturing	3,813	3,764	1%
Total	10,584	9,152	16%

* Excludes Inter divisions transfer

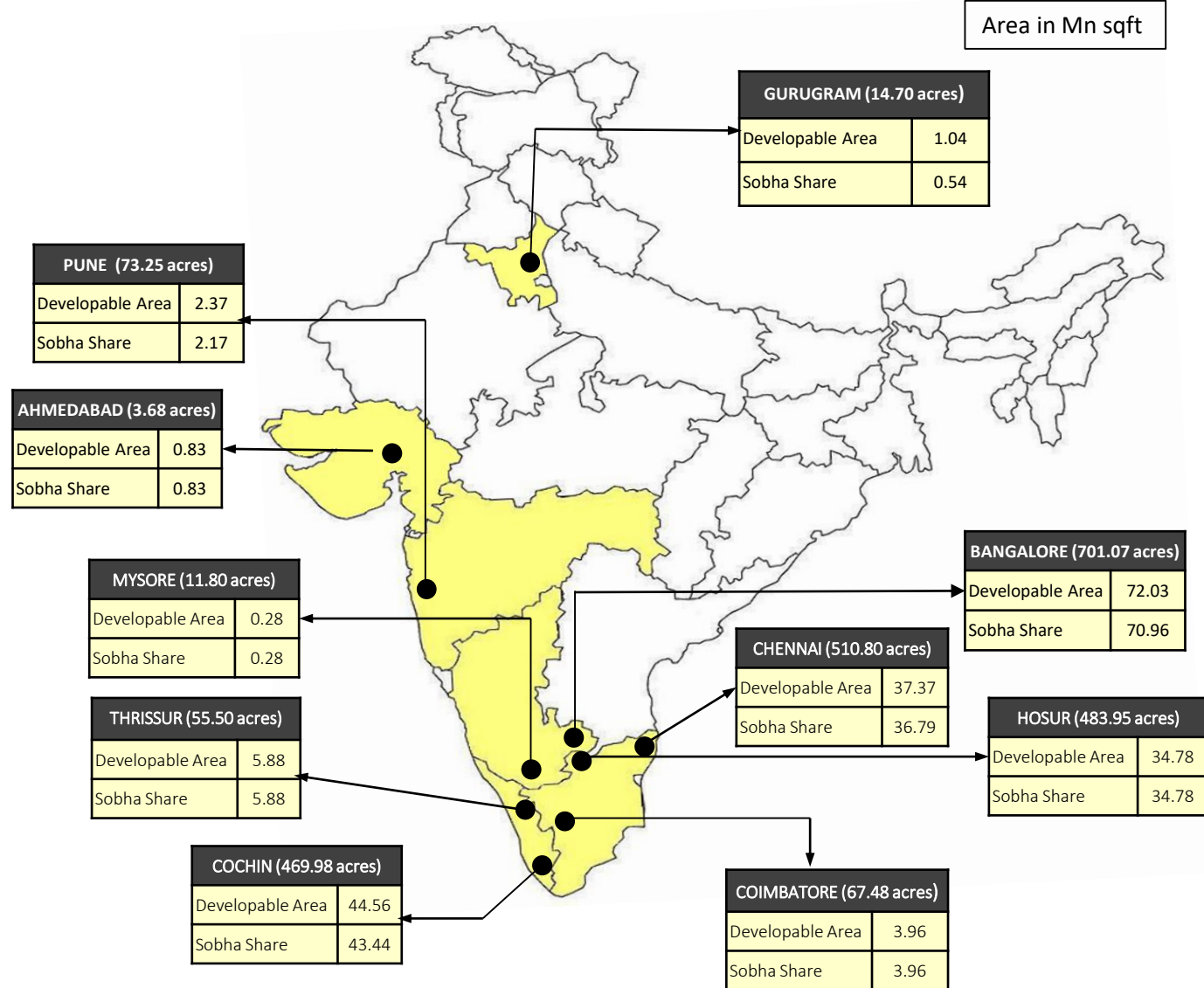
Revenue:-

- Contracts revenue up by 84% YoY.
- Manufacturing revenue up by 3% YoY.
- Total revenue from Contracts and Manufacturing up by 50% YoY.

Collections:-

- Contracts collections up by 26%
- Manufacturing collections up by 1% YoY.
- Total Collections of Contracts and Manufacturing up by 16% YoY.

LAND BANK STATUS



Land – 100% owned by Sobha (A)	2,262	Acres
Land - Under JDs/JVs (B)	130	Acres
Sobha Share on JD / JV land (C)	82	Acres
Total Extent of Land (A+B)	2,392	Acres
Sobha Share of Land (A+C)	2,344	Acres
Total Cost consideration	27,273	Rs.Mns
Balance amount payable	1,429	Rs.Mns
Cost / sqft of Sobha Share	267	Rs./sqft
FSI cost of Sobha Share	137	Rs./sqft

Total Development potential	203	Mn Sqft
Sobha Share	200	Mn Sqft

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 & efficient delivery**

Glazing & Metal Works Division		Interiors & Furnishing Division		Concrete Products Division	
Turnover*(FY - 19):-	Rs. 1,575 Mns	Turnover*(FY - 19):-	Rs. 1,428 Mns	Turnover*(9FY- 19):-	Rs. 434 Mns
No.of Employees	133	No.of Employees	113	No.of Employees	18
Factory Area	0.30 Mn sqft	Factory Area	0.80 Mn sqft	Factory Area	0.40 Mn sqft
<u>PRODUCTS:-</u> <ul style="list-style-type: none"> ➤ Metal/Steel fabrication works ➤ Aluminum doors & windows, structures ➤ Glass works 		<u>PRODUCTS:-</u> <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 		<u>PRODUCTS:-</u> <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 	

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



➤ HIGH LIGHTS

(a) Key Milestones

(b) Financial Highlights

(c) Operational Highlights

➤ FINANCIAL SUMMARY

➤ OPERATIONAL UPDATES

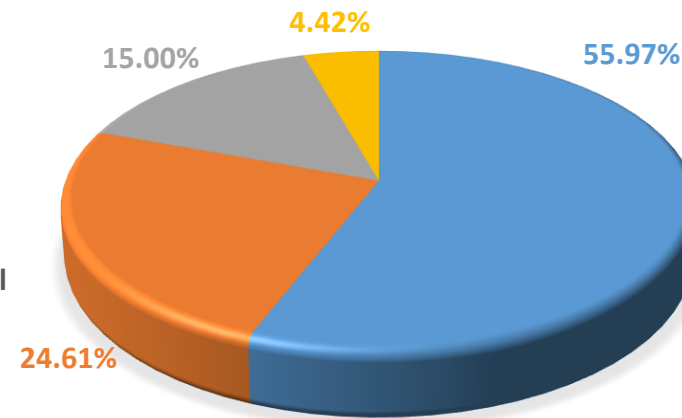
➤ **SHARE HOLDING**

➤ ANNEXURES

SHARE HOLDING PATTERN

	31-Mar-2019	31-Mar-2018
Promoters and Promoter's Group Holding	55.97%	55.94%
FII's & Foreign Portfolio Investors	24.61%	28.53%
Mutual Funds, Financial Institutions, Insurance and Corporate Bodies	15.00%	10.05%
Public and Others	4.42%	5.48%
No. of Shareholders	53,985	53,813

- Promoters and Promoter's Group Holding
- FII's & Foreign Portfolio Investors
- Mutual Funds, Financial Institutions, Insurance and Corporate Bodies
- Public and Others



Top FIIs

- Schroder International
- Invesco
- Nordea
- Vanguard Emerging Markets Stock Fund
- Dimensional Emerging Market Fund
- ISHARE Core Emerging Market Fund
- Japan Trustee Services Bank
- HSBC Global Investments
- FIL Investments LTD
- ICG Q Limited

Top Insurance & Mutual Funds

- Franklin Templeton
- L&T Mutual Fund
- SBI

SOBHA – STOCK PERFORMANCE

Status as on: 31st March-2019

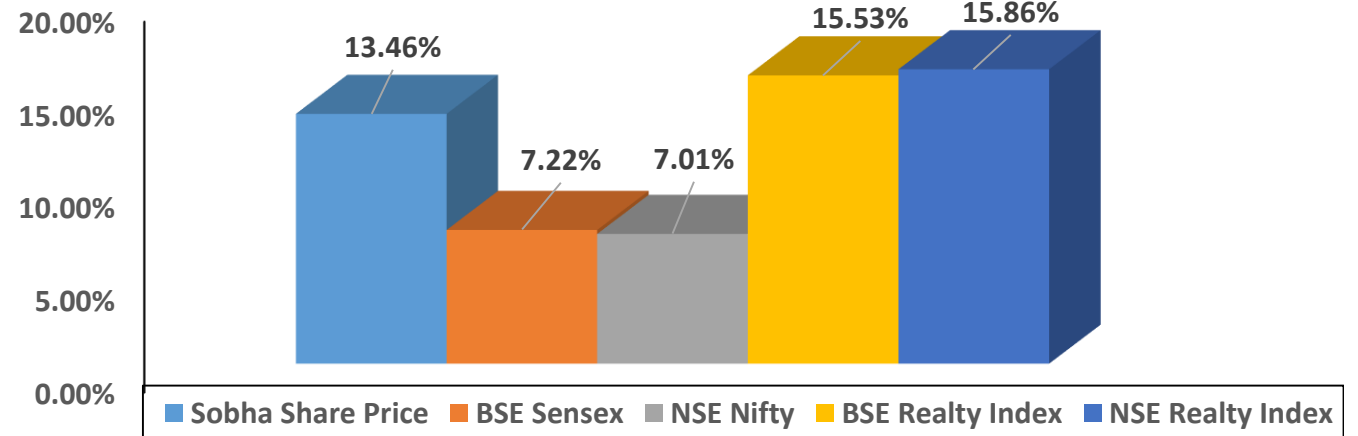
No.of Shares	94.85 Million
Market Capitalization	Rs. 48.99 Billion
Stock Price : 52 week High/Low	Rs.554/Rs.390
Avg. Daily Volume (12 Months)	233,423

Source : NSE,BSE

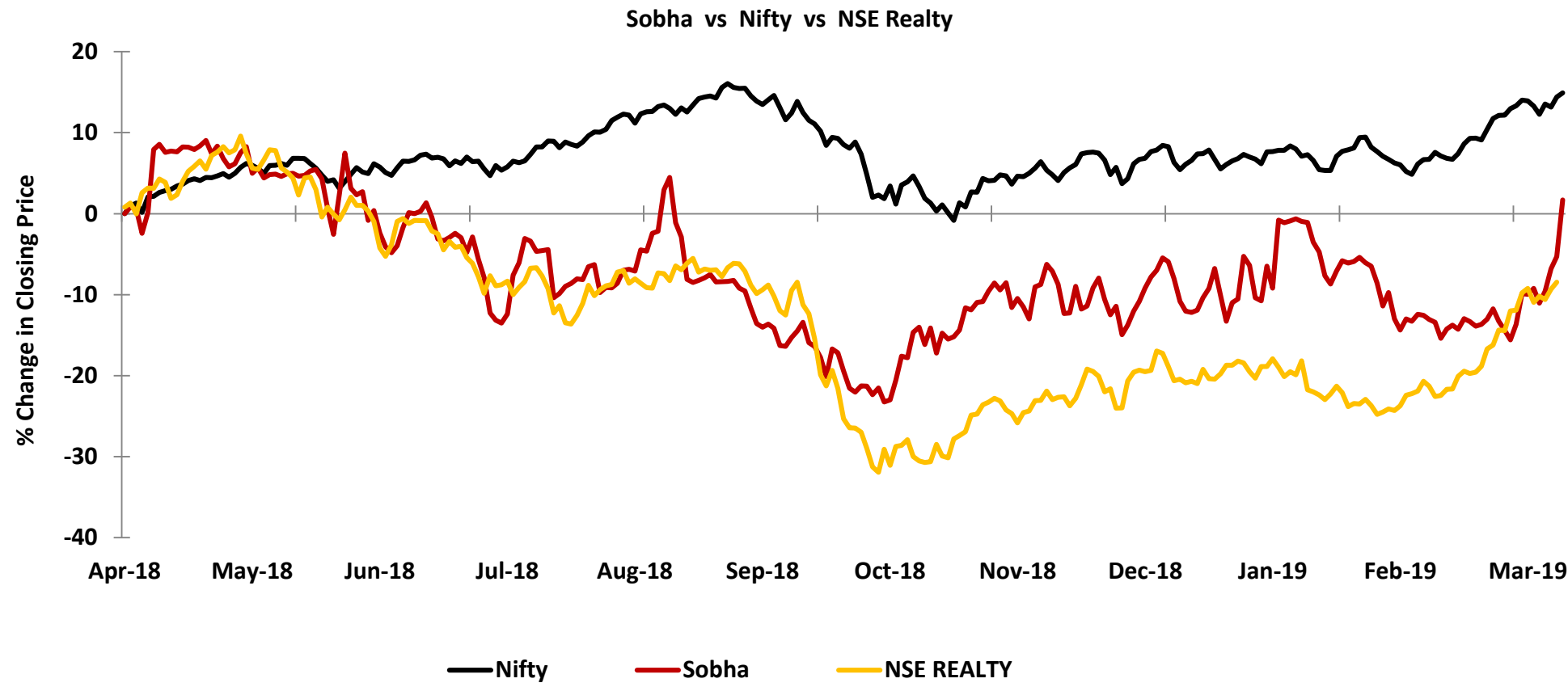
Key Research Houses covering the stock

- CLSA India
- Morgan Stanley
- SBIcap Securities
- JM Financials
- J P Morgan
- Axis Capital
- Deutsche Bank
- IIFL (India Info Line)
- Macquarie Capital
- HSBC Securities
- Kotak Securities
- Elara Capital
- Edelweiss Securities
- Anand Rathi
- ICICI Direct
- ICICI Securities
- Spark Capital
- First Call India

PARTICULARS	31-Mar-19	31-Dec-18	% Change
Sobha Share Price	517	455	13.46%
BSE Sensex	38673	36068	7.22%
NSE Nifty	11624	10863	7.01%
BSE Realty Index	2077	1798	15.53%
NSE Realty Index	269	232	15.86%



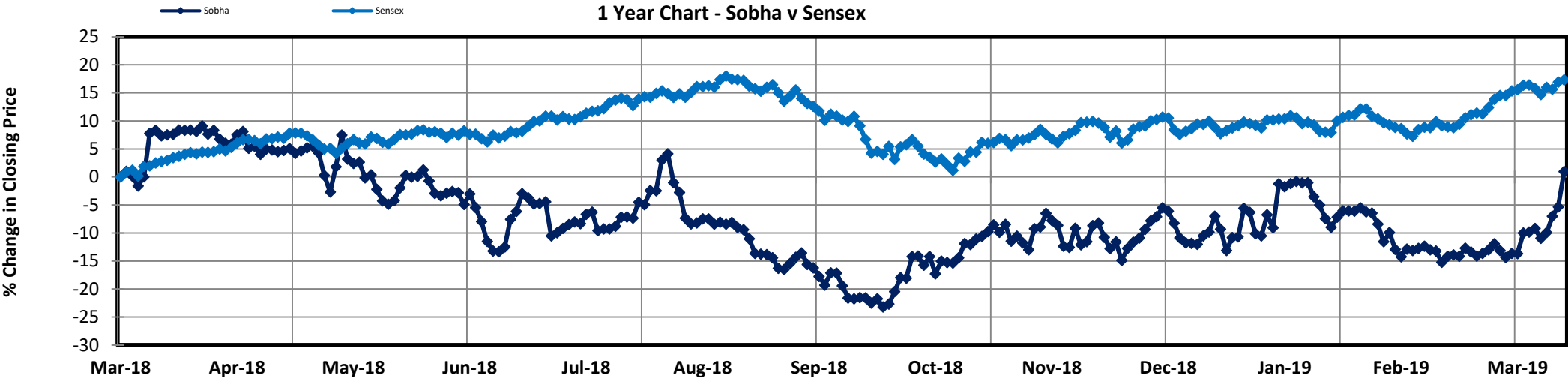
SOBHA – STOCK PERFORMANCE (12 Months)



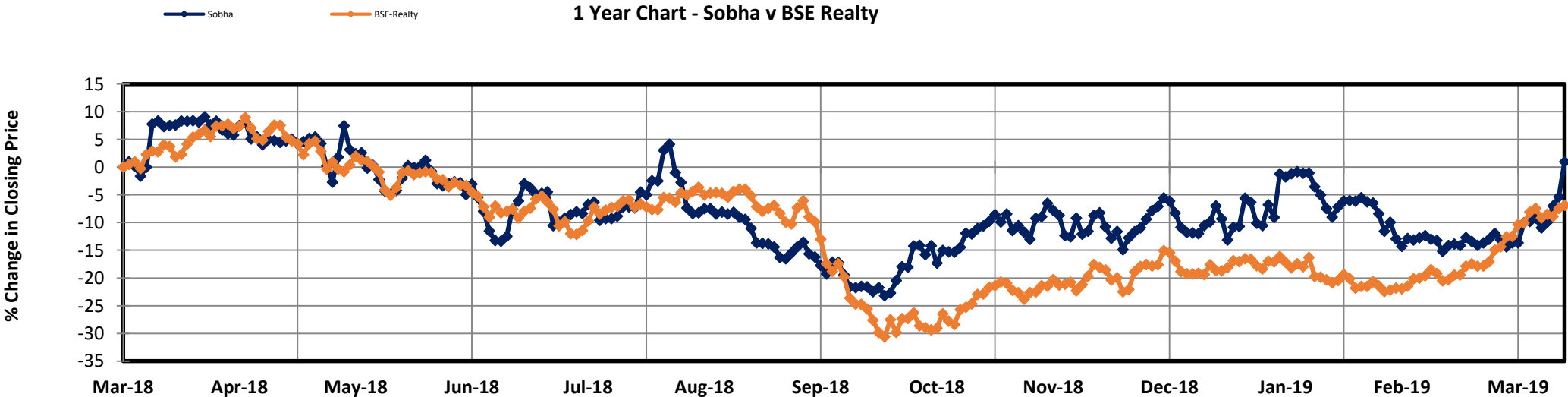
SOBHA – STOCK PERFORMANCE (12 Months)



1 Year Chart - Sobha v Sensex



1 Year Chart - Sobha v BSE Realty



COMPLETED RESIDENTIAL PROJECTS

Sobha Arena, Bangalore



Sobha Indraprastha, Bangalore



Sobha International City, Gurgaon



A typical lane in International City, Gurugram



COMPLETED CONTRACTUAL PROJECTS



Infosys Mangalore, SDB 4
Scope of work – Civil, Finishes and M&E



Infosys Mysore, SDB 8
Scope of work – Civil, Finishes and M&E



Infosys Trivandrum, SDB 4
Scope of work – Civil, Finishes and M&E



Lulu cyber tower, Kochi
Scope of work – Civil, Finishes, MEP, Interiors & Glazing



Lulu Grand Hyatt Hotel, Kochi
Scope of work - Interiors



Biocon, Bangalore
Scope of work – Civil, Finishes, Glazing, Plumbing

➤ HIGH LIGHTS

(a) Key Milestones

(b) Financial Highlights

(c) Operational Highlights

➤ FINANCIAL SUMMARY

➤ OPERATIONAL UPDATES

➤ SHARE HOLDING

➤ **ANNEXURES**

PROFIT & LOSS STATEMENT

Amount Rs.in Millions

Particulars	Q4-19	Q3-19	FY-19	FY-18
Real Estate Revenue	10,173	5,029	22,653	20,006
Contractual & Manufacturing Revenue	3,805	2,850	11,768	7,864
Other Income	238	198	735	495
Total Income	14,216	8,077	35,156	28,365
Total Expenditure	11,543	6,289	27,688	22,673
EBIDTA	2,673	1,788	7,468	5,692
EBIDTA Margin	19%	22%	21%	20%
Depreciation	159	161	623	544
Finance Expenses	758	531	2,362	1,978
Profit Before Tax	1,756	1,096	4,483	3,170
PBT Margin	12%	14%	13%	11%
Tax Expenses	623	398	1,512	1,002
Add : Share of profit jointly controlled entity	-	-	-	-
PAT after share of associates	1,133	698	2,971	2,168
Other comprehensive income (net of tax expense)	(1)	(3)	(8)	(4)
Net Profit	1,132	695	2,963	2,164
Net Profit Margin	8%	9%	8%	8%

Note: FY-18 figures are as per old accounting standard

CONSOLIDATED BALANCE SHEET

PARTICULARS	MAR '19	MAR '18
ASSETS		
Non-current assets		
Property, Plant and equipment	2,842	2,796
Investment Property	2,029	1,961
Investment Property under construction	1,900	1,345
Intangible assets	3	1
Financial assets		
Investments	1,128	1,125
Trade Receivables	84	135
Other Non-current financial assets	182	390
Other non-current assets	5,107	4,294
Current tax assets (net)	87	54
Deferred tax liabilities (net)	935	-
	14,297	12,101
Current Assets		
Inventories	65,173	48,349
Financial Assets		
Trade receivables	3,272	3,272
Cash and cash equivalents	1,645	1,060
Bank balance other than Cash & cash equivalents	127	134
Other Current financial assets	5,698	8,306
Other current assets	17,185	17,026
MAT Credit Asset (Net)	-	
	93,100	78,147
TOTAL ASSETS	107,397	90,248

PARTICULARS	MAR '19	MAR '18
EQUITY & LIABILITIES		
Equity		
Equity Share Capital	948	948
Other Equity	21,343	26,751
Total Equity	22,291	27,699
Non-Current Liabilities		
Financial Liabilities		
Borrowings	48	2,788
Other Non-current financial liabilities	-	2
Long term provisions	121	183
Deferred tax liabilities (net)	-	2,521
	169	5,494
Current Liabilities		
Financial Liabilities		
Borrowings	24,379	20,299
Trade payables	11,328	7,205
Other Current financial liabilities	6,477	4,453
Other current liabilities	42,049	24,613
Liabilities for current tax (net)	555	362
Provisions	150	123
	84,937	57,055
Total Liabilities	85,106	62,549
TOTAL EQUITY & LIABILITIES	107,397	90,248

CASH FLOW STATEMENT

Amount Rs.in Millions

PARTICULARS	Q4-19	Q3-19	Q4-18
Operational cash inflows			
Real Estate Operations	5,767	5,583	5,980
Contractual & Manufacturing	3,462	2,605	3,127
Total Operational cash inflow –(A)	9,229	8,188	9,107
Operational cash outflows			
Real Estate project expenses	4,004	3,504	3,516
Contracts and Manufacturing expenses	3,056	2,517	2,329
Statutory Dues & Other Taxes	164	158	15
Corpus Repayment	57	112	74
Central Over Heads	514	555	496
Advertising & Marketing expenses	258	262	200
Total Operational cash outflow- (B)	8,053	7,108	6,630
Net Operational Cash flow : (C=A-B)	1,176	1,080	2,477

FY-19	FY-18
21,776	20,930
10,584	9,152
32,360	30,082
13,702	12,633
9,777	6,798
533	821
306	220
2,076	1,763
969	605
27,363	22,840
4,997	7,242

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

CASH FLOW STATEMENT

Amount Rs.in Millions

PARTICULARS	Q4-19	Q3-19	Q4-18
Financial Outflows			
Finance Cost	775	742	717
Income Tax	157	147	161
Total Financial Outflows (D)	932	889	878
Net Cash flow after Financial Outflow : (E=C-D)	244	191	1,599
Capital Outflows			
Land Payments	179	182	209
Buy Back of Shares/Dividend including tax	-	-	-
Donation / CSR Contribution	35	41	7
Capex – General	207	101	12
Capex – Commercial Real Estate	161	214	86
Total Capital Outflow (F)	582	538	314
Total Cash Inflow : (A)	9,229	8,188	9,107
Total Cash Outflow : (G =B+D+F)	9,567	8,535	7,822
Net Cash flow (A - G)	(338)	(347)	1,285

FY-19	FY-18
2,876	2,675
649	821
3,525	3,496
1,472	3,746
1,963	3,605
800	911
174	136
366	60
515	288
3,818	5,000
32,360	30,082
34,706	31,336
(2,346)	(1,254)

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

Real Estate – Details of ongoing projects as on 31st Mar'2019

S.No	Name of the Project	Location	Type	Classification	Total Developable Area (in Mn Sft)	Total Saleable Area (in Mn Sft)	Sobha Share of Saleable Area (in Mn Sft)	Business Model	Completion Date as per RERA
I	<u>Ongoing Projects - Registered under RERA</u>								
1	Sobha Raj Vilas	Central Bangalore	Apartments	JV	0.37	0.36	0.20	Area Share	Jun-24
2	Sobha Dream Garden Phase-1 (Wing 8&9)	Belahalli, Bangalore	Apartments	JV	0.39	0.37	0.26	Area Share	Feb-24
3	Sobha Dream Garden Phase 2 Wing 5,6&7	Belahalli, Bangalore	Apartments	JV	0.53	0.53	0.35	Area Share	Feb-24
4	Sobha Arena - The Square (Block 4)	Kanakapura Road, Bangalore	Apartments	JV	0.47	0.32	0.32	Revenue Share	Dec-21
5	Sobha Arena - Pebble Court (Block 1)	Kanakapura Road, Bangalore	Apartments	JV	0.38	0.26	0.26		Apr-22
6	Sobha Morzaria Grandeur-2(W1)	Diary Circle, Bangalore	Apartments	JV	0.10	0.08	0.08	Revenue Share	May-21
7	Sobha Clovelly	Padmanabha Nagar, Bangalore	Apartments	JV	0.53	0.33	0.33	Revenue Share	Apr-20
8	Sobha Palm Court	Kogilu Cross, Bangalore	Apartments	JV	0.71	0.51	0.42	Revenue Share	May-21
9	Indraprastha Commercial	Central Bangalore	Commercial	NA	1.25	0.71	NA	NA	NA
10	Sobha HRC Pristine Phase 1 Block 1	Jakkur, Bangalore	Apartments	JV	0.49	0.29	0.29	Revenue Share	Jul-22
11	Sobha HRC Pristine Phase 2 Block 2	Jakkur, Bangalore	Apartments	JV	0.49	0.29	0.29		Jul-22
12	Sobha HRC Pristine Phase 3 Block 3	Jakkur, Bangalore	Apartments	JV	0.30	0.18	0.18		Jul-22
13	Sobha HRC Pristine Phase 4 Block 4&5	Jakkur, Bangalore	Apartments	JV	0.04	0.04	0.04	Revenue Share	Jul-22
14	Sobha Lake Garden Phase 1	KR Puram, Bangalore	Apartments	JV	0.60	0.46	0.46	Revenue Share	May-23
15	Sobha Lake Garden Phase 2	KR Puram, Bangalore	Apartments	JV	0.56	0.43	0.43		Mar-24
16	Sobha City - Tower A1,B1,C1	Babupur, Gurugram	Apartments	JV	0.58	0.46	0.46	Revenue Share	Nov-21
17	Sobha City - Tower A2,B2,C2	Babupur, Gurugram	Apartments	JV	0.58	0.46	0.46		May-22

Real Estate – Details of ongoing projects as on 31st Mar'2019

S.No	Name of the Project	Location	Type	Classification	Total Developable Area (in Mn Sft)	Total Saleable Area (in Mn Sft)	Sobha Share of Saleable Area (in Mn Sft)	Business Model	Completion Date as per RERA
I	<u>Ongoing Projects - Registered under RERA</u>								
18	Sobha City - Tower C3	Babupur, Gurugram	Apartments	JV	0.27	0.21	0.21	Revenue share	Oct-22
19	Sobha City - Tower C4	Babupur, Gurugram	Apartments	JV	0.26	0.21	0.21	Own	Nov-21
20	Sobha 25 Richmond	Longford Town, Bangalore	Apartments	JV	0.02	0.02	0.01	Area Share	Jul-20
21	Sobha Winchester	Kovilampakkam, Chennai	Apartments	JV	0.70	0.51	0.37	Area Share	Feb-21
22	Sobha Gardenia	Vengai Vasal, Chennai	Villas	JV	0.30	0.19	0.12	Area Share	Feb-22
23	Sobha Meadows	Off KRS Road, Mysore	Plots	JV	0.25	0.13	0.13	Revenue Share	Aug-19
24	Sobha Silicon Oasis Phase 2 Wing 7	Hosa Road, Bangalore	Apartments	Own	0.17	0.12	0.12	Own	Jan-20
25	Sobha Silicon Oasis Phase 3 Wing 8	Hosa Road, Bangalore	Apartments	Own	0.18	0.13	0.13	Own	Jul-20
26	Sobha Silicon Oasis Phase 4 Wing 9	Hosa Road, Bangalore	Apartments	Own	0.19	0.13	0.13	Own	Jan-21
27	Sobha Silicon Oasis Phase 5 Wing 10&11	Hosa Road, Bangalore	Apartments	Own	0.44	0.31	0.31	Own	Jan-21
28	Sobha Silicon Oasis Phase 6 Block 2 and 3 (Row house No. 1 to 8 & 11 to 17)	Hosa Road, Bangalore	Row Houses	Own	0.04	0.04	0.04	Own	Apr-19
29	Sobha Silicon Oasis Phase 7 Block 2 and 3 (Row house No. 9, 10)	Hosa Road, Bangalore	Row Houses	Own	0.01	0.01	0.01	Own	Apr-19
30	Sobha Dream Acres - Tropical Greens Phase-10 Wing 46	Balagere, Off ORR, Bangalore	Apartments	Own	0.19	0.14	0.14	Own	Jul-21
31	Sobha Dream Acres - Tropical Greens Phase-18 Wing 39&40	Balagere, Off ORR, Bangalore	Apartments	Own	0.28	0.21	0.21	Own	Oct-22

Real Estate – Details of ongoing projects as on 31st Mar'2019

S.No	Name of the Project	Location	Type	Classification	Total Developable Area (in Mn Sft)	Total Saleable Area (in Mn Sft)	Sobha Share of Saleable Area (in Mn Sft)	Business Model	Completion Date as per RERA
I	<u>Ongoing Projects - Registered under RERA</u>								
32	Sobha Dream Acres - Tropical Greens Phase-19 Wing 19&20	Balagere, Off ORR, Bangalore	Apartments	Own	0.29	0.21	0.21	Own	Dec-22
33	Sobha Dream Acres - Tropical Greens Phase-20 Wing 18	Balagere, Off ORR, Bangalore	Apartments	Own	0.16	0.11	0.11	Own	Mar-23
34	Sobha Dream Acres - Palm Springs Phase-12 Wing 48&49	Balagere, Off ORR, Bangalore	Apartments	Own	0.24	0.18	0.18	Own	Oct-21
35	Sobha Dream Acres - Palm Springs Phase-14 Wing 53	Balagere, Off ORR, Bangalore	Apartments	Own	0.16	0.12	0.12	Own	Oct-21
36	Sobha Dream Acres - Palm Springs Phase-17 Wing 54	Balagere, Off ORR, Bangalore	Apartments	Own	0.16	0.12	0.12	Own	Apr-22
37	Sobha Dream Acres - Tropical Greens Phase-26 Wing 35,36,37&38	Balagere, Off ORR, Bangalore	Apartments	Own	0.66	0.50	0.50	Own	Dec-23
38	Sobha Dream Acres - Tropical Greens Phase-23 Wing 25,26,27&28	Balagere, Off ORR, Bangalore	Apartments	Own	0.63	0.48	0.48	Own	Dec-23
39	Sobha Forest Edge	Kanakapura Road, Bangalore	Apartments	Own	0.60	0.45	0.45	Own	Sep-22
40	Sobha Royal Pavilion Phase 1 Wing 6 & 7	Sarjapur Road, Bangalore	Apartments	JV	0.42	0.25	0.25	Revenue Share	Sep-23
41	Sobha Royal Pavilion Phase 2 Wing 4 & 5	Sarjapur Road, Bangalore	Apartments	JV	0.28	0.24	0.24	Revenue Share	Sep-23
42	Sobha Royal Pavilion Phase 3 Wing 16	Sarjapur Road, Bangalore	Apartments	JV	0.42	0.25	0.25	Revenue Share	Sep-23

Real Estate – Details of ongoing projects as on 31st Mar'2019

S.No	Name of the Project	Location	Type	Classification	Total Developable Area (in Mn Sft)	Total Saleable Area (in Mn Sft)	Sobha Share of Saleable Area (in Mn Sft)	Business Model	Completion Date as per RERA
I	Ongoing Projects - Registered under RERA								
43	Sobha Royal Pavilion Phase 4 Wing 1, 2 & 3	Sarjapur Road, Bangalore	Apartments	JV	0.56	0.37	0.37	Revenue Share	Sep-23
44	Sobha Royal Pavilion Phase 5 Wing 8 & 9	Sarjapur Road, Bangalore	Apartments	JV	0.42	0.25	0.25	Revenue Share	Sep-25
45	Sobha Dream Heritage	Gift City, Gujarat	Apartments	Own	0.71	0.52	0.52	Own	Mar-24
46	Sobha Palacia	Chennai	Apartments	JV	0.84	0.60	0.60	Revenue Share	Dec-23
	Total				18.22	13.09	11.62		
II	Ongoing Projects - Registered under RERA -Yet to be released for sale :								
1	Sobha Dream Acres - Tropical Greens Phase-21 Wing 21&22	Balagere, Off ORR, Bangalore	Apartments	Own	0.32	0.24	0.24	Own	Jun-25
2	Sobha Dream Acres - Tropical Greens Phase-22 Wing 23&24	Balagere, Off ORR, Bangalore	Apartments	Own	0.32	0.24	0.24	Own	Jun-25
3	Sobha Dream Acres - Tropical Greens Phase-24 Wing 29&30	Balagere, Off ORR, Bangalore	Apartments	Own	0.32	0.24	0.24	Own	Jun-24
4	Sobha Dream Acres - Wing 50	Balagere, Off ORR, Bangalore	Apartments	Own	2.08	1.55	1.55	Own	NA
5	Sobha Dream Garden Phase 3 Wing 3&4	Belahalli, Bangalore	Apartments	JV	0.39	0.37	0.26	Area share	Feb-25
6	Sobha Dream Garden Phase 4 Wing 1&2	Belahalli, Bangalore	Apartments	JV	0.39	0.37	0.26	Area share	Feb-25
7	Sobha Dream Garden Phase 5 Wing 10	Belahalli, Bangalore	Apartments	JV	0.13	0.12	0.09	Area share	Feb-25

Real Estate – Details of ongoing projects as on 31st Mar'2019

S.No	Name of the Project	Location	Type	Classification	Total Developable Area (in Mn Sft)	Total Saleable Area (in Mn Sft)	Sobha Share of Saleable Area (in Mn Sft)	Business Model	Completion Date as per RERA
II	<u>Ongoing Projects - Registered under RERA -Yet to be released for sale :</u>								
8	Sobha Royal Pavllion Phase 6 Wing 10 & 11	Sarjapur Road, Bangalore	Apartments	JV	0.28	0.24	0.24	Revenue Share	Sep-25
9	Sobha Royal Pavllion Phase 7 Wing 12, 13 & 14	Sarjapur Road, Bangalore	Apartments	JV	0.56	0.37	0.37	Revenue Share	Sep-25
10	Sobha Royal Pavllion Phase 8 Wing 15	Sarjapur Road, Bangalore	Apartments	JV	0.42	0.25	0.25	Revenue Share	Sep-25
11	Sobha City - Unreleased Towers A3, A4 & B3, B4	Babupur, Gurugram	Apartments	JV	2.62	1.90	1.90	Revenue Share	NA
	Total				7.83	5.89	5.64		
III	<u>Ongoing Projects - RERA registration are exempted as per rule.</u>								
1	Sobha Elan (JD with LMW)*	Ganapathy, Coimbatore	Apartments	JV	0.42	0.34	0.34	Revenue Share	NA
2	Sobha International City - Phase 2 (E)	Babupur, Gurugram	Villas & Duple Villas	JV	1.78	1.14	0.73	Area Share	NA
3	Sobha International City - Phase 2	Babupur, Gurugram	Row Houses	JV	0.07	0.04	0.03		NA
4	Sobha International City - Phase 3	Babupur, Gurugram	Row Houses	JV	0.69	0.45	0.28		NA
5	Sobha West Hill - Part C	Veerakeralam, Coimbatore	Villas	Own	0.05	0.03	0.03	Own	NA
6	Sobha Lifestyle Legacy (Ph 2)	Devanahalli, Bangalore	Villas	JV	0.97	0.49	0.37	Area Share	NA
	Total				3.98	2.49	1.78		

Real Estate – Details of ongoing projects as on 31st Mar'2019

S.No	Name of the Project	Location	Type	Classification	Total Developable Area (in Mn Sft)	Total Saleable Area (in Mn Sft)	Sobha Share of Saleable Area (in Mn Sft)	Business Model	Completion Date as per RERA
IV	<u>Ongoing Projects - RERA notification pending</u>								
1	Sobha Lake Edge	Sobha City @ Thrissur	Apartments	Own	0.29	0.24	0.24	Own	NA
2	Sobha Silver Estate	Pottore, Thrissur	Villas	Own	0.31	0.18	0.18	Own	NA
3	Sobha Bela Encosta	Palazhi, Kozhikode	Villas	JV	0.43	0.21	0.21	Revenue Share	NA
4	Sobha Rio Vista	Feroke, Kozhikode	Apartments	JV	0.64	0.51	0.51	Revenue Share	NA
5	Sobha Isle	Vyittla, Silver Sand Island, Cochin	Apartments	JV	1.11	0.89	0.89	Revenue Share	NA
6	Marina One - Block 2,3,4 & 12	Marine Drive, Cochin	Apartments	Co-ownership	1.49	1.22	1.22	Co-ownership	NA
7	Marina One (Unreleased)	Marine Drive, Cochin	Apartments	Co-ownership	2.42	1.98	1.98	Co-ownership	NA
	Total				6.69	5.23	5.23		
V	<u>Ongoing projects - Applied for RERA but approval is pending -- Not released for sale -</u>								
1	Sobha Dream Acres - Tropical Greens Phase-25 Wing 32,33&34	Balagere, Off ORR, Bangalore	Apartments	Own	0.58	0.42	0.42	Own	NA
	Total				0.58	0.42	0.42		
VI	<u>Projects received Plan approvals -- Not released for sale - Yet to be registered under RERA:</u>								
1	Sobha International City - Residential (Ph 3 & 4)	Babupur, Gurugram	Villas & Row Houses	JV	3.80	1.16	0.74	Area Share	NA
2	Sobha International City - Commercial	Babupur, Gurugram	Commercial Space	JV	0.47	0.46	0.32		NA
	Total				4.27	1.62	1.06		
	GRAND TOTAL				41.57	28.74	25.75		

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