



PASSION AT WORK

SOBHA DEVELOPERS LTD

INVESTOR PRESENTATION

30th September, 2013



Gurgaon – International City – Model Villa (Actual image)

H1 FY-14 : PERFORMANCE HIGHLIGHTS



ICRA Limited has upgraded the long term rating of the company to '**A-**' from '**BBB+**'

SALES

		H1-14	H1-13	GROWTH %
VALUE	Rs.Mns	12,351	10,068	23%
VOLUME	Mn.Sqft	1.92	1.78	8%
REALIZATION	Rs / Sqft	6,420	5,651	14%

NEW LAUNCHES

Name	Type	Location	Total Developable Area (sq.ft)	Total Saleable Area (sq.ft)	Sobha Share
RESIDENTIAL					
Sobha Landscape	Plots	Bangalore	431,244	202,524	100%
Sobha Palladian	Apartments	Bangalore	722,147	551,633	60%*
Sobha Bela Encosta	Villas	Kozhikode	1,176,120	580,802	75%**
COMMERCIAL					
St.Mark's Road Mall	Retail/Office	Bangalore	379,650	200,527	50%**

* Joint Venture , ** Joint Development.

- Launched 4 projects measuring 2.71 mn. sqft of total developable area and 1.54 mn sqft of total saleable area (incl. commercial).
- In addition to this, 0.85 mn.sqft of saleable area released during H1-14 from existing projects.



H1- FY14 : PERFORMANCE HIGHLIGHTS



Sobha received Special Commendation from **the Golden Peacock Awards** for '**Excellence in Corporate Governance**'

CONTRACTUAL ORDERS

- ❖ Received 4 prestigious contractual orders from **Dell, Bosch, LuLu Mall – MLCP** and **Manipal University** during H1 FY 14, Total order valued at **≈ Rs.2.20 Billion**
- ❖ The current order book value increased to **Rs.7.30 Billion**

PROJECT COMPLETION

- ❖ Completed and handed over 3 Real Estate projects (0.75 mn.sqft) and 6 Contractual projects (0.87 mn.sqft) during H1 FY14 measuring total developed area of 1.62 mn.sqft
- ❖ Overall completion of 322 projects measuring total developable area of 57.87 mn.sqft as on 30th September-13

ONGOING PROJECTS

- ❖ Currently executing 45 Real Estate projects in 7 cities measuring **27.77 mn.sqft** and 38 contractual projects in 10 cities measuring **11.11 mn.Sqft** of developable area.
- ❖ Total of **83** ongoing projects measuring **38.88 mn.sqft** of developable area



H1 FY-14 : FINANCIAL HIGHLIGHTS (Consolidated)



REVENUE

- Revenue of Rs.10.08 Billion during H1 FY-14 as against Rs. 8.51 Billion in H1 FY-13
- Revenue up by 18.4% Yr-on-Yr
- Land monetization in H1 FY-14 - NIL ; H1 FY-13 : Rs.1.02 Billion.

EBITDA

- EBITDA of Rs.2.87 Billion during H1 FY-14 as against Rs.2.51 Billion in H1 FY-13
- EBITDA up by 14.4 % Yr-on-Yr.
- EBITDA margin at 28.5%

PBT

- PBT of Rs.1.71 Billion during H1 FY-14 as against Rs. 1.41 Billion in H1 FY-13.
- PBT up by 21.0% Yr-on-Yr
- PBT margin at 17%

PAT

- PAT of Rs.1.07 Billion during H1 FY-14 as against Rs. 949 million in H1 FY-13.
- PAT up by 12.4% Yr-on-Yr
- PAT margin at 10.6%



H1-14 : FINANCIAL HIGHLIGHTS



UNRECOGNIZED REVENUE

- Unrecognized revenue from sold units has increased to Rs.21.97 Billion from Rs.17.99 Billion
- Out of the above Rs.4.97 Billion expected to be recognized in the P&L account during H2 FY 14

CASHFLOW

- Collected Rs.12.49 Billion from operations during H1-14 against Rs.8.50 Billion in H1-13
- Generated positive operational cash flow of Rs.2.58 Billion during H1 FY-14 as against Rs.969 million in H1 FY-13 (Excluding Land Monetization)

LOAN

- Repaid loan of Rs. 3.23 Billion during H1 FY-14.
- Serviced interest to the tune of Rs.977 million during H1 FY-14 compared to Rs.897 million during H1 FY-13
- Loan to be repaid during H2 FY-14 (6 months) : Rs. 1.56 Billion

DEBT

- Consolidated net debt as on 30th Sept-2013 is Rs.12.68 Billion
- Consolidated net D/E ratio stands at 0.57 times of equity
- The average cost of debt as on 30th Sept-13 is 12.73 %



Q2 FY 14, FINANCIAL HIGHLIGHTS (Consolidated)



REVENUE

- Revenue of Rs.5.45 Billion during Q2 FY-14 as against Rs.4.16 Billion in Q2 FY-13 and Rs.4.63 Billion in Q1 FY-14.
- Revenue up by 31% Yr-on-Yr and 18% on sequential basis.

EBITDA

- EBITDA of Rs.1.47 Billion during Q2 FY-14 as against Rs.1.31 Billion in Q2 FY-13 and Rs.1.40 Billion in Q1 FY-14
- EBITDA up by 12% Yr-on-Yr and 5% on sequential basis.
- EBITDA margin at 27%

PBT

- PBT of Rs.863 million during Q2 FY-14 as against Rs.714 million in Q2 FY-13 and Rs.843 million during Q1 FY-14.
- PBT up by 21% Yr-on-Yr and 2% on sequential basis.
- PBT margin at 16%

PAT

- PAT of Rs.566 million during Q2 FY-14 as against Rs.500 million in Q2 FY-13 and Rs.501 million during Q1 FY-14.
- PAT up by 13% for both Yr-on-Yr and on sequential basis.
- PAT margin at 10.4%.



SALES PERFORMANCE & PRICE REALIZATION



Locations	Q2 FY 14	Avg. realization (Rs/sft)		H1 FY 14	Avg. realization (Rs/sft)
	in sq. feet	Rs/ sq.ft		in sq. feet	Rs/ sq.ft
Bangalore	674,622	6,741		1,277,677	6,986
NCR (Gurgaon)	30,892	11,385		67,147	10,617
Chennai	86,869	5,028		186,832	5,076
Pune	12,716	4,828		35,628	5,251
Thrissur	103,270	5,064		252,464	4,555
Coimbatore	15,871	4,942		15,871	4,942
Kozhikode	56,661	4,816		56,661	4,816
Mysore	22,128	2,301		31,428	2,413
TOTAL	1,003,029	6,304		1,923,708	6,420
Sales Value * (Rs.Billion)	6.32			12.35	

Note :

* Sales value includes Basic price, Car park, Statutory deposits, Taxes, but excludes Registration and stamp duty charges and maintenance deposits

Guidance vs Actual :

		Guidance	Achieved for H1-14
FY 13-14	New Sales value	Rs.26 Billion	Rs.12.35 Billion
	New Sales Volume	4.20 Mn. Sqft	1.92 Mn Sqft



REAL ESTATE PROJECTS – PROJECTED CASH FLOW



Ref.No	Description	Ongoing Projects	Completed Projects	UOM
1	Total Developable area	27.77		mn.sqft
2	Area of Car Park, Common areas and Amenities etc	8.42		mn.sqft
1 - 2	Total Saleable area	19.35		mn.sqft
3	Sobha share of Saleable area	16.66		mn.sqft
4	Less: Leasable area in Thrissur & Bangalore	0.26		mn.sqft
5= 3 – 4	Net Saleable area (Sobha share)	16.40	5.29	mn.sqft
6	Total area sold till 30 th September-13	8.89	5.12	mn.sqft
5 - 6	Unsold area	7.51	0.17	mn.sqft
7	Balance construction cost to be spent to complete the entire development	49,598	175	Rs.Mns
8	Outstanding receivables + Balance to be billed and collected on sold units	23,077	707	Rs.Mns
9	Sales value of unsold stock	60,461	687	Rs.Mns
9+8-7	Positive cash flow expected	33,940	1,219	Rs.Mns
	Total Cash flow available from the Real Estate projects	35,159		Rs.Mns



LOCATION WISE STOCK DETAILS



Area in Million Sq.ft

Locations	Opening stock as on 1st Apr-13	Projects launched during FY-14 (H1)	increase/ (decrease) of existing stock*	Opening stock	Area sold during H1- FY-14	Closing stock as on 30th Sept 13	Area not offered for sale	Net unsold stock as on 30th Sept- 13
Bangalore	4.62	0.76	0.12	5.50	1.28	4.22	1.08	3.14
Gurgaon (NCR)	1.95	-	-	1.95	0.07	1.88	1.42	0.46
Chennai	0.53	-	(0.02)	0.51	0.19	0.32	-	0.32
Pune	0.27	-	-	0.27	0.03	0.24	-	0.24
Coimbatore	0.24	-	(0.11)	0.13	0.01	0.12	0.05	0.07
Thrissur	0.69	-	(0.12)	0.57	0.25	0.32	-	0.32
Kozhikode	-	0.58	-	0.58	0.06	0.52	-	0.52
Mysore	0.09	-	-	0.09	0.03	0.06	-	0.06
TOTAL	8.39	1.34	(0.13)	9.60	1.92	7.68	2.55	5.13

Note:

- Due to increase / decrease in saleable area of ongoing projects in Bangalore and Chennai.
- Thrissur – Commercial mall Leasable area reduced from stock.
- Coimbatore – West Hill Project area revised & proposed for new product mix.



UNSOLD INVENTORY BREAK-UP



Area in Million Sq.ft

Category	%	Unsold Area
Below 50 lakhs (1BHK / Plots)	1%	0.06
Between 50 lakhs to 1 crore	10%	0.79
Between 1 cr to 2 crs	37%	2.83
Above 2 crs	52%	4.00
Unsold area (Mn.sqft)	100%	7.68

Note:

- Above stock includes 0.17 mn.sqft of unsold inventory from completed projects.



PRICE BAND CATEGORY



	H1 FY-14
Total Area Sold - Sq.ft	1,923,708
Total Sales Value – Rs.Mns	12,351
Average Price Realization – Rs/sq.ft	6,420

Category	H1 FY-14			
	SBA (Sq.ft)	%	Sale Value (Rs.Mns)	%
< 50 lakhs*	18,285	1%	91	1%
50 to 75 lakhs	135,904	7%	555	4%
75 lakhs to 1cr	364,520	19%	1,926	16%
1 cr to 2 crs	931,252	48%	5,652	46%
Above 2 crs	473,747	25%	4,127	33%
Grand Total	1,923,708	100%	12,351	100%

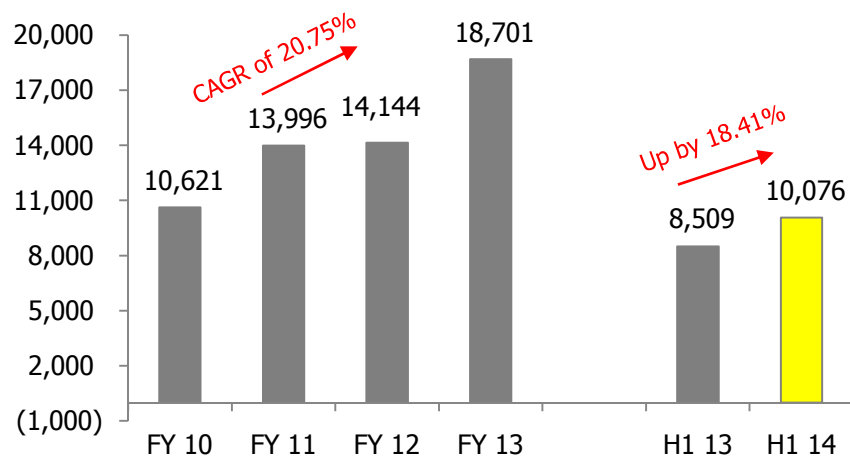
Note: * < 50 lakhs represents 1 BHK units constructed as per requirements of local laws at Tamil Nadu



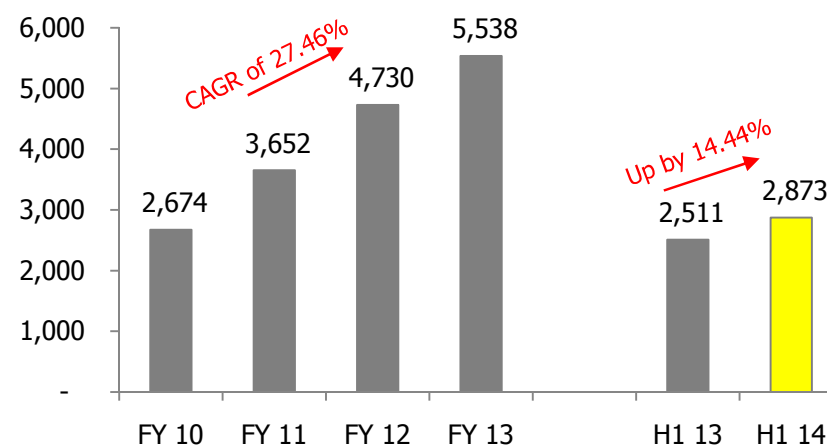
FINANCIAL HIGHLIGHTS



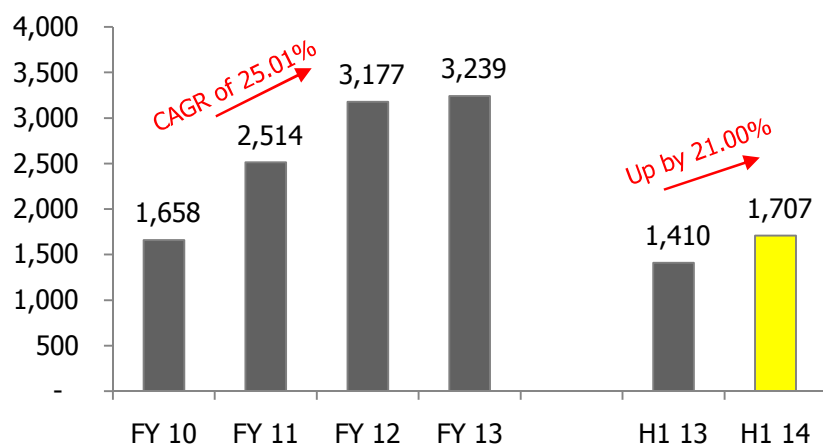
Revenue (Rs.Mns)



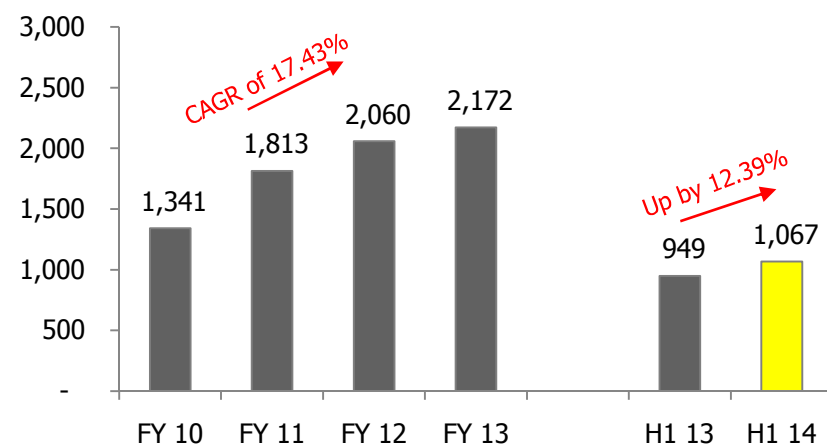
EBITDA (Rs.Mns)



PROFIT BEFORE TAX (Rs.Mns)



PROFIT AFTER TAX (Rs.Mns)



BALANCE SHEET



Particulars	30 th Sept-13	30 th Sept-12
EQUITY AND LIABILITIES		
Shareholders' funds		
Share capital	981	981
Reserves and surplus	21,453	19,966
	22,433	20,947
Minority Interest	102	-
Share application money pending allotment	-	150
Non-current liabilities		
Long Term Borrowings	463	291
Deferred Tax Liability (net)	842	510
Trade Payables	178	178
Long term provisions	14	14
	1,497	993
Current liabilities		
Short term borrowings	13,506	14,221
Trade Payables	4,581	3,511
Other current liabilities	9,171	6,048
Short term provisions	756	652
	28,013	24,432
Total	52,045	46,522

	Rs.in Million	
	30 th Sept-13	30 th Sept-12
ASSETS		
Non-current assets		
Fixed assets		
Tangible assets	3,149	2,875
Intangible assets	48	49
Goodwill on consolidation	115	165
Capital work-in-progress	303	93
Non-current investments	-	-
Long-term loans and advances	4,348	4,584
Trade receivables	-	-
Other non-current assets	154	136
	8,117	7,902
Current assets		
Current investments	166	-
Inventories	20,746	17,367
Trade receivables	2,322	1,523
Cash and bank balances	690	1,193
Short-term loans and advances	15,021	14,491
Other current assets	4,984	4,048
	43,928	38,621
TOTAL	52,045	46,522



PROFIT & LOSS STATEMENT



Rs. in Million

Particulars	H1-14	H1-13	Q2-14	Q2-13	FY-13	% of Growth	
						H1-14 on H1-13	Q2-14 on Q2-13
Property Development	7,170.00	6,537.52	3,696.78	3,164.39	14,155.28	10%	17%
Contractual + Manufacturing	2,854.11	1,942.02	1,711.17	983.70	4,490.13	47%	74%
Other Income	51.42	29.81	37.42	14.14	55.56		
Total Revenue	10,075.53	8,509.35	5,445.37	4,162.23	18,700.97	18%	31%
Total Expenditure	7,202.05	5,998.53	3,976.29	2,851.22	13,162.82		
EBITDA	2,873.48	2,510.82	1,469.08	1,311.01	5,538.15	14%	12%
EBITDA %	28.52%	29.51%	26.98%	31.50%	29.61%		
Depreciation	337.47	280.66	171.85	154.40	593.51		
Interest	829.48	819.85	433.79	442.68	1,705.31		
PBT	1,706.53	1,410.31	863.44	713.93	3,239.33	21%	21%
PBT %	16.94%	16.57%	15.86%	17.15%	17.32%		
Provision for Tax	639.75	460.87	298.07	213.68	1,068.13		
PAT before minority interest	1,066.78	949.44	565.37	500.25	2,171.20		
Minority Interest	(0.25)	-	(0.25)	-	1.17		
PAT after minority interest	1,067.03	949.44	565.62	500.25	2,172.37	12%	13%
PAT %	10.59%	11.16%	10.39%	12.02%	11.62%		

Note :

- EBITDA for H1-14 is after considering one time settlement with an old contractual customer, resulting in write-off of Rs.63 mn and one time payout of Rs.38 mn towards one time settlement of remaining contractual labour in the manufacturing unit.
- Figures are regrouped & reclassified



Slide no : 14

CASH FLOW STATEMENT



Rs. in Million

PARTICULARS	H1 FY-14	H1 FY-13	Q2 FY-14	Q2 FY-13	FY 12-13
Operational cash inflows					
Real Estate	9,475	6,935	4,552	3,687	16,111
Contractual	3,018	1,562	1,788	798	4,093
Total Operational cash inflow –(A)	12,493	8,497	6,340	4,485	20,204
Operational cash outflows					
Real Estate project expenses	5,452	4,033	2,516	1,917	8,859
Contracts project expenses	2,930	1,847	1,710	854	3,481
Statutory Dues & Other Taxes	613	495	291	328	965
Corpus Repayment	119	130	69	69	305
Central Over Heads (COH)	638	857	322	334	1,237
Advertising & Marketing expenses	158	165	66	86	452
Total Operational cash outflow- (B)	9,909	7,528	4,975	3,588	15,299
Net Operational Cash flow : A-B	2,584	969	1,365	897	4,905
Monetization of land / Development Rights (C)	-	1,029	-	64	1,029
Net Operational Cash Flow including Monetization of land (A-B+C)	2,584	1,998	1,365	961	5,934

Note: Figures are regrouped.

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CASH FLOW STATEMENT (Continued)



Rs. in Million

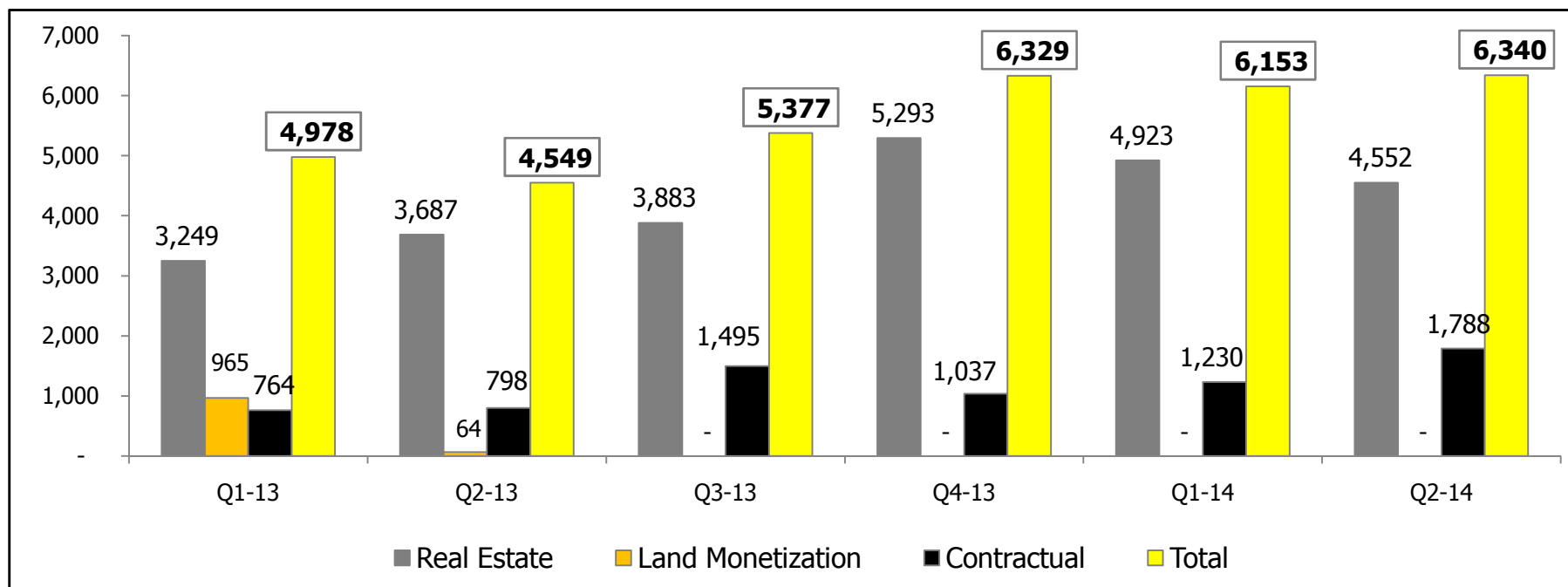
PARTICULARS	H1 FY-14	H1 FY-13	Q2 FY-14	Q2 FY-13	FY 12-13
Financial Outflows					
Interest Paid (Net of interest received)	977	897	501	409	2,000
Income Taxes	314	517	184	417	910
Deposits	-	31	-	23	-
Total Financial Outflows (D)	1,291	1,445	685	849	2,910
Net Positive Cash flow (Excl. income from land monetization) : (A-B-D)	1,293	(476)	680	49	1,996
Capital Outflows					
Land Payments	418	1,136	42	1,028	2,388
Investment in Subsidiaries	-	550	-	-	550
Dividend including tax	803	570	803	570	570
Capex – General	249	61	121	16	873
Capex – Commercial Real Estate	199	-	40	-	-
Total Capital Outflow (E)	1,669	2,317	1,006	1,614	4,381
Total Cash Inflow (A+C) : (1)	12,493	9,526	6,340	4,549	21,233
Total Cash Outflow (B+D+E) : (2)	12,869	11,291	6,666	6,050	22,589
Net Cash flow (1) –(2)	(376)	(1,764)	(326)	(1,501)	(1,357)

Note: Figures are regrouped.



IMPROVING COLLECTIONS

Quarterly Collections (Rs.Mns)



ROLLING - TRAILING 12 MONTHS CASHFLOW (Rs.Million)

Collections period	Q1-12 to Q4 12	Q2-12 to Q1-13	Q3-12 to Q2-13	Q4-12 to Q3-13	Q1-13 to Q4-13	Q2-13 to Q1-14	Q3-13 to Q2-14
Real Estate	11,823	12,723	13,399	14,336	16,111	17,785	18,650
Contractual	3,179	3,211	3,180	4,135	4,093	4,560	5,549
Total	15,002	15,934	16,579	18,471	20,204	22,345	24,199

Note: Above table does not include collections from land monetization.



MOVEMENT OF LOANS



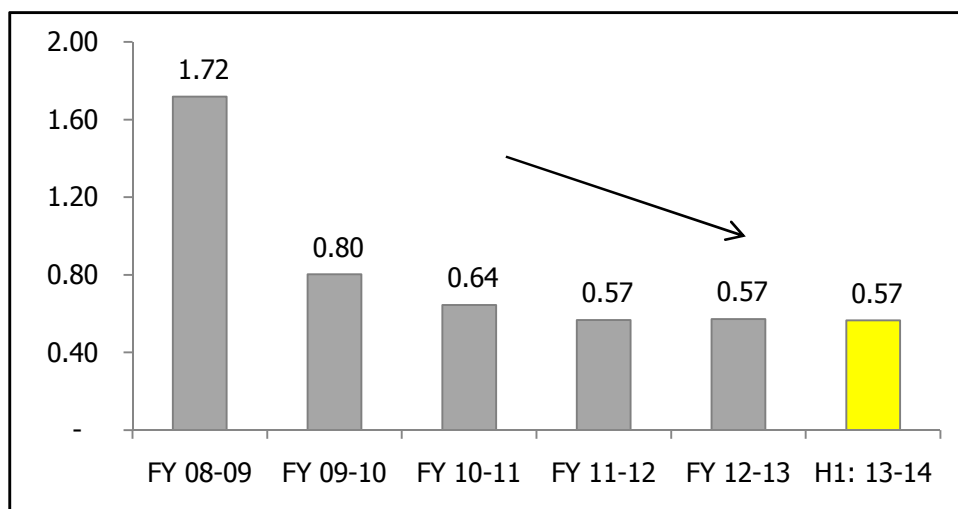
Consolidated

Rs. in Million

Particulars	30 th Sept-13	30 th June-13	Increase /(Decrease)
Gross Debt	13,513	13,011	502
Less: Cash & Cash Equivalents	832	716	116
Net Debt	12,681	12,295	386

Note: Net Debt excludes debentures of JV partner and lease obligation

D/E Ratio - Consolidated



Net Worth : Rs. 22.43 Billion

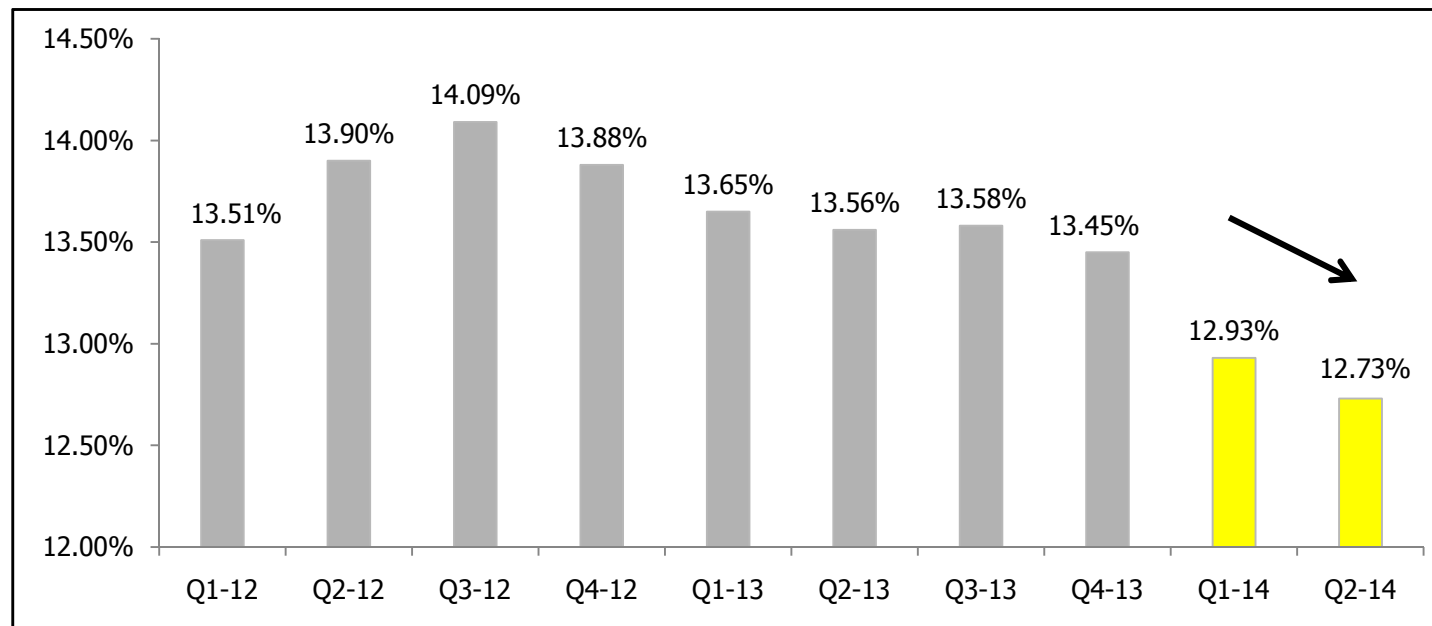
Debt (net) : Rs. 12.68 Billion

D/E ratio : 0.57



BORROWING COST

AVERAGE INTEREST COST



Note:

- The average cost of borrowing excludes interest payable on debentures.

Financing Cost (Gross) :

Rs. in Million

Sept-13	June-13	March-13	Dec-12	Sept-12	June-12
516	480	525	519	522	457



REAL ESTATE – COMPLETED PROJECTS



Apartments



Row Houses



Villas



Plotted Development

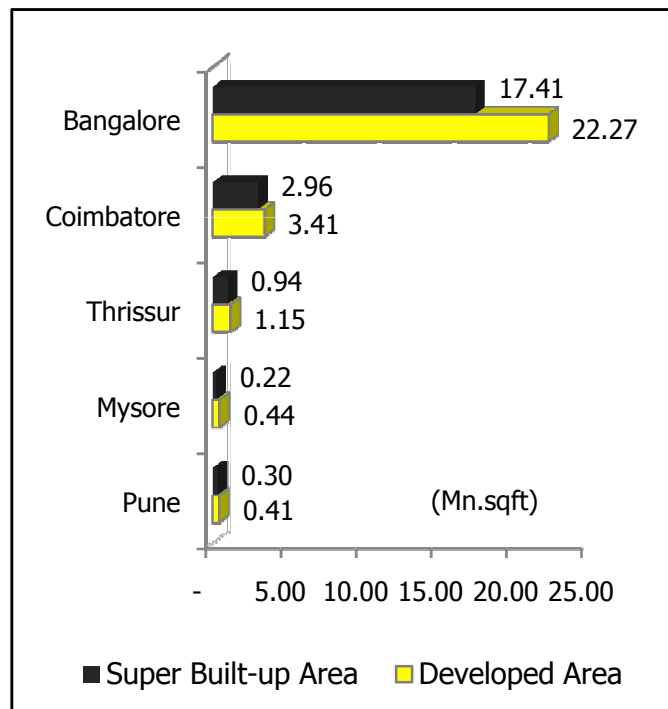


Club Houses

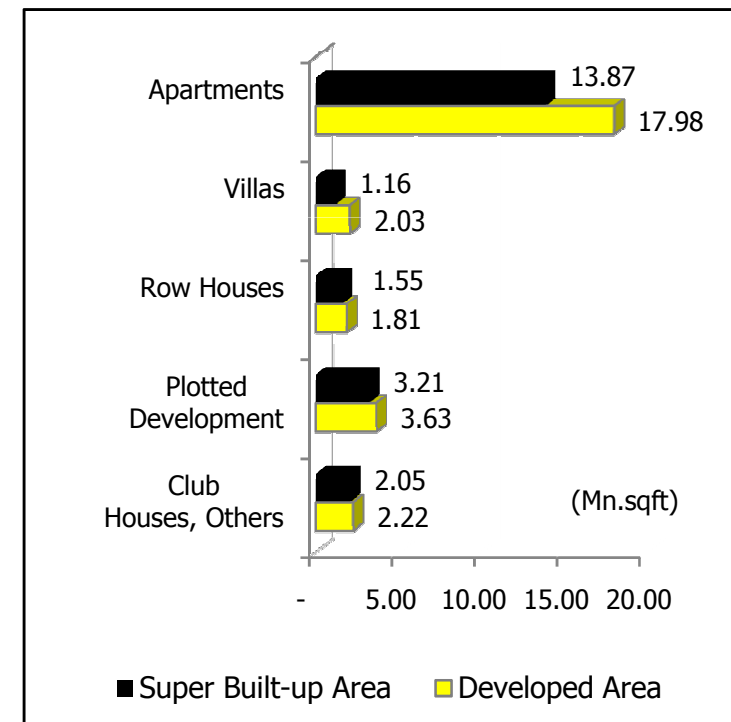


- ❖ Completed 88 projects in 5 cities
- ❖ Total Developed area of **27.68 mn.sqft** and Super Built-up area **of 21.83 mn.sqft**
- ❖ Product mix includes Multi Storied Apartments (Dreams, Luxury, Super Luxury & Presidential category), Row Houses, Villas, Plotted Developments & Club House Facilities etc

Location wise



Product - mix



* Developed / Developable area includes super built-up area (SBA) sold to the customer plus common area, car parking area, service area, storage area, internal roads and common amenities

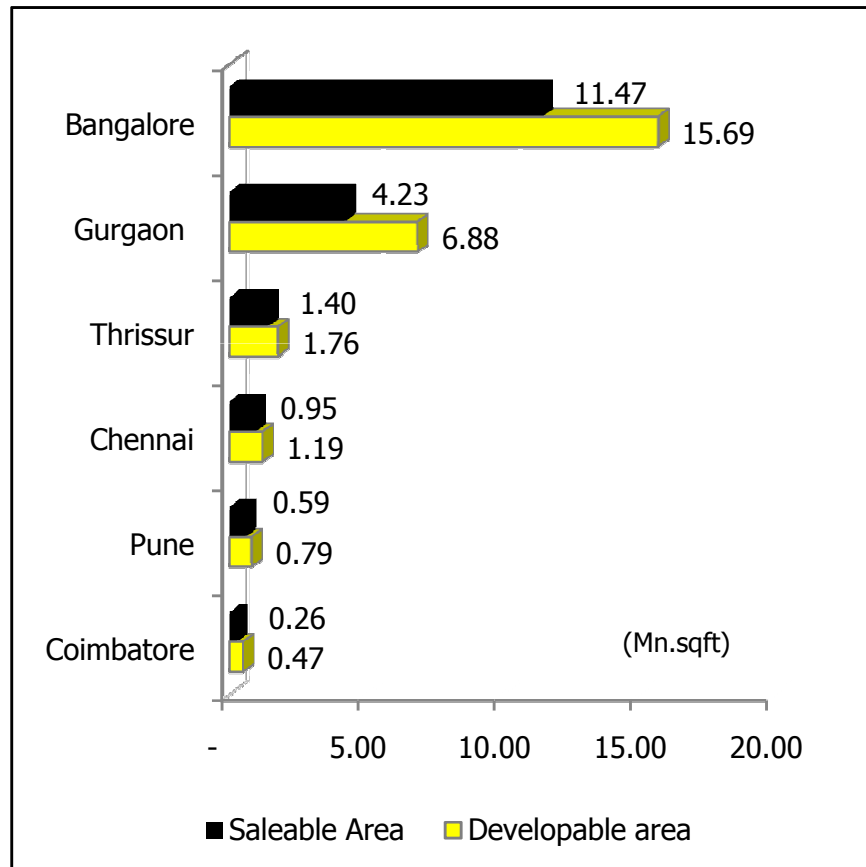


REAL ESTATE – ONGOING PROJECTS

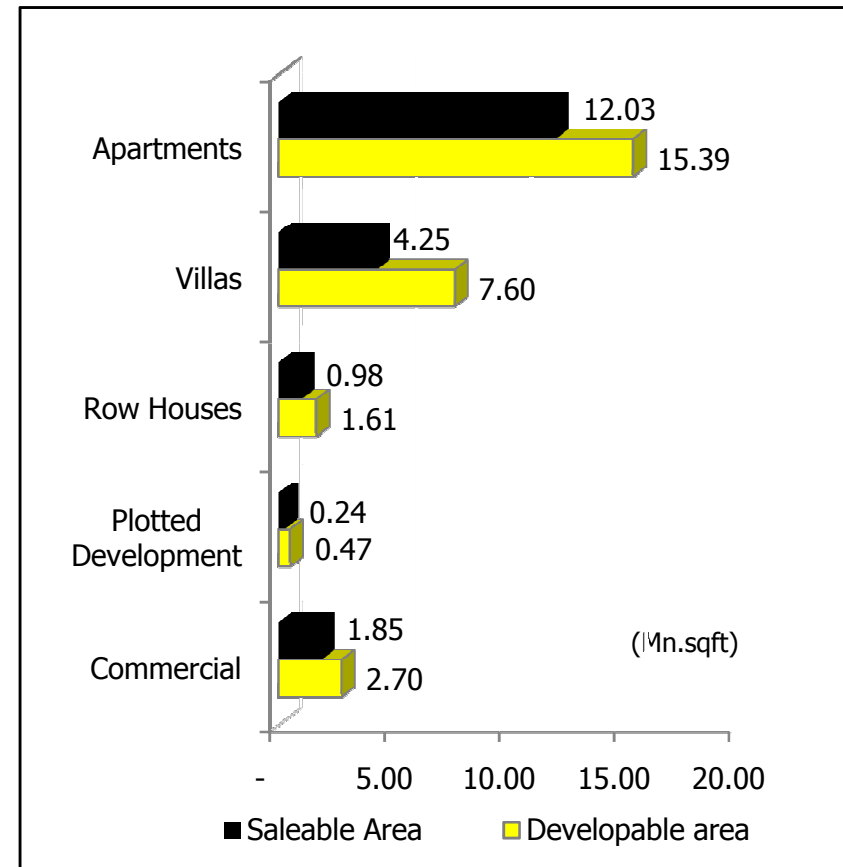


- ❖ 45 projects measuring Total Developed area of about **27.77 mn.sqft** and Super Built-up area of **19.35 mn.sqft**, located at 7 cities in India.

Location wise



Product - mix



REAL ESTATE – FUTURE LAUNCHES



Proposed new launches in the next 4 quarters

S.No	Projects	Location	Type	SITE Area (in Acres)	~Total SBA (sq.ft)	Sobha share of SBA (sq.ft)
	BANGALORE					
1	Hosakerehalli Property	Mysore Road	L+SL Apartments	15.70	1,473,354	1,172,053
2	Kanakapura Road property	Thalaghattapura	Apartments+Row Houses	11.33	981,500	682,143
3	Hosur Road Property	Beratana Agrahara	Apartments	15.48	1,668,375	1,668,375
4	APMC Project	Jakkur, Bellary Road	Commercial+Mall	29.24	2,663,033	2,063,252
	GURGAON (NCR)					
5	Babupur Village	Sector 108,109	Row Houses / Villas	10.45	204,840	102,420
	KOZHIKODE					
6	Feroke Property	Feroke	Apartments	3.53	678,056	528,884
	MYSORE					
7	Nadanahalli property	Nadanahalli	Plotted Development	6.20	135,036	135,036
	CHENNAI					
8	Sholinghanallur Property	Sholinghanallur, OMR	Residential Apartments	19.17	2,657,050	1,727,083
9	Tambaram Property	Tambaram	Plotted Development	10.00	217,800	217,800

Continued...

Note: Area details are subject to change

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REAL ESTATE – FUTURE LAUNCHES (continued)



Proposed new launches in the next 4 quarters

S.No	Projects	Location	Type	SITE Area (in Acres)	~Total SBA (sqft)	Sobha share of SBA (sqft)
	COCHIN					
10	Vyttila property	Silver Sand Island	Residential Apartments	5.94	1,149,986	975,570
	COIMBATORE					
11	Harishree Gardens-7,8,9	Veerakeralam	Row Houses / Villas	9.08	206,000	206,000
	THRISSUR					
12	Sobha City-Residential	Thrissur, Kerala	Residential	2.00	348,480	348,480
	TOTAL			138.12	12,383,510	9,827,096

Note:

1. Area details are subject to change

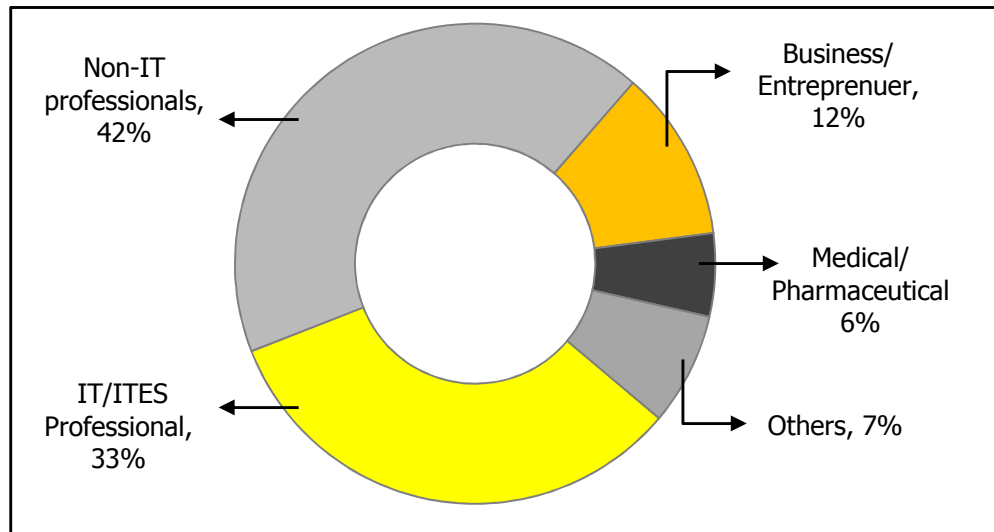
In addition to above, we plan to develop about 270 acres from our existing land bank by launching projects admeasuring approx. 21 mn.sqft, over the next 1 to 3 years.



BUYERS PROFILE



Profession-wise breakup



* Others includes House wives, Agriculturist, Retired, Govt. Employees etc.

NRI Booking status

	BLR, NCR, Pune	Chennai, Coimbatore	Thrissur, Kozhikode
Resident Indians	80%	61%	67%
NRI's	20%	39%	33%

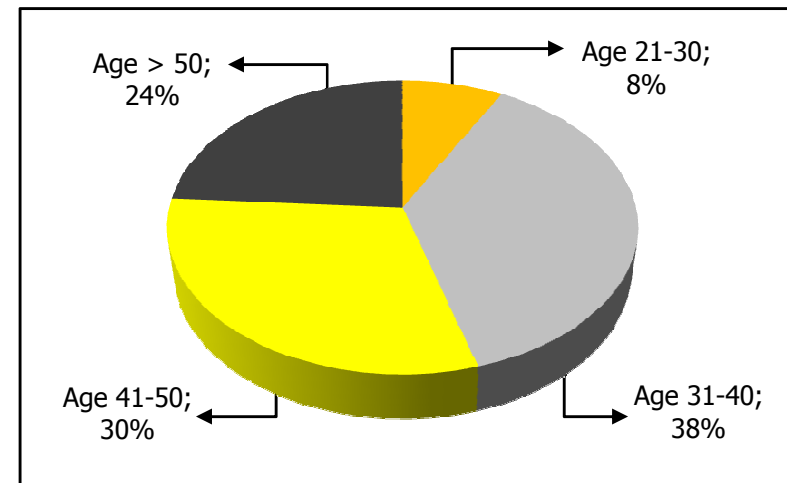
	H1-13	H2-13	H1-14
Resident Indians	74%	76%	72%
NRI's	26%	24%	28%

Customers funding status

Customers opted for Bank Loan	49%
Self Funding	51%

Note: The funding position is considered for cumulative sales period from April-12 to Mar-13.

Buyers Age-wise breakup



Note: Profession, NRI & Age wise details are based on bookings made from Oct-12 to Sept-13

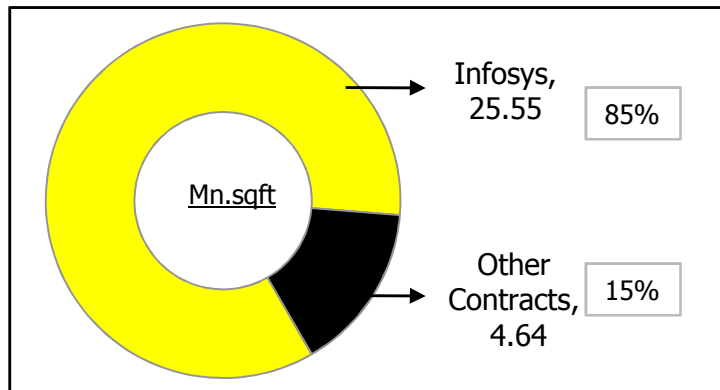


CONTRACTS - OVERVIEW



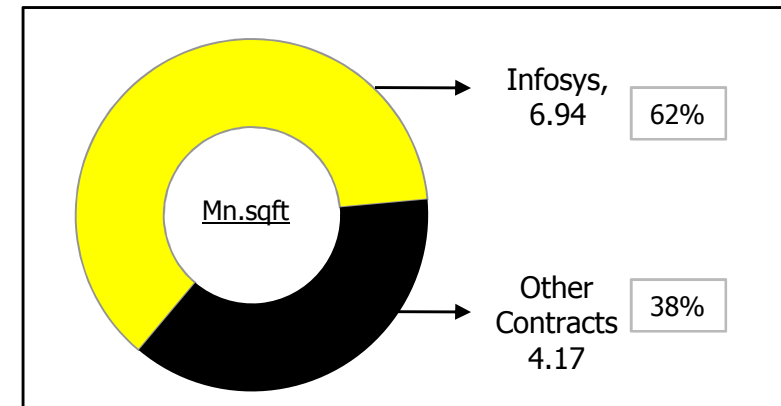
Completed Projects

- ❖ 234 Projects aggregating to 30.19 mn.sqft of area
- ❖ Completed projects located in 21 cities across India



Projects Under Progress

- ❖ 38 Projects aggregating to 11.11 mn.sqft of area
- ❖ Ongoing contractual projects located in 10 cities across India



• Other Corporate Clients include Dell, HP, Timken, Taj, Bayer Material Science, HCL, Bharat Forge, ITC, Biocon, IPE, Bosch, GMR, Huawei Technologies, Hotel Leela Ventures, Wonderla Holidays, PAN card club, Manipal County, Marble centre, Vakil Housing, Visa Steel House, Shanthi Hospital, Chaithanya projects, Manipal University, LuLu Mall and many other Private bungalows etc



CONTRACTS – PROJECTS BREAK-UP



Contractual projects status as on 30th September-13

S.NO	DESCRIPTION	PROJECTS UNDER PROGRESS	
		No of Projects	Built-up area (Mn.Sft)
1	Bangalore	15	2.92
2	Mysore	3	1.98
3	Hyderabad	6	1.70
4	Trivendrum	3	1.55
5	Mangalore	4	1.09
6	Pune	3	1.00
7	Coimbatore	1	0.30
8	Cochin	1	0.30
9	Jaipur	1	0.15
10	Durgapur	1	0.12
TOTAL		38	11.11

- Share of Non-Infosys Contractual orders has increased to 38 % - All time high.
- Bagged 4 prestigious orders from Dell, Bosch, Manipal University, LuLu Mall-MLCP during H1-14, valued approx. Rs. 2.20 Billion

Note:

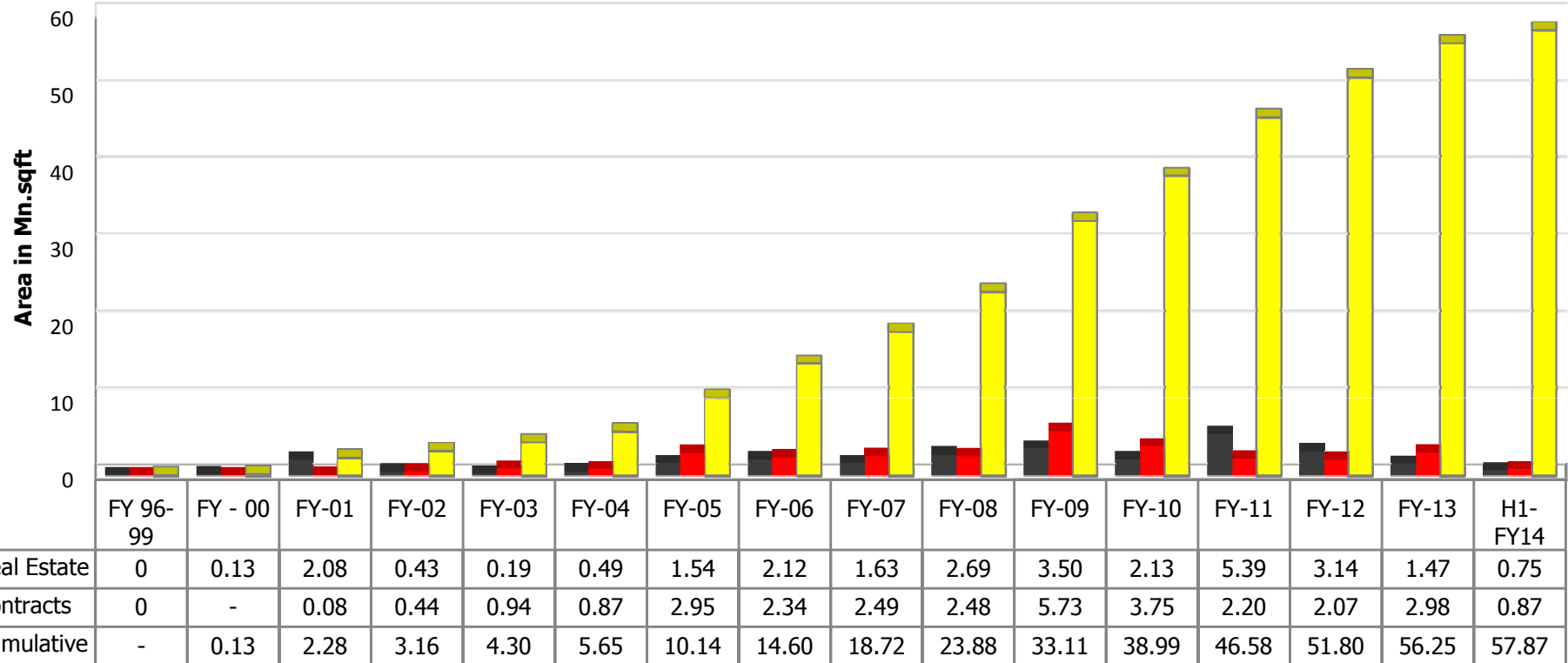
- The scope of contractual works varies from Civil, Finishes, Electrical, PHE works, Interiors to Glazing.
- The unbilled value of projects under progress is about Rs. 7.30 Billion



EXECUTION TRACK RECORD



Developed Area - Track record



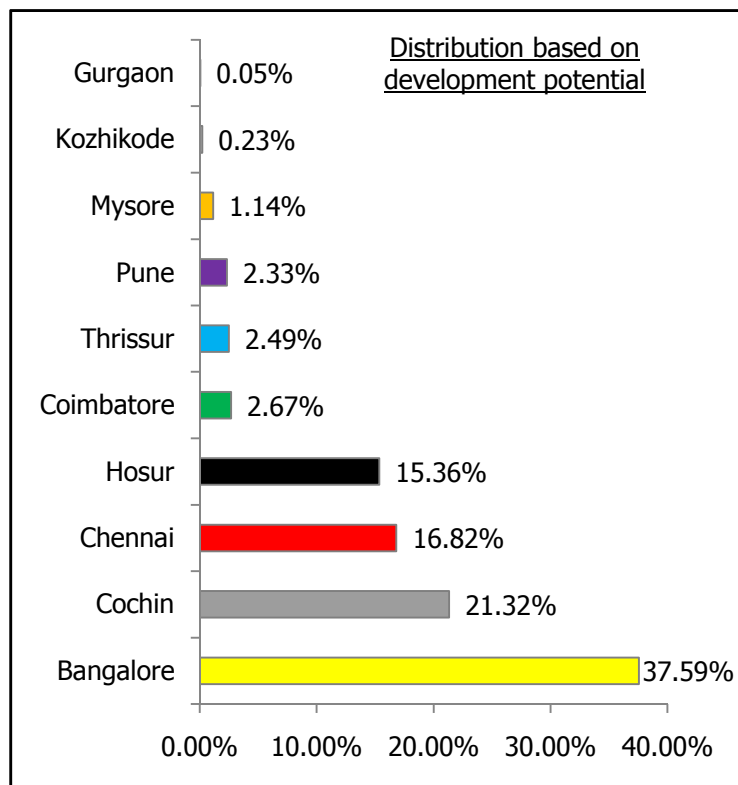
❖ Sobha has completed 18.72 mn.sqft of developable area over a period of 12 years since inception in 1995 ,till 2007, and thereof has completed 39.15 mn.sqft of area in the next 6.5 years till end of September-13.

❖ On an average, developed over 6 mn.sqft of area for the past 6 years.



LAND BANK STATUS

Total Extent of Land	2,626	Acres
Sobha Share of Land	2,539	Acres
Total Cost consideration	19,662	Rs.Mns
Balance amount payable	2,167	Rs.Mns
Cost / sqft of Sobha Share	178	Rs./sqft
FSI cost of Sobha Share	87	Rs./sqft



Total Developable Area	232.13 Mn.sqft
Sobha Share	226.88 Mn.sqft

BANGALORE (871.63 acres)

Developable Area	88.98
Sobha Share	85.28

MYSORE (32.30 acres)

Developable Area	2.59
Sobha Share	2.59

PUNE (117.58 acres)

Developable Area	5.49
Sobha Share	5.30

KOZHIKODE (3.53 acres)

Developable Area	0.68
Sobha Share	0.53

THRISSUR (40.06 acres)

Developable Area	5.64
Sobha Share	5.64

COCHIN (441.21 acres)

Developable Area	48.55
Sobha Share	48.38

GURGAON (10.45 acres)

Developable Area	0.20
Sobha Share	0.10

CHENNAI (526.14 acres)

Developable Area	39.10
Sobha Share	38.17

HOSUR (484.76 acres)

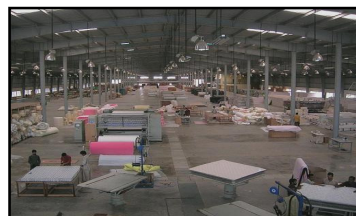
Developable Area	34.84
Sobha Share	34.84

COIMBATORE (98.85 acres)

Developable Area	6.06
Sobha Share	6.06



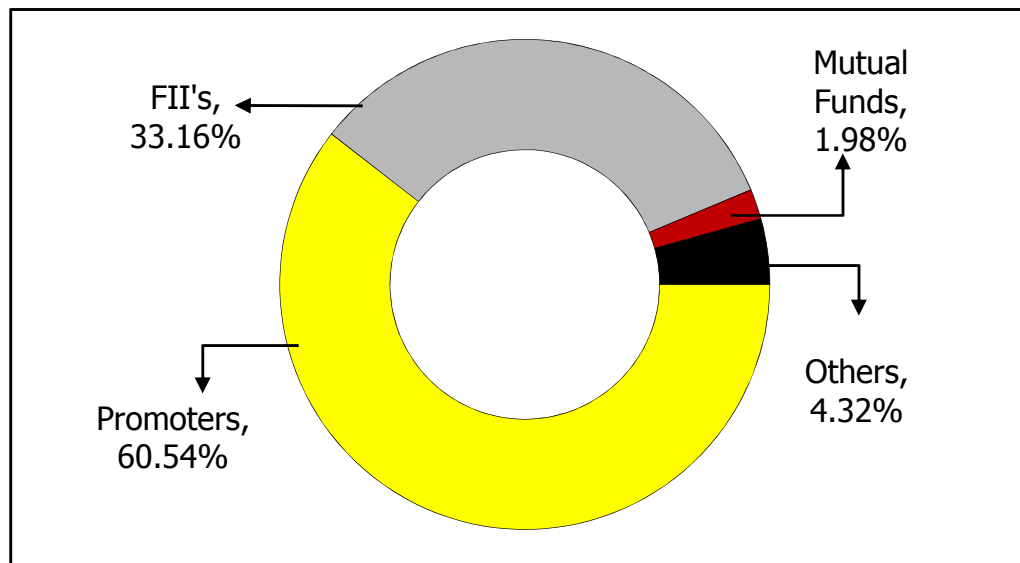
BACKWARD INTEGRATION (World Class Manufacturing Facilities)



Interiors & Furnishing Division		Glazing & Metal Works Division		Concrete Products Division	
Turn over : H1 FY-14	Rs.285 Mn	Turn over : H1 FY-14	Rs.539 Mn	Turn over : H1 FY 14	Rs.102 Mn
Total Factory area	0.8 Mn sq ft	Factory area	0.3 Mn sq ft	Factory area	0.4 Mn sq ft
PRODUCTS <ul style="list-style-type: none"> Manufacturing wood based products such as doors, windows, paneling, cabinets, cupboards & loose furniture. Manufacture of Economy, Deluxe, Super Deluxe & Premium Mattresses from Furnishing division 		PRODUCTS <ul style="list-style-type: none"> Metal / Steel fabrication Aluminum door and windows, structure Glass works 		PRODUCTS <ul style="list-style-type: none"> Manufacture of wide range of concrete products such as concrete blocks, pavers, kerb stones, water drainage channels, paving slabs and elite landscape products Set up new facilities for producing Glass Fiber Reinforced Concrete. 	



SHARE HOLDING PATTERN



- ❖ No. of shareholders as on 30th Sept, 2013 - 56,396
- ❖ Market capitalization as on 30th Sept, 2013 - Rs.27.56 Billion.

	30 th Sept-13	30 th June-13	31 st Mar-13	31 st Dec 12	30 th Sept-12
Promoters Holding	60.54%	60.55%	60.55%	60.54%	60.50%
FII's	33.16%	33.46%	33.24%	31.59%	32.78%
Mutual Funds	1.98%	2.27%	2.55%	3.65%	2.44%
Others	4.32%	3.72%	3.66%	4.22%	4.28%



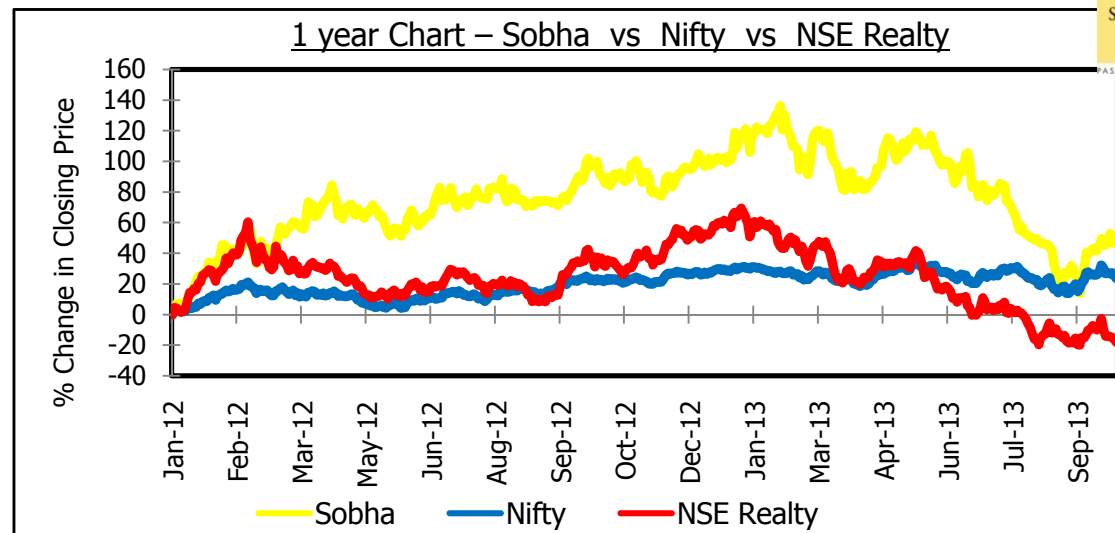
SOBHA – STOCK PERFORMANCE



Status as on: 30th September-13

No. of Shares	98.06 Million
Market Capitalization	Rs 27.56 Billion
Stock Price : 52 week High / Low	Rs. 498 / 213
Avg. Daily volume (12 months)	181,517

Source : NSE, BSE index



Key Research Houses covering the stock...

- Morgan Stanley
- Goldman Sachs
- CLSA India
- ICICI Securities
- J P Morgan
- Ambit Capital
- CIMB
- Jefferies India Ltd
- Axis Capital
- Motilal Oswal
- Religare Capital Markets
- BNP Paribas
- Kotak Securities
- Edelweiss
- IDBI Capital
- IIFL (India Info Line)
- JM Financials
- Prabhudas & Lilladher
- ICICI Direct
- Standard Chartered Bank
- SBI Capital
- IDFC securities
- Macquarie Capital Securities
- Bank of America (Merrill Lynch)
- Kantilal Chhaganlal Securities
- Emkay Global
- Nirmal Bang Institutional Equities
- Citi Research

Sobha stock covered by 109 Research analysts and 19 fund managers





THANK YOU

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Sobha Malachite-Thrissur



Sobha Moonstone



Sobha Azalea

Disclaimer:

The information in this presentation contains certain forward-looking statements. These include statements regarding outlook on future development schedules, business plans and expectations of Capital expenditures. These statements are based on current expectations that involve a number of risks and uncertainties which could cause actual results to differ from those anticipated by the Company.