



# STAYING RESILIENT

**INVESTOR PRESENTATION**  
**March 2021**

- **India's GDP witnessed a contraction of 7.3% for FY-21. However, it moved swiftly from a contraction of 23.90% during Q1-21 to growth of 1.6% in Q4-21, with the projection of 9.5% for FY 2021-22.**
- **Fiscal support measures by the Government of India and the Reserve Bank by way of stimulus, interest rate reductions etc., have primarily handheld the vulnerable sectors, while cushioning the margins of well established, stronger business houses.**
- **The ongoing second wave of COVID-19 and intermittent localized lockdowns have resulted in slowdown in economic activities during Q1 of FY-22.**
- **Residential real estate sector is expected to bounce back earlier due to inherent demand for housing, work from home concept, better affordability and low interest rate regime.**

- **Sobha is resilient due to its presence in geographies with good demand for residential real estate, backed by its unique backward integrated business model and digitized sales and marketing functions.**
- **Established developers with well-managed balance sheets would grow faster than the industry, consolidate their presence, and sustain their credit profiles.**
- **The pandemic has amplified the divergence in the performance of financially prudent and leveraged developers. Established ones with a strong track record of timely delivery increased their market share as they recovered faster in the second half and maintained, or even exceeded, pre-pandemic sales.**
- **We believe that economic activities will revive and growth will start moving towards pre-Covid levels from Q2 of FY-22 backed by better pandemic management, extensive vaccination covering the entire nation.**

# CASHFLOW HIGHLIGHTS:

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- **SOBHA, with its relentless focus on cash flow and cost saving measures, has stayed resilient during FY 20-21.**
- **Our key focus area during these turbulent times remains, managing cash flows and the results are evident in our performance.**
- **Achieved total cash inflow of Rs 30.77 billion during FY-21 driven by good presales achieved in residential business during FY 20-21.**
- **Total cash inflow of Rs. 9.78 billion achieved during Q4-21 is up by 3% and 13% as compared to Q4-20 and Q3-21 respectively.**
- **Real Estate Cash inflow of Rs 7.15 billion achieved during Q4-21 is the highest ever since inception, the same is up by 19% and 8% as compared to Q4-20 and Q3-21 respectively.**
- **We have generated Net Operating Cashflow of Rs 2.35 billion during Q4-21. The same is up by 10% and 29% as compared to Q4-20 and Q3-21 respectively.**
- **We have also generated Net Operating Cashflow of Rs 6.40 billion during FY-21.**

## CASHFLOW HIGHLIGHTS: (Contd)

- **Generated net positive Cash flow of Rs 2.27 billion during FY-21 which is the highest ever since inception.**
- **Generated net positive Cash flow of Rs 1.23 billion during Q4-21 which is the highest in the last 11 successive Quarters.**
- **Net debt has come down by Rs. 1.71 billion as on March 2021 as compared to March 2020.**
- **Our borrowing cost has come down by 65bps during FY-21 and stands at 9.04% as on 31.03.2021.**
- **Contractual and manufacturing order book stands at Rs 20.69 billion as on 31.03.2021.**
- **Expected real estate cashflow at project level is Rs 78.96 billion in the coming years from current ongoing and completed projects.**
- **Balance receivables of Rs. 34.82 billion from residential units sold covers 79 % of the balance project cost to be spent for completing these projects.**
- **Completed unsold inventory stands at 0.29 million square feet as on 31.03.2021 which is one of the lowest in the real estate sector.**

# CASH FLOW STATEMENT

Amount Rs.in Millions

PARTICULARS	Q4-21	Q4-20	Q3-21	FY-21	FY-20
<b>Operational cash inflows</b>					
Real Estate Operations	7,148	6,001	6,639	22,169	23,642
Contractual & Manufacturing	2,627	3,451	2,030	8,600	12,829
<b>Total Operational cash inflow (A)</b>	<b>9,775</b>	<b>9,452</b>	<b>8,669</b>	<b>30,769</b>	<b>36,471</b>
<b>Operational cash outflows</b>					
Real Estate project expenses	2,338	2,571	2,903	9,181	14,803
Joint Development Partner Payments	1,800	1,254	1,281	4,424	3,855
Contracts and Manufacturing expenses	2,357	2,482	1,823	7,634	11,747
Statutory Dues	190	215	153	532	362
Corpus Repayment	139	45	109	384	103
Central Over Heads	373	556	360	1,458	2,102
Advertising & Marketing expenses	231	188	221	766	805
<b>Total Operational cash outflow (B)</b>	<b>7,428</b>	<b>7,311</b>	<b>6,850</b>	<b>24,379</b>	<b>33,777</b>
<b>Net Operational Cash flow : (C=A-B)</b>	<b>2,347</b>	<b>2,141</b>	<b>1,819</b>	<b>6,390</b>	<b>2,694</b>

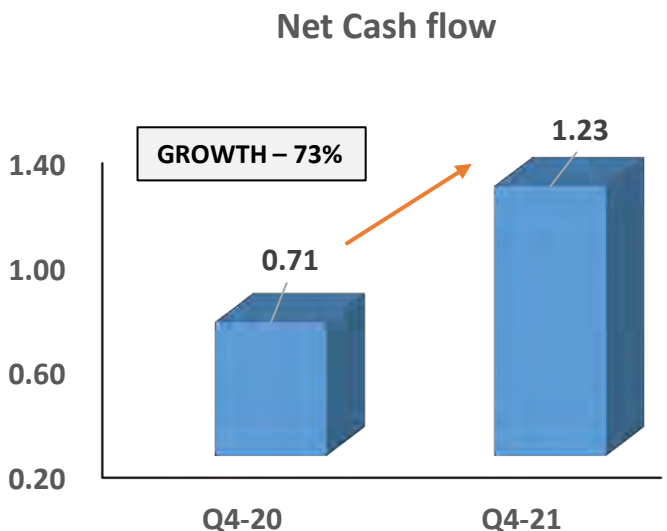
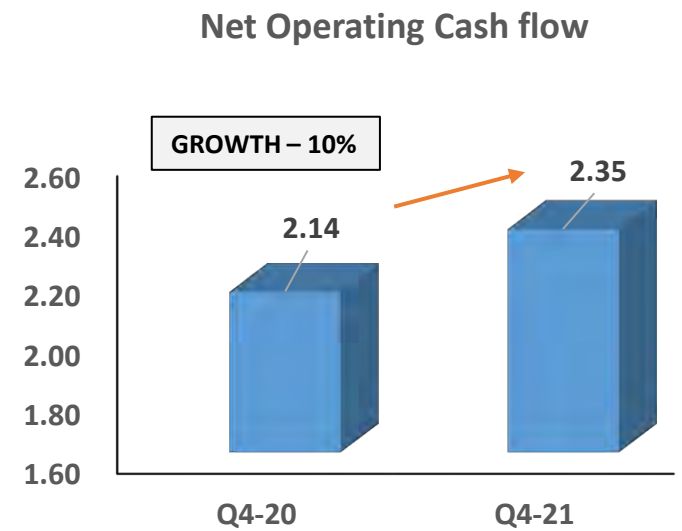
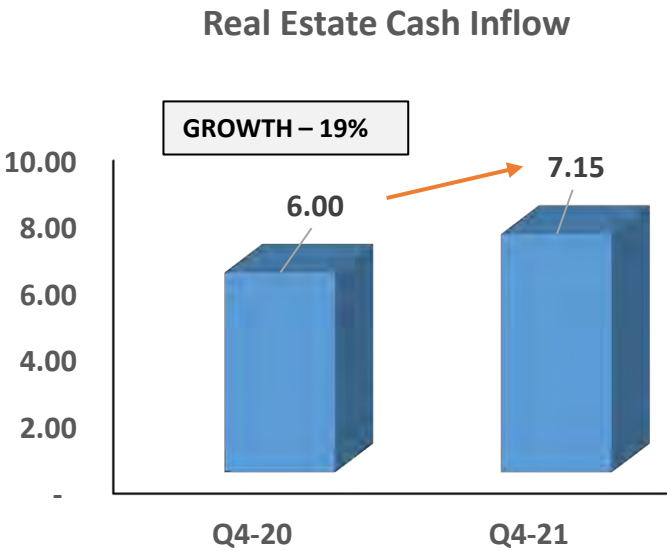
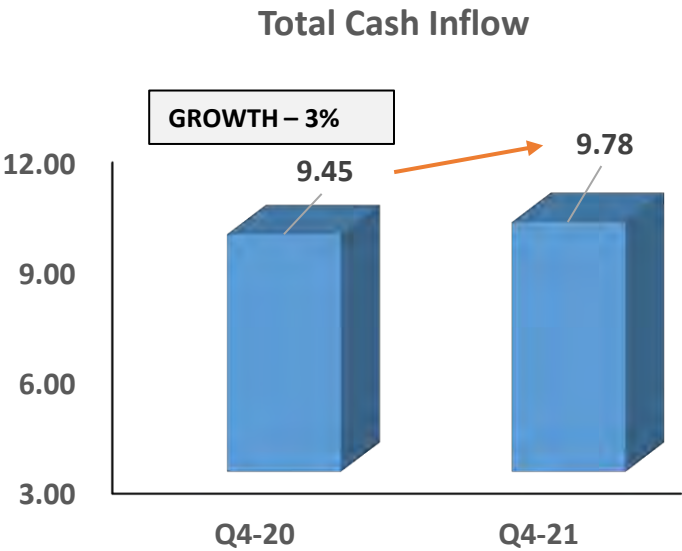
# CASH FLOW STATEMENT (Contd)

Amount Rs.in Millions

PARTICULARS	Q4-21	Q4-20	Q3-21	FY-21	FY-20
<b>Financial Outflows</b>					
Finance Cost	875	924	824	2,733	3,399
Income Tax	(34)	75	48	97	393
<b>Total Financial Outflows (D)</b>	<b>841</b>	<b>999</b>	<b>872</b>	<b>2,830</b>	<b>3,792</b>
<b>Net Cash flow after Financial Outflow : (E=C-D)</b>	<b>1,506</b>	<b>1,142</b>	<b>947</b>	<b>3,560</b>	<b>(1,098)</b>
<b>Capital Outflows</b>					
Land Payments	178	328	144	382	2,641
Dividend including tax	-	-	-	664	800
Donation / CSR Contribution	28	33	25	95	197
Capex – General	34	70	1	35	376
Capex – Commercial Real Estate	38	4	25	115	781
<b>Total Capital Outflow (F)</b>	<b>278</b>	<b>435</b>	<b>195</b>	<b>1,291</b>	<b>4,795</b>
<b>Total Cash Inflow : (A)</b>	<b>9,775</b>	<b>9,452</b>	<b>8,669</b>	<b>30,769</b>	<b>36,471</b>
<b>Total Cash Outflow : (G =B+D+F)</b>	<b>8,547</b>	<b>8,745</b>	<b>7,917</b>	<b>28,500</b>	<b>42,364</b>
<b>Net Cash flow (A - G)</b>	<b>1,228</b>	<b>707</b>	<b>752</b>	<b>2,269</b>	<b>(5,893)</b>
<b>COVID Moratorium Interest availed</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>560</b>	<b>-</b>

# CASHFLOW HIGHLIGHTS: Q4-20 V/s Q4-21

Amount in Rs. Billions

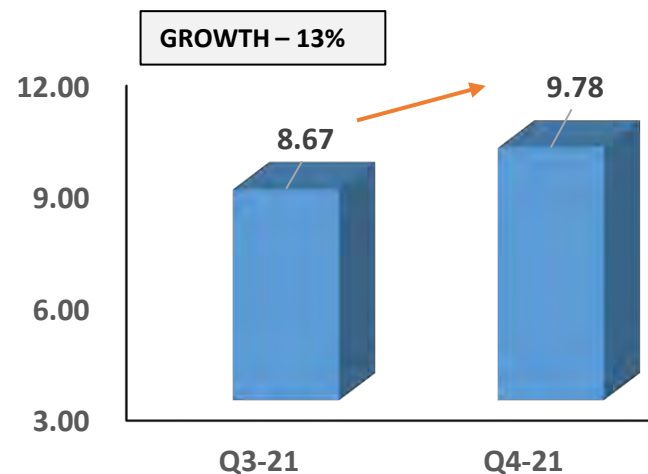




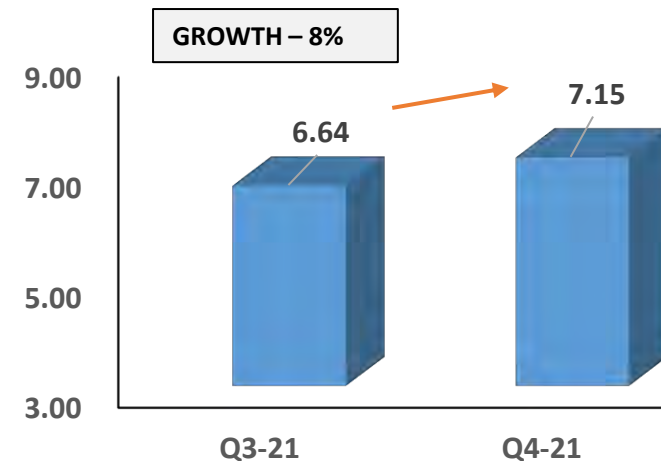
# CASHFLOW HIGHLIGHTS: Q3-21 V/s Q4-21

Amount in Rs. Billions

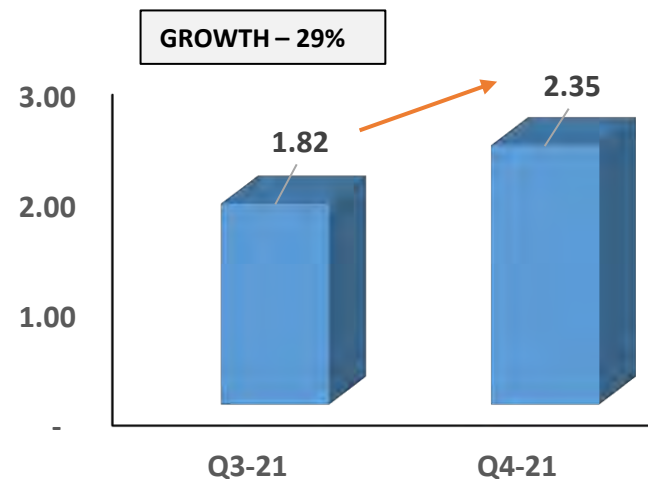
### Total Cash inflow



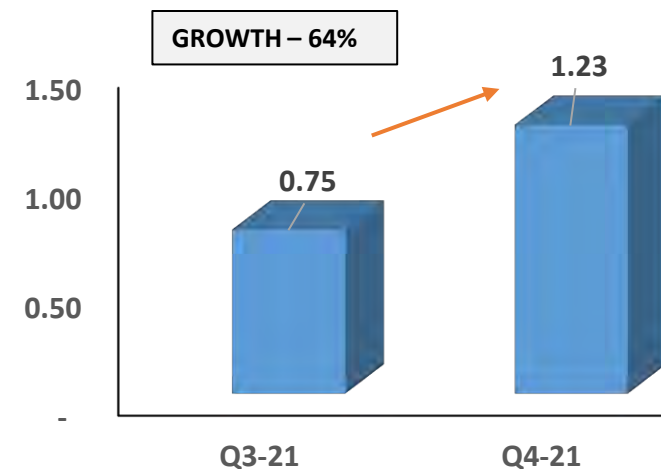
### Real Estate Cash Inflow



### Net Operating Cashflow



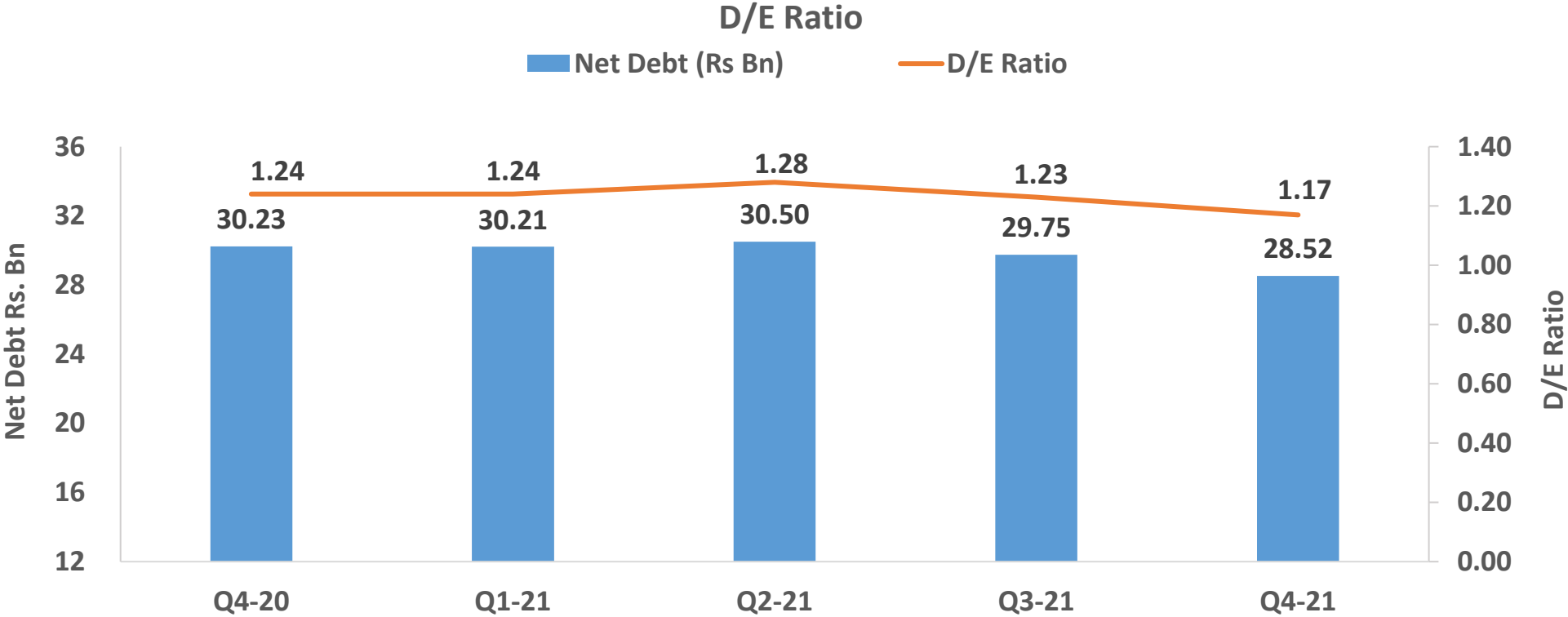
### Net Cash flow

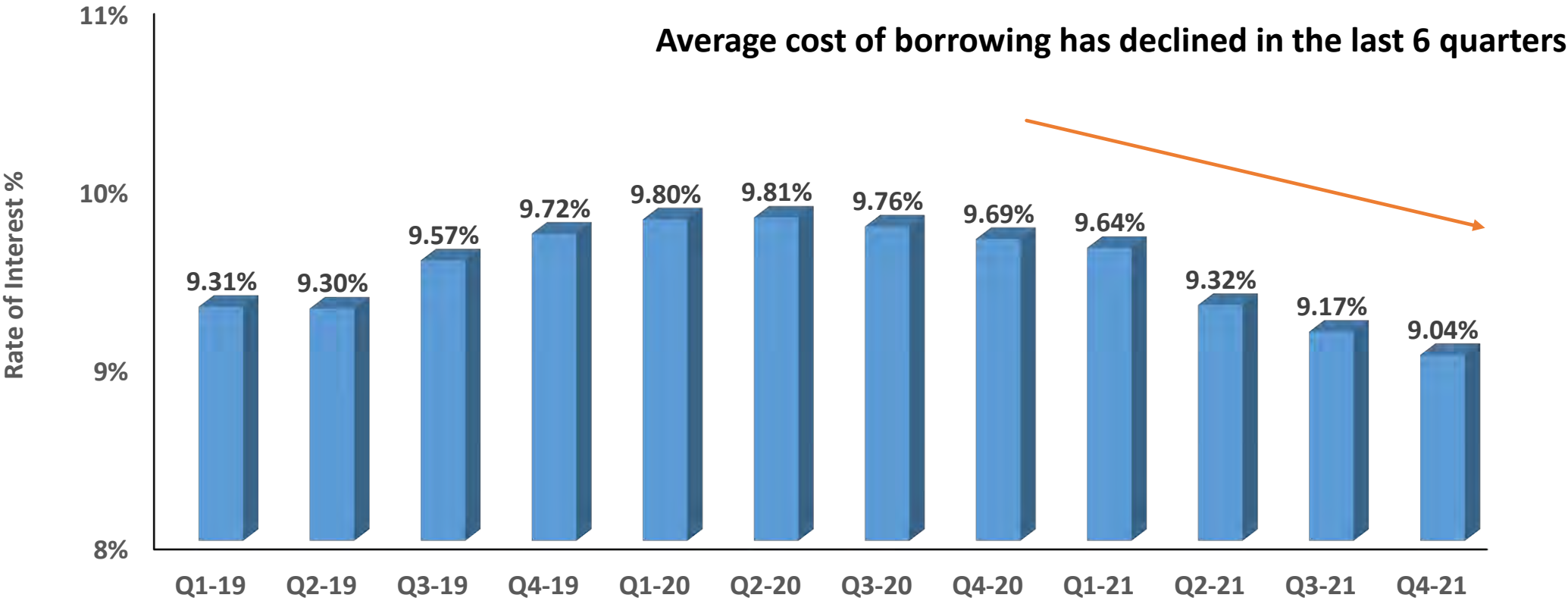


# MOVEMENT of DEBT

Amount Rs.in Billions

Particulars	31st Mar-21	31st Dec-20	30th Sept-20	30th Jun-20	31st Mar-20
Gross Debt	30.62	31.34	31.56	31.25	31.18
Less: Cash & Cash Equivalents	2.10	1.59	1.06	1.04	0.95
Net Debt	28.52	29.75	30.50	30.21	30.23





Finance Cost(Gross)										Rs. In Million	
Q4-21	Q3-21	Q2-21	Q1-21	Q4-20	Q3-20	Q2-20	Q1-20	Q4-19	Q3-19	Q2-19	Q1-19
815	848	851	848	840	818	855	840	758	716	719	713

# REAL ESTATE (RESIDENTIAL) PROJECTS: PROJECTED CASH FLOW

Particulars	Completed projects with unsold inventory	Ongoing - Area offered for sale	Ongoing - Area not offered for sale	Total	UOM
Total Saleable area	6.35	21.90	7.94	36.19	Mn.sqft
Sobha Share of Saleable area	6.26	20.49	7.10	33.85	Mn.sqft
Total area sold till 31st March 2021	5.98	11.93	-	17.90	Mn.sqft
Unsold area as on 31st March 2021	0.29	8.56	7.10	15.95	Mn.sqft
Balance construction cost to be spent to complete the entire developments	-	44.16	27.81	71.97	Rs.Bn
Outstanding receivables + Balance to be billed and collected on sold units considering Potential cancellations	0.35	34.46	-	34.82	Rs.Bn
Sales value of unsold stock	1.00	63.06	52.05	116.11	Rs.Bn
Cumulative Cash flow available (+ve)	1.35	53.36	24.24	78.96	Rs.Bn

## **Highlights:**

- 1. Unsold completed inventory stands at 0.29 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. 34.82 billion which covers 79% of the balance project cost to be spent for completing the projects.**

<sup>^</sup>Unsold area sale value is based on estimated selling price in respective projects.



- ✓ We are pleased to inform that India Ratings and Research (Ind-Ra) has rated Sobha Limited for the first time and has assigned a Long-Term Issuer Rating of 'IND AA-' (Stable)

➤ KEY RATING DRIVERS:

- ✓ Strong Credit Metrics
- ✓ Healthy Sales Velocity
- ✓ Strong Launch Pipeline amid Economic Recovery
- ✓ Diversified Revenue
- ✓ Large Land Bank
- ✓ Adequate Liquidity

## SALES HIGHLIGHTS:

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- **SOBHA has performed considerably well during FY-21 despite the real estate sector witnessing overall contraction as mentioned in various research reports and Government of India's official data.**
- **Best ever quarterly sales volume of 1.34 million square feet (Super Built up Area) valued at Rs 10.72 billion.**
- **Highest ever sales value of Rs 31.37 billion achieved during FY-21 since inception.**
- **Price realization of Rs 8,014/square feet (Super Built up Area) achieved during Q4-21 is the highest price realization achieved by the company amongst last 8 quarters.**
- **Achieved 49% sales in Rs 1 crore to Rs 2 crore price category during FY-21 where we have majority of our inventory.**
- **Sales volume achieved by Bengaluru, Gurugram, Pune and Kochi regions during Q4-21 is the highest ever.**
- **Despite restrictions during FY-21, Bengaluru has contributed 67% to the total sales volume along with significant contribution from other regions like Gurugram, Kochi and Pune, due to our strong brand equity, delivery track record and world class product offerings.**

## SALES HIGHLIGHTS: (Contd)

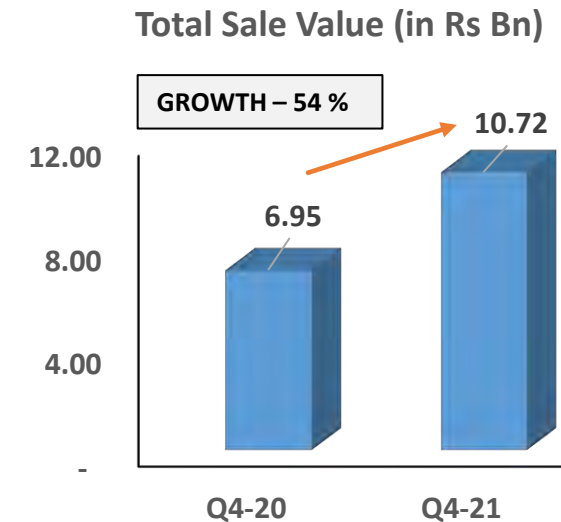
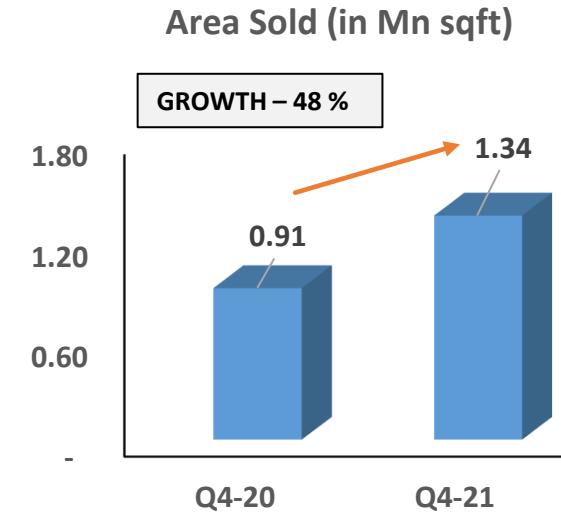
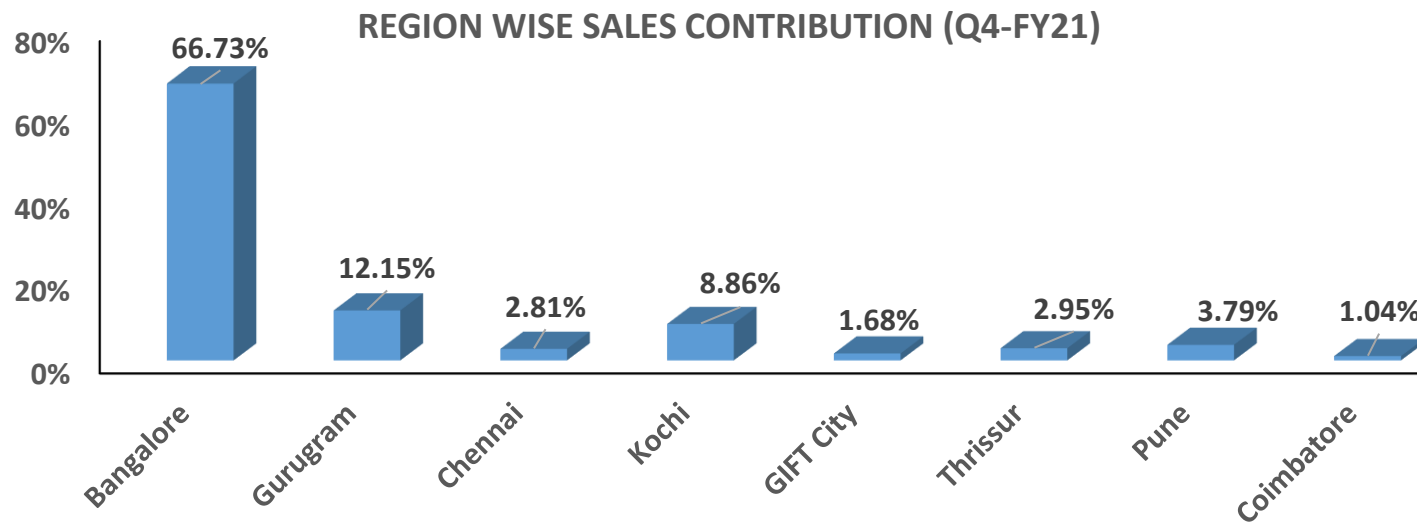
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- Sales volume, total sale value and Sobha share of sale value during Q4-21 were up by 48% ,54% ,58% respectively versus Q4-20.
- We were able to achieve 9% higher sales in value terms and 10% higher average price realization as compared to FY-19-20.
- Excluding Bengaluru, other regions total contribution to overall sales volume & value is the highest in history of the company.
- Planned future launches to the tune of 13.35 million square feet in the coming quarters across various cities.
- During the quarter, we have launched two super luxury projects on our own land. 'Sobha Windsor' in Bengaluru with super built-up area of 1.35 mn sqft, and 'Sobha Metropolis' in Thrissur with a super built-up area of 1.17 mn sqft. We have also launched 'Sobha Chartered Woodpecker' under Development Management model with a super built-up area of 0.25 mn sqft.

# SALES PERFORMANCE: Q4 FY 2020-21

➤ **BEST EVER QUARTERLY SALES PERFORMANCE RECORDED DURING Q4 - FY21**

Q4 - FY 21				
Region	Area Sold	Total Sale Value	Sobha Share of Sale Value	Total Average Price Realization
	in Sq Feet	in Rs Mns	in Rs Mns	Rs / Sq Feet
Bangalore	892,604	6,650	5,735	7,450
Gurugram	162,537	1,617	1,167	9,949
Chennai	37,601	255	255	6,780
Kochi	118,467	1,211	598	10,224
GIFT City	22,460	128	128	5,716
Thrissur	39,466	279	279	7,069
Pune	50,643	502	502	9,912
Coimbatore	13,929	78	78	5,616
<b>Total</b>	<b>1,337,707</b>	<b>10,720</b>	<b>8,742</b>	<b>8,014</b>



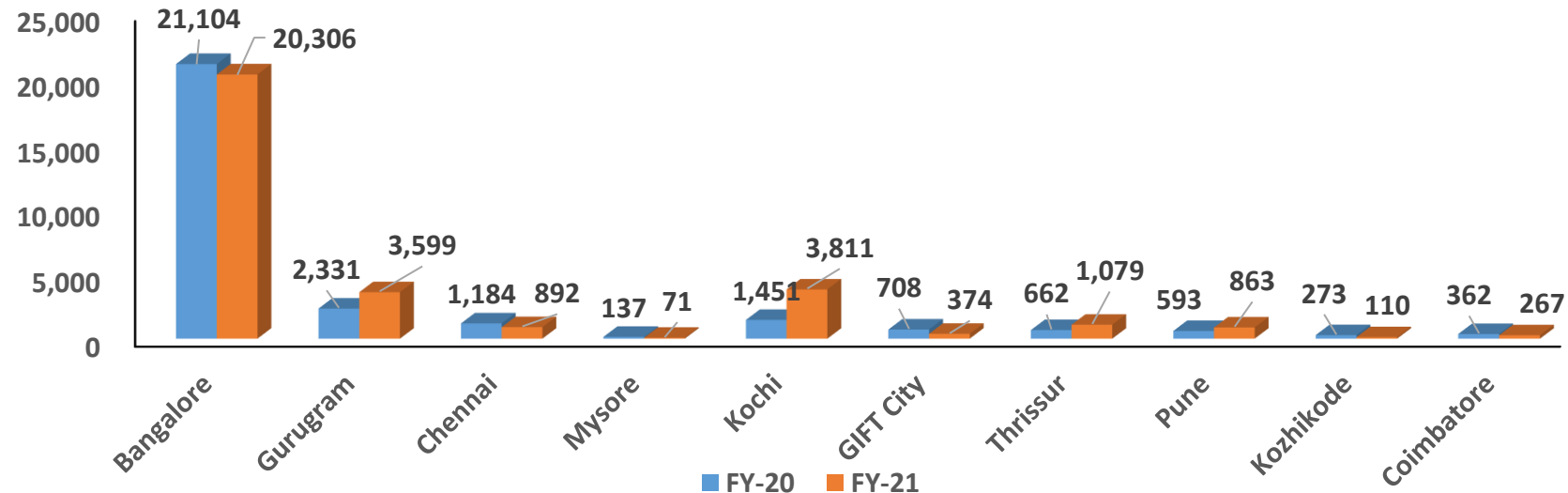


# SALES PERFORMANCE: FY 2020-21

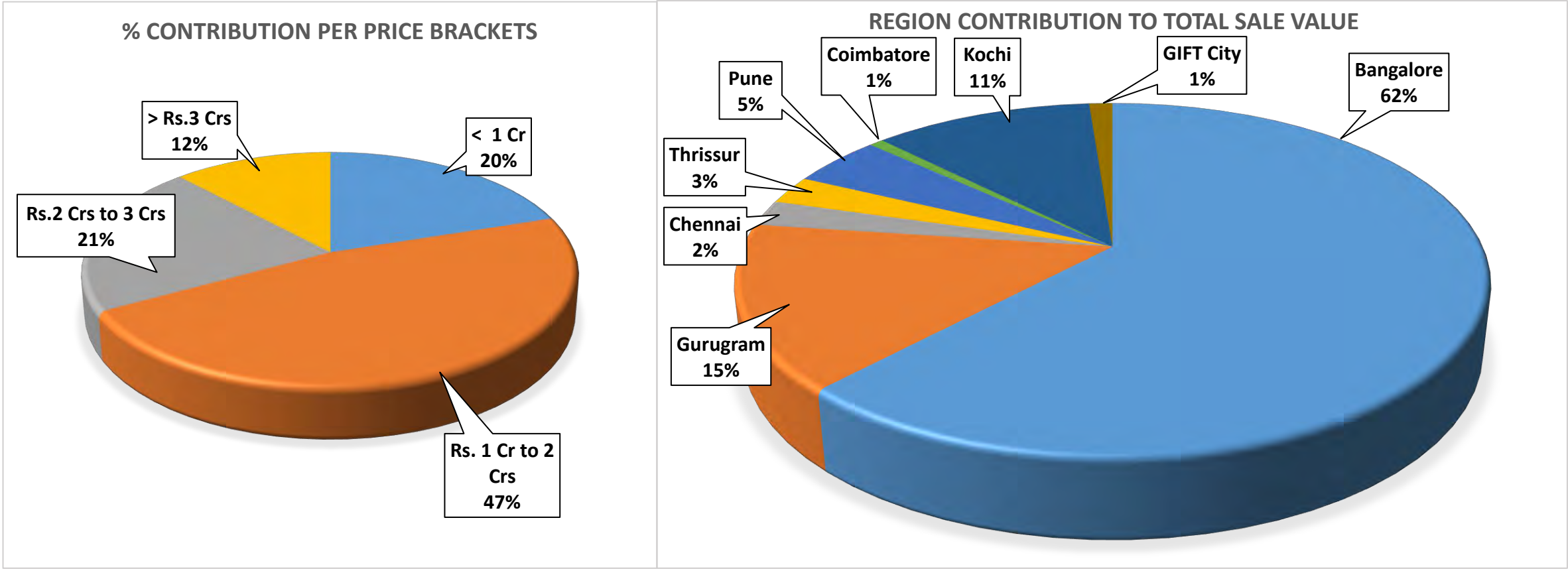
Region	FY 2020-21				FY 2019-20			
	Area Sold	Total Sale Value	Total Average Price Realization	Sobha Share of Sale Value	Area Sold	Total Sale Value	Total Average Price Realization	Sobha Share of Sale Value
	in Sq Feet	in Rs Mns	Rs / Sq Feet	in Rs Mns	in Sq Feet	in Rs Mns	Rs / Sq Feet	in Rs Mns
Bangalore	2,702,120	20,306	7,515	16,712	3,002,161	21,104	7,030	17,596
Gurugram	373,058	3,599	9,648	2,520	237,383	2,331	9,821	1,650
Chennai	125,072	892	7,133	892	212,091	1,184	5,582	1,148
Mysore	34,056	71	2,073	50	63,608	137	2,147	107
Kochi	395,527	3,811	9,636	1,947	155,626	1,451	9,326	843
GIFT City	66,843	374	5,593	374	126,573	708	5,593	708
Thrissur	150,156	1,079	7,184	1,079	101,048	662	6,551	662
Pune	93,580	863	9,221	863	65,376	593	9,069	593
Kozhikode	16,452	110	6,709	90	33,857	273	8,077	216
Coimbatore	56,517	267	4,724	231	73,981	362	4,898	303
<b>Total</b>	<b>4,013,381</b>	<b>31,372</b>	<b>7,817</b>	<b>24,759</b>	<b>4,071,704</b>	<b>28,806</b>	<b>7,075</b>	<b>23,827</b>

➤ **BEST EVER TOTAL SALE VALUE OF RS. 31.37 BN RECORDED DURING FY-21**

City wise Sale Value Comparison (in Rs. Mns)



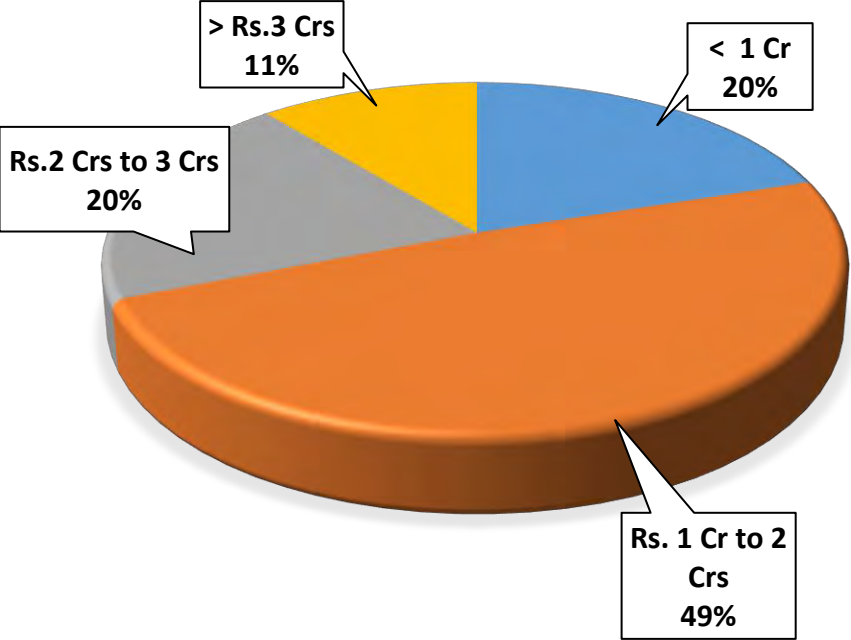
# SALES VALUE PERFORMANCE Q4 - 21 (Price Band and Region category)



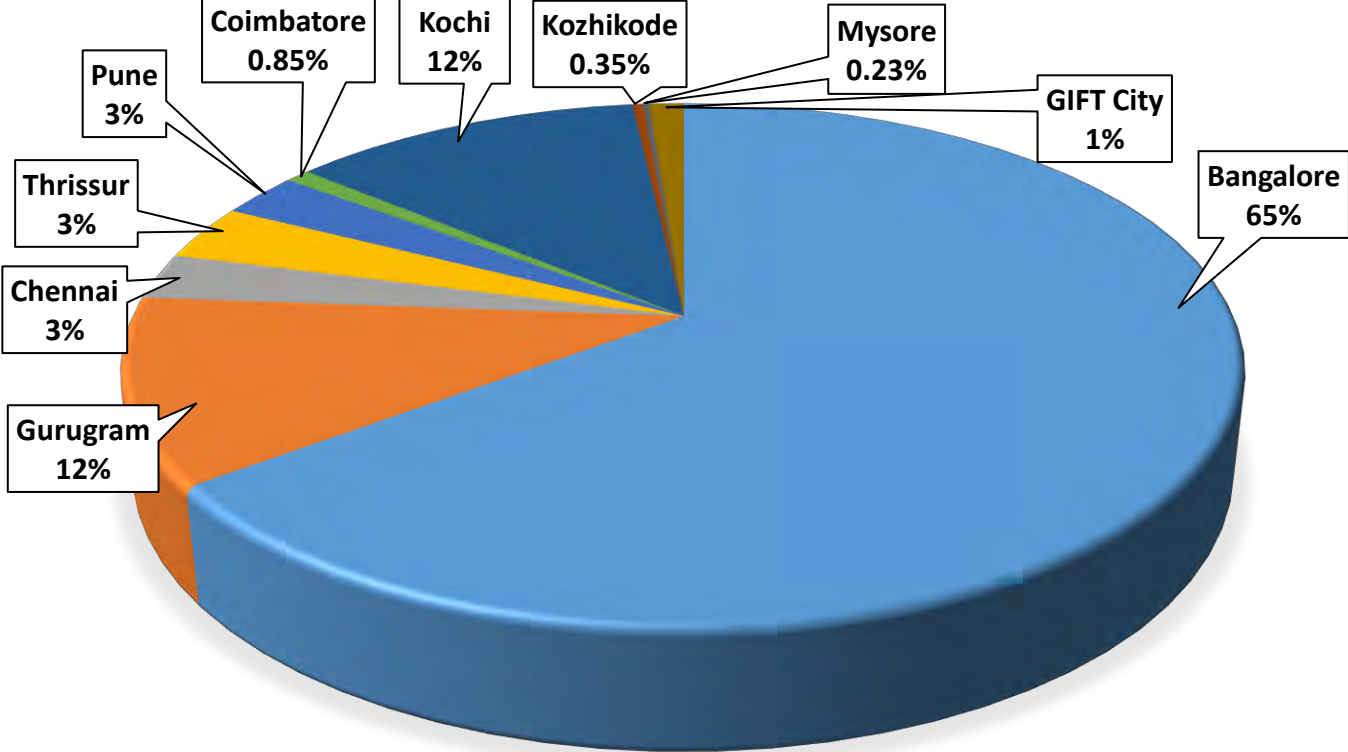
❖ We continue to see good demand for our luxury products, same trend was witnessed during the recent quarters.

# SALES VALUE PERFORMANCE FY 2020-21 (Price Band and Region category)

% CONTRIBUTION PER PRICE BRACKETS



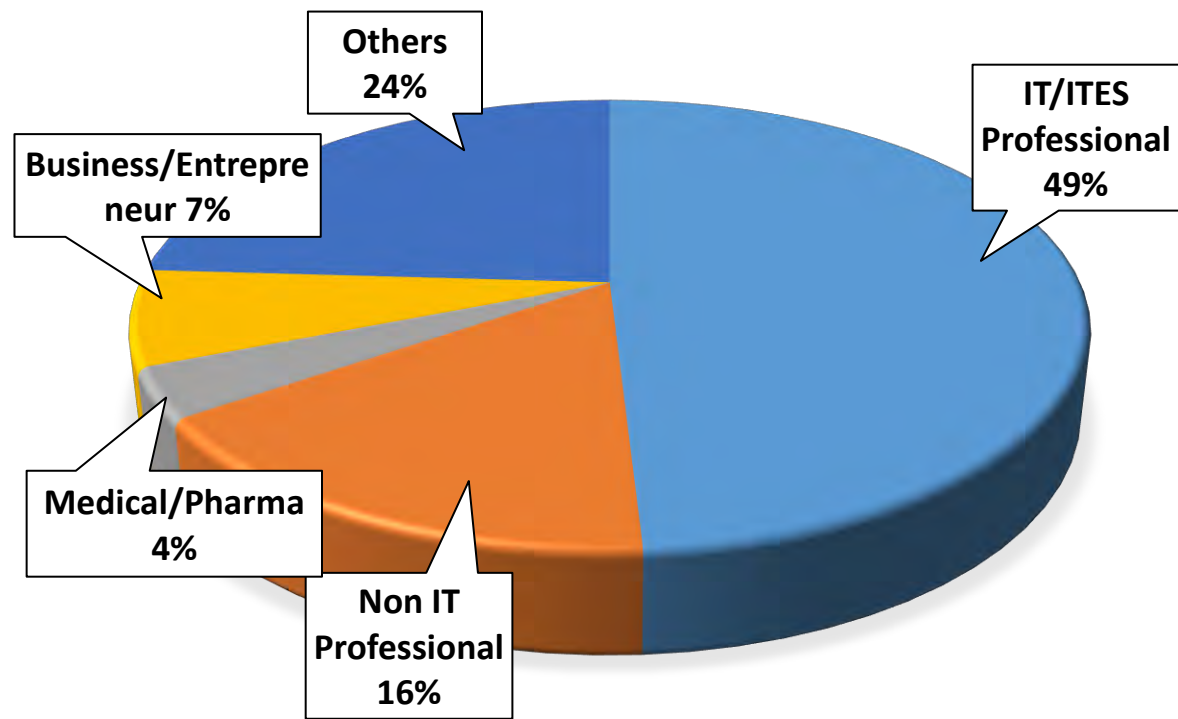
REGION CONTRIBUTION TO TOTAL SALE VALUE



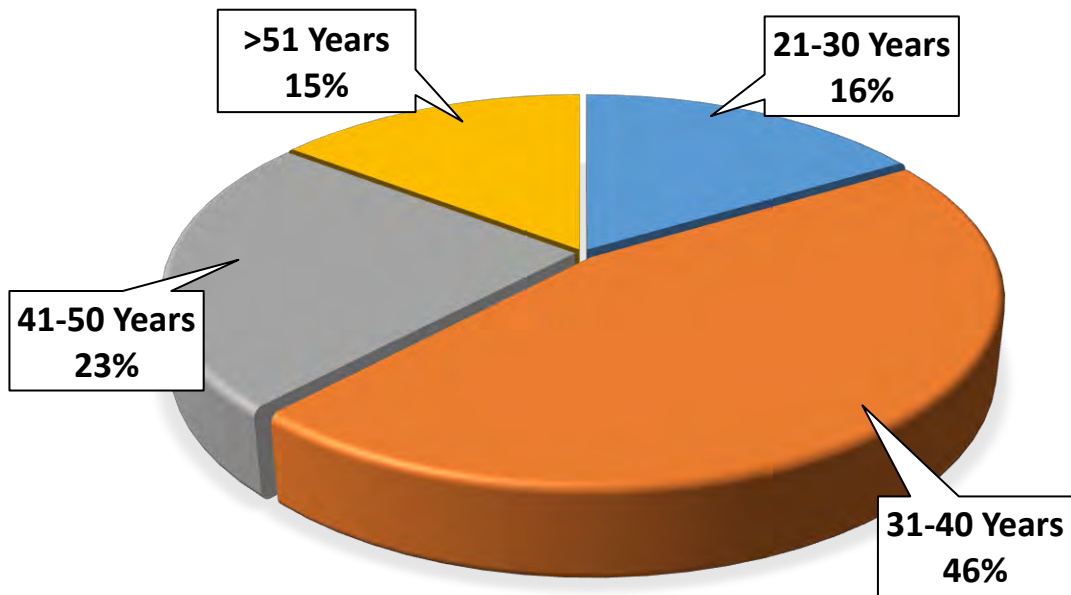
# BUYER PROFILE: 12 Months Rolling



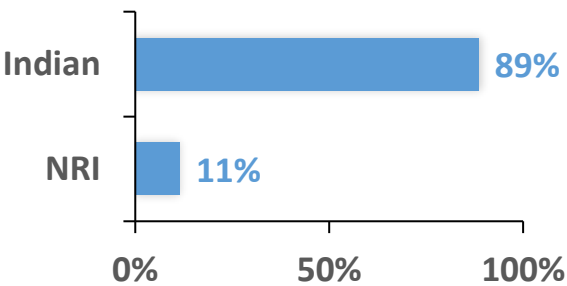
PROFESSION-WISE BREAKUP



BUYERS AGE-WISE BREAKUP



RESIDENTIAL STATUS



# FINANCIAL HIGHLIGHTS:

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- During FY-21, real estate revenues were lower due to IND AS115 revenue recognition methodology followed by Sobha under which, revenues are recognised on unit handover after 100% project completion.
- Out of the cumulative sales done in residential business as on 31.03.2021 there is a balance revenue of Rs. 67.83 billion to be recognised in our books of accounts, gives good visibility of revenue recognition in coming years.
- Contractual and manufacturing revenues during FY-21 were lower due to COVID-19 impact, however we believe the same will improve with healthy order book of Rs. 20.69 billion as on March 2021.
- Margins have remained healthy due to cost saving across all project costs parameters adopted by the company, along with Sales & Marketing functions being optimised.

## FINANCIAL HIGHLIGHTS: (Contd)

- **Total income for Q4-21 stands at Rs 5.66 billion.**
- **Contractual and manufacturing vertical revenue for Q4-21 stands at Rs. 2.64 billion which is up by 20% compared to Q3-21.**
- **EBITDA for the Q4-21 stands at Rs. 1.16 billion. Margin at 21% and PAT for the Q4-21 stands at Rs. 0.19 billion.**
- **Total income for FY-21 stands at Rs 21.60 billion.**
- **EBITDA for FY-21 stands at Rs. 4.91 billion. Margin at 23% and PAT for FY-21 stands at Rs. 0.63 billion.**
- **Debt Equity stands at 1.17 as on March 2021 as compared to 1.24 as on March 2020.**
- **Interest rate has reduced by 65 basis points as on March 2021 compared to March 2020, stands at 9.04%.**

# PROFIT & LOSS STATEMENT

Amount Rs.in Millions

PARTICULARS	Q4-21	Q4-20	Q3-21	FY-21	FY-20
Real Estate Revenue	2,899	4,307	4,641	13,103	22,801
Contractual & Manufacturing Revenue	2,635	4,794	2,203	7,995	14,738
Other Income *	129	108	91	499	391
<b>Total Income</b>	<b>5,663</b>	<b>9,209</b>	<b>6,935</b>	<b>21,597</b>	<b>37,930</b>
Total Expenditure	4,499	7,365	5,557	16,689	29,617
<b>EBIDTA</b>	<b>1,164</b>	<b>1,844</b>	<b>1,378</b>	<b>4,908</b>	<b>8,313</b>
EBIDTA Margin	21%	20%	20%	23%	22%
Depreciation	203	187	206	794	725
Finance Expenses **	815	843	849	3,362	3,258
<b>Profit Before Tax</b>	<b>146</b>	<b>814</b>	<b>323</b>	<b>752</b>	<b>4,330</b>
PBT Margin	3%	9%	5%	3%	11%
Tax Expenses (Provision)	(33)	307	107	129	1,515
<b>PAT after share of associates</b>	<b>179</b>	<b>507</b>	<b>216</b>	<b>623</b>	<b>2,815</b>
Other comprehensive income (net of tax expense)	7	(1)	(7)	7	5
<b>Net Profit</b>	<b>186</b>	<b>506</b>	<b>209</b>	<b>630</b>	<b>2,820</b>
Net Profit Margin	3%	5%	3%	3%	7%

\* Other Income excludes notional interest income on unwinding of discount on JDA deposits as per Ind AS 109.

\*\* Finance Expenses excludes notional interest accrued on advance from customers as per Ind AS 115.

# CONSOLIDATED BALANCE SHEET

Amount Rs.in Millions

PARTICULARS	31'Mar 2021	31'Mar 2020
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, Plant and equipment	4,415	4,631
Investment Property	3,529	1,881
Investment Property under construction	701	2,323
Right of use assets	157	128
Intangible assets	232	232
<b>Financial assets</b>		
Investments	1,143	1,143
Trade Receivables	424	141
Other Non-current financial assets	1,418	162
Other non-current assets	5,201	5,180
Current tax assets (net)	97	113
Deferred tax assets (net)	19	21
<b>TOTAL</b>	<b>17,336</b>	<b>15,955</b>
<b>Current Assets</b>		
Inventories	71,246	67,045
<b>Financial Assets</b>		
Trade receivables	1,937	3,604
Cash and cash equivalents	1,637	675
Bank balance other than Cash & cash equivalents	404	209
Other Current financial assets	5,718	8,311
Other current assets	13,823	14,323
<b>TOTAL</b>	<b>94,765</b>	<b>94,168</b>
<b>TOTAL ASSETS</b>	<b>112,101</b>	<b>110,123</b>

PARTICULARS	31'Mar 2021	31'Mar 2020
<b>EQUITY &amp; LIABILITIES</b>		
<b>Equity</b>		
Equity Share Capital	948	948
Other Equity	23,329	23,364
<b>Total Equity</b>	<b>24,277</b>	<b>24,312</b>
<b>Non-Current Liabilities</b>		
Financial Liabilities		
Borrowings	3,505	2,378
Lease liabilities	68	61
Provisions	151	145
Deferred tax liabilities (net)	342	311
<b>TOTAL</b>	<b>4,066</b>	<b>2,895</b>
<b>Current Liabilities</b>		
Financial Liabilities		
Borrowings	26,396	28,625
Lease liabilities	62	74
Trade payables	7,318	9,567
Other Current financial liabilities	6,563	4,937
Other current liabilities	43,193	39,293
Liabilities for current tax (net)	87	269
Provisions	139	151
<b>TOTAL</b>	<b>83,758</b>	<b>82,916</b>
<b>Total Liabilities</b>	<b>87,824</b>	<b>85,811</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>112,101</b>	<b>110,123</b>



# REAL ESTATE - PROJECTS PORTFOLIO

Total Developable / Leasable Area in Mn sqft

CITY	COMPLETED	ONGOING	FORTHCOMING
Bengaluru *	46.32	15.74	7.03
Mysore	1.58	-	-
Gurugram	1.56	5.46	1.75
Delhi	-	-	1.06
Kochi	-	3.20	-
Thrissur *	2.90	1.34	0.60
Kozhikode	-	1.07	-
Trivandrum	-	-	0.65
Chennai	1.68	1.30	0.29
Coimbatore	3.73	0.61	-
Hosur	-	-	1.31
GIFT City	-	0.71	0.33
Pune	1.20	0.68	-
Hyderabad	-	-	0.65
<b>Total</b>	<b>58.97</b>	<b>30.11</b>	<b>13.67</b>

➤ Completed Real Estate projects located across **7 cities**, with Total development of **58.97 mn sqft** and Super Built-up area of **44.84 mn sqft**

➤ Under construction projects located across **9 cities**, with Total developable area of **30.11 mn sqft** and Super Built-up area of **21.88 mn sqft**

➤ Forthcoming residential projects located across **9 cities**, with Total Super Built-up area of **13.67 mn sqft**.  
 ➤ \*(includes) Proposed Commercial projects in Bangalore and Thrissur with Total Leasable Area of **0.29 and 0.03 mn sqft** respectively

**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)
<b>Real Estate - Forthcoming</b>		
Bangalore	8	6.74
Chennai	1	0.29
Hosur	1	1.31
Delhi	1	1.06
Gurugram	1	1.75
Thrissur	1	0.57
Hyderabad	1	0.65
GIFT City	1	0.33
Trivandrum	1	0.65
<b>Sub Total</b>	<b>16</b>	<b>13.35</b>

<b>Commercial Portfolio (Total Leasable Area)</b>		
Bangalore	1	0.29
Thrissur	1	0.03
<b>Sub Total</b>	<b>2</b>	<b>0.32</b>

<b>Grand Total</b>	<b>18</b>	<b>13.67</b>
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Note:

- Above mentioned forthcoming launches are from our existing land bank. Balance land payments will be made through our internal accruals and not through any fresh debt.
- Salable area for the forthcoming projects may change based on final approvals.

## Ongoing Projects - RERA registration status :

Location	No of projects applied for RERA	No of projects approved by RERA
Bangalore	74	72
Mysore	1	1
Gurugram	6	6
Pune	3	3
GIFT City	1	1
Chennai	4	4
Coimbatore	1	1
Thrissur	3	3
Kozhikode	2	2
Kochi	4	4
<b>Total</b>	<b>99</b>	<b>97</b>

- 99 projects registered under RERA and 97 project approval received.

Unsold Area from Area offered for sale in Ongoing projects	8.56 mn sft
Unsold area from ongoing projects - not offered for sale	7.10 mn sft
Future Launches	13.35 mn sft
<b>TOTAL INVENTORY AVAILABLE FOR SALE IN FUTURE</b>	<b>29.01 mn sft</b>

**Overall area delivered since inception: 53.33 million square feet**

**Order book value as of 31<sup>st</sup> March 2021: Rs 20.69 billion**

## Contractual Ongoing Project Details as of 31<sup>st</sup> March 2021

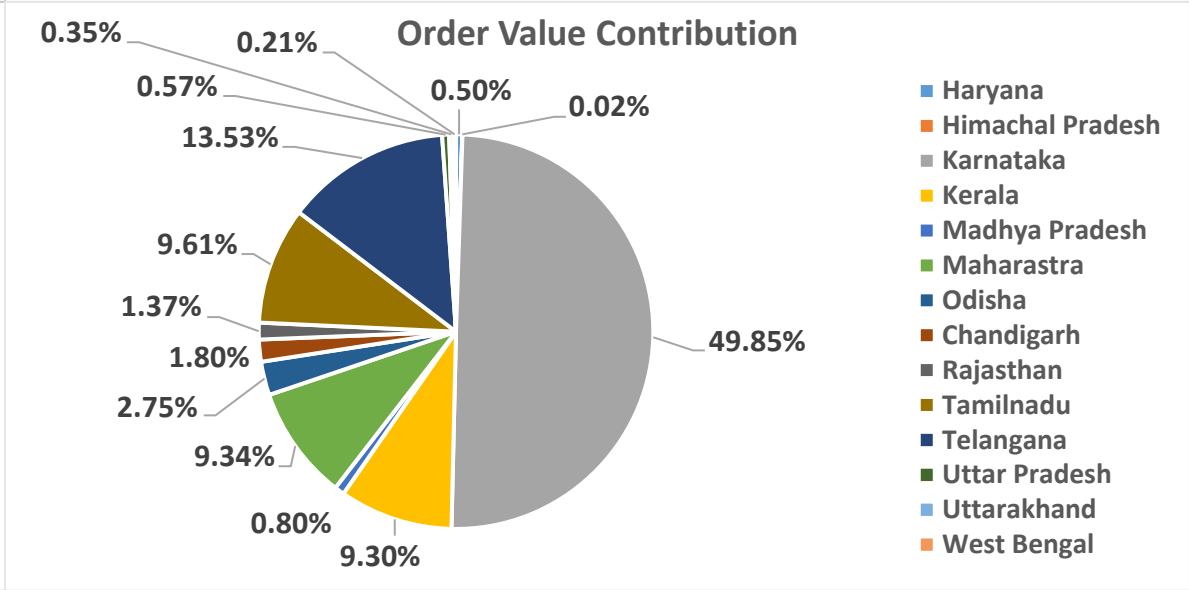
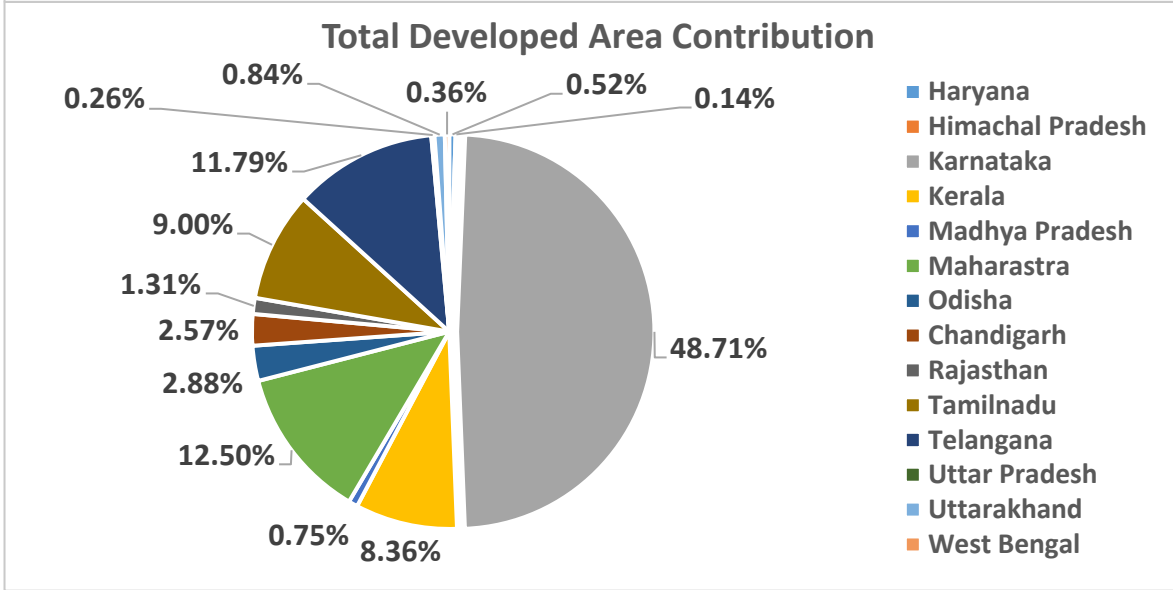
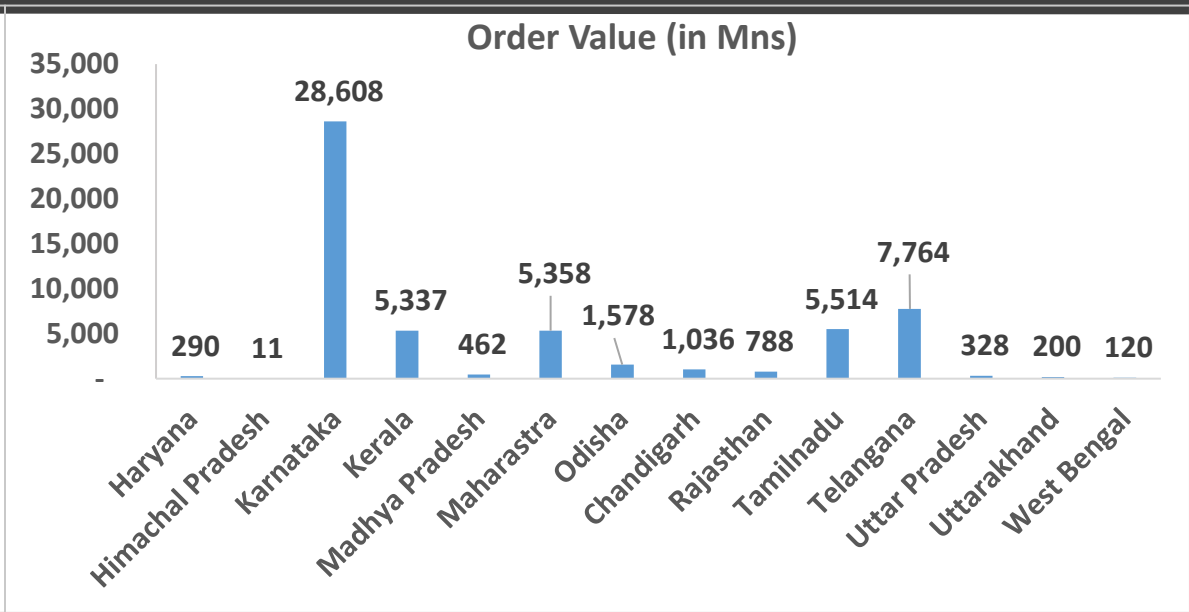
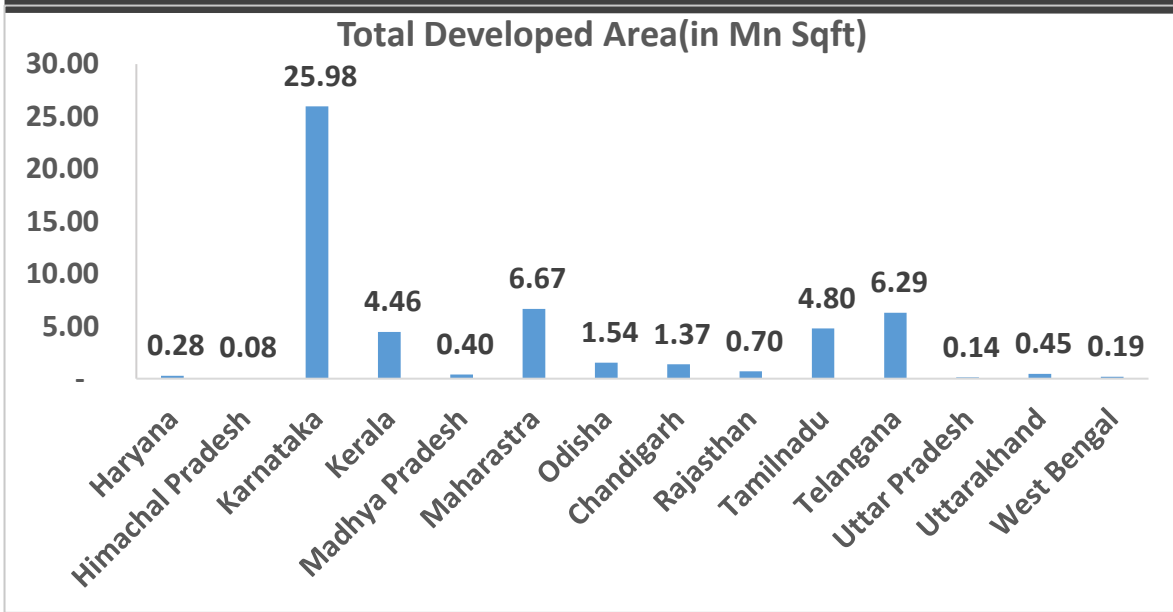
Sl No	Location	Built-up area (Mn Sqft)
1	Bangalore	1.53
2	Bhubaneshwar	0.01
3	Chennai	0.12
4	Cochin	0.09
5	Nagpur	0.40
6	Indore	0.37
7	Mysore	0.29
8	Pune	0.07
9	Trivandrum	2.76
<b>Total</b>		<b>5.64</b>

## Contractual Revenue & Collection Details as of 31<sup>st</sup> March 2021

*Amount in Rs. Billions*

Particulars	FY - 21	FY - 20
<b>Revenue</b>		
Contracts	5.33	10.18
Manufacturing	2.67	4.56
<b>Total</b>	<b>8.00</b>	<b>14.74</b>
<b>Collections</b>		
Contracts	5.45	8.09
Manufacturing	3.15	4.74
<b>Total</b>	<b>8.60</b>	<b>12.83</b>

# CONTRACTS: Completed Projects region wise contribution details



# MANUFACTURING DIVISION PERFORMANCE

- **SOBHA – Only Real Estate Company in India with Aatma Nirbhar (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-21):-	Rs. 1.45 Bns	Turnover (FY-21):-	Rs. 0.80 Bns	Turnover (FY-21):-	Rs. 0.41 Bns
No. of Employees	119	No. of Employees	177	No. of Employees	16
Factory Area	0.30 Mn sqft	Factory Area	0.80 Mn sqft	Factory Area	0.40 Mn sqft
<b><u>PRODUCTS:-</u></b> <ul style="list-style-type: none"> <li>➤ Metal/Steel fabrication works</li> <li>➤ Aluminum doors &amp; windows, structures</li> <li>➤ Glass works</li> </ul>		<b><u>PRODUCTS:-</u></b> <ul style="list-style-type: none"> <li>➤ Manufacturing wood based products such as doors, windows, paneling, cabinets, cupboards &amp; loose furniture.</li> <li>➤ Manufacture of Economy, Deluxe, Super Deluxe &amp; Premium Mattresses from furnishing division</li> </ul>		<b><u>PRODUCTS:-</u></b> <ul style="list-style-type: none"> <li>➤ Manufacture of wide range of concrete products such as concrete blocks, pavers, kerbstones, water drainage channels, paving slabs and elite landscape products</li> <li>➤ Glass Fiber Reinforced Concrete</li> </ul>	

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



# 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, Bangalore	Completed	80%	225,334	150,974
<b>Sub Total</b>			<b>563,827</b>	<b>409,221</b>
Sobha City Athena, Bangalore	Ongoing	-	28,863	28,863
<b>Sub Total</b>			<b>28,863</b>	<b>28,863</b>
Yadavanahalli, E.City Bangalore	Forthcoming	-	292,723	292,723
Metropolis - Phase 2, Thrissur	Forthcoming	-	27,607	27,607
<b>Sub Total</b>			<b>320,330</b>	<b>320,330</b>
<b>Grand Total</b>			<b>913,021</b>	<b>758,414</b>

Sobha City Mall, Thrissur – Completed



One Sobha, Bangalore- Completed





# SOBHA DREAM ACRES PROJECT STATUS

Total Developable Area Launched	7.43 mn sqft	Total SBA launched for sale as on Mar – 2021	5.66 mn sqft
		Total SBA Sold till Mar – 2021	5.30 mn sqft
Area Completed till Mar - 2021	5.12 mn sqft	Percentage sold	94 %

**Sobha Dream Acres Wing 25 & 26, Bangalore**



**Sobha Dream Acres Wing 35, 36, 37 & 38, Bangalore**





## NEW LAUNCHES DURING Q4-21:





# NEW LAUNCHES DURING Q4-21: (Contd)

## Sobha Windsor, Bangalore.

Co-Working space at Sobha Windsor, Bangalore.



Chronos Crossway  
Sobha Windsor, Bangalore.



Amphitheatre at Sobha Windsor, Bangalore.





# NEW LAUNCHES DURING Q4-21: (Contd)

Sobha Metropolis, Thrissur.

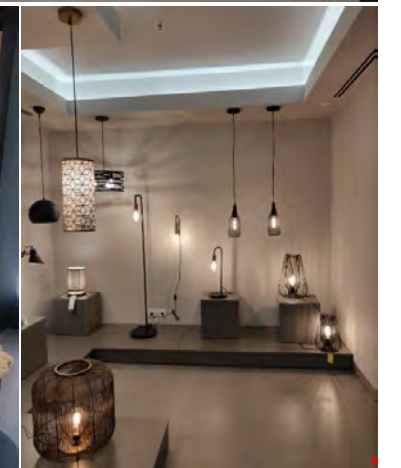
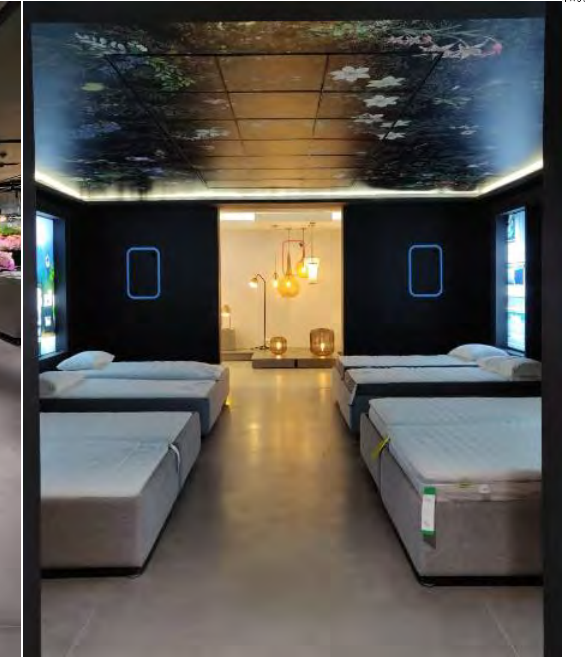


Sobha Chartered Woodpecker, Bangalore.





# “metercube”: Flagship store launched at 1 SOBHA, St Marks Road, Bangalore.





# ONGOING PROJECTS

Sobha Dream Gardens, Wing 06, Bangalore



Sobha Winchester Block 3 & 4, Chennai (Near Completion)





# ONGOING PROJECTS (Contd)

**Sobha HRC Pristine, Wing 1 to 5, Bangalore**



**Sobha Palm Court, Block 2, Bangalore (Near completion)**





# ONGOING PROJECTS (Contd)

**Sobha Lake Gardens, Tower 8, Bangalore**



**Sobha Royal Pavilion Wings 4 to 7, Bangalore**





# COMPLETED RESIDENTIAL PROJECTS DURING FY-21:



SOBHA 25 Richmond, Bangalore

SOBHA Arena - The Square, Bangalore

SOBHA Dream Acres Wing 27 & 28 Bangalore





# COMPLETED CONTRACTUAL PROJECTS DURING FY-21:

**Infosys SEZ,  
Bangalore**



**Infosys SEZ  
Bangalore**

**Biocon Biologics Manufacturing Plant (B3), Bangalore**





# BOARD OF DIRECTORS



**Ravi PNC Menon**  
**Chairman**

- Over 16 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 38 years of experience in diversified industries such as automobiles, textiles, steel & real estate.
- A qualified Chartered Accountant and Company Secretary with a Bachelor's degree in Commerce (Honors) from St Xavier's college, Calcutta



**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 48 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 36 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 24 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**  
**Independent 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 31<sup>st</sup> March 2021

# AWARDS AND RECOGNITIONS FY 2020-21:

## THE ISPE FOYA COMMITTEE HAS RECOGNIZED BIOCON BIOLOGICS MANUFACTURING PLANT (B3) AS 2021 HONOURABLE MENTION WINNER IN THE PROJECT EXECUTION CATEGORY.

It's a matter of great pride that the Contracts (non-Infosys) vertical of SOBHA Ltd. has successfully constructed Biocon Biologics Manufacturing plant (B3) project in Bangalore. This state-of-the-art project has clearly demonstrated focus on sustainability, excellent design approach, and flawless execution with positive safety performance.

- ♦ The project could be completed using 3 million labour hours with zero lost time incidents!
- ♦ The facility includes a 170,500 sq feet manufacturing area.
- ♦ It has 144,000 sq feet lab area which is one of the largest biologics manufacturing facilities in India.

The ISPE (International Society for Pharmaceutical Engineering) FOYA (Facility of the Year Awards) committee has recognized this project as 2021 Honourable Mention Winner in the Project Execution category.



## IT'S A MATTER OF GREAT PRIDE THAT BUREAU VERITAS HAS AUDITED AND FOUND THE ENVIRONMENTAL, OCCUPATIONAL, HEALTH & SAFETY MANAGEMENT SYSTEM OF **SOBHA LIMITED** MEETING STANDARD REQUIREMENTS OF **ISO 14001:2015 AND ISO 45001:2018**

**ISO 14001:2015** is intended for use by an organization seeking to manage its environmental responsibilities in a systematic manner. **ISO 45001:2018** helps an organization to achieve the intended outcomes of its OH&S (occupational health and safety) management system.

## OUTSTANDING PERFORMANCE IN BEST SAFE PRACTICES DURING THE YEAR 2020

SOBHA Limited has been awarded the First Prize in the category "Outstanding Performance in Best Safe Practices during the year 2020" for the **Project - SOBHA Royal Pavilion, Bengaluru** by Government of Karnataka, State Safety Institute.





# MILESTONES



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

FY09

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

FY10

- 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

FY11

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

FY12

- 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

FY13

- 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 2<sup>nd</sup> best Investor Relations Company by the Institutional Investor magazine

FY14

- 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 Atlantis

FY15

- 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'

FY16

- 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).

FY17

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

FY18

- Voted as TOP BRAND for the 4<sup>th</sup> consecutive year by Track2Realty Report 2018.
- Successfully crossed 100 mn sqft in project execution.
- Completed 103.88 mn sqft of total developable area since inception

FY19

- Entered into Furniture business with the launch of metercube brand.
- Entered into new residential markets - Hyderabad and Trivandrum.
- Achieved record Sale volume Collections and Income.

FY20

- Recorded one of the best Sales performance despite challenging Macro environment.
- Recorder best Cashflows despite the impact of Pandemic on business operations.
- Launched exclusive showroom of metercube brand at One Sobha mall Bangalore.

FY21



# ANNEXURES

# REAL ESTATE ONGOING PROJECTS AS OF 31<sup>st</sup> Mar 2021

Sl. 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 Rajvilas	Bangalore	Apartments	JV	0.37	0.36	0.20	Area share	Mar-25
2	Sobha Dream Garden Phase-1 (Wing 8&9)	Bangalore	Apartments	JV	0.39	0.37	0.26	Area share	Nov-24
3	Sobha Dream Garden Phase 2 Wing 5,6&7	Bangalore	Apartments	JV	0.53	0.53	0.37	Area share	Nov-24
4	Sobha Arena - The Square (Block 4)	Bangalore	Apartments	JV	0.47	0.32	0.32	Revenue share	Sep-22
5	Sobha Arena - Pebble Court (Block 1)	Bangalore	Apartments	JV	0.38	0.26	0.26		Jan-23
6	Sobha Morzaria Grandeur-2(W1)	Bangalore	Apartments	JV	0.10	0.08	0.08	Revenue share	Feb-22
7	Sobha Palm Court	Bangalore	Apartments	JV	0.71	0.51	0.42	Revenue share	Feb-22
8	Sobha HRC Pristine Phase 1 Block 1	Bangalore	Apartments	JV	0.49	0.29	0.29	Revenue share	Apr-23
9	Sobha HRC Pristine Phase 2 Block 2	Bangalore	Apartments	JV	0.49	0.29	0.29		Apr-23
10	Sobha HRC Pristine Phase 3 Block 3	Bangalore	Apartments	JV	0.30	0.18	0.18		Apr-23
11	Sobha HRC Pristine Phase 4 Block 4&5	Bangalore	Apartments	JV	0.04	0.04	0.04	Revenue share	Apr-23
12	Sobha Lake Garden Phase 1	Bangalore	Apartments	JV	0.60	0.46	0.46	Revenue share	Feb-24
13	Sobha Lake Garden Phase 2	Bangalore	Apartments	JV	0.56	0.43	0.43		Dec-24
14	Sobha Silicon Oasis Phase 4 Wing 9	Bangalore	Apartments	Own	0.19	0.13	0.13	Own	Oct-21
15	Sobha Silicon Oasis Phase 5 Wing 10&11	Bangalore	Apartments	Own	0.44	0.31	0.31	Own	Oct-21

# REAL ESTATE ONGOING PROJECTS AS OF 31<sup>st</sup> Mar 2021

Sl. 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>								
16	Sobha Dream Acres - Tropical Greens Phase-26 Wing 35,36,37&38	Bangalore	Apartments	Own	0.66	0.50	0.50	Own	Sep-24
17	Sobha Dream Acres - Tropical Greens Phase-23 Wing 25,26,27&28	Bangalore	Apartments	Own	0.63	0.48	0.48	Own	Sep-24
18	Sobha Dream Acres - Tropical Greens Phase-24 Wing 29&30	Bangalore	Apartments	Own	0.32	0.24	0.24	Own	Mar-25
19	Sobha Dream Acres - Wing 50	Bangalore	Apartments	Own	0.08	0.06	0.06	Own	Mar-23
20	Sobha Dream Acres - Tropical Greens Phase-25 Wing 32,33&34	Bangalore	Apartments	Own	0.58	0.42	0.42	Own	Mar-25
21	Sobha Forest Edge	Bangalore	Apartments	Own	0.60	0.45	0.45	Own	Jun-23
22	Sobha Royal Pavilion Phase 1 Wing 6 & 7	Bangalore	Apartments	JV	0.42	0.25	0.25	Revenue Share	Jun-24
23	Sobha Royal Pavilion Phase 2 Wing 4 & 5	Bangalore	Apartments	JV	0.28	0.24	0.24	Revenue Share	Jun-24
24	Sobha Royal Pavilion Phase 3 Wing 16	Bangalore	Apartments	JV	0.42	0.25	0.25	Revenue Share	Jun-24
25	Sobha Royal Pavilion Phase 4 Wing 1, 2 & 3	Bangalore	Apartments	JV	0.56	0.37	0.37	Revenue Share	Jun-24
26	Sobha Royal Pavilion Phase 5 Wing 8 & 9	Bangalore	Apartments	JV	0.42	0.25	0.25	Revenue Share	Jun-26
27	Sobha Royal Pavilion Phase 6 Wing 10 & 11	Bangalore	Apartments	JV	0.28	0.24	0.24	Revenue Share	Jun-26
28	Sobha Royal Pavilion Phase 7 Wing 12, 13 & 14	Bangalore	Apartments	JV	0.56	0.37	0.37	Revenue Share	Jun-26
29	Sobha Royal Pavilion Phase 8 Wing 15	Bangalore	Apartments	JV	0.42	0.25	0.25	Revenue Share	Jun-26
30	Sobha City - Athena	Bangalore	Apartments	Own	0.16	0.12	0.12	Own	Mar-27

# REAL ESTATE ONGOING PROJECTS AS OF 31<sup>st</sup> Mar 2021

Sl. 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>								
31	Sobha Windsor Phase 1, Wing 1 & 2	Bangalore	Apartments	Own	0.35	0.28	0.28	Own	Nov-25
32	Sobha Windsor Phase 2, Wing 3, 4 & 5	Bangalore	Apartments	Own	0.42	0.34	0.34	Own	Apr-26
33	Sobha Windsor Phase 3, Wing 6, 7 & 8	Bangalore	Apartments	Own	0.41	0.33	0.33	Own	Sep-27
34	Sobha Windsor Phase 4, Wing 9, 10 & 11	Bangalore	Apartments	Own	0.50	0.40	0.40	Own	Mar-28
35	Sobha Winchester	Chennai	Apartments	JV	0.70	0.51	0.38	Area Share	Aug-21
36	Sobha Gardenia	Chennai	Villas	JV	0.30	0.19	0.12	Area Share	Aug-22
37	Sobha Blossom	Chennai	Plots	Own	0.30	0.18	0.18	Own	Jun-22
38	Sobha Verdure	Coimbatore	Row Houses	Own	0.14	0.10	0.10	Own	Jan-23
39	Sobha City - Tower A1,B1,C1	Gurugram	Apartments	JV	0.58	0.46	0.46	Revenue share	May-22
40	Sobha City - Tower A2,B2,C2	Gurugram	Apartments	JV	0.58	0.46	0.46		Nov-22
41	Sobha City - Tower C3	Gurugram	Apartments	JV	0.27	0.21	0.21	Revenue share	Apr-23
42	Sobha City - Tower C4	Gurugram	Apartments	JV	0.26	0.21	0.21	Revenue share	Apr-24
43	Sobha City - Towers A3, B3, A4 & B4	Gurugram	Apartments	JV	0.68	0.49	0.49	Revenue Share	Jun-25
44	Sobha City - Towers C5, C6	Gurugram	Apartments	JV	0.55	0.42	0.42	Revenue Share	Dec-26
45	Sobha Dream Heights	Gift City	Apartments	Own	0.71	0.52	0.52	Own	Sep-24
46	Sobha Nesara, Block 1	Pune	Apartments	Own	0.17	0.12	0.12	Own	Sep-24
47	Sobha Nesara, Block 2	Pune	Apartments	Own	0.23	0.17	0.17		
48	Sobha Nesara, Block 3	Pune	Apartments	Own	0.28	0.21	0.21		

# REAL ESTATE ONGOING PROJECTS AS OF 31<sup>st</sup> Mar 2021

Sl. 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>								
49	Sobha Lake Edge	Thrissur	Apartments	Own	0.29	0.24	0.24	Own	Jun-24
50	Sobha Silver Estate	Thrissur	Villas	Own	0.31	0.20	0.20	Own	Jun-24
51	Sobha Metropolis Phase 1	Thrissur	Apartments	Own	0.74	0.57	0.57	Own	Dec-26
52	Sobha Bela Encosta	Kozhikode	Villas	JV	0.43	0.21	0.21	Revenue Share	Jun-26
53	Sobha Rio Vista	Kozhikode	Apartments	JV	0.64	0.51	0.51	Revenue Share	Jun-27
54	Sobha Atlantis	Kochi	Apartments	JV	1.11	0.89	0.89	Revenue Share	Jun-26
55	Marina One - Wing 3, 4, & 12	Kochi	Apartments	Co-ownership	1.07	0.85	0.85	Co-ownership	Jun-25
56	Marina One - Wing 2	Kochi	Apartments	Co-ownership	0.46	0.37	0.37		Jun-27
57	Marina One - Wing 5 & 11	Kochi	Apartments	Co-ownership	0.56	0.46	0.46		Jun-27
	Total				25.49	18.95	18.23		
II	<u>Ongoing Projects - DM Model</u>								
1	Sobha Sterling Infinia	Bangalore	Apartments	DM	0.30	0.23	0.23	DM	NA
2	Sobha Chartered Woodpecker	Bangalore	Plots	DM	0.34	0.25	0.25	DM	NA
	Total				0.64	0.48	0.48		
III	<u>Ongoing Projects - RERA registration 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	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		
	GRAND TOTAL				30.11	21.90	20.47		



# THANK YOU



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