



**Investor Presentation**  
**March 2022**

*Artistic Impression of Row Houses at SOBHA Victoria Park*

# Key Performance Highlights – Q4 FY-22

## Robust Operational Cashflow enabled Debt Reduction

- Highest ever quarterly cash inflow of Rs. 12.91 billion in Q4-22, up by 32% from Q4-21 & 22% from Q3-22
- Highest ever Real Estate cash inflow of Rs 10.60 billion in Q4-22, up by 48% from Q4-21 & 26% from Q3-22. Improvement in project progress related milestone collections boosted cash inflow
- Reduced Net Debt by Rs. 3.17 billion Q4-22, highest ever reduction in a quarter, taking the Net Debt down to Rs. 23.37 billion; Net Debt to Equity is down to 0.93 from 1.07 in Q3-22 & 1.17 in Q4-21. Net Debt reduced by a total of Rs. 5.16 billion in FY-22
- Cost of debt also reduced to 8.40%, lowest ever for the Company

## Steady Real Estate Sales achievement during the quarter

- Realized highest ever quarterly sales value of Rs. 11.10 billion with a sales volume of 1.34 mn sft.
- Achieved an average price of Rs. 8,265 per sft, which is the highest till date
- Bengaluru & Gurugram sales continue to perform, with Pune, GIFT City, Kochi, Chennai being steady
- Launched 'Sobha Brooklyn Towers Wing 3' in Bengaluru with Super Built-up Area of 197,036 sft.



# Key Performance Highlights – Q4 FY-22

## Increased Delivery led to higher Revenue

- Total Revenue stood at 7.60 billion, up by 34% from Q4-21
- EBITDA is at Rs. 1.19 billion, with an EBITDA margin of 16%
- PAT is at Rs. 0.26 billion, up by 40% from Q4-21
- Completed 4.1 mn sft of builtup area both in Real Estate & contractual projects in the quarter

## Structuring for disciplined growth

- Relentless focus on operational management balancing all aspects of the business
- Receivables of Rs. 53.87 billion from sold units, covers more than the required financial commitment of delivery of the launched projects
- Completed and unsold inventory is 0.37 million sq.ft, reduced from 0.44 million sq.ft at the end of Q3-22
- Good visibility of launch pipeline in FY 2023 & 2024 to capture the elevated demand outlook

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# Cashflow Highlights (Q4-22)

## Total cash inflow

- Rs 12.91 billion - highest since inception
- Up by 32% (Q4-21) and 22% (Q3-22)

## Real Estate Cash inflow

- Rs 10.60 billion - highest since inception
- 48% (Q4-21) and 26% (Q3-22)

## Operating Cashflow

- Rs 4.00 billion
- Up by 71% (Q4-21) and 92% (Q3-22)

## Net debt

- Reduced by Rs. 3.17 billion to Rs. 23.37 billion
- QoQ reduction by 13%

## Borrowing cost

- 8.40 % (31 March 2022), lowest ever for the company
- Reduced by 25 bps QoQ

# Cashflow Highlights (FY-22)

## Total cash inflow

- Rs 39.82 billion - highest since inception
- 29% growth in inflow YoY

## Real Estate Cash inflow

- Rs 31.73 billion - highest since inception
- 43% growth YoY

## Operating Cashflow

- Rs 9.20 billion
- 44% growth YoY

## Net debt

- Reduced by Rs 5.16 billion, highest ever reduction in a financial year
- YoY reduction by 22%

## Borrowing cost

- 8.40 % (31 March 2022)
- Reduced by 64 bps YoY from 9.04%

# Cashflow Statement

Figures in Rs Million

PARTICULARS	Q4-22	Q4-21	Q3-22	FY-22	FY-21
<b>Operational cash inflows</b>					
Real Estate Operations	10,603	7,148	8,402	31,728	22,169
Contractual & Manufacturing	2,307	2,627	2,187	8,094	8,600
<b>Total Operational cash inflow (A)</b>	<b>12,910</b>	<b>9,775</b>	<b>10,589</b>	<b>39,822</b>	<b>30,769</b>
<b>Operational cash outflows</b>					
Real Estate project expenses	3,467	2,338	3,138	11,653	9,181
Joint Development Partner Payments	1,865	1,800	2,110	6,770	4,424
Contracts and Manufacturing expenses	2,282	2,357	2,075	7,632	7,634
Statutory Dues	403	190	346	1,507	532
Corpus Repayment	277	139	165	758	384
Central Over Heads	347	373	371	1,384	1,458
Advertising & Marketing expenses	268	231	295	913	766
<b>Total Operational cash outflow (B)</b>	<b>8,909</b>	<b>7,428</b>	<b>8,500</b>	<b>30,617</b>	<b>24,379</b>
<b>Operational Cash flow : (C=A-B)</b>	<b>4,001</b>	<b>2,347</b>	<b>2,089</b>	<b>9,205</b>	<b>6,390</b>

# Cashflow Statement (contd.)

Figures in Rs Million

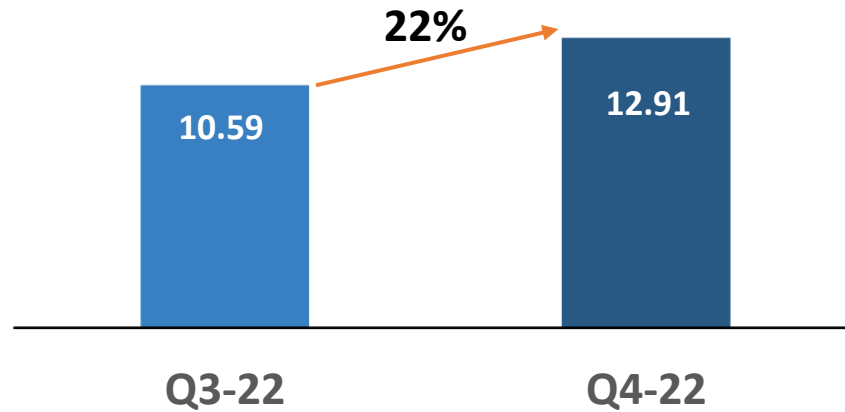
PARTICULARS	Q4-22	Q4-21	Q3-22	FY-22	FY-21
<b>Financial Outflows</b>					
Finance Cost	618	875	729	2,850	2,733
Income Tax	154	(34)	121	491	97
<b>Total Financial Outflows (D)</b>	<b>772</b>	<b>841</b>	<b>850</b>	<b>3,341</b>	<b>2,830</b>
<b>Cash flow after Financial Outflow : (E=C-D)</b>	<b>3,229</b>	<b>1,506</b>	<b>1,239</b>	<b>5,864</b>	<b>3,560</b>
<b>Capital Outflows</b>					
Land Payments	(104)	178	(51)	(94)	382
Dividend including tax	-	0	-	332	664
Donation / CSR Contribution	36	28	32	121	95
Capex – General	120	34	23	328	35
Capex – Commercial Real Estate	5	38	1	21	115
<b>Total Capital Outflow (F)</b>	<b>57</b>	<b>278</b>	<b>5</b>	<b>708</b>	<b>1,291</b>
<b>COVID Moratorium Interest availed (G)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>560</b>
<b>Total Cash Inflow : (A)</b>	<b>12,910</b>	<b>9,775</b>	<b>10,589</b>	<b>39,822</b>	<b>30,769</b>
<b>Total Cash Outflow : (H =B+D+F+G)</b>	<b>9,738</b>	<b>8,547</b>	<b>9,355</b>	<b>34,666</b>	<b>29,060</b>
<b>Free Cash flow (A - H)</b>	<b>3,172</b>	<b>1,228</b>	<b>1,234</b>	<b>5,156</b>	<b>1,709</b>



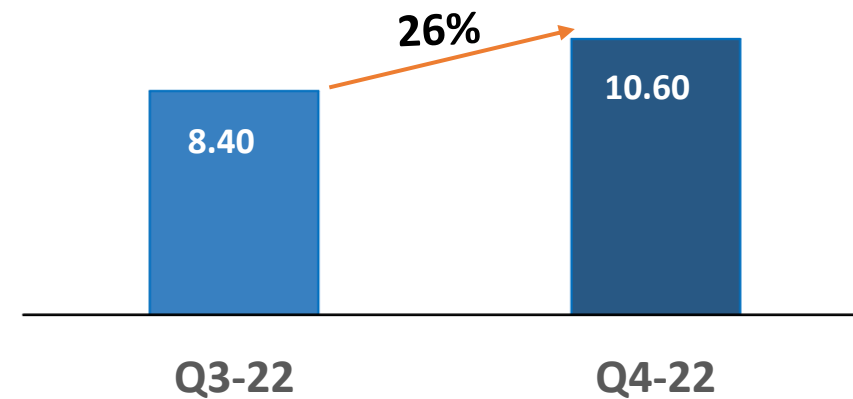
# Cashflow Highlights (Q4-22 v/s Q3-22)

Figures in Rs. Billion

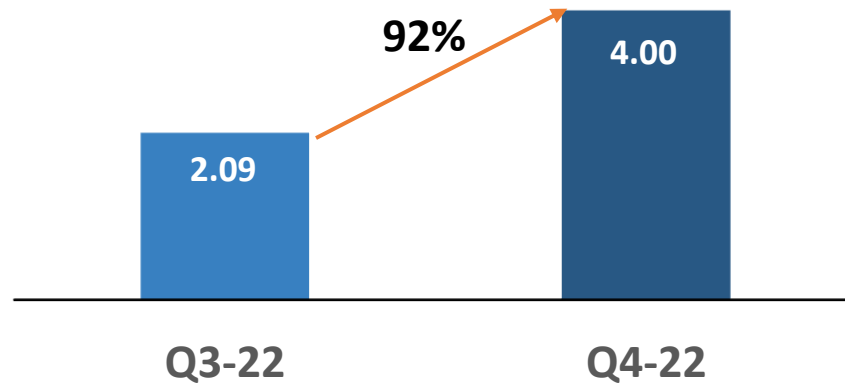
## TOTAL CASH INFLOW



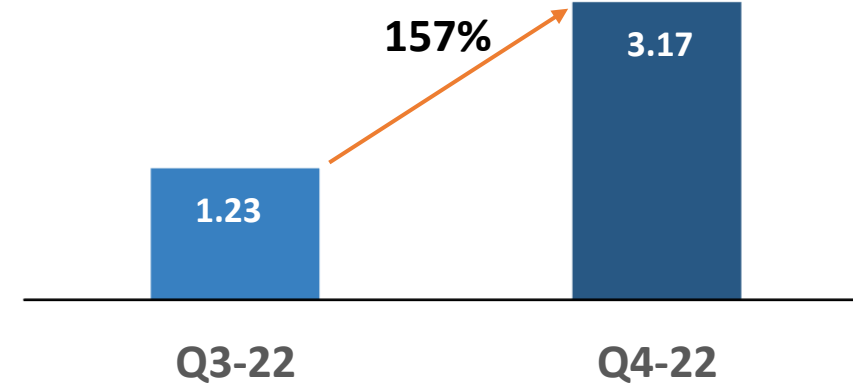
## REAL ESTATE CASH INFLOW



## OPERATING CASH FLOW

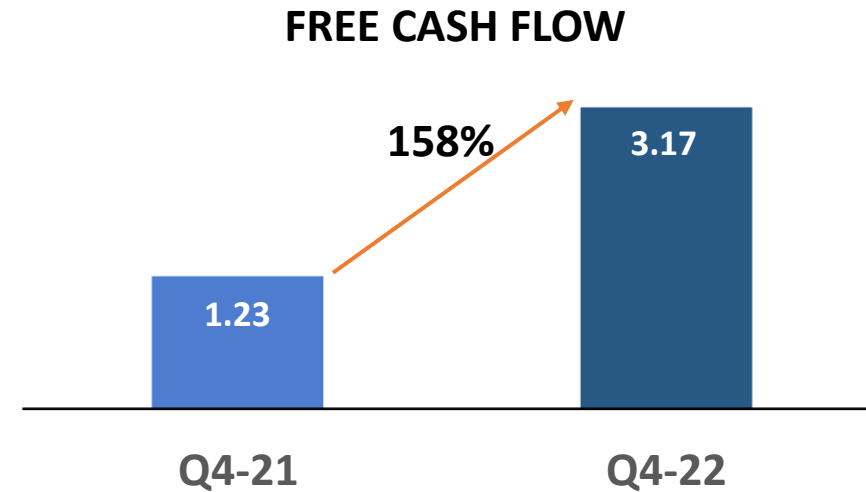
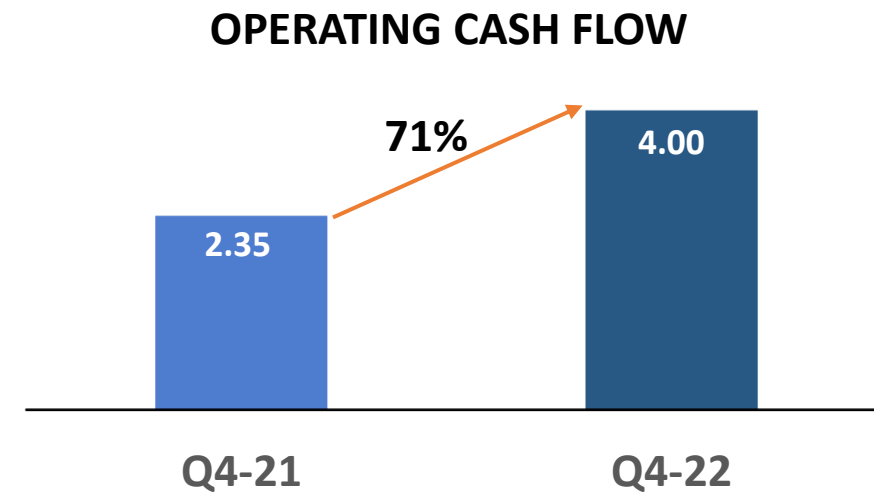
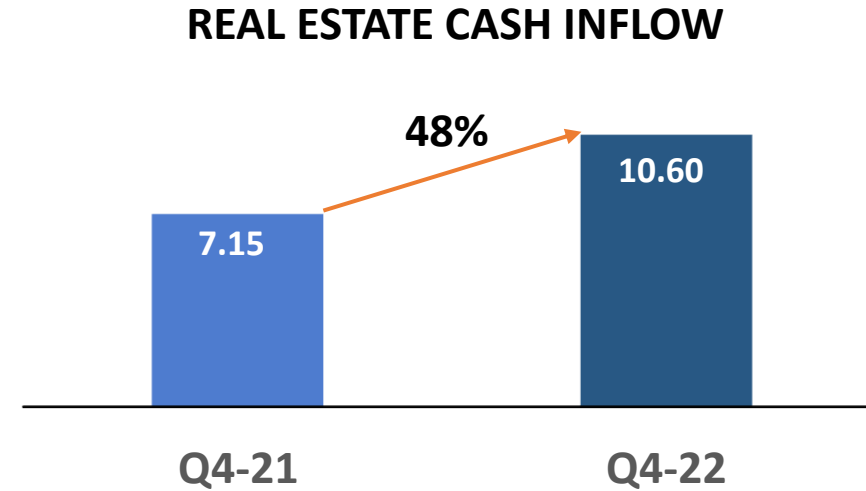
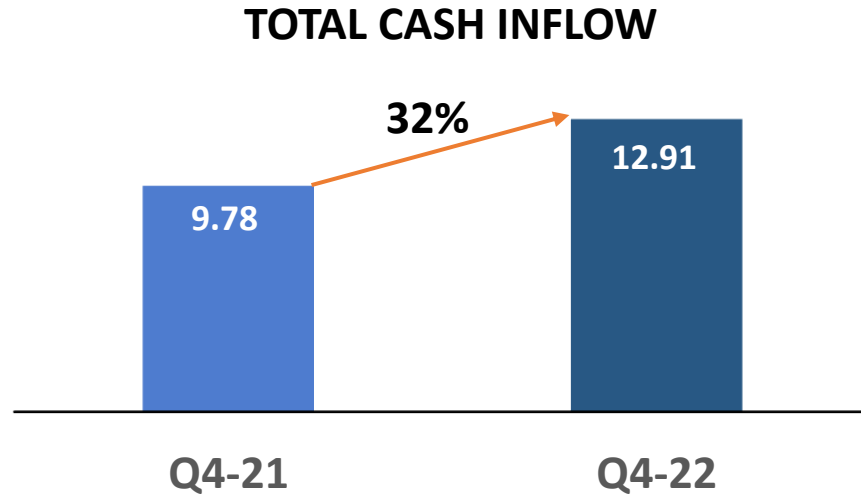


## FREE CASH FLOW



# Cashflow Highlights (Q4-22 V/s Q4-21)

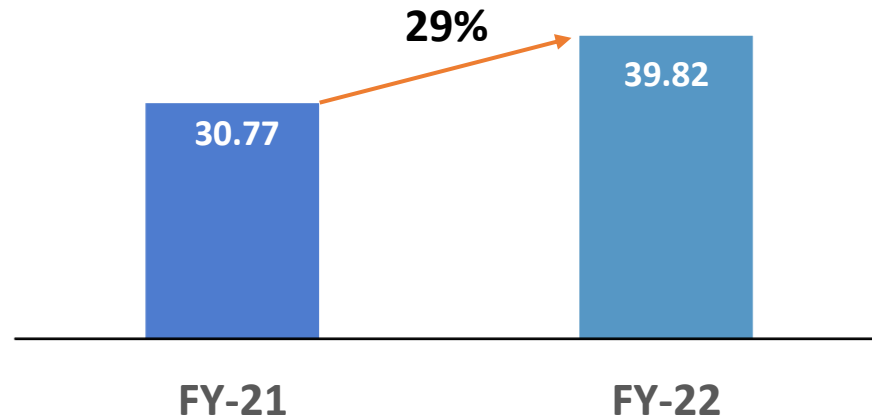
Figures in Rs. Billion



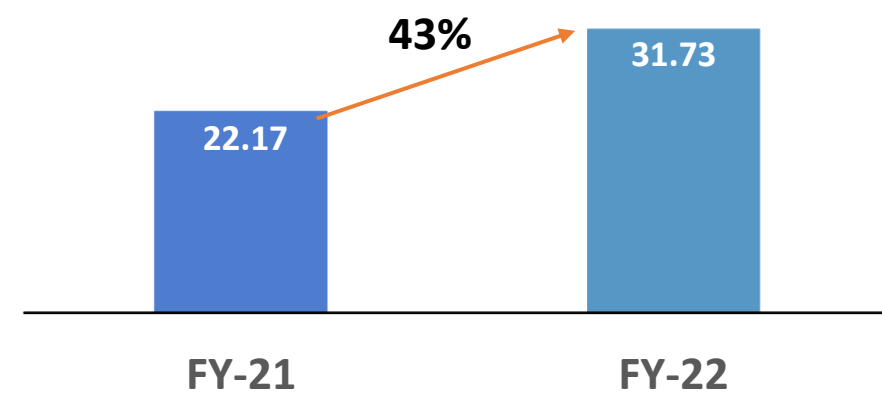
# Cashflow Highlights (FY-22 V/s FY-21)

Figures in Rs. Billion

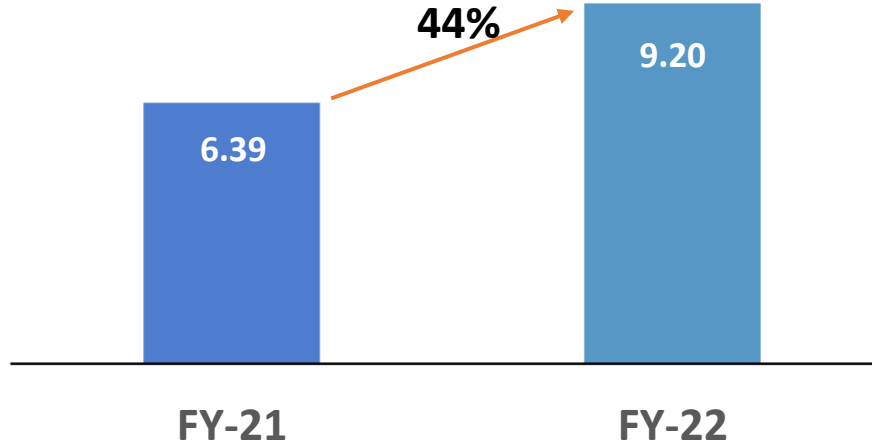
## TOTAL CASH INFLOW



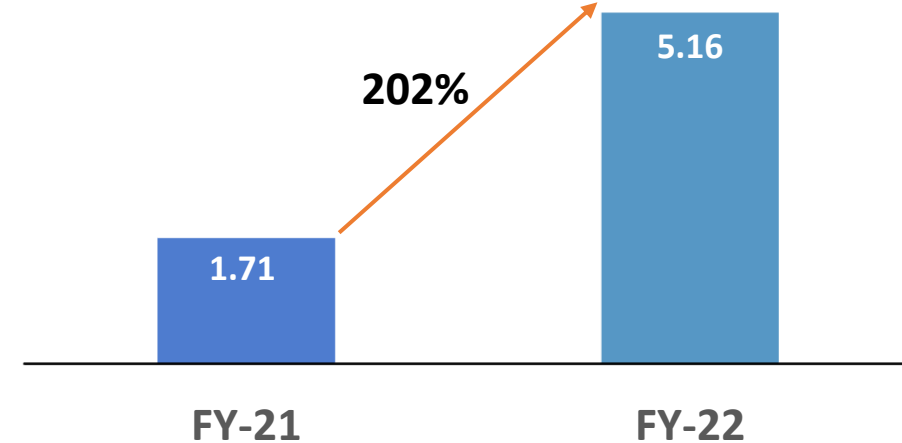
## REAL ESTATE CASH INFLOW



## OPERATING CASH FLOW

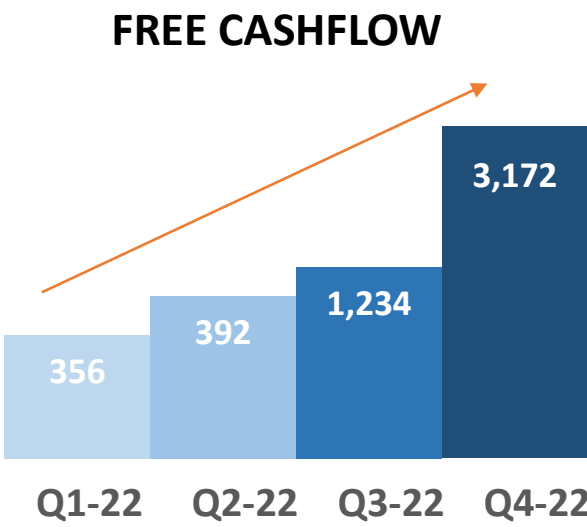
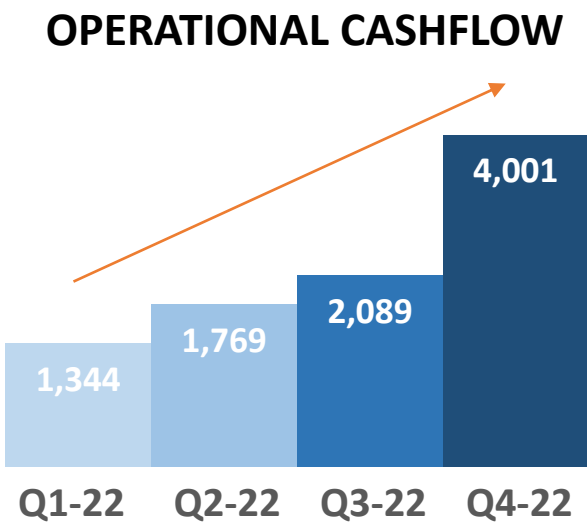
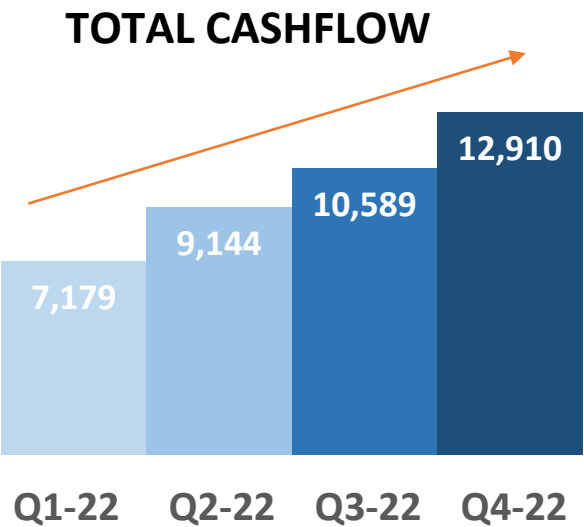


## FREE CASH FLOW



# Consistent Growth in Cashflow in FY 2022

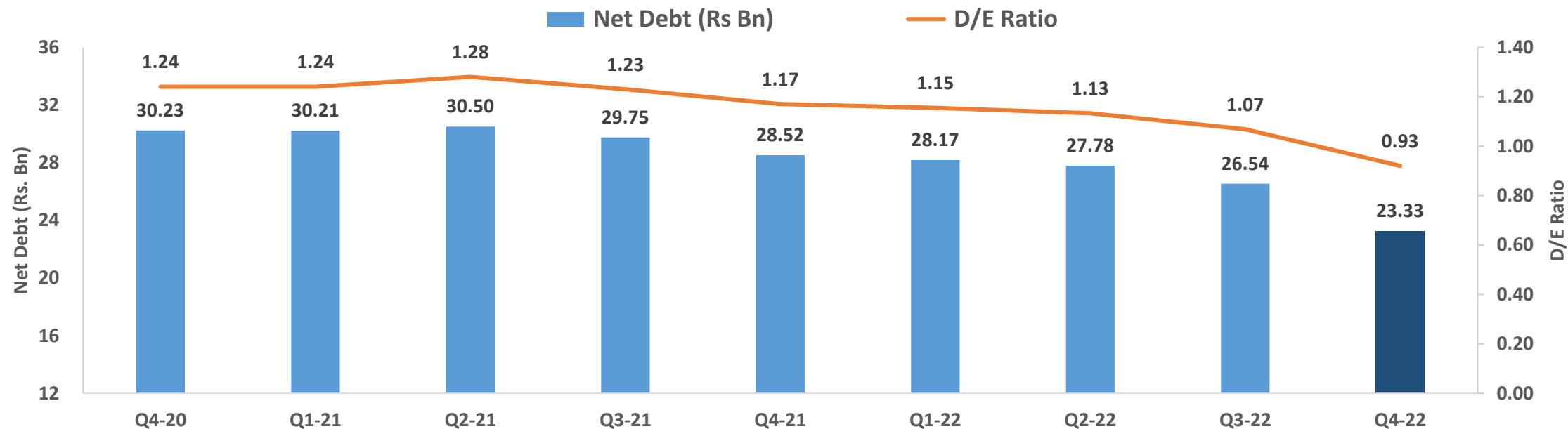
Figures in Rs. Million





# Net Debt has been reducing consistently in the past six quarters

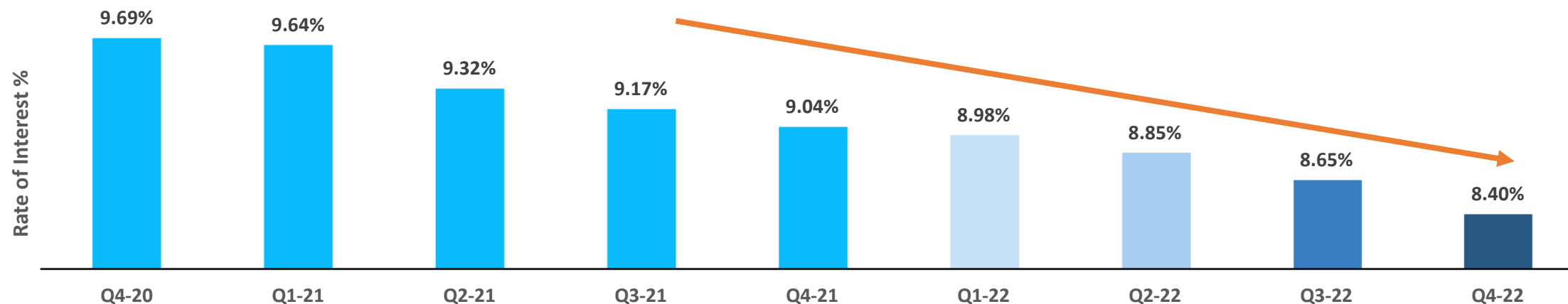
Figures in Rs. Billion



Particulars	31st Mar-20	30th Jun-20	30th Sept-20	31st Dec-20	31st Mar-21	30th June-21	30th Sept-21	31st Dec-21	31st Mar-22
Gross Debt	31.18	31.25	31.56	31.34	30.62	30.21	29.33	28.04	25.33
Less: Cash & Cash Equivalents	0.95	1.04	1.06	1.59	2.10	2.04	1.55	1.50	1.96
<b>Net Debt</b>	<b>30.23</b>	<b>30.21</b>	<b>30.50</b>	<b>29.75</b>	<b>28.52</b>	<b>28.17</b>	<b>27.78</b>	<b>26.54</b>	<b>23.37</b>

# Borrowing Cost has been declining since last 9 quarters

## AVERAGE BORROWING COST (%)



Gross Finance Cost (Rs. Mn)								
Q4-20	Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22
840	848	851	848	815	754	770	739	635

# 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	Unit
Total Saleable area	16.83	19.70	9.41	<b>45.94</b>	Mn. sqft
Sobha Share of Saleable area	15.94	19.25	8.32	<b>43.51</b>	Mn. Sqft
Total area sold till 31st Mar 2022	15.57	13.84	-	<b>29.41</b>	Mn. Sqft
Unsold area as on 31st Mar 2022	0.37	5.40	8.32	<b>14.09</b>	Mn. Sqft
Balance construction cost to be spent to complete the entire developments	2.42	47.91	36.87	<b>87.20</b>	Rs. Bn
Outstanding receivables + Balance to be billed and collected on sold units + Refundable deposit	6.53	47.34	-	<b>53.87</b>	Rs. Bn
Projected Sales value of unsold stock	2.91	37.13	60.60	<b>100.64</b>	Rs. Bn
<b>Cumulative Cash flow available (+ve)</b>	<b>7.03</b>	<b>36.56</b>	<b>23.73</b>	<b>67.31</b>	<b>Rs. Bn</b>

## Highlights:

1. *Unsold completed inventory stands at 0.37 million square feet, probably the lowest in real estate industry.*
2. *Balance receivables of Rs. 53.87 billion from residential units sold, fully covers the balance project cost to be spent for completing these projects.*

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

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Robust Cashflow

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# Sales Highlights (Q4-22)

- Highest ever total sales volume (super built-up area) since inception
  - 1.34 million square feet, valued at Rs 11.10 billion
- Best ever price realization\* of Rs 8,265 per square feet achieved
  - Average price realization improved by 4.4% QoQ
  - Consistent demand across all product segments
- Contractual and manufacturing sales steady at Rs. 1.99 billion
- ‘Sobha Brooklyn Towers Wing 3’ was launched during Q4 FY-22, in Bengaluru
  - 261 units residential tower with smaller apartment sizes
  - Super built-up area of 197,036 square feet

*\* Price realization includes GST*

# Sales Highlights (FY-22)

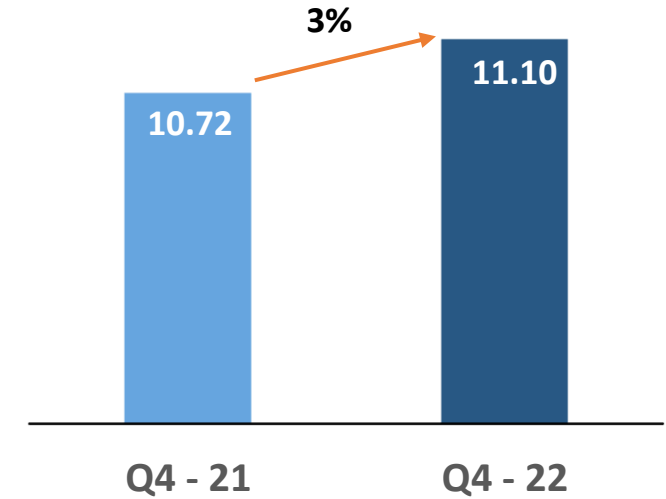
- Achieved best ever sales performance
  - Volume of 4.91 million square feet across India
  - Sale value of Rs 38.70 billion
- Sobha's share of sales value stood at highest ever since inception - Rs. 32.68 billion
- Bengaluru, Gurugram and GIFT City regions have achieved highest ever sales volume during the FY-22.
- Total Sales volume is up by 22% and value up by 23% respectively YoY.
- Sales volume achieved by Gurugram region is up by 83% YoY
- Achieved 53% sales in Rs. 1 crore to Rs 2 crore price category during FY-22 where we have majority of our inventory.
- Delivered 4.07 million square feet of developable area during FY-22 in real estate

# Sales performance (Q4–22)

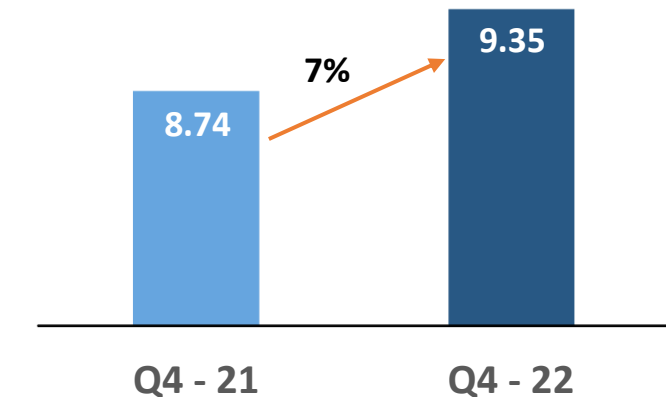
## BEST EVER QUARTERLY SALE VALUE RECORDED DURING Q4 – FY22

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
Bengaluru	932,215	7,046	6,405	7,559
Chennai	41,084	174	165	4,232
Kochi	58,039	583	331	10,040
Coimbatore	4,872	36	36	7,363
Gurugram	234,123	2,681	1,839	11,452
Thrissur	11,786	105	105	8,892
Pune	17,589	199	199	11,292
GIFT City	42,771	272	272	6,365
<b>Total</b>	<b>1,342,480</b>	<b>11,096</b>	<b>9,352</b>	<b>8,265</b>

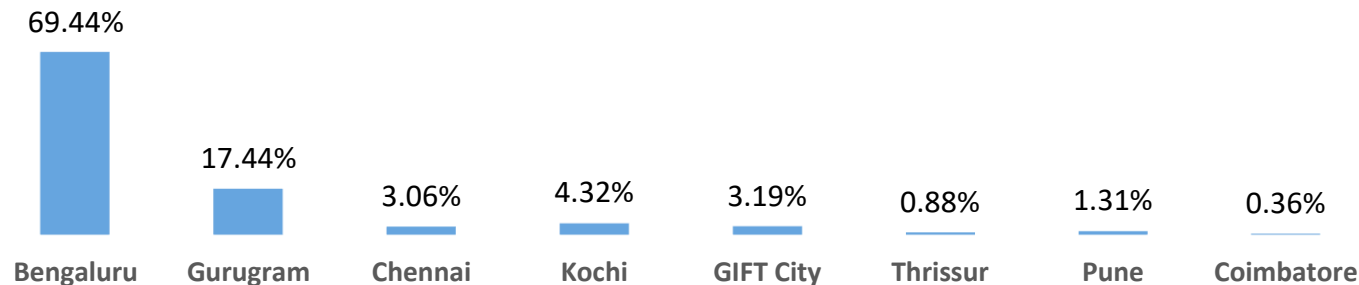
## TOTAL SALE VALUE (IN RS BN)



## SOBHA SHARE VALUE (IN RS BN)



## REGION-WISE CONTRIBUTION TO TOTAL SALE VOLUME



# Sales performance (FY-22)

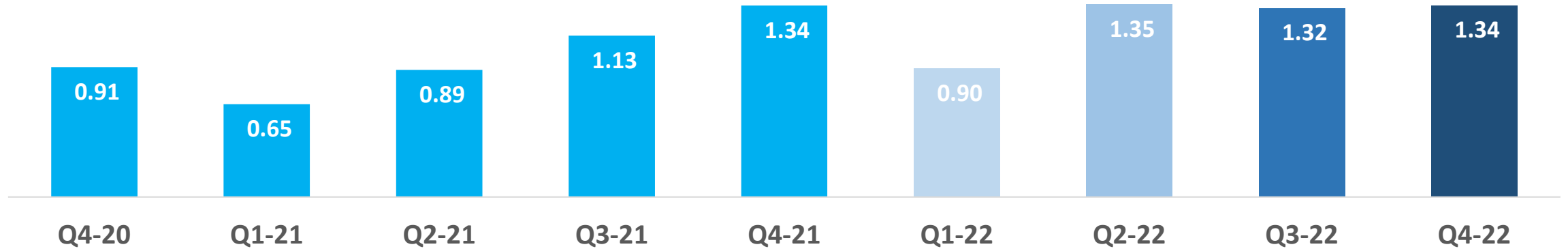
**Best ever total sale value of Rs. 38.70 billion achieved in current financial year**

Region	FY 2021-22				FY 2020-21			
	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
Bengaluru	3,353,250	24,739	7,378	22,124	2,702,120	20,306	7,515	16,712
Gurugram	682,755	7,147	10,467	4,837	373,058	3,599	9,648	2,520
Chennai	115,546	603	5,217	581	125,072	892	7,133	892
Mysore	-	-	-	-	34,056	71	2,073	50
Kochi	241,747	2,285	9,450	1,231	395,527	3,811	9,636	1,947
GIFT City	166,935	1,019	6,106	1,019	66,843	374	5,593	374
Thrissur	131,021	939	7,168	939	150,156	1,079	7,184	1,079
Pune	166,044	1,643	9,893	1,643	93,580	863	9,221	863
Kozhikode	11,253	74	6,618	59	16,452	110	6,708	90
Coimbatore	41,014	252	6,145	252	56,517	267	4,724	231
<b>Total</b>	<b>4,909,567</b>	<b>38,701</b>	<b>7,883</b>	<b>32,684</b>	<b>4,013,381</b>	<b>31,372</b>	<b>7,817</b>	<b>24,759</b>

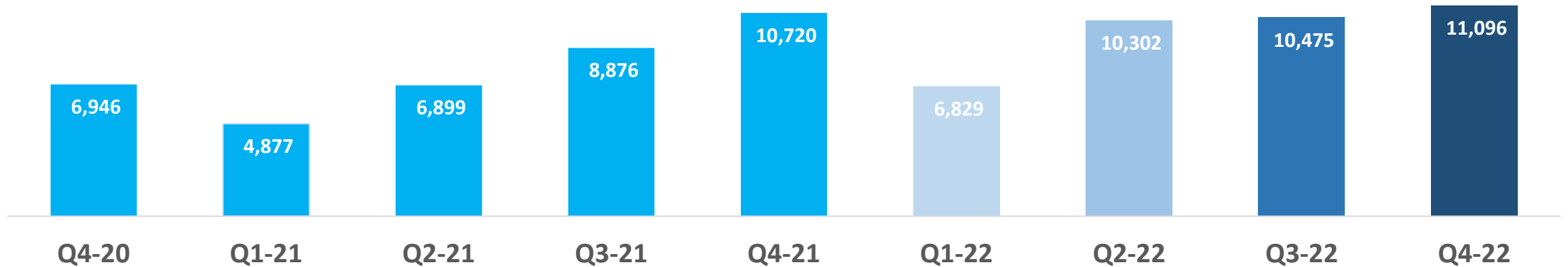


# Consistent Sales performance over the Quarters

QUARTERLY SALES VOLUME (MN SQFT.)

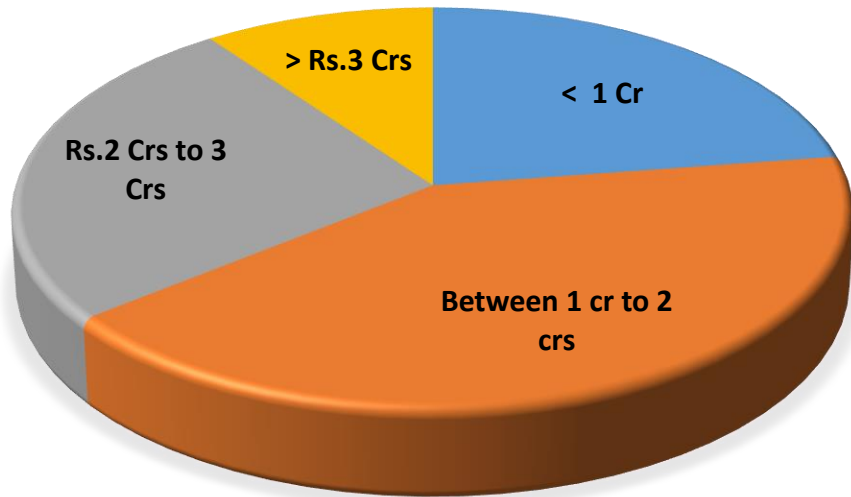


QUARTERLY SALES VALUE (RS. IN MN)

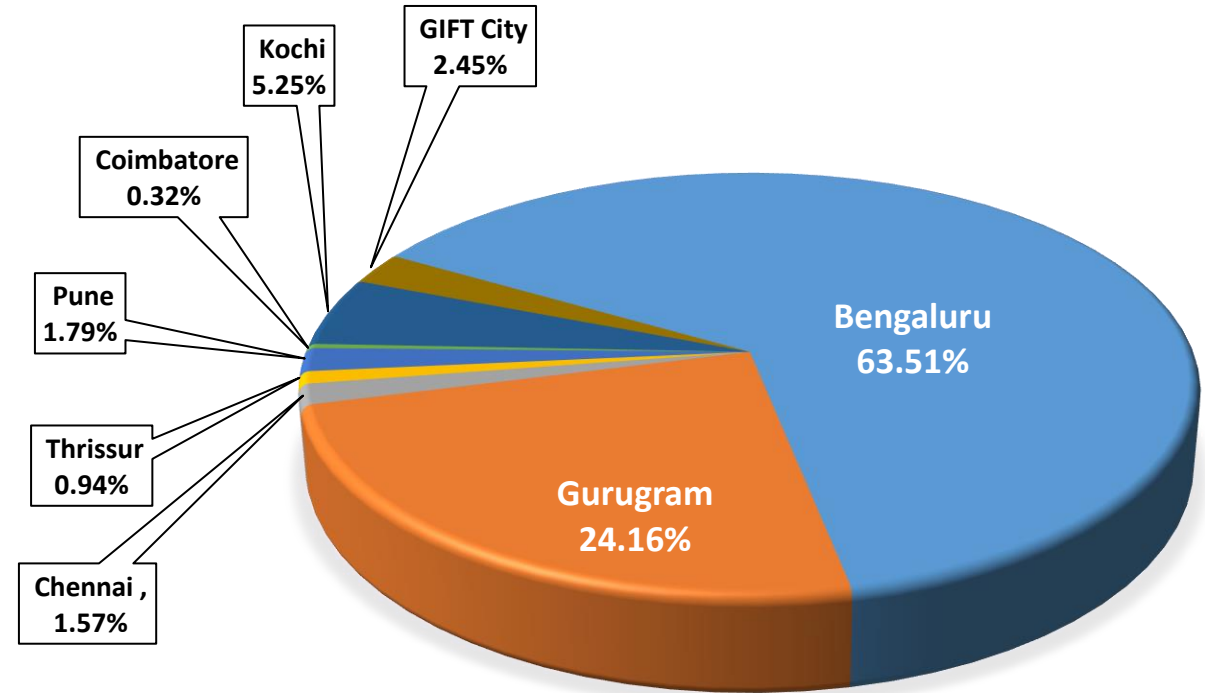


# Sales value classification (Q4 – 22) - Price band & region wise

% CONTRIBUTION PER PRICE BRACKETS



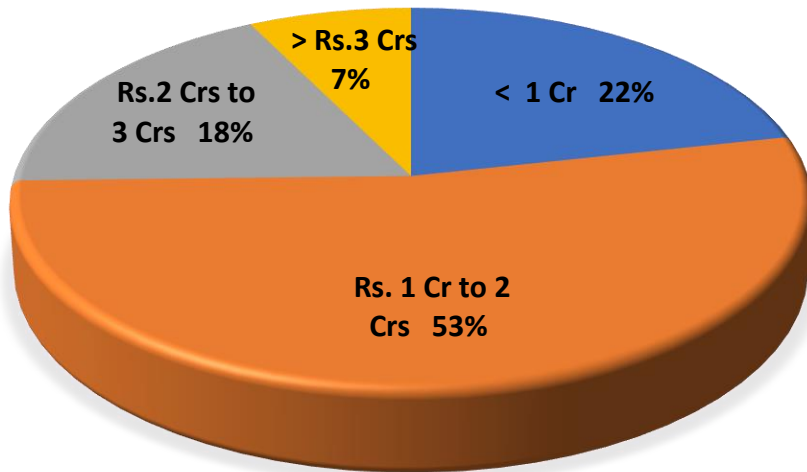
REGION CONTRIBUTION TO TOTAL SALE VALUE



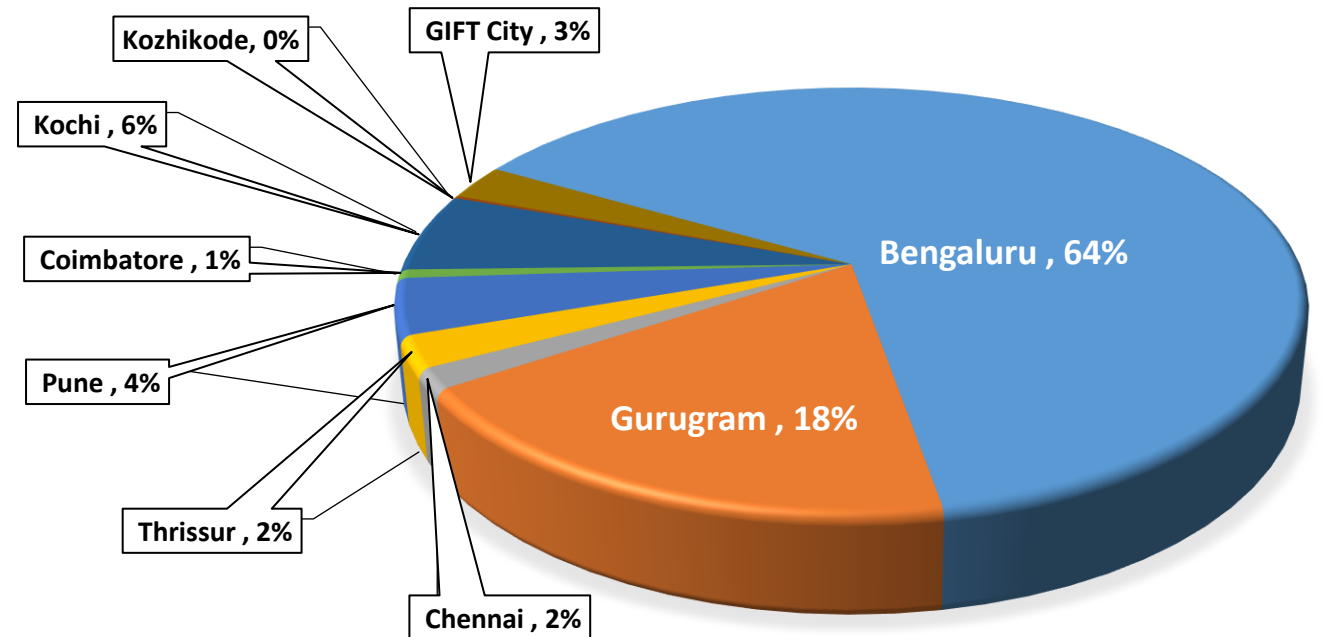
Luxury product segment showing robust demand growth for past few quarters

# Sales value classification (FY – 22) - Price band & region wise

% CONTRIBUTION PER PRICE BRACKETS



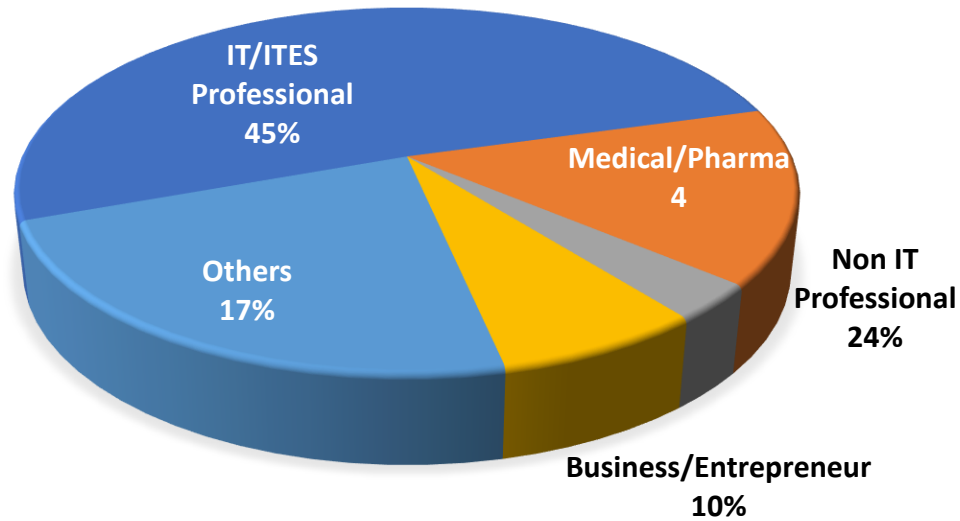
REGION CONTRIBUTION TO TOTAL SALE VALUE



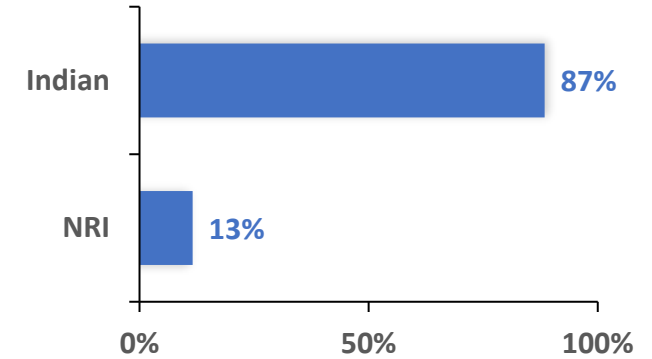
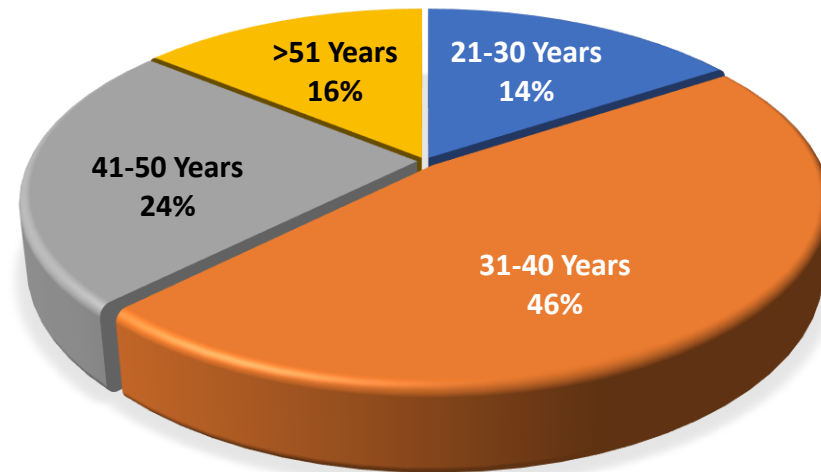
We continue to focus on adding supply in the Luxury product category which has seen lot of traction

# Buyer Profile (12 months rolling)

PROFESSION-WISE



AGE-WISE



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Steady Sales Performance

▶ **Sound Financials and Operations**

Project Updates

# Financial Highlights (Q4-22)

- Total Income of Rs. 7.60 billion
- Real Estate Revenue : Rs. 5.33 billion
  - Growth of 19% QoQ & 84% YoY
- EBITDA is at Rs. 1.19 billion; Margin of ~16%
- PBT at Rs. 0.36 billion; Margin at 5%. | PAT at Rs. 0.26 billion; Margin at 3%
- Debt Equity stands at 0.93 (31 March 2022) as compared to 1.07 in previous quarter
- Contractual and manufacturing revenue is at Rs. 1.99 billion
- Out of the cumulative sales done in residential business as on 31.03.2022, there is a balance revenue of Rs. 80.81 billion to be recognised

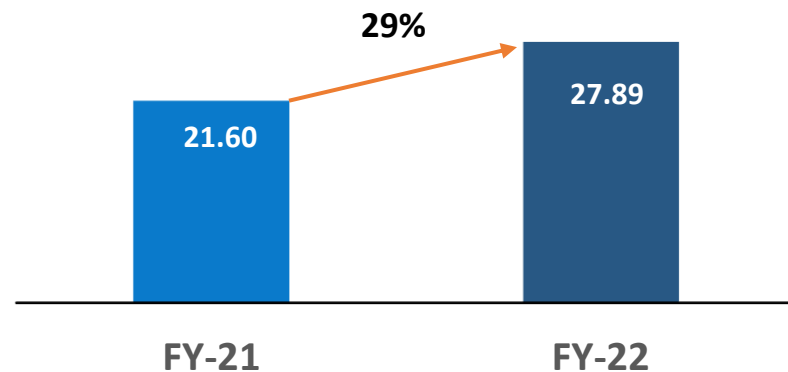
# Financial Highlights (FY-22)

- Total Income at Rs. 27.89 billion | 29% growth from FY-21
- Real Estate Revenue at Rs. 20.10 billion | growth of 53% YoY
- Contractual & manufacturing vertical revenue at Rs. 7.20 billion
- EBITDA at Rs. 5.20 billion; Margin of 19%.
- PBT at Rs. 1.58 billion; Margin of 6%.
- PAT at Rs. 1.16 billion; Margin of 4%.
- Financial cost lower by Rs. 464 million

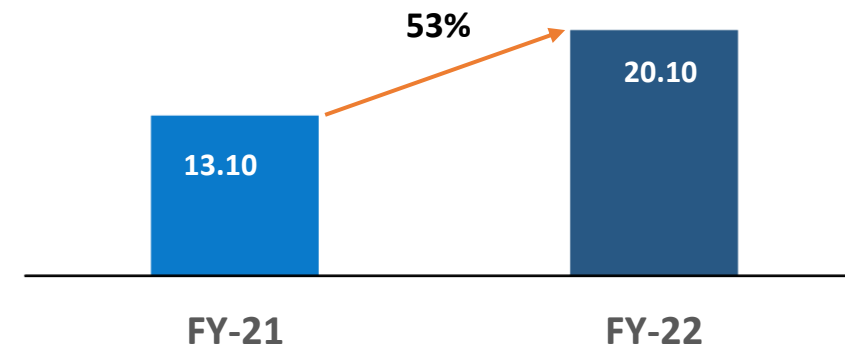
# Financial Highlights (FY-22 V/s FY-21)

Amount in Rs. Billions

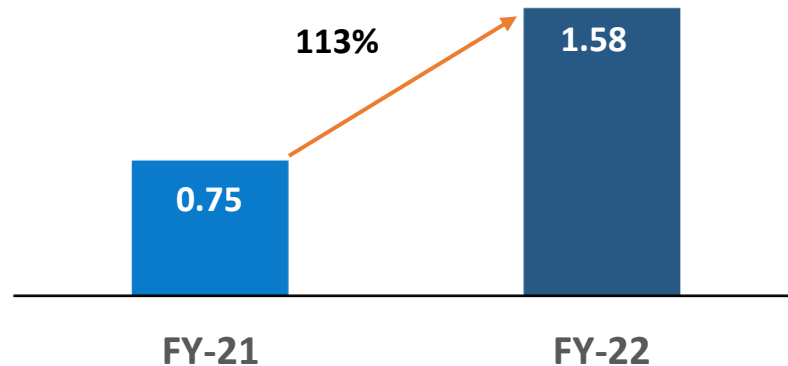
## TOTAL INCOME



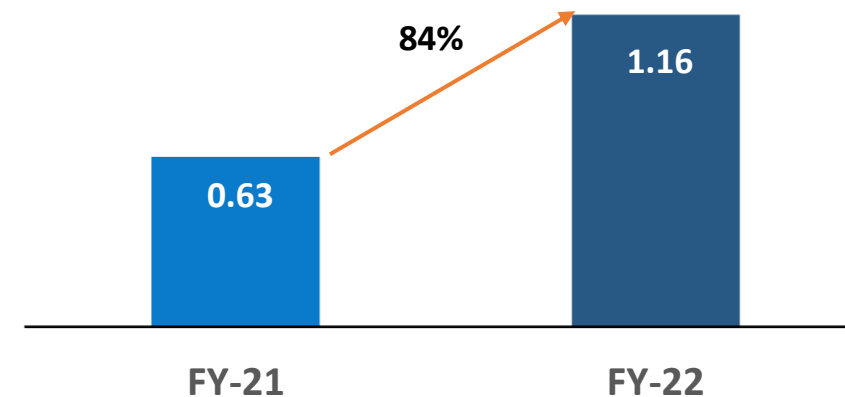
## REAL ESTATE REVENUE



## PBT



## PAT





# Profit & Loss Statement

Amount Rs.in Millions

PARTICULARS	Q4-22	Q4-21	Q3-22	FY-22	FY-21
Real Estate Revenue	5,326	2,899	4,466	20,104	13,103
Contractual & Manufacturing Revenue	1,986	2,635	2,216	7,204	7,995
Other Income *	288	129	206	582	499
<b>Total Income</b>	<b>7,600</b>	<b>5,663</b>	<b>6,888</b>	<b>27,890</b>	<b>21,597</b>
Total Expenditure	6,411	4,499	5,529	22,690	16,689
<b>EBIDTA</b>	<b>1,189</b>	<b>1,164</b>	<b>1,359</b>	<b>5,200</b>	<b>4,908</b>
EBIDTA Margin	16%	21%	20%	19%	23%
Depreciation	190	203	178	721	794
Finance Expenses **	635	815	739	2,898	3,362
<b>Profit Before Tax</b>	<b>364</b>	<b>146</b>	<b>442</b>	<b>1,581</b>	<b>752</b>
PBT Margin	5%	3%	6%	6%	3%
Tax Expenses (Provision)	114	(33)	115	413	129
<b>PAT after share of associates</b>	<b>250</b>	<b>179</b>	<b>327</b>	<b>1,168</b>	<b>623</b>
Other comprehensive income (net of tax expense)	9	7	5	(10)	7
<b>Net Profit</b>	<b>259</b>	<b>186</b>	<b>332</b>	<b>1,158</b>	<b>630</b>
Net Profit Margin	3%	3%	5%	4%	3%

\* 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.

# Contracts Portfolio

Figures in Rs. Billion

- Overall area delivered since inception: 57.04 million square feet

## CONTRACTUAL ONGOING PROJECTS (31 MAR 2022)

Sl No	Location	Built-up area (Mn Sqft)
1	Bengaluru	2.20
2	Bhubaneshwar	0.01
3	Nagpur	0.41
4	Pune	0.07
5	Trivandrum	0.10
6	Haryana	0.49
Total		3.29

## CONTRACTUAL REVENUE & COLLECTION

Particulars	FY - 22	FY - 21
Revenue		
Contracts	4.66	5.33
Manufacturing	2.54	2.67
Total	7.20	8.00
Collections		
Contracts	4.99	5.45
Manufacturing	3.10	3.15
Total	8.09	8.60

# Consolidated Balance Sheet

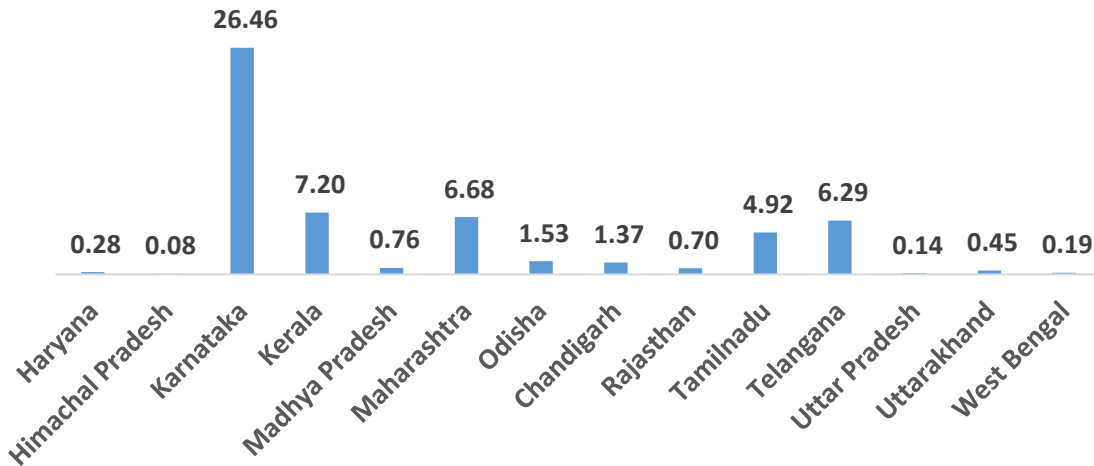
Figures in Rs. Million

PARTICULARS	31'Mar 2022	31'Mar 2021
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, Plant and equipment	4,080	4,415
Investment Property	3,677	3,529
Investment Property under construction	65	701
Intangible assets	227	232
Right of use assets	123	157
<b>Financial assets</b>		
Investments	1,149	1,143
Trade Receivables	564	424
Other Non-current financial assets	1,461	1,418
Other non-current assets	4,341	5,201
Current tax assets (net)	116	97
Deferred tax assets (net)	19	19
<b>TOTAL</b>	<b>15,822</b>	<b>17,336</b>
<b>Current Assets</b>		
Inventories	74,271	71,246
<b>Financial Assets</b>		
Trade receivables	3,505	1,937
Cash and cash equivalents	1,391	1,637
Bank balance other than Cash & cash equivalents	392	404
Other Current financial assets	4,885	5,718
Other current assets	13,834	13,823
<b>TOTAL</b>	<b>98,278</b>	<b>94,765</b>
<b>TOTAL ASSETS</b>	<b>114,100</b>	<b>112,101</b>

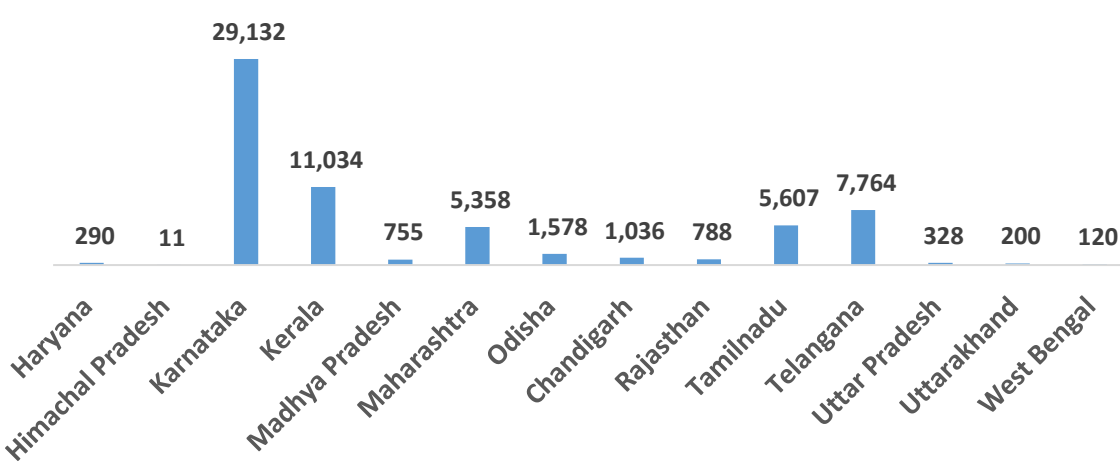
PARTICULARS	31'Mar 2022	31'Mar 2021
<b>EQUITY &amp; LIABILITIES</b>		
<b>Equity</b>		
Equity Share Capital	948	948
Other Equity	24,157	23,329
<b>Total Equity</b>	<b>25,105</b>	<b>24,277</b>
<b>Non-Current Liabilities</b>		
Financial Liabilities		
Borrowings	7,277	3,505
Lease liabilities	40	68
Provisions	175	151
Deferred tax liabilities (net)	151	342
<b>TOTAL</b>	<b>7,643</b>	<b>4,066</b>
<b>Current Liabilities</b>		
Financial Liabilities		
Borrowings	17,252	26,396
Lease liabilities	61	62
Trade payables	6,753	7,318
Other Current financial liabilities	6,441	6,563
Other current liabilities	50,487	43,193
Liabilities for current tax (net)	155	87
Provisions	203	139
<b>TOTAL</b>	<b>81,352</b>	<b>83,758</b>
<b>Total Liabilities</b>	<b>88,995</b>	<b>87,824</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>114,100</b>	<b>112,101</b>

# Contracts: Completed Projects region wise contribution details

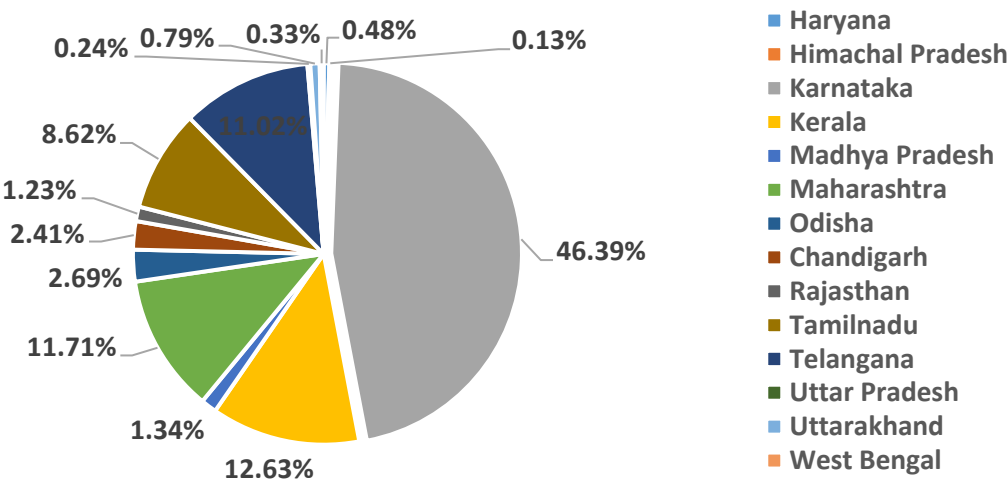
TOTAL DEVELOPED AREA(IN MN SQFT)



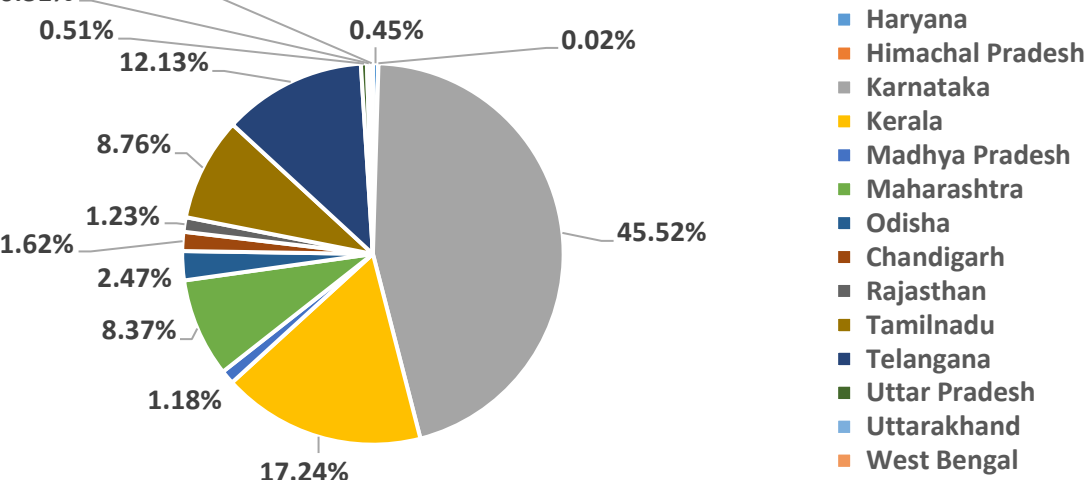
ORDER VALUE (IN RS. MN)



TOTAL DEVELOPED AREA CONTRIBUTION



ORDER VALUE CONTRIBUTION



# 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-22):-	Rs. 1.21 Bn	Turnover (FY-22):-	Rs. 0.73 Bn	Turnover (FY-22):-	Rs. 0.52 Bn
No. of Employees	113	No. of Employees	164	No. of Employees	16
Factory Area	0.30 Mn sqft	Factory Area	0.80 Mn sqft	Factory Area	0.40 Mn sqft
<ul style="list-style-type: none"> <li>■ Metal/Steel fabrication</li> <li>■ Aluminum doors &amp; windows, structures</li> <li>■ Glass works</li> </ul>		<ul style="list-style-type: none"> <li>■ Wood-based products such as doors, windows, paneling, cabinets, cupboards &amp; loose furniture.</li> <li>■ Economy, Deluxe, Super Deluxe &amp; Premium Mattresses from furnishing division</li> </ul>		<ul style="list-style-type: none"> <li>■ Wide range 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 & upcoming projects

Project Name	Status	Total leasable area (in sqft)	Sobha Share of leasable area (sqft)
Sobha City Mall, Thrissur	Operational	338,493	258,247
One Sobha, Bangalore	Operational	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	Upcoming	292,723	292,723
Metropolis - Phase 2, Thrissur	Upcoming	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 - OPERATIONAL**



**1 SOBHA, BANGALORE- OPERATIONAL**



# Contents

Robust Cashflow

Steady Sales Performance

Sound Financials and Operations

▶ **Project Updates**

PASSION AT WORK



# Real Estate - Projects portfolio – Completed & Ongoing

CITY	COMPLETED	ONGOING	FORTHCOMING
Bengaluru *	49.11	16.24	8.35
Mysore	1.33	0.25	-
Gurugram	2.39	2.77	1.75
Kochi	-	3.95	-
Thrissur *	2.90	1.50	0.03
Kozhikode	-	1.09	-
Trivandrum	-	-	0.64
Chennai	2.38	1.04	-
Coimbatore	3.73	0.32	-
Hosur	-	-	1.31
GIFT City	-	1.23	0.82
Pune	1.20	0.94	-
Hyderabad	-	-	0.64
<b>Total</b>	<b>63.04</b>	<b>29.33</b>	<b>13.53</b>

Total Developable / Leasable Area in Mn sqft

## Note:

- Real Estate product mix includes Multi Storied Apartments, 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.

- Completed Real Estate projects located across **7 cities**, with total development of **63.04 mn sqft** and Super Built-up area of **47.63 mn sqft**
- Under construction projects located across **10 cities**, with Total developable area of **29.33 mn sqft** and Super Built-up area of **19.16 mn sqft**
- Forthcoming residential projects located across **7 cities**, with and super Built-up area of **13.53 Mn sqft**.

*\*(includes) Proposed Commercial projects in Bangalore and Thrissur with Total Leasable Area of **0.29 and 0.03 mn sqft** respectively*



# Real Estate - Projects portfolio - Forthcoming

## FORTHCOMING LAUNCH PIPELINE

LOCATION	No of Projects	Total Saleable area (Mn Sft)
Real Estate - Forthcoming		
Bengaluru	10	8.06
Hosur	1	1.31
Gurugram	1	1.75
GIFT City	1	0.82
Hyderabad	1	0.64
Trivandrum	1	0.64
<b>Sub Total</b>	<b>15</b>	<b>13.21</b>

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

<b>Grand Total</b>	<b>17</b>	<b>13.53</b>
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**Note:** Saleable 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
Bengaluru	83	83
Mysore	1	1
Gurugram	6	6
Pune	3	3
GIFT City	2	2
Chennai	5	5
Coimbatore	1	1
Thrissur	3	3
Kozhikode	2	2
Kochi	4	4
<b>Total</b>	<b>110</b>	<b>110</b>

Unsold Area in Completed projects (mn sft)	0.37
Unsold Area in Ongoing projects - Area offered for sale (mn sft)	5.40
Unsold area from ongoing projects - not offered for sale (mn sft)	8.32
Future Launches (mn sft)	13.21
<b>Total inventory available for sale in future</b>	<b>27.30</b>

# Project status: Sobha Dream Acres, Bengaluru

<b>Total Developable Area Launched</b>	7.58 mn sqft	Total SBA launched for sale as on Mar 2022	5.78 mn sqft
		Total SBA Sold till Mar 2022	5.64 mn sqft
<b>Area Completed till Mar 2022</b>	5.48 mn sqft	Percentage sold	97 %



Dream Acres-Tropical Greens Wing 25 & 26



Dream Acres-Tropical Greens Wing 29 & 30



# Ongoing projects

## SOBHA Dream Acres, Bengaluru



## SOBHA HRC Pristine, Bengaluru



## SOBHA Royal Pavilion, Bengaluru (Wing 3-5 & Tower 6-8)



## SOBHA City, Gurugram (Tower A2, B2, C2 )





# Completed residential projects during Q4-22

**SOBHA Dream Acres Tropical  
Greens, Bengaluru (Wing 37,& 50)**



**SOBHA City, Gurugram  
(Towers B1 & A1)**



**SOBHA Palm Court, Bengaluru  
(Wings 1,2,3, & 4)**





# New launches during Q4-22

## SOBHA Brooklyn Towers, Bengaluru



# 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



**Jagadish Nangineni**  
**Managing Director**

- Over 20 years of experience in diversified industries such as real estate, consulting & technology.
- B.Tech in Civil Engineering from IIT Bombay and PGDM from IIM Calcutta



**R.V.S. Rao**  
**Independent Director**

- Over 48 years of experience in 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



**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



**Raman Mangalorkar**  
**Independent Director**

- Over 30 years of industry, consulting, and private equity experience.
- MBA from Indiana University with specializations in Finance and MIS. He also has a Masters in Commerce from Bangalore University.



# THANK YOU



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*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.*