

INDIA'S ONLY SELF RELIANT REAL ESTATE COMPANY



INVESTOR PRESENTATION
March 2020

Universal impact:



- World has entered into an unknown territory in terms of way of life ahead.
- This black swan event, has led to both Supply and Demand side shock waves.
- As a result, Global as well as India's Sovereign Ratings have been downgraded by renowned Rating Agencies like Fitch and Moody's from 'Stable' to 'Negative'.
- Health hazard resulting in number of lives lost and families left with no support making their lives miserable.


Economic impact:




- Taking all world economies to near Zero or negative growth trajectory.
- With a global recession looming, India is not immune to the global and domestic events.
- Best case scenario, growth to pick up from 2nd Half of FY 2020-21:
 - Normal Monsoon followed by regular Agricultural activities.
 - Steady international commodity prices and ease of supply post easing of lock down.
 - Fiscal stimulus announced by various countries including India, to take effect in right direction by augmenting demand for products and services.

COVID – 19: SOBHA’S RESPONSE



Safety measures:	
	<ul style="list-style-type: none">✓ In view of outbreak of COVID-19 virus the Government of India and Ministry of Home Affairs has set out various advisories.✓ Company has adhered to the standards prescribed by Ministry of Home Affairs and respective local authorities.✓ Regular medical checkups at labor camps, checks & cleaning of the facilities to make the labor feel at home.

Welfare measure:	
	<ul style="list-style-type: none">✓ Welfare measures for approx. 15,000 workers and technicians at our project sites.✓ Provision of hygiene products, ration and other daily essentials in labor camps.✓ Series of measures announced by the Government of India, to further support health & safety of resources and also our operational activities.



While ‘Health & Safety’ is a collective responsibility of both Employer and Employee, we have made sure that all our staff are well taken care of during these testing times.

<< Images of our Safety & Welfare measures >>



BUSINESS SNAPSHOT

REAL ESTATE BUSINESS	<ul style="list-style-type: none">✓ Ongoing projects to the tune of 27.41 mn sft saleable area are expected to generate further cash inflow of Rs 143.42 billions.✓ Cash inflow of Rs 3.50 billions is expected from completed projects.✓ Planned future launches to the tune of 14.23 mn sft in various cities in the coming quarters to supplement future growth.✓ Completed 158 projects to the tune of 58.74 mnsft of developable area as on 31st March 2020.✓ Majority of our unsold inventory is in the price range of Rs 1 Cr - Rs 2 Cr, where we see major demand and it will help us to realize cash flow faster.✓ Real estate business has contributed 60 % in our topline for FY-20✓ Bangalore market continues to dominate with about 74% out of our total sales, and has least impact of COVID-19 amongst the metros and is expected to perform better.
CONTRACTUAL & MANUFACTURING BUSINESS	<ul style="list-style-type: none">✓ Currently executing 9.44 mn sft of ongoing projects.✓ Contractual order book at Rs. 22.13 billion which gives good visibility for future growth.✓ Contracts and manufacturing business has contributed 39 % in our topline for FY-20✓ Completed 316 projects to the tune of 51 mnsft of developable area as on 31st March 2020.
COMMERCIAL BUSINESS	<ul style="list-style-type: none">✓ Currently holding leasable assets to tune of 0.41 mnsft and contributes about 0.01 % of total revenues✓ Planned future commercial development of 0.39 mnsft in Bengaluru to strengthen commercial portfolio.
LIQUIDITY	<ul style="list-style-type: none">✓ Sufficient availability of liquidity at interest rates well below industry's borrowing rate.✓ Sharper focus on cash flow management.

➤ **HIGH LIGHTS**

(a) Key Highlights

(b) Financial Highlights

(c) Operational Highlights

➤ **FINANCIAL UPDATE**

➤ **OPERATIONAL UPDATE**

➤ **ANNEXURES**

KEY FINANCIAL & OPERATIONAL HIGHLIGHTS: Q4-20 & FY-20

Financial Highlights	
Q4-20	FY-20
Total Income - 9.28 billions [^]	Total Income - 38.26 billions [*]
Real Estate Revenue at Rs. 4.31 billions [~]	Real Estate Revenue at Rs. 22.80 billions [*]
Contractual and Manufacturing Revenue at Rs. 4.79 billions [^]	Contractual and Manufacturing Revenue at Rs. 14.74 billions [*]
EBITDA - 1.84 billions [~] Margin at 20%	EBITDA - 8.31 billions [*] Margin at 22%
Profit Before Tax 0.81 billions [~] Margin at 9%	Profit Before Tax 4.33 billions [~] Margin at 11%
Profit After Tax 0.51 billions [~] Margin at 5%	Profit After Tax 2.82 billions [~] Margin at 7%

* All time high values
[^] Up v/s Q3 of FY 20
[~] Consistent performance

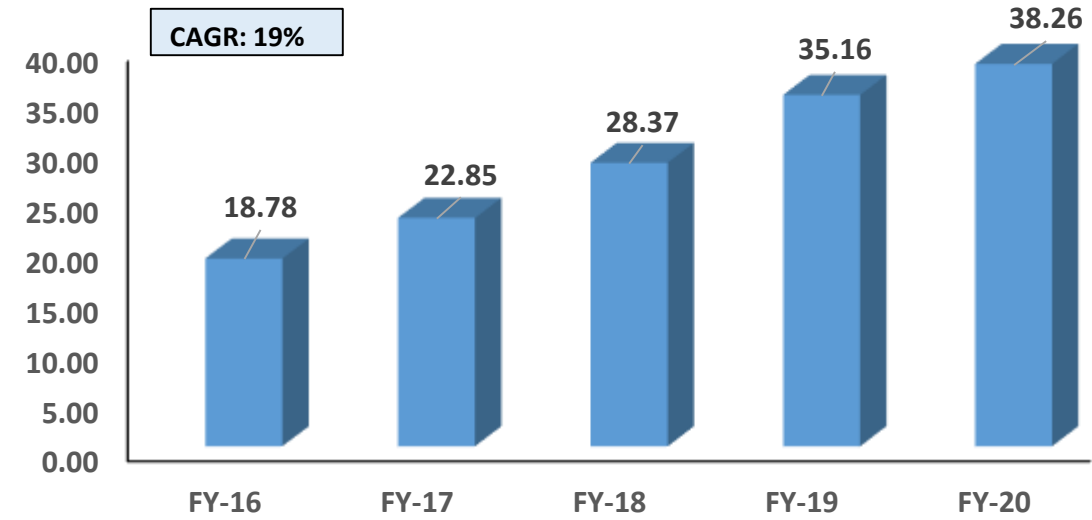
Operational Highlights	
Q4-20	FY-20
Pre Sales Volume - mn 0.91 sqft [~]	Pre Sales Volume - mn 4.07 sqft [*]
Sales Value - Rs 6.95 billions [~]	Sales Value - Rs 28.81 billions [~]
Total Cash inflow at Rs 9.45 billions [^]	Total Cash inflow at Rs 36.47 billions [*]
Real Estate Cash inflow at Rs 6 billions [^]	Real Estate Cash inflow at Rs 23.64 billions [~]
Contracts and Manufacturing Cash inflow at Rs 3.45 billions [^]	Contracts and Manufacturing Cash inflow at Rs 12.83 billions [*]
Net Operational Cash flow at Rs 2.14 billions	Completed 5.86 mn sqft Developable area [~]
Net Cash flow at Rs 0.71 billions [^]	Launched new residential projects measuring 1.42 mn sqft Developable area [~]

Note: Q4 - FY20 performance needs to be viewed in light of COVID-19 impact in last fortnight of the Quarter.

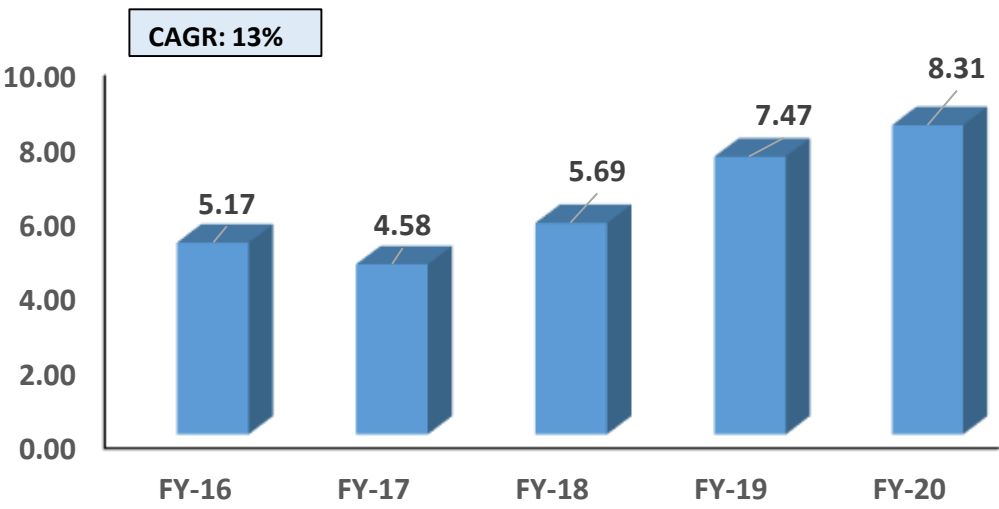
KEY FINANCIAL INDICATORS



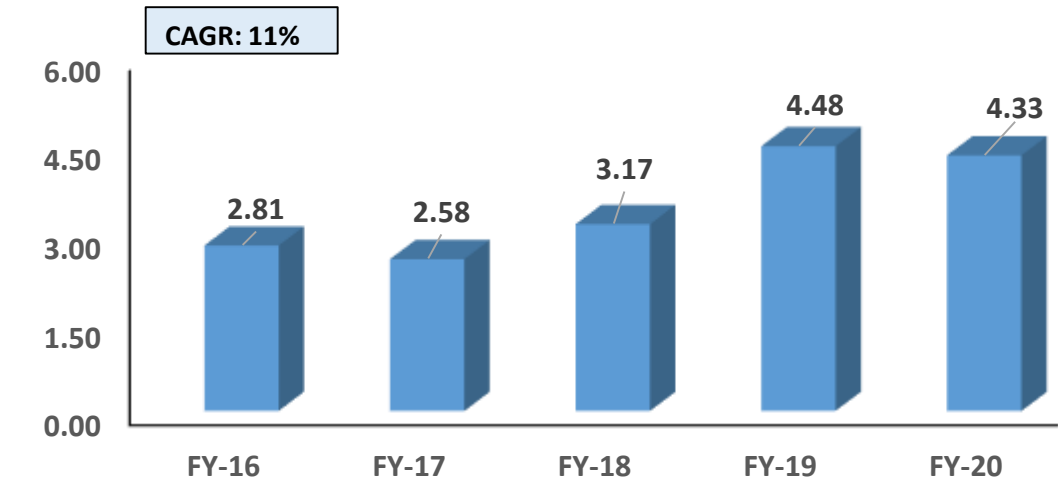
Total Income (in Rs Bn)



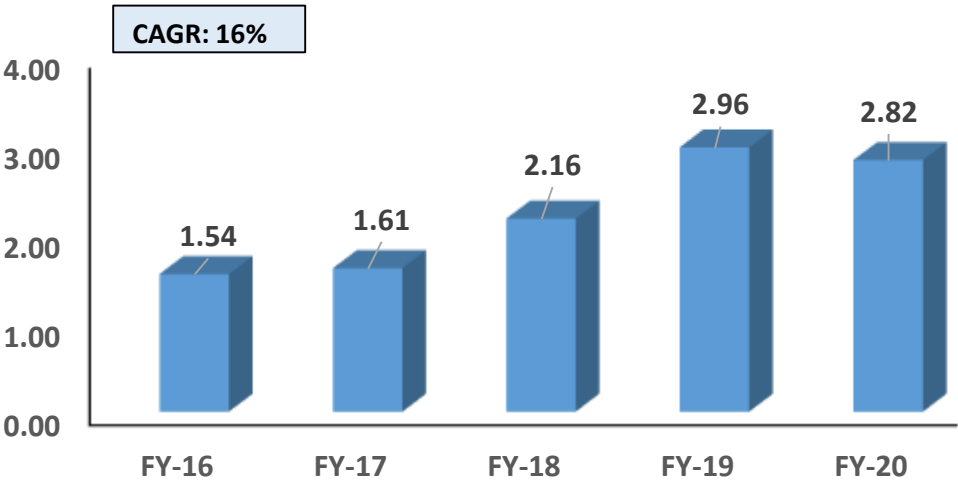
EBITDA (in Rs Bn)



PBT (in Rs Bn)

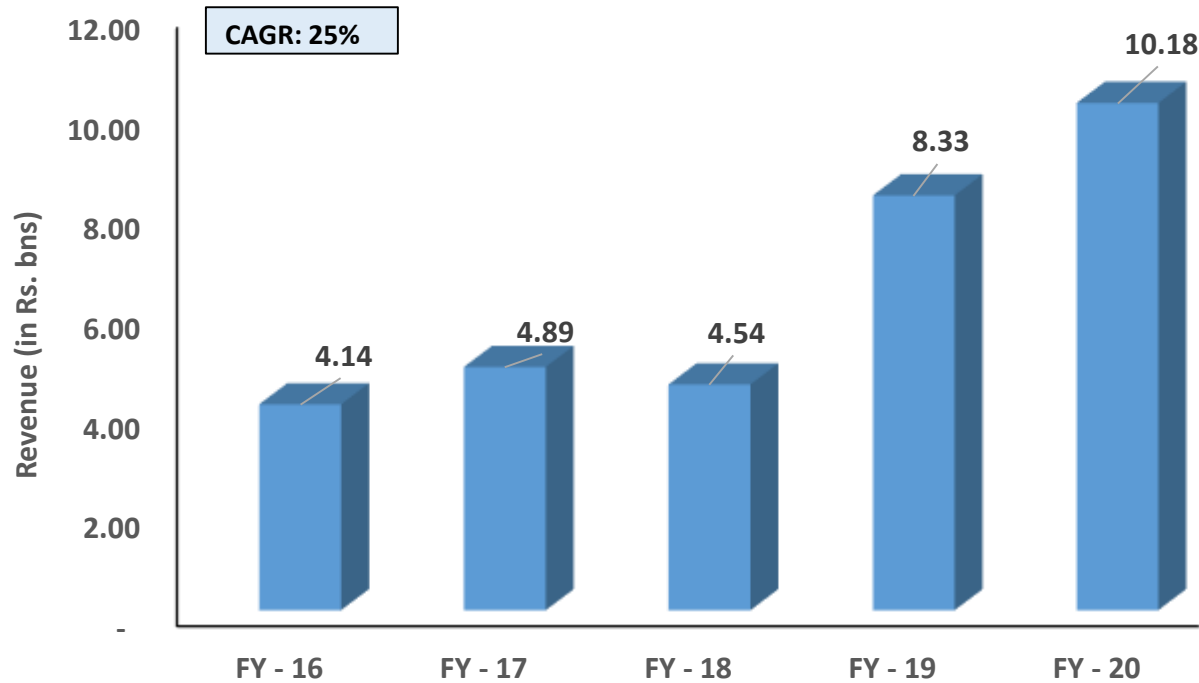


PAT (in Rs Bn)



REVENUE TREND ANALYSIS: CONTRACTUAL VERTICAL

Contractual vertical revenues

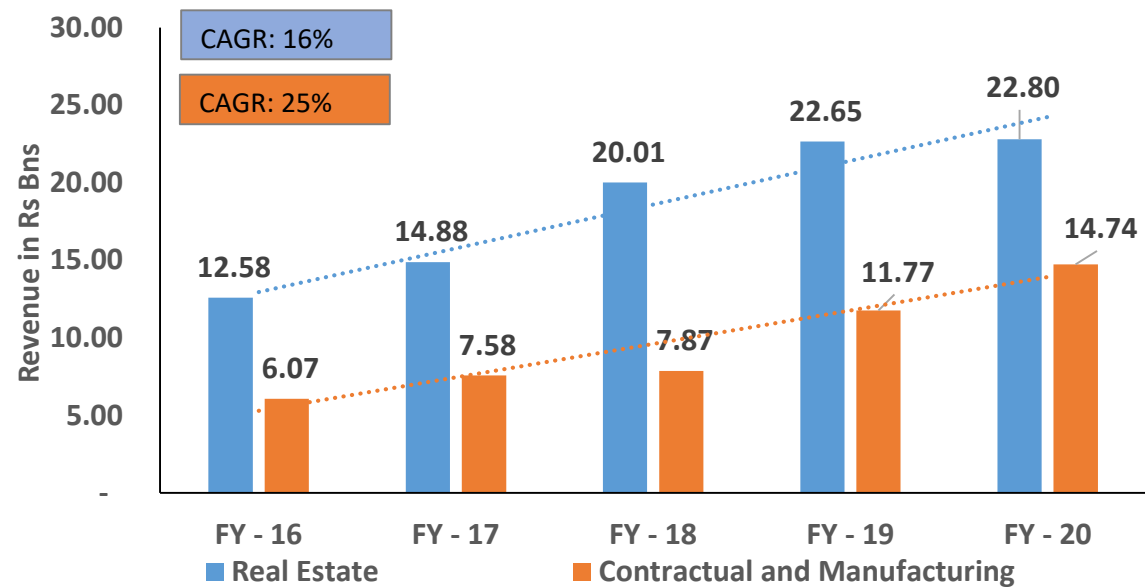


Contractual Vertical:

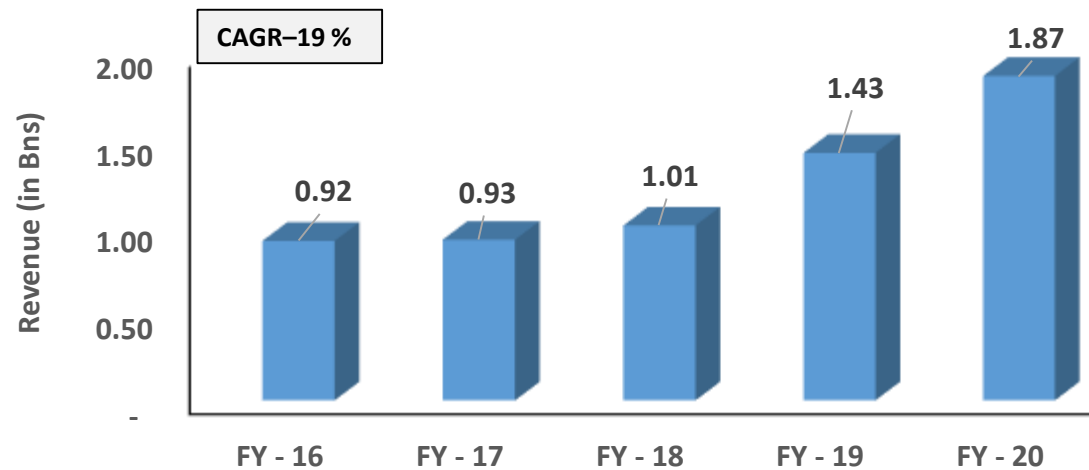
- Consistent contributor to the Total Revenues.
- CAGR of 25%
- Revenue contribution of the vertical at approx. 26% supports our operations.
- Quick turnaround cycle has also been helping us to post better results year on year.

Note: Contractual revenue excludes In-House Projects Billing

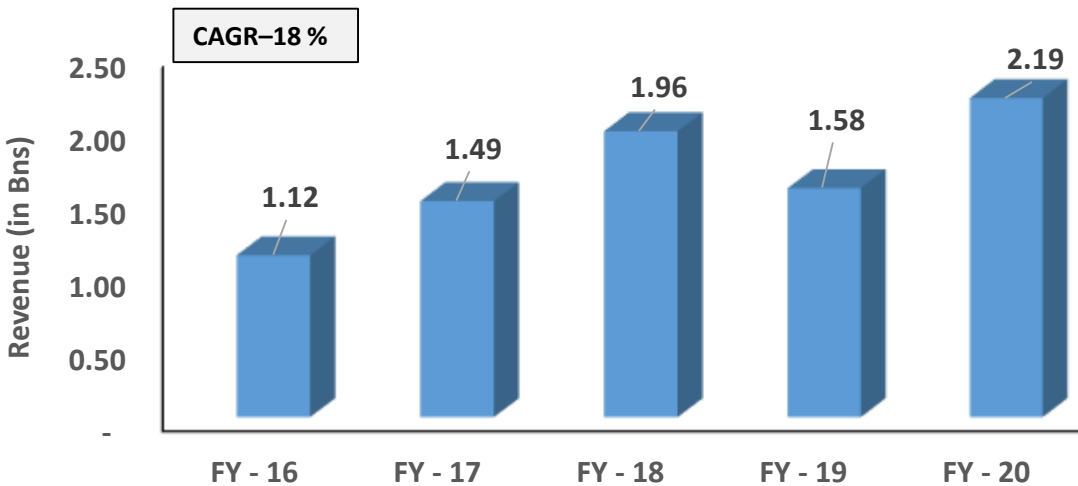
REVENUE TREND ANALYSIS: MANUFACTURING DIVISIONS



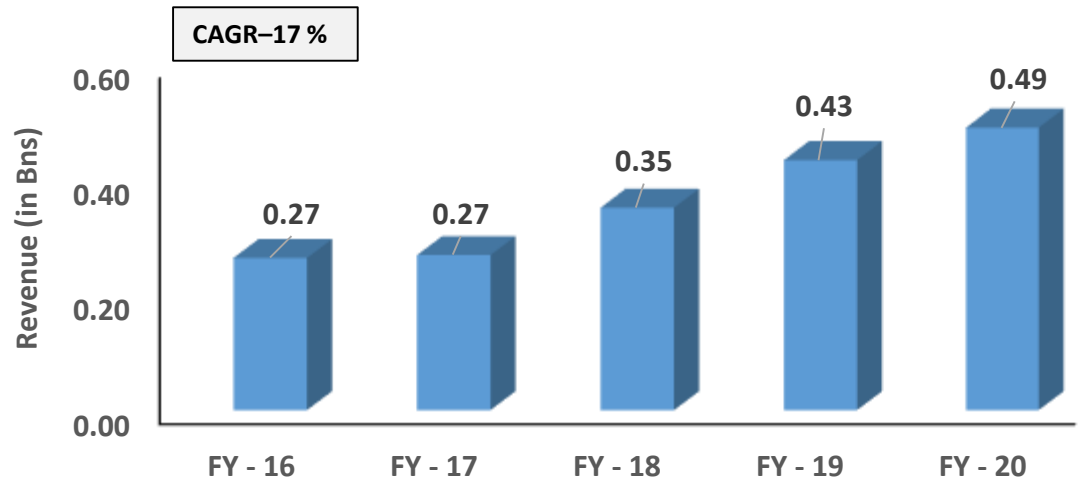
Interiors & Furnishing Division



Glazing & Metal Works Division



Concrete Products Division



Note: Contractual revenue excludes In-House Projects Billing

REAL ESTATE PROJECTS: PROJECTED CASH FLOW

Particulars	Completed	Ongoing - Area offered for sale	Ongoing - Area not offered for sale	Total	UOM
Total Saleable area	20.76	19.37	8.04	48.17	Mn.sqft
Sobha Share of Saleable area	19.42	17.94	7.20	44.56	Mn.sqft
Total area sold till 31st Mar 2020	19.18	10.81	-	29.98	Mn.sqft
Probable sales cancellations*	0.37	1.56	-	1.93	Mn.sqft
Unsold area considering Potential cancellations	0.62	8.69	7.20	16.51	Mn.sqft
Balance construction cost to be spent to complete the entire developments	-	44.65	27.22	71.87	Rs.Bn
Outstanding receivables + Balance to be billed and collected on sold units considering Potential cancellations	0.49	31.71	-	32.20	Rs.Bn
Sales value of unsold stock considering Potential cancellations	3.01	58.24	53.47	114.71	Rs.Bn
Cumulative Cash flow available (+ve)	3.50	45.30	26.25	75.04	Rs.Bn

*** Note:**

In view of covid-19 uncertainties, company reviewed bookings with low/delayed collections and categorized the same as probable cancellations. The company has made available these units to sales team for selling which will improve our ability to generate cash flow.

Highlights:

1. *Unsold completed inventory stands at 0.62 million square feet, which will probably be the lowest in the real estate industry.*
2. *Balance receivable from sold ongoing project inventory and completed projects stands at Rs. 32.20 billion which covers 72% of the balance project cost to be spent for completing the projects.*

[^]Unsold area sale value is based on current selling price in respective projects.

➤ HIGH LIGHTS

(a) Key Highlights

(b) Financial Highlights

(c) Operational Highlights

➤ **FINANCIAL UPDATE**

➤ OPERATIONAL UPDATE

➤ ANNEXURES

PROFIT & LOSS STATEMENT

Amount Rs.in Millions

PARTICULARS	Q4-20	Q4-19	Q3-20	FY-20	FY-19
Real Estate Revenue	4,307	10,173	5,766	22,801	22,653
Contractual & Manufacturing Revenue	4,794	3,805	3,066	14,738	11,768
Other Income	175	238	180	718	735
Total Income	9,276	14,216	9,012	38,257	35,156
Total Expenditure	7,434	11,543	6,848	29,946	27,688
EBIDTA	1,842	2,673	2,164	8,311	7,468
EBIDTA Margin	20%	19%	24%	22%	21%
Depreciation	188	159	182	723	623
Finance Expenses	840	758	818	3,258	2,362
Profit Before Tax	814	1,756	1,164	4,330	4,483
PBT Margin	9%	12%	13%	11%	13%
Tax Expenses	307	623	432	1,515	1,512
PAT after share of associates	507	1,133	732	2,815	2,971
Other comprehensive income (net of tax expense)	(1)	(1)	5	5	(8)
Net Profit	506	1,132	737	2,820	2,963
Net Profit Margin	5%	8%	8%	7%	8%

CONSOLIDATED BALANCE SHEET

Amount Rs.in Millions

PARTICULARS	31'Mar 2020	31'Mar 2019
ASSETS		
Non-current assets		
Property, Plant and equipment	4,631	2,842
Investment Property	1,881	1,905
Investment Property under construction	2,323	1,900
Right of use assets	128	-
Intangible assets	232	130
Financial assets		
Investments	1,143	1,128
Trade Receivables	141	84
Other Non-current financial assets	162	183
Other non-current assets	5,180	5,107
Current tax assets (net)	113	87
Deferred tax assets (net)	21	1,009
TOTAL	15,955	14,375
Current Assets		
Inventories	67,045	65,173
Financial Assets		
Trade receivables	3,604	3,271
Cash and cash equivalents	675	1,645
Bank balance other than Cash & cash equivalents	209	127
Other Current financial assets	10,243	5,695
Other current assets	12,391	17,185
TOTAL	94,167	93,096
TOTAL ASSETS	110,122	107,471

PARTICULARS	31'Mar 2020	31'Mar 2019
EQUITY & LIABILITIES		
Equity		
Equity Share Capital	948	948
Other Equity	23,364	21,343
Total Equity	24,312	22,291
Non-Current Liabilities		
Financial Liabilities		
Borrowings	2,378	48
Lease liabilities	60	-
Provisions	145	121
Deferred tax liabilities (net)	311	74
TOTAL	2,894	243
Current Liabilities		
Financial Liabilities		
Borrowings	28,625	24,379
Lease liabilities	74	-
Trade payables	9,567	11,328
Other Current financial liabilities	4,937	6,477
Other current liabilities	39,293	42,049
Liabilities for current tax (net)	269	555
Provisions	151	150
TOTAL	82,916	84,937
Total Liabilities	85,810	85,180
TOTAL EQUITY & LIABILITIES	110,122	107,471

CASH FLOW STATEMENT

Amount Rs.in Millions

PARTICULARS	Q4-20	Q4-19	Q3-20	FY-20	FY-19
Operational cash inflows					
Real Estate Operations	6,001	6,651	5,699	23,642	25,384
Contractual & Manufacturing	3,451	3,462	3,293	12,829	10,584
Total Operational cash inflow –(A)	9,452	10,113	8,992	36,471	35,968
Operational cash outflows					
Real Estate project expenses	2,571	4,004	3,573	14,803	13,702
Joint Development Partner Payments	1,254	884	980	3,855	3,608
Contracts and Manufacturing expenses	2,482	3,056	3,036	11,747	9,777
Statutory Dues	215	164	45	362	533
Corpus Repayment	45	57	10	103	306
Central Over Heads	556	514	542	2,102	2,076
Advertising & Marketing expenses	188	258	212	805	969
Total Operational cash outflow- (B)	7,311	8,937	8,398	33,777	30,971
Net Operational Cash flow : (C=A-B)	2,141	1,176	594	2,694	4,997

CASH FLOW STATEMENT (Contd)

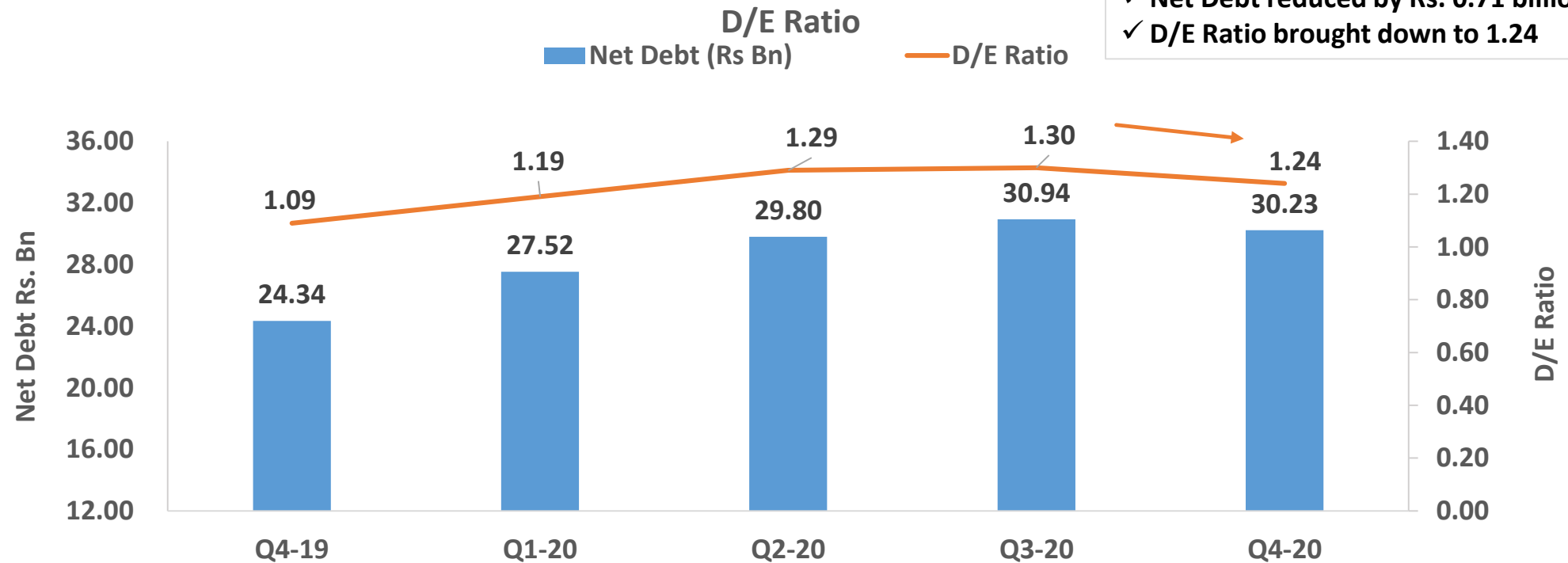
Amount Rs.in Millions

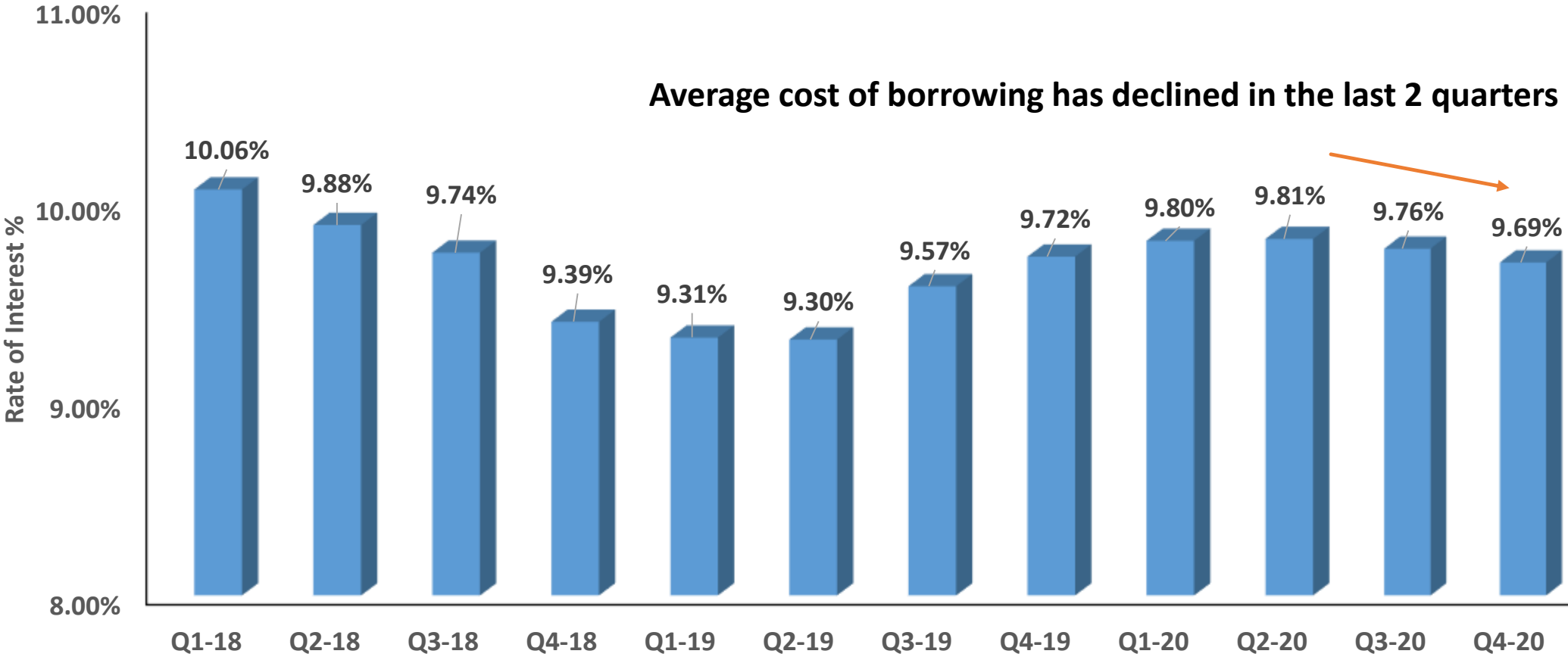
PARTICULARS	Q4-20	Q4-19	Q3-20	FY-20	FY-19
Financial Outflows					
Finance Cost	924	775	865	3,399	2,876
Income Tax	75	157	63	393	649
Total Financial Outflows (D)	999	932	928	3,792	3,525
Net Cash flow after Financial Outflow : (E=C-D)	1,142	244	(334)	(1,098)	1,472
Capital Outflows					
Land Payments	328	179	560	2,641	1,963
Dividend including tax	-	-	-	800	800
Donation / CSR Contribution	33	35	46	197	174
Capex – General	70	207	153	376	366
Capex – Commercial Real Estate	4	161	42	781	515
Total Capital Outflow (F)	435	582	801	4,795	3,818
Total Cash Inflow : (A)	9,452	10,113	8,992	36,471	35,968
Total Cash Outflow : (G =B+D+F)	8,745	10,451	10,126	42,364	38,314
Net Cash flow (A - G)	707	(338)	(1,134)	(5,893)	(2,346)

MOVEMENT of DEBT

Amount Rs.in Billions

Particulars	31st Mar-20	31st Dec-19	30th Sept-19	30th Jun-19	31st Mar-19
Gross Debt	31.18	32.08	30.52	28.20	26.12
Less: Cash & Cash Equivalents	0.95	1.14	0.71	0.68	1.79
Net Debt	30.23	30.94	29.80	27.52	24.34





Finance cost:

Rs. In Million

Q4-20	Q3-20	Q2-20	Q1-20	Q4-19	Q3-19	Q2-19	Q1-19	Q4-18	Q3-18
840	818	855	840	758	716	719	713	706	716

➤ HIGH LIGHTS

(a) Key Highlights

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(c) Operational Highlights

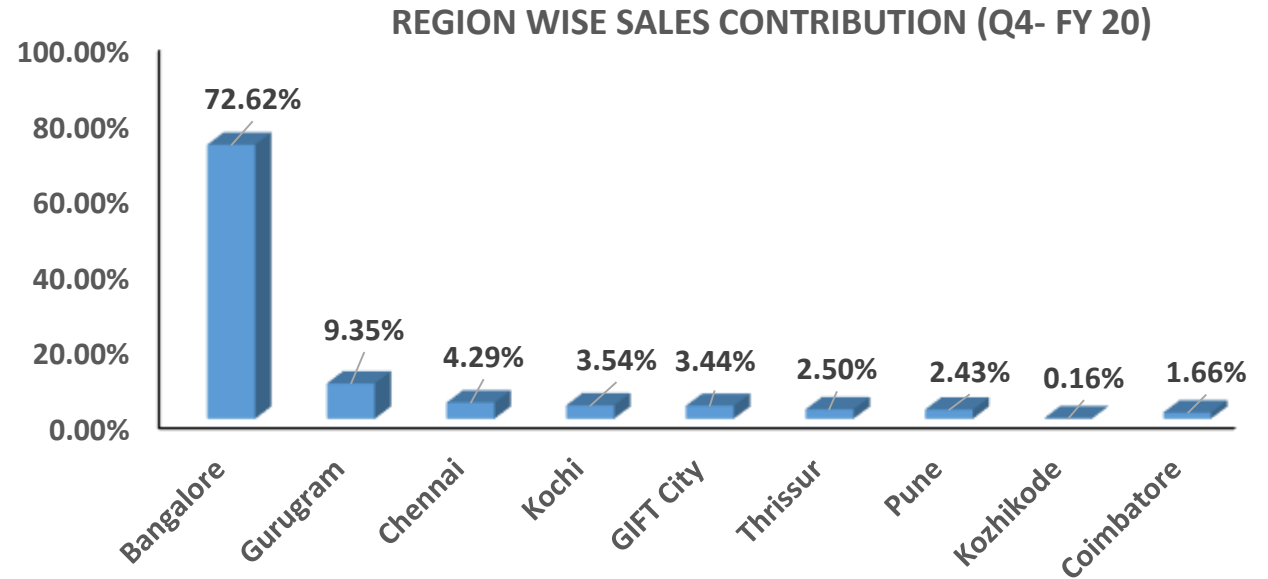
➤ FINANCIAL UPDATE

➤ **OPERATIONAL UPDATE**

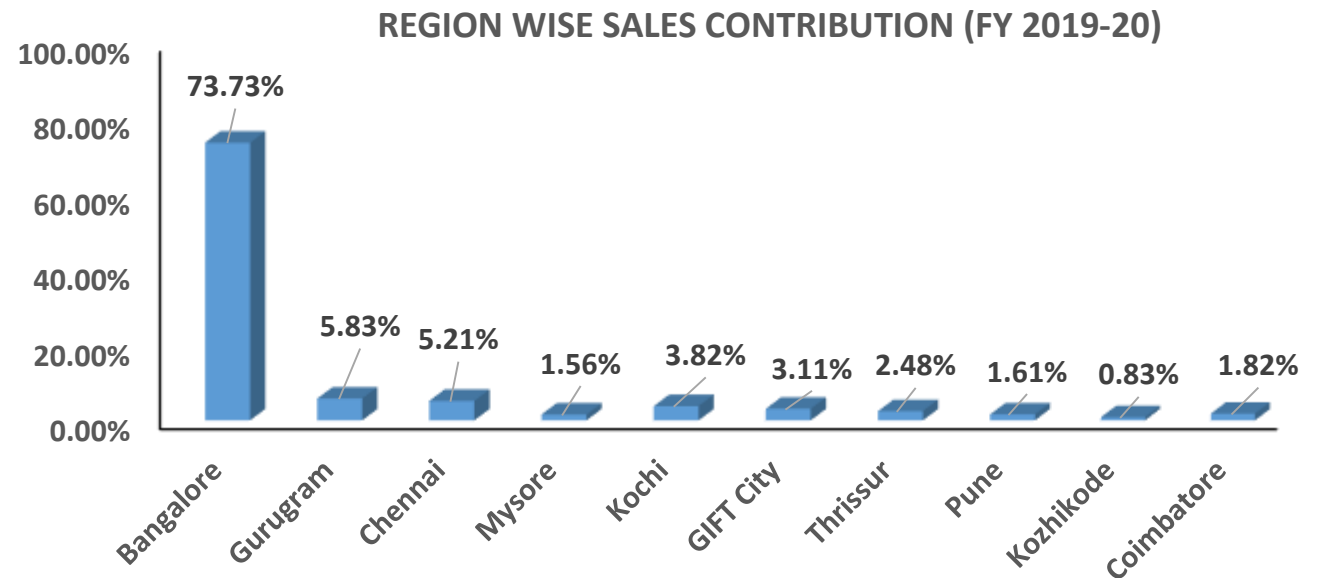
➤ ANNEXURES

SALES PERFORMANCE: Q4 AND FY 2019-20

Q4 - FY 20			
Region	Area Sold	Total Average Price Realization	Area Sold (region wise contribution)
	in Sq Feet	Rs / Sq Feet	
Bangalore	657,769	7,575	72.62%
Gurugram	84,669	9,396	9.35%
Chennai	38,881	6,811	4.29%
Kochi	32,104	9,387	3.54%
GIFT City	31,194	5,584	3.44%
Thrissur	22,629	6,485	2.50%
Pune	22,030	8,793	2.43%
Kozhikode	1,424	12,516	0.16%
Coimbatore	15,010	4,569	1.66%
Total	905,710	7,668	100.00%



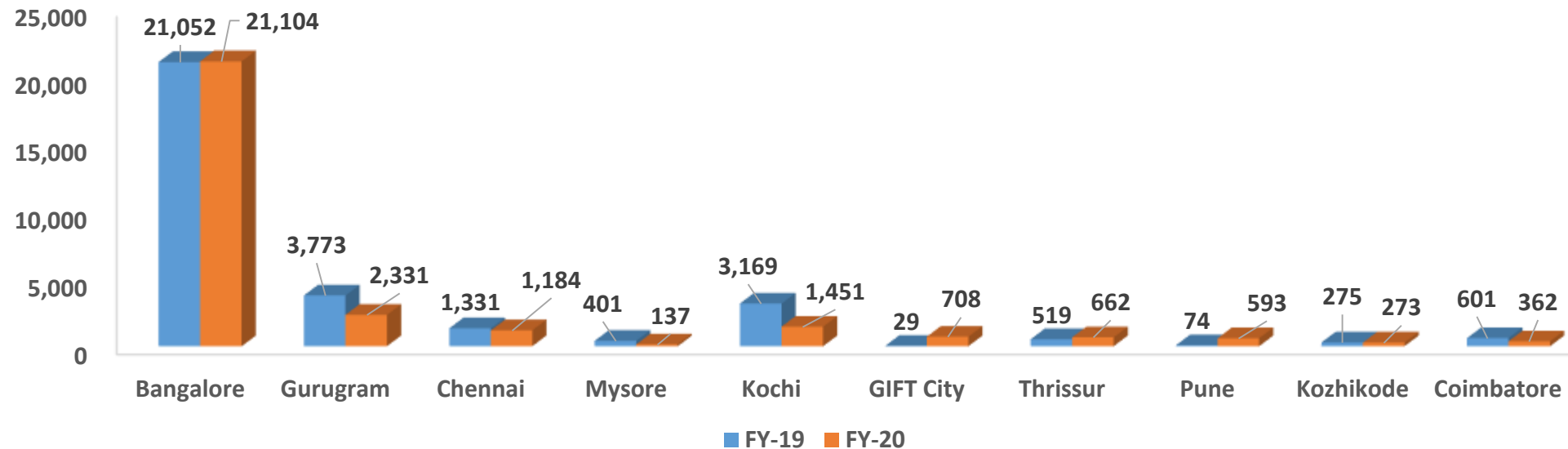
FY 2019-20			
Region	Area Sold	Total Average Price Realization	Area Sold (region wise contribution)
	in Sq Feet	Rs / Sq Feet	
Bangalore	3,002,161	7,030	73.73%
Gurugram	237,383	9,821	5.83%
Chennai	212,091	5,582	5.21%
Mysore	63,608	2,153	1.56%
Kochi	155,626	9,326	3.82%
GIFT City	126,573	5,593	3.11%
Thrissur	101,048	6,551	2.48%
Pune	65,376	9,069	1.61%
Kozhikode	33,857	8,077	0.83%
Coimbatore	73,981	4,898	1.82%
Total	4,071,704	7,075	100.00%



SALES PERFORMANCE: Comparative analysis: FY 2019-20

FY 2019-20					FY 2018-19			
Region	Area Sold	Total Sale Value	Sobha Share of Sale Value	Area Sold (region wise contribution)	Area Sold	Total Sale Value	Sobha Share of Sale Value	Area Sold (region wise contribution)
	in Sq Feet	in Rs Mns	in Rs Mns		in Sq Feet	in Rs Mns	in Rs Mns	
Bangalore	3,002,161	21,104	17,596	73.73%	2,767,789	21,052	17,906	68.68%
Gurugram	237,383	2,331	1,650	5.83%	351,242	3,773	2,769	8.72%
Chennai	212,091	1,184	1,148	5.21%	176,341	1,331	1,311	4.38%
Mysore	63,608	137	107	1.56%	180,662	401	298	4.48%
Kochi	155,626	1,451	843	3.82%	318,155	3,169	1,816	7.90%
GIFT City	126,573	708	708	3.11%	5,036	29	29	0.12%
Thrissur	101,048	662	662	2.48%	66,380	519	519	1.65%
Pune	65,376	593	593	1.61%	11,865	74	74	0.29%
Kozhikode	33,857	273	216	0.83%	39,505	275	219	0.98%
Coimbatore	73,981	362	303	1.82%	112,805	601	461	2.80%
Total	4,071,704	28,806	23,827	100.00%	4,029,779	31,225	25,401	100.00%

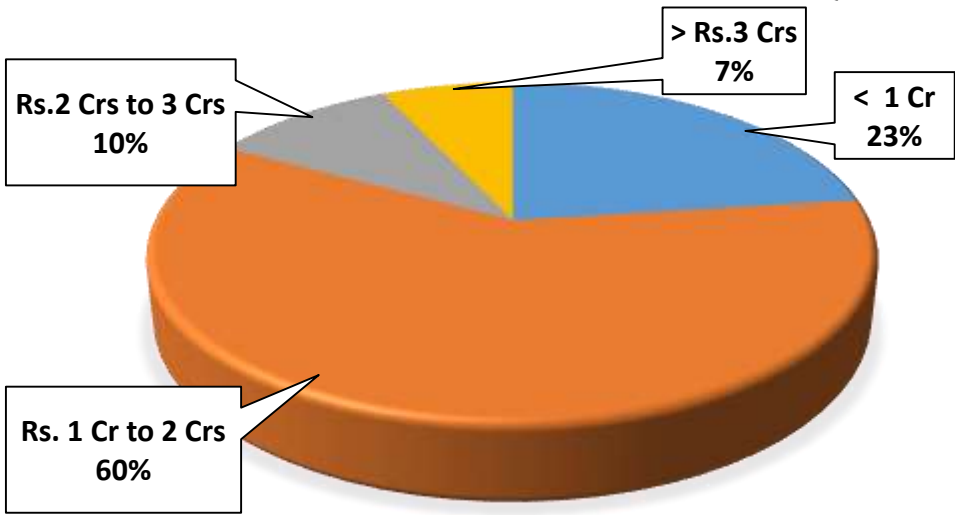
City wise Sale Value Comparison (in Rs. Mns)



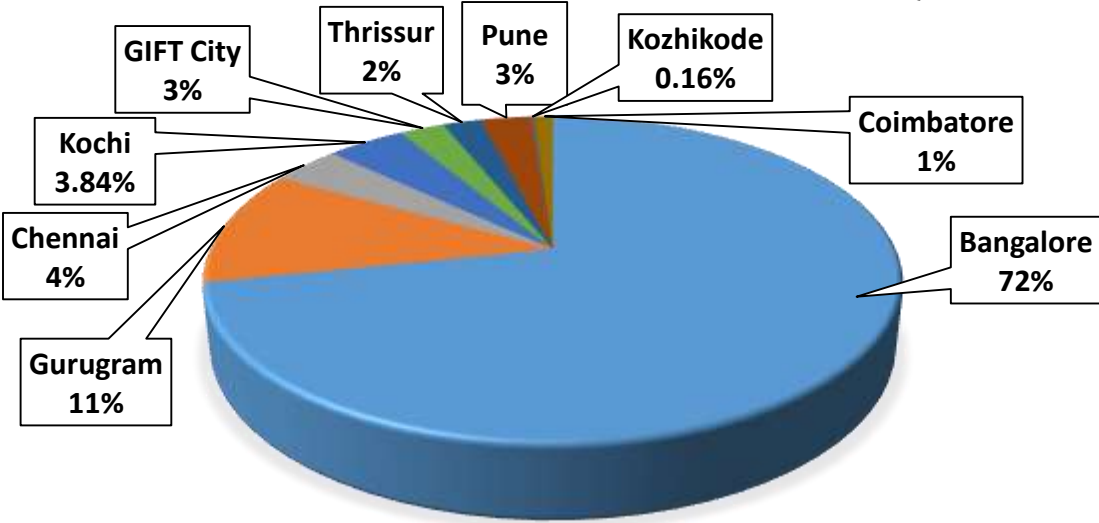
SALES VALUE PERFORMANCE Q4 & FY 2019-20 (Price Band and Region category)



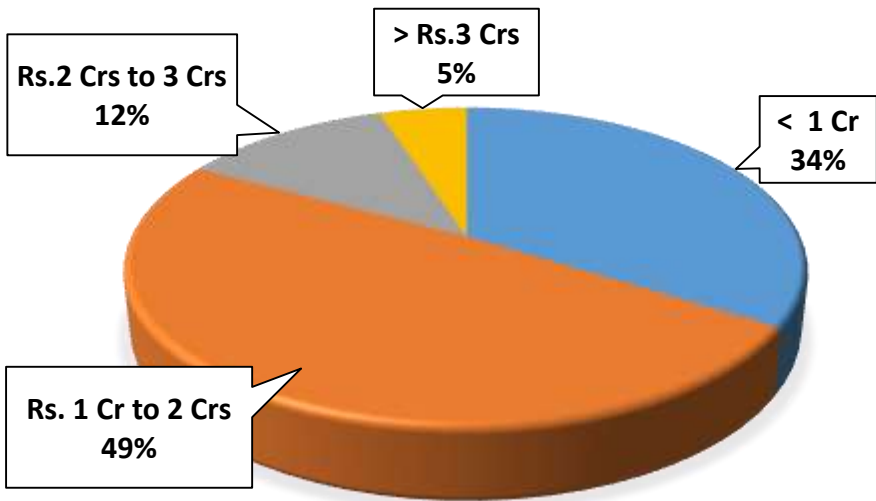
% CONTRIBUTION PER PRICE BRACKETS: Q4-20



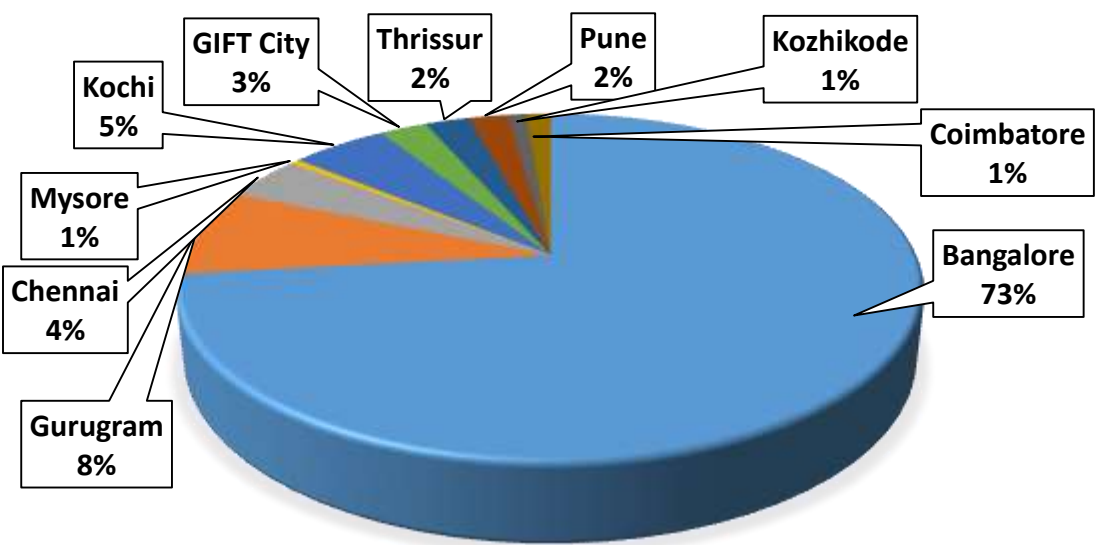
REGION CONTRIBUTION TO TOTAL SALE VALUE: Q4-20



% CONTRIBUTION PER PRICE BRACKETS: FY-20



REGION CONTRIBUTION TO TOTAL SALE VALUE: FY-20

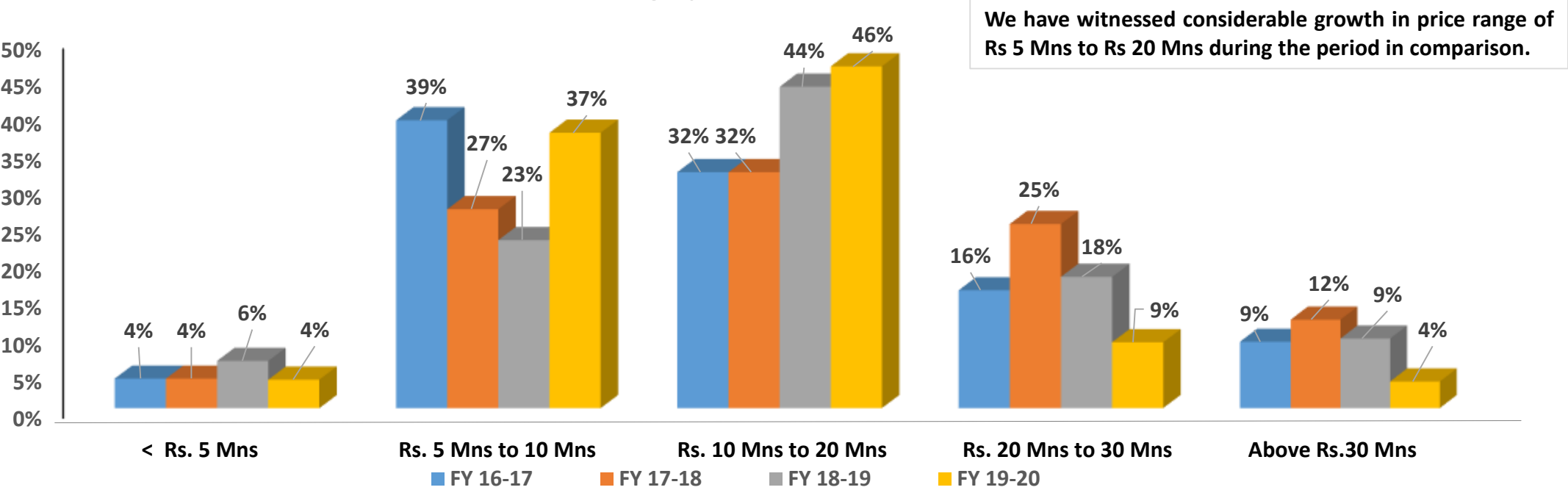


PRICE BAND CATEGORY: COMPARATIVE ANALYSIS



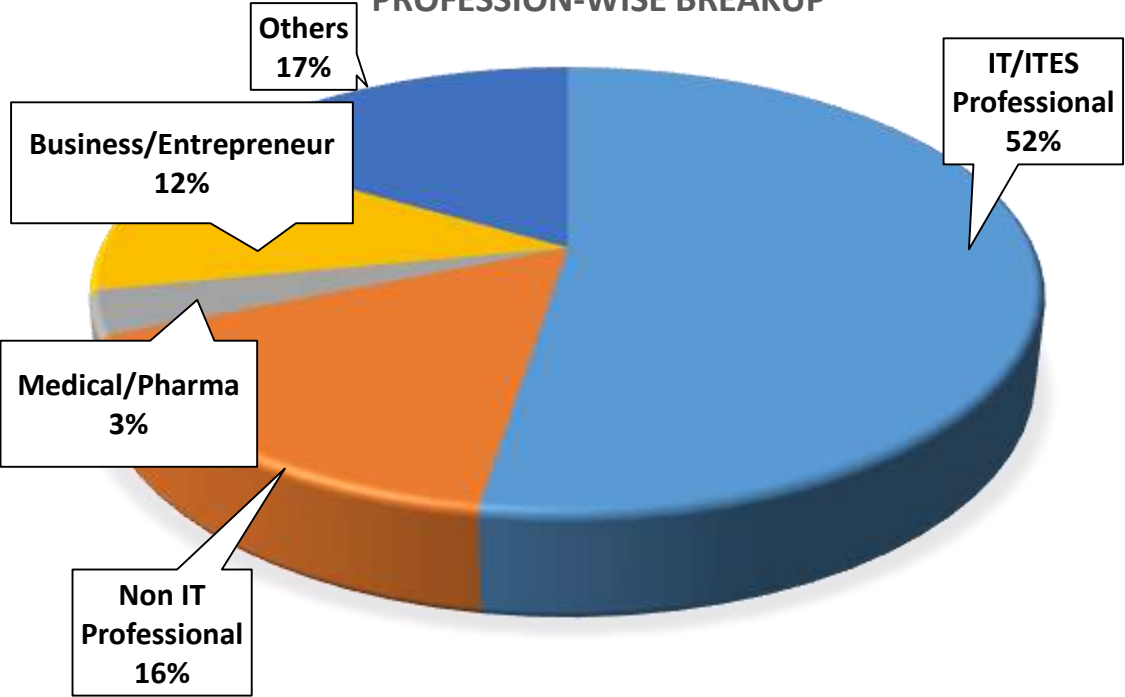
Category	FY - 20		FY - 19		Growth Trend	
	SBA (Sft)	Value (Mns)	SBA (Sft)	Value (Mns)	SBA (Sft)	Value (Mns)
< Rs. 5 Mns	156,992	684	257,997	1,015	-39%	-33%
Rs. 5 Mns to 10 Mns	1,519,484	9,211	919,316	5,534	65%	66%
Rs. 10 Mns to 20 Mns	1,884,566	13,984	1,754,035	13,205	7%	6%
Rs. 20 Mns to 30 Mns	363,915	3,489	718,055	7,364	-49%	-53%
Above Rs. 30 Mns	146,748	1,437	380,376	4,107	-61%	-65%
TOTAL	4,071,704	28,806	4,029,779	31,225	1%	-8%

Product Category - Trend of Area Sold

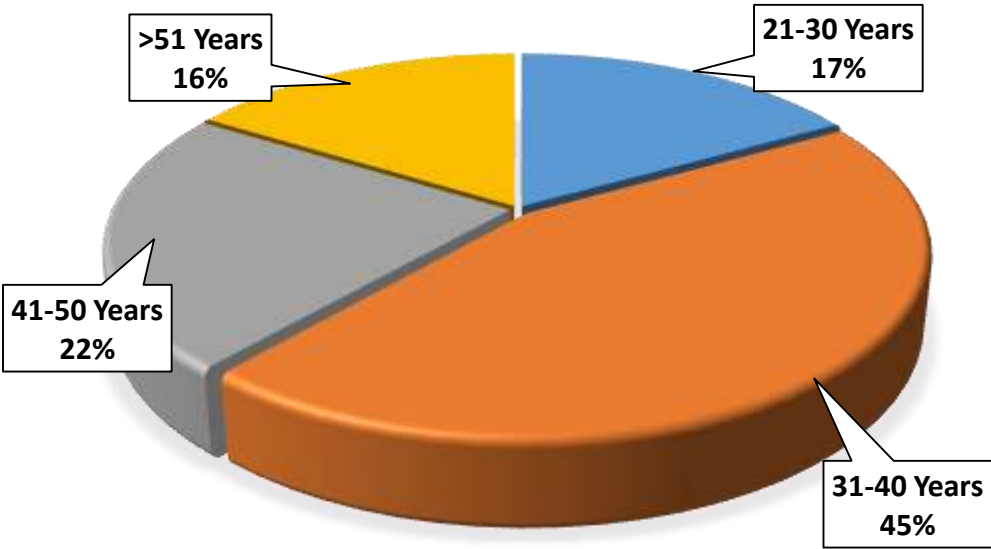


BUYER PROFILE: 12 Months Rolling

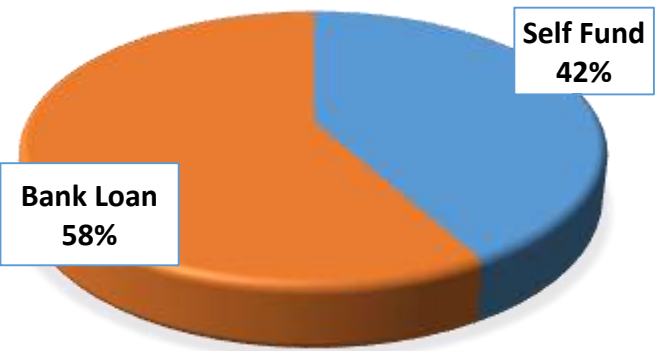
PROFESSION-WISE BREAKUP



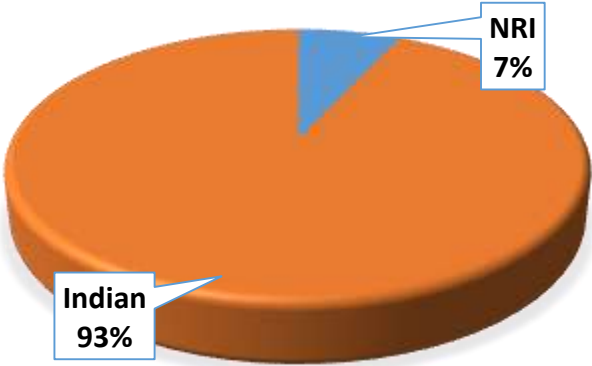
BUYERS AGE-WISE BREAKUP



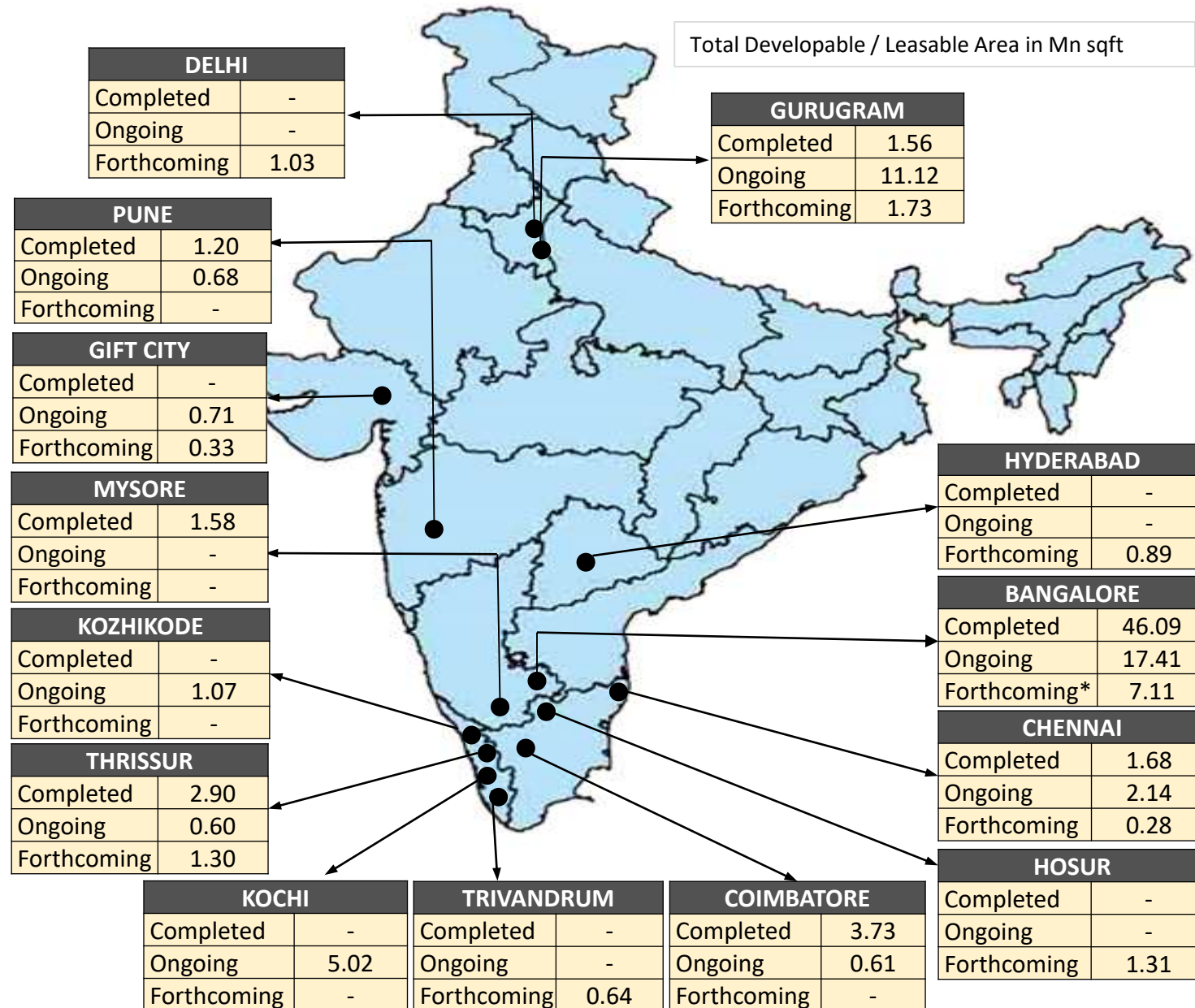
FUNDING STATUS



RESIDENTIAL STATUS



REAL ESTATE - PROJECTS PORTFOLIO



➤ Completed Real Estate projects located across **7 cities**, with Total development of **58.74 mn sqft** and Super Built-up area of **44.62 mn sqft**

➤ Under construction projects located across **9 cities**, with Total developable area of **39.36 mn sqft** and Super Built-up area of **27.41 mn sqft**

➤ Forthcoming residential projects located across **9 cities**, with Total Super Built-up area of **14.23 mn sqft**.
 ➤ *(includes) Proposed Commercial projects in Bangalore with Total Leasable Area of **0.39 mn sqft**

Note:

- 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 AND RERA STATUS

Forthcoming Launch Pipeline :

LOCATION	No of Projects	Total Saleable area (Mn Sft)
Real Estate - Forthcoming		
Bangalore	6	6.72
Chennai	1	0.28
Hosur	1	1.31
Delhi	1	1.03
Gurugram	1	1.73
Thrissur	1	1.30
Hyderabad	1	0.89
GIFT City	1	0.33
Trivandrum	1	0.64
Sub Total	14	14.23

Commercial Portfolio (Total Leasable Area)		
Bangalore	3	0.39
Sub Total	3	0.39

Grand Total	17	14.62
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Ongoing Projects - RERA registration status :

Location	No of projects applied for RERA	No of projects approved by RERA
Bangalore	67	67
Mysore	1	1
Gurugram	5	5
Pune	3	3
GIFT City	1	1
Chennai	5	4
Coimbatore	1	1
Thrissur	2	-
Kozhikode	2	-
Kochi	4	-
Total	91	82

- 91 projects registered under RERA and 82 project approval received.

Unsold Area from Area offered for sale in Ongoing projects	8.69 mn sft
Unsold area from ongoing projects - not offered for sale	7.20 mn sft
Future Launches	14.23 mn sft
TOTAL INVENTORY AVAILABLE FOR SALE IN FUTURE	30.12 mn sft

Overall area delivered since inception: 51 million square feet

Contractual Ongoing Project Details as of 31st March 2020

S.No	Location	Built-up area (Mn Sqft)
1	Bangalore	3.09
2	Bhubaneshwar	0.01
3	Chennai	0.15
4	Cochin	0.09
5	Hyderabad	2.61
6	Indore	0.37
7	Mysore	0.29
8	Pune	0.07
9	Trivandrum	2.76
TOTAL		9.44

- ✓ Contracts revenue up by 22 % YoY.
- ✓ Manufacturing revenue up by 33 % YoY.
- ✓ Total revenue from Contracts & Manufacturing up by 25 % YoY.

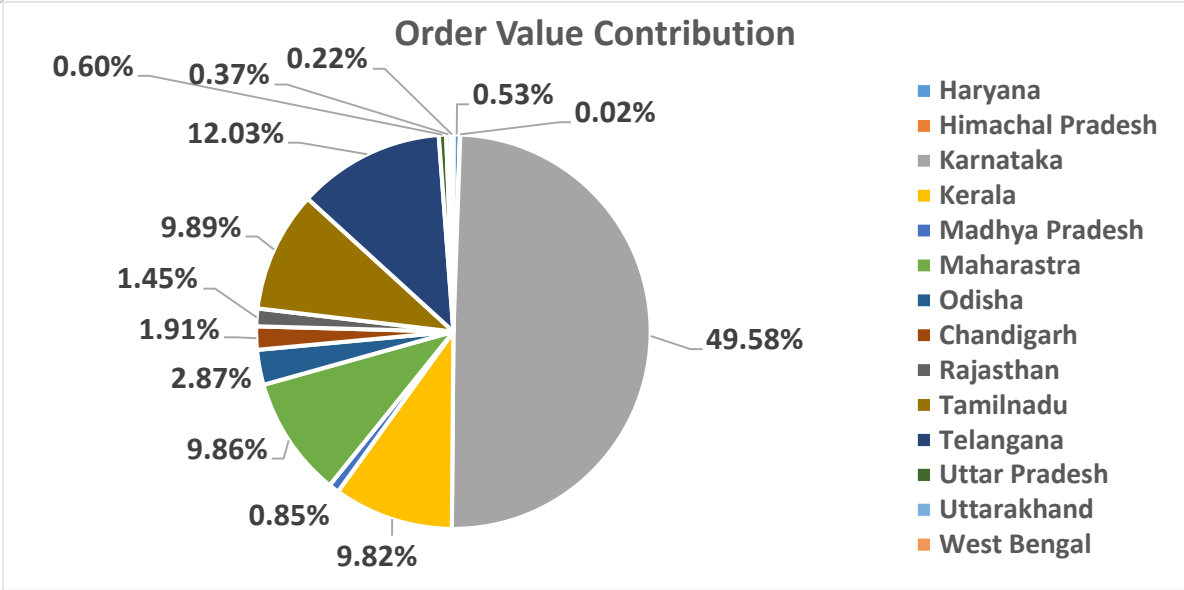
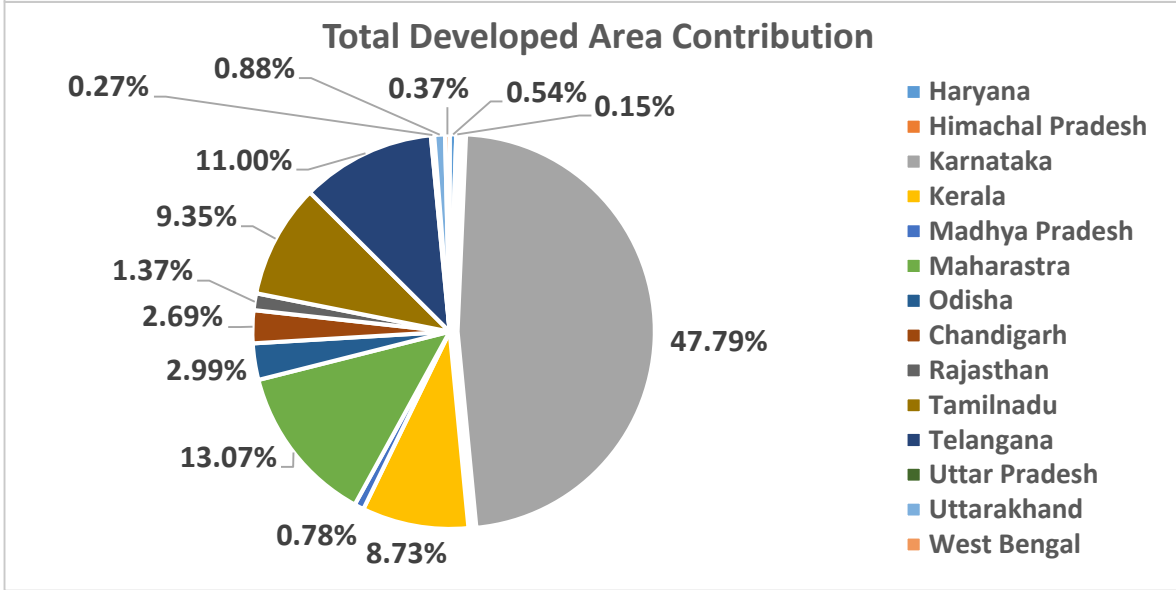
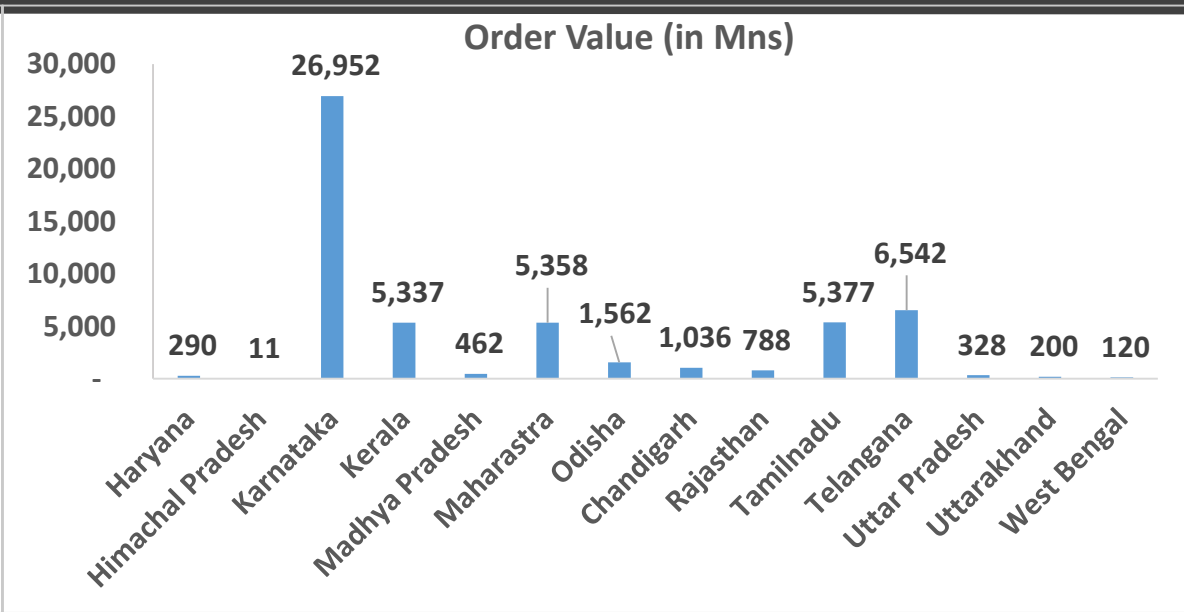
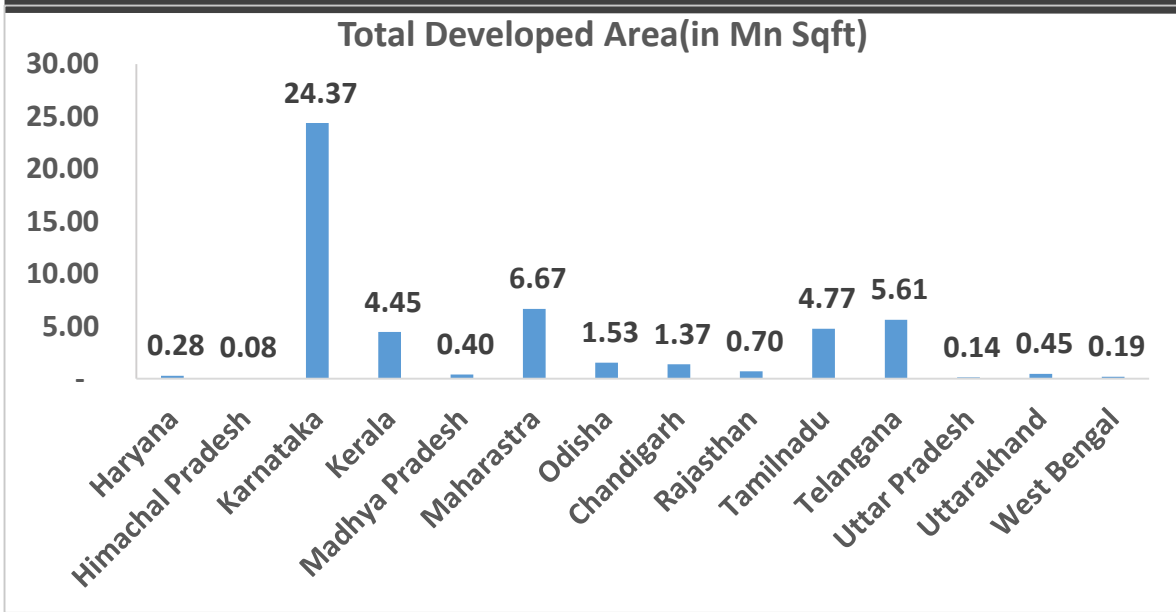
Contractual Revenue & Collection Details as of 31st March 2020

Amount in Rs. Billions

Particulars	FY-20	FY-19	Growth %
Revenue			
Contracts	10.18	8.33	22%
Manufacturing	4.56	3.44	33%
Total	14.74	11.77	25%
Collections			
Contracts	8.09	6.77	19%
Manufacturing	4.74	3.81	24%
Total	12.83	10.58	21%

- ✓ Contracts collections up by 19 % YoY.
- ✓ Manufacturing collections up by 24 % YoY.
- ✓ Total Collections of Contracts and Manufacturing up by 21 % YoY.

CONTRACTS: Completed Projects region wise contribution details



SELF RELIANT MODEL OF BUSINESS

DRIVEN BY SELF RELIANCE ZEALOUS TO DELIVER HIGHEST QUALITY

- SOBHA Limited is the foremost & only Indian Real Estate player with in-house capabilities to manufacture construction materials.

Glazing and Metal Works



Interiors Division



Concrete Products Division



MANUFACTURING DIVISION PERFORMANCE

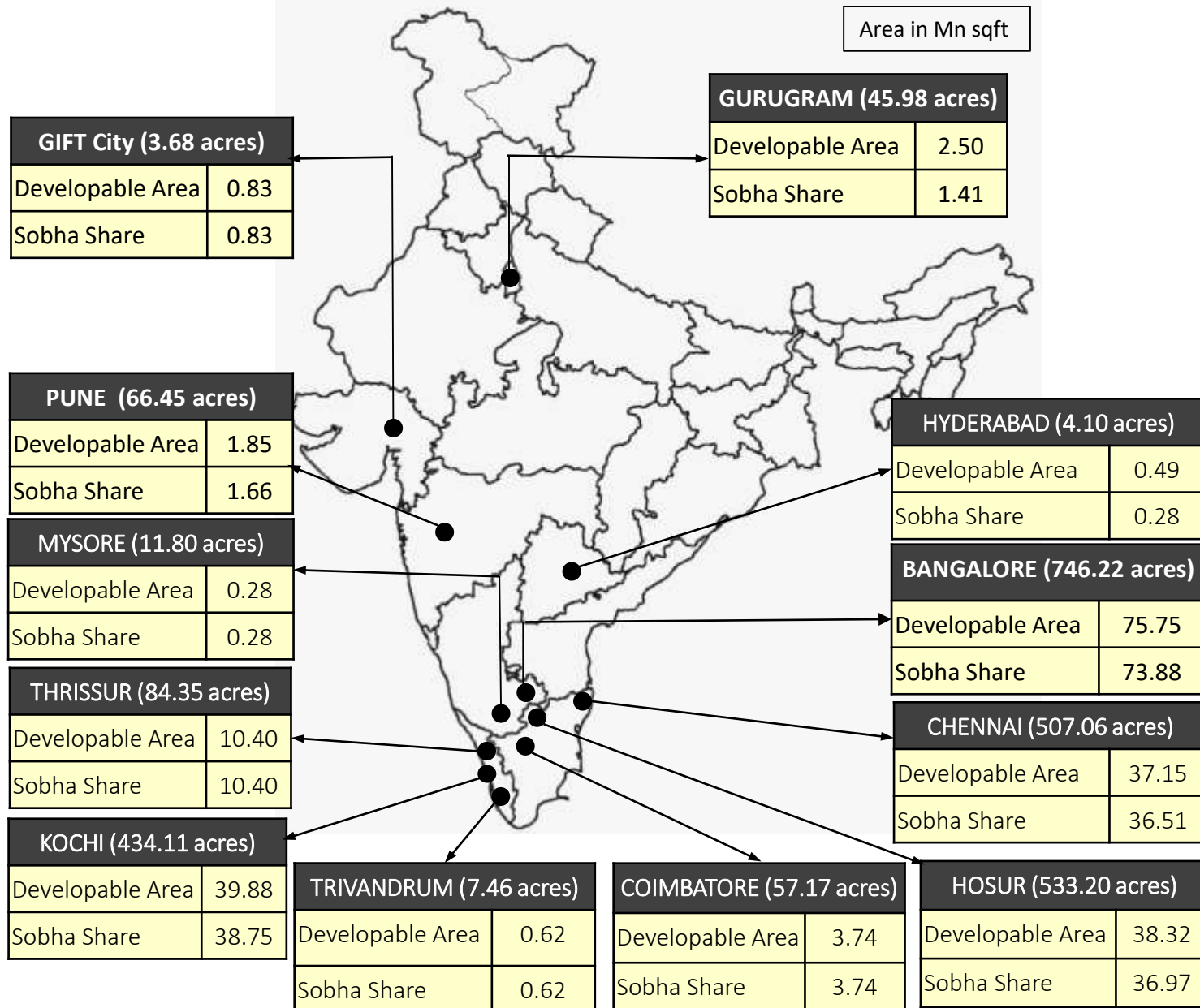
- **SOBHA – Only Real Estate Company in India with Self-Reliant Model**
- **It supports company to achieve world class quality with timely & efficient delivery**

Glazing & Metal Works Division		Interiors & Furnishing Division		Concrete Products Division	
Turnover (FY-20):-	Rs. 2.19 Bns	Turnover (FY-20):-	Rs. 1.87 Bns	Turnover (FY-20):-	Rs. 0.49 Bns
No. of Employees	120	No. of Employees	139	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



LAND BANK STATUS

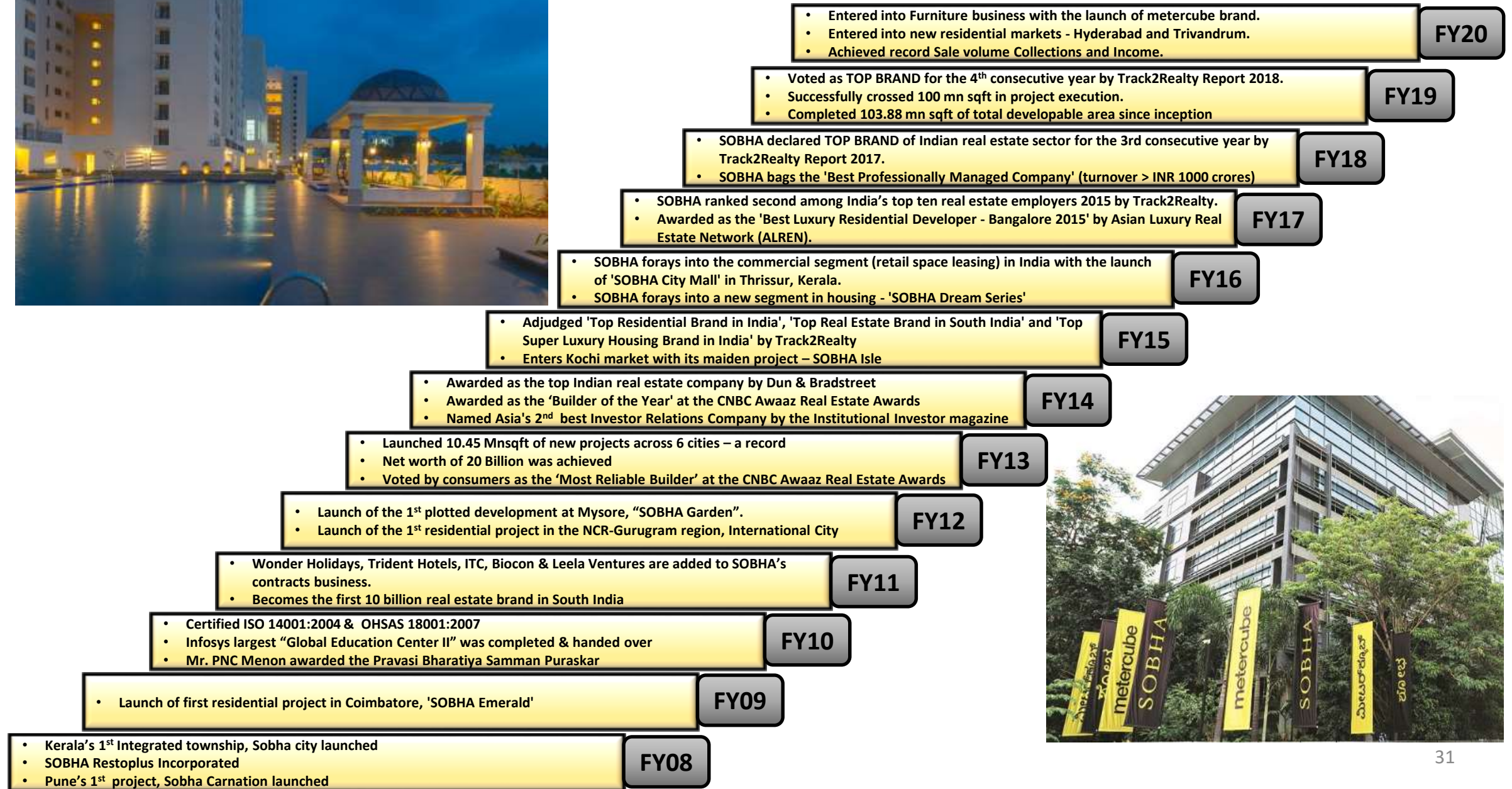


Land – 100% owned by Sobha (A)	2,260	Acres
Lands - Under JDs/JVs (B)	241	Acres
Sobha Share on JD / JV lands (C)	152	Acres
Total Extent of Land (A+B)	2,502	Acres
Sobha Share of Land (A+C)	2,411	Acres
Total Cost consideration	27,864	Rs.Mns
Balance amount payable	1,424	Rs.Mns
Cost / sqft of Sobha Share	265	Rs./sqft
FSI cost of Sobha Share	136	Rs./sqft

Total Development potential	212	Mn Sqft
Sobha Share	205	Mn Sqft

Note: Developable area is based on current FSI available

MILESTONES



BOARD OF DIRECTORS



Ravi PNC Menon
Chairman

- Over 15 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 37 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 (Honors) from St Xavier's college, Calcutta



Jagadish Nangineni
Dy. Managing Director

- Over 17 years of experience in the field of real estate, technology and consulting
- MBA from the IIM, Calcutta and has done Bachelor of Technology (B. Tech) in Civil Engineering from IIT, Bombay.



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



R.V.S. Rao
Independent Director

- Over 47 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 35 years of experience in the field of law, specifically real estate law.
- Degree in law from the Government Law College, Mumbai



Sumeet Jagdish Puri
Independent Director

- Over 23 years of experience in Global Investment Banking
- MBA from S.P. Jain Institute of Mgmt. & Research, Mumbai & Bachelor's degree from Sydenham Institute of Management Studies, Research and Entrepreneurship.



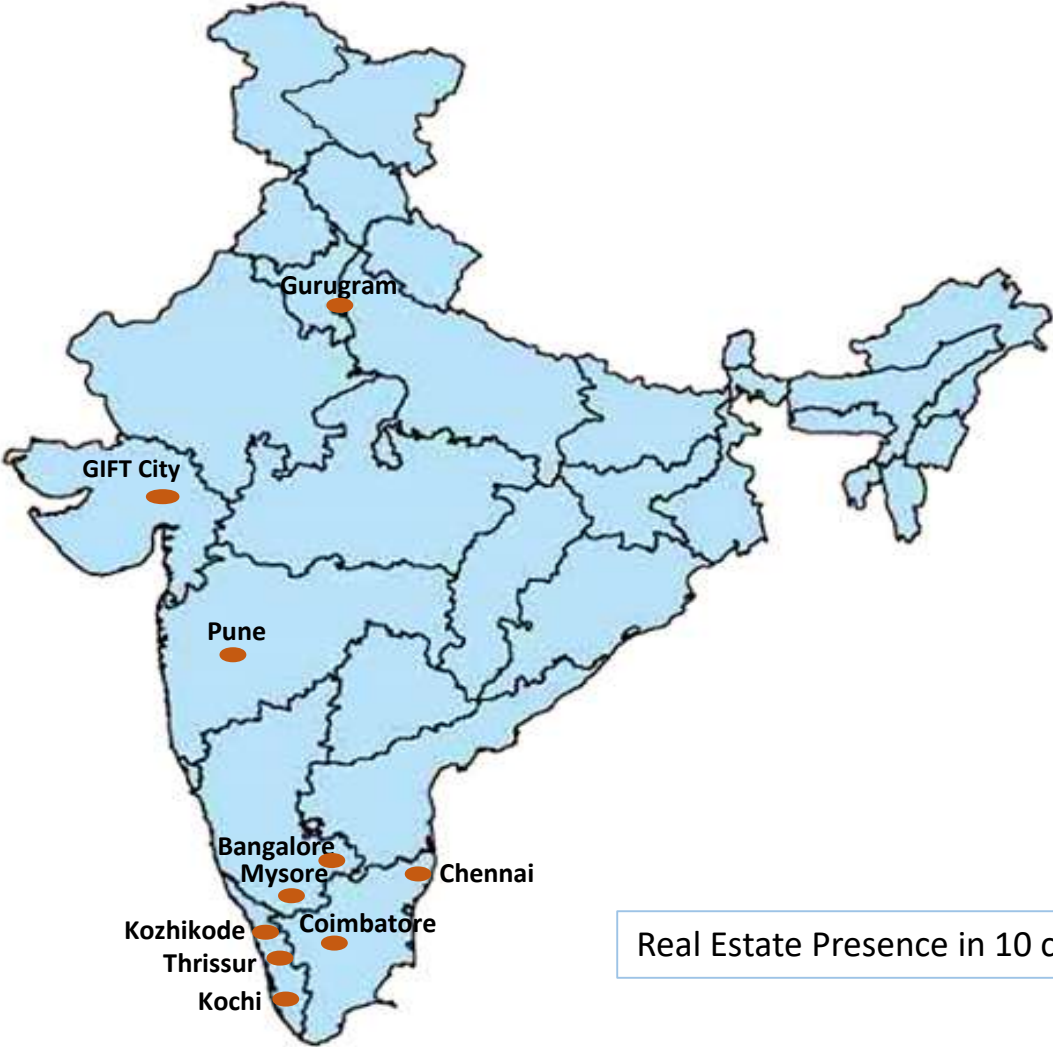
Srivathsala Kanchi Nandagopal
Additional Director

- A serial entrepreneur, Founder of 4 Organizations, with Businesses spanning across Angel Investing, Financial planning for HNIs and Strategic Business advisory
- Certified Financial Planner from ICAI besides holding Masters in Commerce from Bangalore University

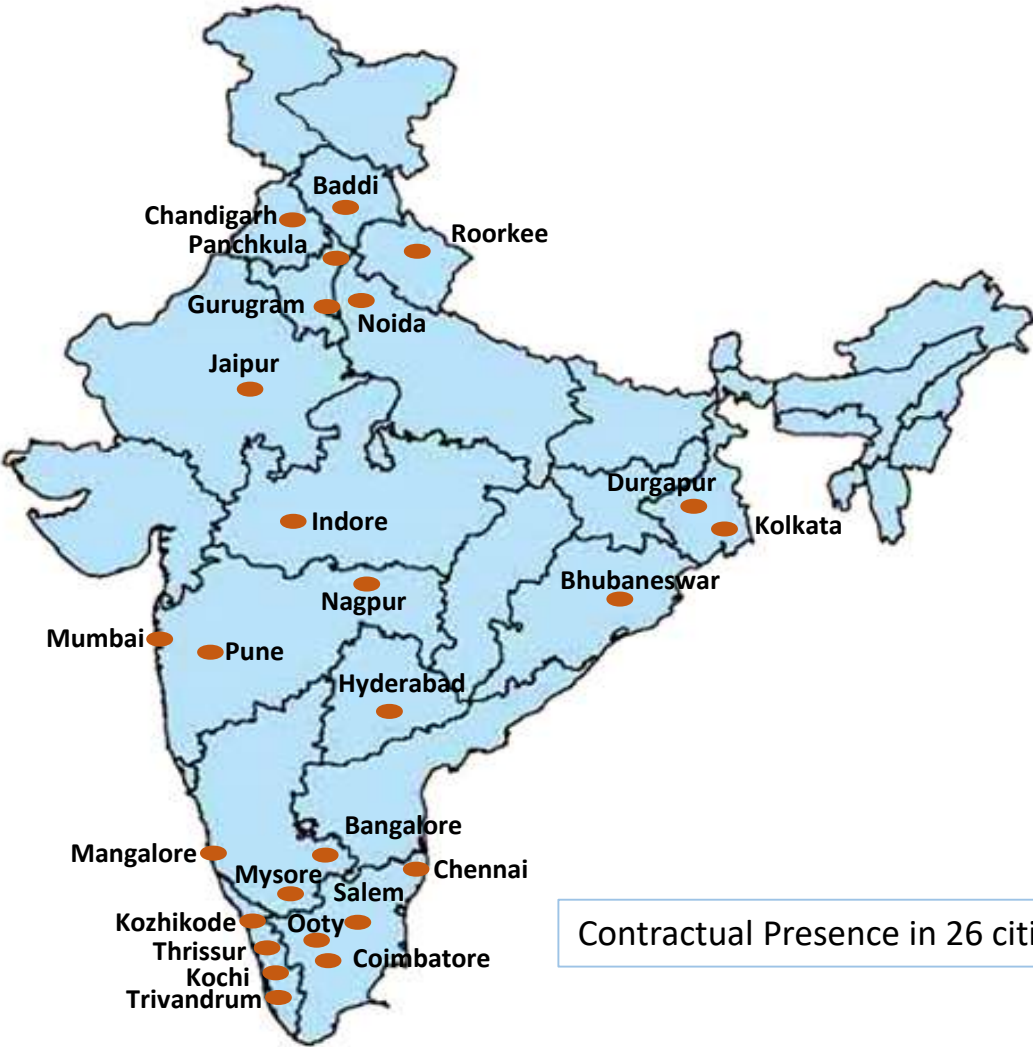
*As of 31st March 2020

Residential

Contractual



Real Estate Presence in 10 cities



Contractual Presence in 26 cities

NEW LAUNCHES DURING FY 2019-20



SOBHA Verdure, Coimbatore		Area in mn sqft	
Total Developable Area	0.14		
Total Saleable Area	0.10		
SOBHA Saleable Area	0.10		

SOBHA Nesara, Pune	
Total Developable Area	0.68
Total Saleable Area	0.51
SOBHA Saleable Area	0.51



SOBHA Sterling Infinia, Bangalore	
Total Developable Area	0.30
Total Saleable Area	0.23
SOBHA Saleable Area	0.23

SOBHA Blossom, Chennai	
Total Developable Area	0.30
Total Saleable Area	0.18
SOBHA Saleable Area	0.18



SNAPSHOTS OF FEW ONGOING PROJECTS



Sobha City, Gurugram: Common areas



Sobha City Tower A2, Gurugram



Sobha City Tower B2, Gurugram

SNAPSHOTS OF FEW ONGOING PROJECTS (Contd)

Sobha HRC Pristine Blk 2, Wing 3, Bangalore



Sobha Arena Square Wing 3 & 4, Bangalore



SOBHA DREAM ACRES PROJECT STATUS

Total Developable Area Launched	7.09 mn sqft	Total SBA launched for sale as on Mar-2020	5.36 mn sqft
		Total SBA Sold till Mar-2020	4.45 mn sqft
Area Completed till Mar-2020	4.91 mn sqft	Percentage sold	83 %

Wing 19 of Tropical Greens at SOBHA Dream Acres



Near completion image of Wing 18 of Tropical Greens, SOBHA Dream Acres



COMPLETED PROJECTS: FY-20

SOBHA Silicon Oasis Row Houses - Bangalore



(Partially completed) SOBHA International City Villas - Gurugram



(Partially completed) SOBHA Bela Encosta- Kozhikode



SOBHA Clovelly - Bangalore



COMPLETED PROJECTS: FY-20 (Contd)

Wing 48 & 49, Palm Springs, SOBHA Dream Acres - Bangalore



Wing 7, SOBHA Silicon Oasis - Bangalore



Open Green spaces in (Partially completed) SOBHA International City Villas - Gurugram

Wing 44, 45, 46 & 47 Tropical Greens, SOBHA Dream Acres - Bangalore



COMMERCIAL PORTFOLIO: Completed and forthcoming projects

Project Name	Status	% of area Leased	Total Leasable Area (in sqft)	Sobha Share of Leasable Area (in sqft)
Sobha City Mall, Thrissur	Completed	94%	338,493	258,247
One Sobha Mall, Bangalore	Completed	80%	225,334	150,974
Sub Total			563,827	409,221
Sobha City, Bangalore	Forthcoming	-	28,874	28,874
Bhoganahalli, Bangalore	Forthcoming	-	122,268	122,268
Yadavanahalli, E.City Bangalore	Forthcoming	-	237,838	181,946
Sub Total			388,980	333,088
Grand Total			952,807	742,309

Sobha City Mall, Thrissur – Completed



One Sobha, Bangalore- Completed



MAJOR AWARDS & RECOGNITIONS: FY2019 - 20



SOBHA Limited received “Dun & Bradstreet Award” in May 2019



SOBHA Limited awarded “Developer of the Year” by Franchise India



SOBHA Limited recognized as “one of India’s top builders 2019” by CWAB



SOBHA Limited tops the “Best Practices Report 2019” by Track2Realty



➤ HIGH LIGHTS

(a) Key Highlights

(b) Financial Highlights

(c) Operational Highlights

➤ FINANCIAL UPDATE

➤ OPERATIONAL UPDATE

➤ **ANNEXURES**

REAL ESTATE ONGOING PROJECTS AS OF 31st MARCH 2020

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								
1	Sobha Rajvilas	Bangalore	Apartments	JV	0.37	0.36	0.20	Area share	Jun-24
2	Sobha Dream Garden Phase-1 (Wing 8&9)	Bangalore	Apartments	JV	0.39	0.37	0.26	Area share	Feb-24
3	Sobha Dream Garden Phase 2 Wing 5,6&7	Bangalore	Apartments	JV	0.53	0.53	0.37	Area share	Feb-24
4	Sobha Arena - The Square (Block 4)	Bangalore	Apartments	JV	0.47	0.32	0.32	Revenue share	Dec-21
5	Sobha Arena - Pebble Court (Block 1)	Bangalore	Apartments	JV	0.38	0.26	0.26		Apr-22
6	Sobha Morzaria Grandeur-2(W1)	Bangalore	Apartments	JV	0.10	0.08	0.08	Revenue share	May-21
7	Sobha Palm Court	Bangalore	Apartments	JV	0.71	0.51	0.42	Revenue share	May-21
8	Sobha HRC Pristine Phase 1 Block 1	Bangalore	Apartments	JV	0.49	0.29	0.29	Revenue share	Jul-22
9	Sobha HRC Pristine Phase 2 Block 2	Bangalore	Apartments	JV	0.49	0.29	0.29		Jul-22
10	Sobha HRC Pristine Phase 3 Block 3	Bangalore	Apartments	JV	0.30	0.18	0.18		Jul-22
11	Sobha HRC Pristine Phase 4 Block 4&5	Bangalore	Apartments	JV	0.04	0.04	0.04	Revenue share	Jul-22
12	Sobha Lake Garden Phase 1	Bangalore	Apartments	JV	0.60	0.46	0.46	Revenue share	May-23
13	Sobha Lake Garden Phase 2	Bangalore	Apartments	JV	0.56	0.43	0.43		Mar-24
14	Sobha 25 Richmond	Bangalore	Apartments	JV	0.02	0.02	0.01	Area Share	Jul-20

REAL ESTATE ONGOING PROJECTS AS OF 31st MARCH 2020

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>								
15	Sobha Silicon Oasis Phase 4 Wing 9	Bangalore	Apartments	Own	0.19	0.13	0.13	Own	Jan-21
16	Sobha Silicon Oasis Phase 5 Wing 10&11	Bangalore	Apartments	Own	0.44	0.31	0.31	Own	Jan-21
17	Sobha Dream Acres - Tropical Greens Phase-18 Wing 39&40	Bangalore	Apartments	Own	0.28	0.22	0.22	Own	Oct-22
18	Sobha Dream Acres - Tropical Greens Phase-26 Wing 35,36,37&38	Bangalore	Apartments	Own	0.66	0.50	0.50	Own	Dec-23
19	Sobha Dream Acres - Tropical Greens Phase-23 Wing 25,26,27&28	Bangalore	Apartments	Own	0.63	0.48	0.48	Own	Dec-23
20	Sobha Dream Acres - Wing 50	Bangalore	Apartments	Own	0.08	0.06	0.06	Own	Jun-22
21	Sobha Forest Edge	Bangalore	Apartments	Own	0.60	0.45	0.45	Own	Sep-22
22	Sobha Royal Pavilion Phase 1 Wing 6 & 7	Bangalore	Apartments	JV	0.42	0.25	0.25	Revenue Share	Sep-23
23	Sobha Royal Pavilion Phase 2 Wing 4 & 5	Bangalore	Apartments	JV	0.28	0.24	0.24	Revenue Share	Sep-23
24	Sobha Royal Pavilion Phase 3 Wing 16	Bangalore	Apartments	JV	0.42	0.25	0.25	Revenue Share	Sep-23
25	Sobha Royal Pavilion Phase 4 Wing 1, 2 & 3	Bangalore	Apartments	JV	0.56	0.37	0.37	Revenue Share	Sep-23
26	Sobha Royal Pavilion Phase 5 Wing 8 & 9	Bangalore	Apartments	JV	0.42	0.25	0.25	Revenue Share	Sep-25
27	Sobha Royal Pavilion Phase 6 Wing 10 & 11	Bangalore	Apartments	JV	0.28	0.24	0.24	Revenue Share	Sep-25
28	Sobha Royal Pavilion Phase 7 Wing 12, 13 & 14	Bangalore	Apartments	JV	0.56	0.37	0.37	Revenue Share	Sep-25
29	Sobha Royal Pavilion Phase 8 Wing 15	Bangalore	Apartments	JV	0.42	0.25	0.25	Revenue Share	Sep-25

REAL ESTATE ONGOING PROJECTS AS OF 31st MARCH 2020

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>								
30	Sobha Winchester	Chennai	Apartments	JV	0.70	0.51	0.38	Area Share	Feb-21
31	Sobha Gardenia	Chennai	Villas	JV	0.30	0.19	0.12	Area Share	Feb-22
32	Sobha Palacia	Chennai	Apartments	JV	0.84	0.60	0.60	Revenue Share	Dec-23
33	Sobha Blossom	Chennai	Plots	Own	0.30	0.18	0.18	Own	Dec-21
34	Sobha Verdure	Coimbatore	Row Houses	Own	0.14	0.10	0.10	Own	Jul-20
35	Sobha City - Tower A1,B1,C1	Gurugram	Apartments	JV	0.58	0.46	0.46	Revenue share	Nov-21
36	Sobha City - Tower A2,B2,C2	Gurugram	Apartments	JV	0.58	0.46	0.46		May-22
37	Sobha City - Tower C3	Gurugram	Apartments	JV	0.27	0.21	0.21	Revenue share	Oct-22
38	Sobha City - Tower C4	Gurugram	Apartments	JV	0.26	0.21	0.21	Revenue share	Oct-23
39	Sobha City - Towers A3, B3, A4 & B4	Gurugram	Apartments	JV	0.68	0.49	0.49	Revenue Share	Dec-24
40	Sobha Dream Heights	Gift City	Apartments	Own	0.71	0.52	0.52	Own	Mar-24
41	Sobha Nesara, Block 1	Pune	Apartments	Own	0.17	0.12	0.12	Own	Mar-24
42	Sobha Nesara, Block 2	Pune	Apartments	Own	0.23	0.17	0.17		
43	Sobha Nesara, Block 3	Pune	Apartments	Own	0.28	0.21	0.21		
	Total				17.73	12.95	12.22		

REAL ESTATE ONGOING PROJECTS AS OF 31st MARCH 2020

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 - DM Model</u>								
1	Sobha Sterling Infinia	Bangalore	Apartments	DM	0.30	0.23	0.23	DM	NA
	Total				0.30	0.23	0.23		
III	<u>Ongoing Projects - Registered under RERA -Yet to be released for sale</u>								
1	Sobha Dream Acres - Tropical Greens Phase-21 Wing 21&22	Bangalore	Apartments	Own	0.32	0.24	0.24	Own	Jun-25
2	Sobha Dream Acres - Tropical Greens Phase-22 Wing 23&24	Bangalore	Apartments	Own	0.32	0.24	0.24	Own	Jun-25
3	Sobha Dream Acres - Tropical Greens Phase-24 Wing 29&30	Bangalore	Apartments	Own	0.32	0.24	0.24	Own	Jun-24
4	Sobha Dream Acres - Tropical Greens Phase-25 Wing 32,33&34	Bangalore	Apartments	Own	0.58	0.42	0.42	Own	Jun-24
5	Sobha Dream Garden Phase 3 Wing 3&4	Bangalore	Apartments	JV	0.39	0.37	0.26	Area share	Feb-25
6	Sobha Dream Garden Phase 4 Wing 1&2	Bangalore	Apartments	JV	0.39	0.37	0.26	Area share	Feb-25
7	Sobha Dream Garden Phase 5 Wing 10	Bangalore	Apartments	JV	0.13	0.12	0.09	Area share	Feb-25
	Total				2.45	2.00	1.75		

REAL ESTATE ONGOING PROJECTS AS OF 31st MARCH 2020

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 registration are exempted as per rule</u>								
1	Sobha Lifestyle Legacy (Ph 2)	Bangalore	Villas	JV	0.97	0.49	0.37	Area Share	NA
2	Sobha Elan (JD with LMW)*	Coimbatore	Apartments	JV	0.42	0.34	0.34	Revenue Share	NA
3	Sobha West Hill - Part C	Coimbatore	Villas	Own	0.05	0.03	0.03	Own	NA
4	Sobha International City - Phase 2 (E)	Gurugram	Villas & Duplex Villas	JV	1.78	1.14	0.73	Area Share	NA
5	Sobha International City - Phase 2	Gurugram	Row Houses	JV	0.07	0.04	0.03		NA
6	Sobha International City - Phase 3	Gurugram	Row Houses	JV	0.69	0.43	0.26		NA
	Total				3.98	2.47	1.76		
V	<u>Ongoing Projects - RERA Notified - Approval pending</u>								
1	Sobha Lake Edge	Thrissur	Apartments	Own	0.29	0.24	0.24	Own	Dec-23
2	Sobha Silver Estate	Thrissur	Villas	Own	0.31	0.18	0.18	Own	Dec-23
3	Sobha Bela Encosta	Kozhikode	Villas	JV	0.43	0.21	0.21	Revenue Share	Dec-25
4	Sobha Rio Vista	Kozhikode	Apartments	JV	0.64	0.51	0.51	Revenue Share	Dec-26
5	Sobha Isle	Kochi	Apartments	JV	1.11	0.89	0.89	Revenue Share	Dec-25
6	Marina One - Wing 3, 4, & 12	Kochi	Apartments	Co-ownership	1.07	0.85	0.85	Co-ownership	Dec-24
7	Marina One - Wing 2	Kochi	Apartments	Co-ownership	0.46	0.37	0.37		Dec-26
8	Marina One - Wing 5 & 11	Kochi	Apartments	Co-ownership	0.56	0.46	0.46		Dec-26
	Total				4.87	3.71	3.71		

REAL ESTATE ONGOING PROJECTS AS OF 31st MARCH 2020

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
VI	Projects received Plan approvals -- Not released for sale - Yet to be registered under RERA								
1	Sobha International City - Residential (Ph 3 & 4)	Gurugram	Villas & Row Houses	JV	3.80	1.16	0.74	Area Share	NA
2	Sobha International City - Commercial	Gurugram	Commercial Space	JV	0.47	0.46	0.30		NA
3	Sobha City - (Unreleased)	Gurugram	Apartments	JV	1.94	1.41	1.41	Revenue Share	NA
4	Sobha Dream Acres (Unreleased)	Bangalore	Apartments	Own	2.00	1.49	1.49	Own	NA
5	Marina One (Unreleased)	Cochin	Apartments	Co-ownership	1.82	1.53	1.53	Co-ownership	NA
Total					10.03	6.05	5.47		
GRAND TOTAL					39.36	27.41	25.14		



THANK YOU

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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.