



PASSION AT WORK

Sobha City – Mykonos, Aristos



Investor Presentation
30th September, 2015

H1 FY 15-16 : PERFORMANCE HIGHLIGHTS



NEW SALES

		H1-16	H1-15
VOLUME	Mns.sqft	1.69	1.59
VALUE (Incl. JD Share)	Rs.Mns	10,650	11,145
VALUE (Sobha Share)	Rs.Mns	9,988	10,412
REALIZATION (Sobha Share)	Rs / Sqft	5,904	6,553

NEW LAUNCHES

- ❖ Launched 2 projects – 'Sobha Clovelly' and 'Sobha Retreat' in Bangalore, measuring **0.34 mn. sq.ft** of Saleable area during H1 FY 15-16.

PROJECT COMPLETION

- ❖ Completed and handed over **4** Real Estate projects (**1.74 mn.sqft**) and **7** Contractual projects (**2.37 mn.sqft**) during H1- FY 15-16, measuring total developed area of **4.11 mn.sqft**
- ❖ Overall completion of **375** projects measuring total developed area of **74.64 mn.sqft** as on 30th September, 2015.

ONGOING PROJECTS

- ❖ Currently executing **43** Real Estate projects in **8** cities measuring **40.27 mn.sqft** and **27** contractual projects in **10** cities measuring **9.08 mn.Sqft** of developable area.
- ❖ In total, **70** ongoing projects measuring **49.35 mn.sqft** of developable area



(1 Square Meter = 10.764 Square Feet)

Q2 FY 15-16, FINANCIAL HIGHLIGHTS (Consolidated)



REVENUE

- Revenue of Rs.4.56 Billion during Q2 FY-16 as against Rs.6.77 Billion in Q2 FY-15 and Rs.4.63 Billion in Q1 FY-16.
- Revenue declined by 33% Yr-on-Yr and 1% on sequential basis.

EBITDA

- EBITDA of Rs.1.21 Billion during Q2 FY-16 as against Rs.1.73 Billion in Q2 FY-15 and Rs.1.31 Billion in Q1 FY-16
- EBITDA down by 30% Yr-on-Yr and 7% on sequential basis.
- EBITDA margin at 26.5%

PBT

- PBT of Rs. 621 million during Q2 FY-16 as against Rs.949 million in Q2 FY-15 and Rs.722 million during Q1 FY-16.
- PBT down by 35% Yr-on-Yr and 14% on sequential basis.
- PBT margin at 13.6%

PAT

- PAT of Rs.401 million during Q2 FY-16 as against Rs.594 million in Q2 FY-15 and Rs.451 million during Q1 FY-16
- PAT down by 33% Yr-on-Yr and 11% on sequential basis.
- PAT margin at 8.8%.



H1 FY 15-16, FINANCIAL HIGHLIGHTS (Consolidated)



REVENUE

- Revenue of Rs.9.19 Billion during H1 FY-16 as against Rs.12.60 Billion in H1 FY-15
- Revenue down by 27% Yr-on-Yr

Real Estate :

- Real Estate revenue of Rs.6.35 Billion during H1 FY-16 as against Rs.8.21 Billion in H1 FY-15.
- Real Estate revenue down by 23% Yr-on-Yr.

Contracts :

- Contracts and manufacturing revenue of Rs.2.79 Billion during H1 FY-16 as against Rs.4.29 Billion in H1 FY-15.
- Contracts revenue down by 35% Yr-on-Yr.

EBITDA

- EBITDA of Rs.2.52 Billion during H1 FY-16 as against Rs.3.31 Billion in H1 FY-15
- EBITDA down by 24% Yr-on-Yr
- EBITDA margin at 27.4%

PBT

- PBT of Rs.1.34 Billion during H1 FY-16 as against Rs.1.85 Billion in H1 FY-15.
- PBT down by 28% Yr-on-Yr.
- PBT margin at 14.6%



H1 FY 15-16, FINANCIAL HIGHLIGHTS (Consolidated)



PAT

- PAT (after minority interest) of Rs.852 million during H1 FY-16 as against Rs.1,165 million in H1 FY-15.
- PAT down by 27% Yr-on-Yr.
- PAT margin at 9.3%.

COLLECTIONS

- Total collections of Rs.11.04 Billion during H1 FY 15-16
- Generated Net Operational cash flow of Rs.1.55 Billion.

LOAN & DEBT

- Consolidated net debt as on 30th Sept-15 is Rs.20.97 Billion
- Consolidated net D/E ratio stands at 0.83 times of equity.
- The average cost of debt as on 30th Sept-15 is 12.14 %

OTHERS

- Customer advances as on 30th Sept-15 : Rs.9.02 Billion
- Unbilled receivables as on 30th Sept-15 : Rs.3.86 Billion
- Unrecognized revenue from sold units of about Rs.27.50 Billion.



SALES PERFORMANCE & PRICE REALIZATION

Locations	Q2 FY-16			H1 FY-16		
	Area Sold	Sales Realization (Incl.JD share)	Sales Realization (Sobha Share)	Area Sold	Sales Realization (Incl.JD share)	Sales Realization (Sobha Share)
	in sq. feet	Rs/ sq.ft	Rs/ sq.ft	in sq. feet	Rs/ sq.ft	Rs/ sq.ft
Bangalore	605,985	6,586	6,083	1,306,468	6,470	6,055
NCR (Gurgaon)	11,941	11,522	11,522	19,048	11,542	11,542
Chennai	115,816	3,313	3,313	181,973	3,741	3,741
Thrissur	19,757	7,681	7,681	22,975	7,490	7,490
Pune	17,365	7,641	7,641	39,270	8,328	8,328
Coimbatore	10,659	4,317	4,317	13,267	4,432	4,432
Calicut	36,896	6,801	5,457	62,565	6,918	5,533
Cochin	25,810	8,689	7,646	31,349	8,643	7,605
Mysore	6,100	2,256	2,256	14,811	2,352	2,352
TOTAL	850,329	6,270	5,822	1,691,728	6,295	5,904
Sales Value (Rs.Billion)		5.33	4.95		10.65	9.99

- Average realization is lower due to change in product mix.
- Sales value includes Basic price, Car park, Statutory deposits, Taxes, but excludes Registration and stamp duty charges and maintenance deposits.



(1 Square Meter = 10.764 Square Feet)

PRICE BAND CATEGORY

		H1-16	H1-15
Total Area Sold	Mn.sqft	1.69	1.59
Total Sales Value (incl. JD share value)	Rs. Million	10,650	11,145
Average Price Realization	Rs/ Sq.ft	6,295	7,015

Category	Area sold (Mn. Sqft)			
	H1-16	%	H1-15	%
< Rs.50 lakhs	0.14	8%	0.07	4%
Rs.50 lakhs to 1cr	0.75	45%	0.34	22%
Rs.1 cr to 1.5 crs	0.40	24%	0.69	43%
Rs.1.5 crs to 2 crs	0.14	8%	0.12	7%
Rs.2 crs to 2.5 crs	0.09	5%	0.12	8%
Rs.2.5 crs to 3 crs	0.04	2%	0.03	2%
Above Rs.3 crs	0.13	8%	0.22	14%
Grand Total	1.69	100%	1.59	100%

Value sold (Rs.Million)			
H1-16	%	H1-15	%
463	4%	166	1%
4,326	41%	1,938	17%
2,470	23%	4,684	42%
1,192	11%	770	7%
657	6%	955	9%
437	4%	316	3%
1,105	11%	2,316	21%
10,650	100%	11,145	100%

- Sales from <Rs.1 cr category increased to 53% from 26%, due to significant sales contribution from Sobha Dream Acres project.
- Below Rs.50 lakhs represents 1 BHK units in Chennai, Coimbatore & Bangalore and Plotted Development sales in Chennai, Mysore and Bangalore.



(1 Square Meter = 10.764 Square Feet)

LOCATION WISE INVENTORY DETAILS



Area in Million Sq.Feet

Locations	Opening stock as on 1st Apr-15	Projects launched during H1-16	increase/ (decrease) of existing stock*	Stock available for sale	Area sold during H1-16	Closing stock as on 30 th Sept-15	Area not offered for sale	Net unsold stock as on 30 th Sept-15
Bangalore	11.70	0.34	(0.21)	11.83	1.31	10.52	6.31	4.21
Gurgaon (NCR)	1.69	-	0.03	1.72	0.02	1.70	1.03	0.67
Chennai	0.60	-	0.02	0.62	0.18	0.44	-	0.44
Thrissur	0.23	-	-	0.23	0.02	0.21	-	0.24
Pune	0.45	-	-	0.45	0.04	0.41	-	0.41
Coimbatore	0.25	-	0.08	0.33	0.01	0.32	-	0.32
Calicut	0.86	-	(0.01)	0.85	0.06	0.79	-	0.79
Cochin	0.97	-	-	0.97	0.03	0.94	-	0.94
Mysore	0.06	-	0.01	0.07	0.02	0.05	-	0.05
TOTAL	16.81	0.34	(0.08)	17.07	1.69	15.38	7.34	8.04

Note:

- Closing stock includes 0.23 mn.sqft of unsold inventory from completed projects, out of which 0.12 mn.sqft of area is from Plotted development projects
- Bangalore region – Area not offered for sales includes Sobha Dream Acres – Phase 2 to 5, Silicon Oasis and Arena projects.



(1 Square Meter = 10.764 Square Feet)

UNSOLD INVENTORY BREAK-UP

Area released for Sale (Mn.sqft)

Particulars	As on 30 th Sept,15			As on 30 th Sept,14	
	Area (Mn.sqft)	%		Area (Mn.sqft)	%
Below Rs.50 lakhs	0.38	5%		0.24	3%
Between Rs.50 lakhs to 1 cr	1.53	19%		0.94	13%
Between Rs.1 cr to 1.5 cr	1.90	23%		1.93	27%
Between Rs.1.5 cr to 2 crs	0.79	10%		0.67	9%
Between Rs.2 cr to 2.5 crs	1.20	15%		1.04	15%
Between Rs.2.5 cr to 3 crs	0.56	7%		0.61	9%
Above Rs.3 crs	1.68	21%		1.72	24%
TOTAL	8.04	100%		7.15	100%

Note:

- Unsold stock as on 30th Sept,15 includes 0.23 mn.sqft of unsold inventory from completed projects.
- Out of 7.34 Mn.sft of area not offered for sale consist of 6.31 mn.sqft of area, which will come under below Rs.1.5 crs category.



(1 Square Meter = 10.764 Square Feet)

REAL ESTATE PROJECTS – PROJECTED CASH FLOW



Ref.No	Description	Ongoing Projects	Completed Projects	Total	UOM
1	Total Developable area	40.27		40.27	mn.sqft
2	Area of Car Park, Common areas and Amenities etc	12.00		12.00	mn.sqft
1 - 2	Total Saleable area	28.27		28.27	mn.sqft
3	Sobha share of Saleable area	25.52		25.52	mn.sqft
4	Less: Leasable area in Bangalore (St.Mark's Road Property)	0.10		0.10	mn.sqft
5= 3 – 4	Net Saleable area (Sobha share)	25.42	6.39	31.81	mn.sqft
6	Total area sold till 30 th Sept-15	10.27	6.16	16.43	mn.sqft
5 - 6	Unsold area	15.15	0.23	15.38	mn.sqft
7	Balance construction cost to be spent to complete the entire development	74,814	-	74,814	Rs.Mns
8	Outstanding receivables + Balance to be billed and collected on sold units	30,082	1,300	31,382	Rs.Mns
9	Sales value of unsold stock	105,535	1,062	106,597	Rs.Mns
9+8-7	Positive cash flow expected	60,803	2,362	63,165	Rs.Mns
Total Cash flow available from the Real Estate projects		63,165		Rs.Mns	

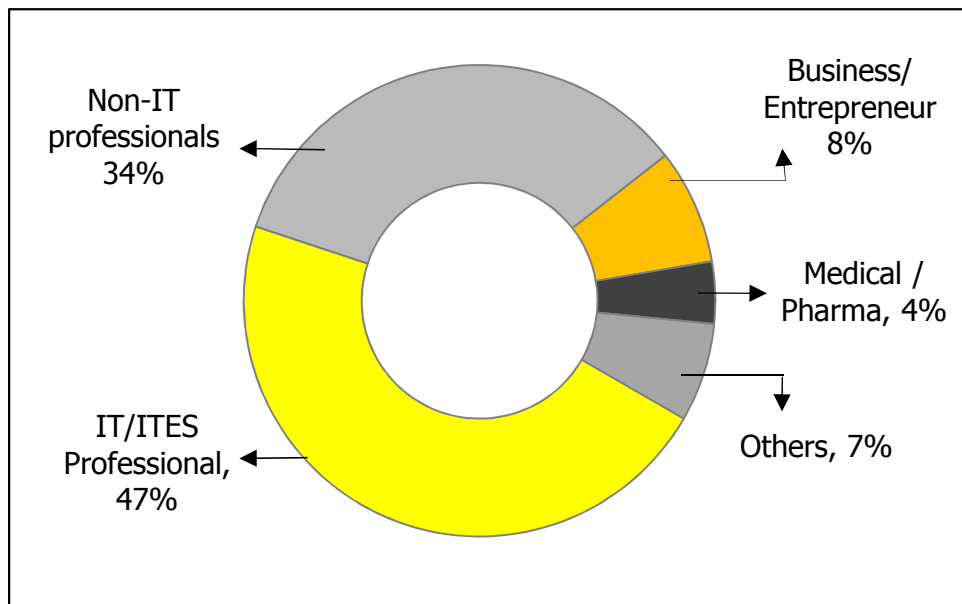
Note : 1. Completed projects unsold area includes plotted development of 0.12 mn.sqft
 2. Ongoing Unsold inventory includes 7.34 mn.sft of area not released for sale.



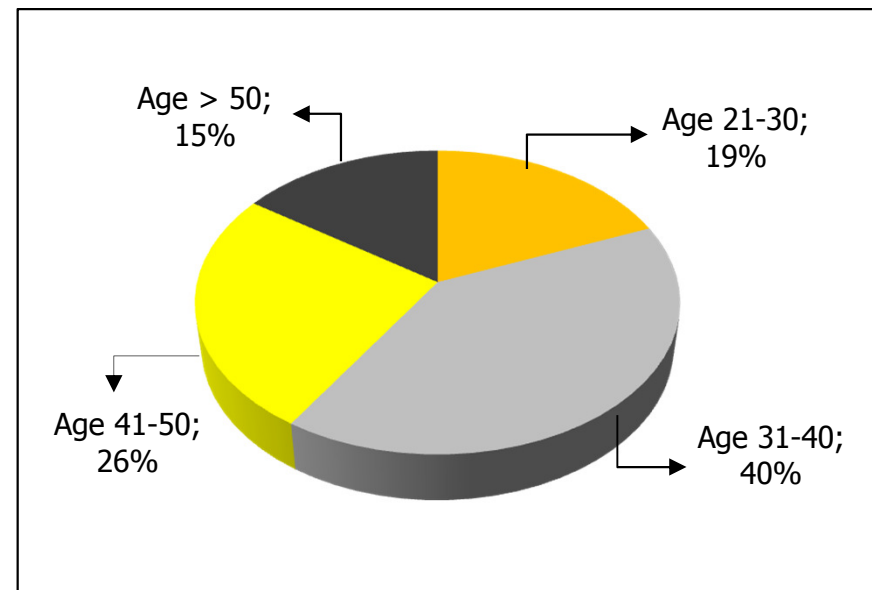
(1 Square Meter = 10.764 Square Feet)

BUYERS PROFILE – ROLLING 12 MONTHS

Profession-wise breakup



Buyers Age-wise breakup



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

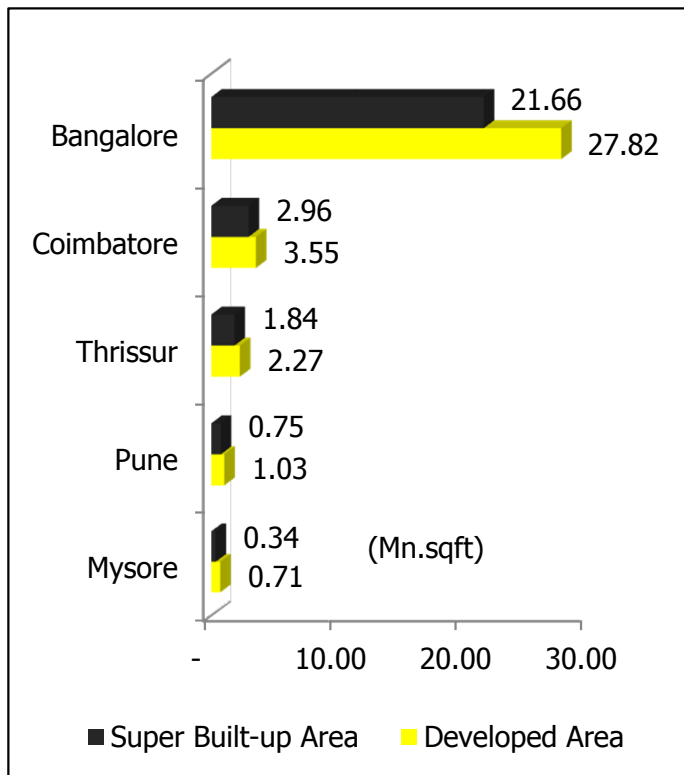


(1 Square Meter = 10.764 Square Feet)

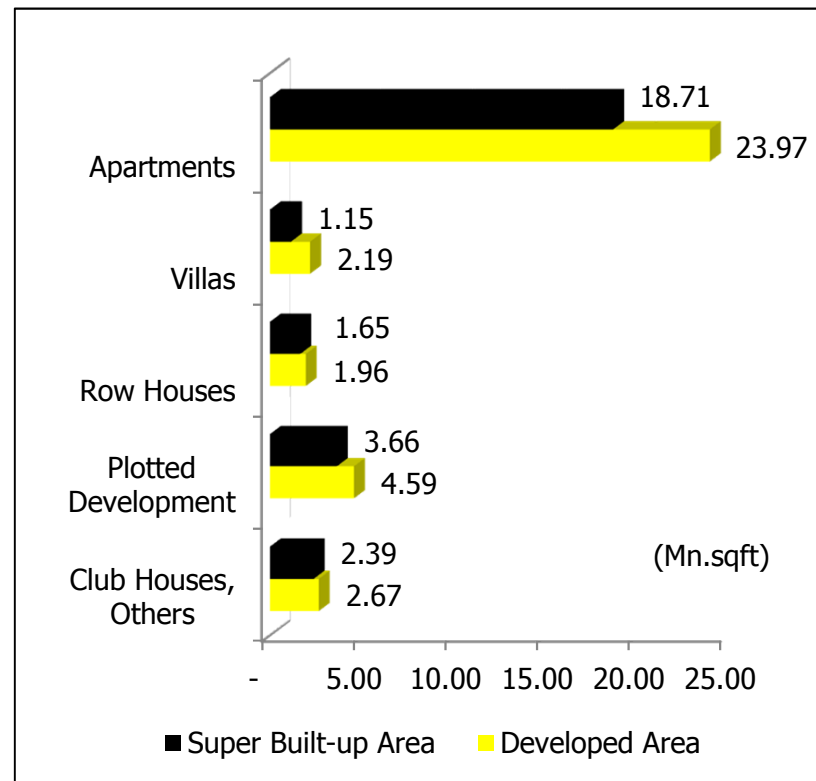
REAL ESTATE – COMPLETED PROJECTS

- ❖ Completed 106 projects in 5 cities
- ❖ Total Developed area of **35.37 mn.sqft** and Super Built-up area of **27.56 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



Apartments



Row Houses



Villas



Plotted Development



Club Houses

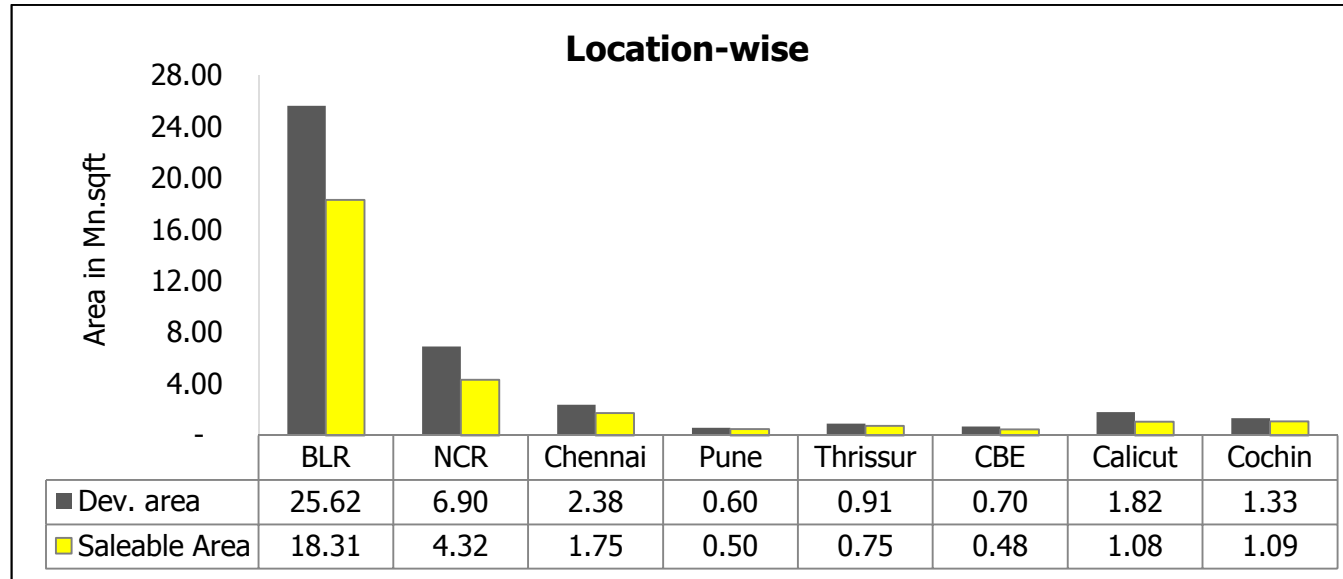


* Developed / Developable area includes super built-up area (SBA) / saleable area to the customer plus common area, car parking area, service area, storage area, internal roads and common amenities.

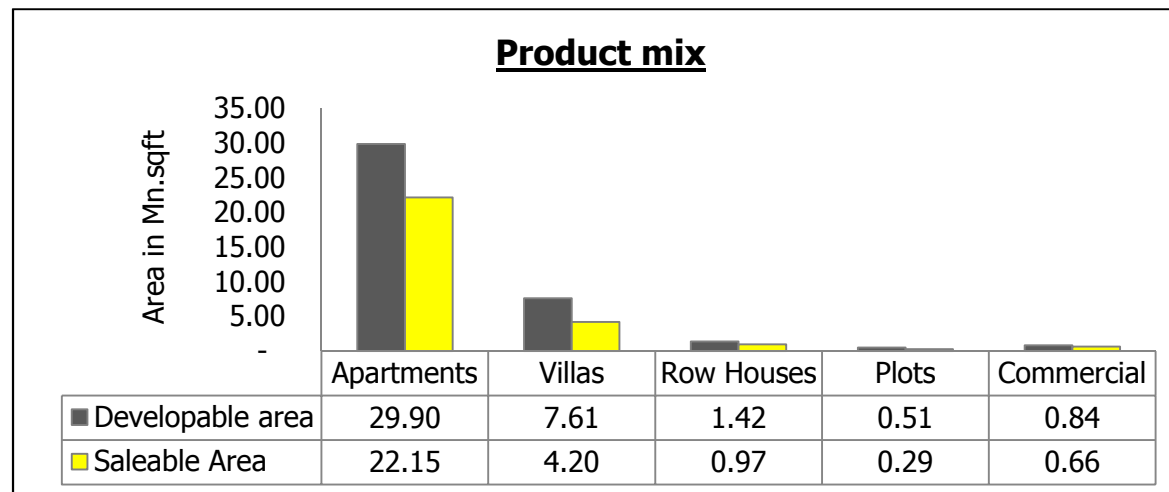


REAL ESTATE – ONGOING PROJECTS

- ❖ **43** projects measuring Total Developed area of about **40.27 mn.sqft** and Super Built-up area of **28.27 mn.sqft**, located at **8 cities** in India.



Sobha Retreat, Bangalore



Sobha Clovelly, Bangalore



REAL ESTATE – FUTURE LAUNCHES



Proposed new launches in next 4 to 6 quarters

S.No	Projects	Location	Type	Site Area (in Acres)	~Total SBA (Mn.sqft)	Sobha share (Mn.sqft)
BANGALORE						
1	Yelahanka Property	Kogilu Cross	Apartments	4.75	0.52	0.35
2	Kanakapura Road Property	Near Forest View, Hosahalli	Apartments	3.60	0.46	0.46
3	Gopalapura Property	Near Sobha Indraprastha	Apartments	2.71	0.35	0.19
4	Sarjapur Road Property	Hoddasiddhapura	Apts+Row Houses	23.88	2.25	1.46
CHENNAI						
5	Sholinghanallur Property	Sholinghanallur, OMR	Apartments	19.17	2.10	1.37
COCHIN						
6	Marine Drive Property	Marine Drive	Apartments	16.69	3.19	1.60
GURGAON						
7	Group Housing	Babupur – Sector 109	Apartments	39.38	3.21	1.93
MYSORE						
8	Jettihundi Property	Jettihundi	Plotted Development	14.30	0.33	0.32

Note: Area details are subject to change

Continued...

Slide no : 14



REAL ESTATE – FUTURE LAUNCHES (continued)



S.No	Projects	Location	Type	Site Area (in Acres)	~Total SBA (Mn.sqft)	Sobha share (Ms.sqft)
	COIMBATORE					
9	Harishree Gardens	Veerakeralam	Row Houses / Villas	9.08	0.21	0.21
	TOTAL			133.56	12.62	7.89

Bangalore - Commercial

S.No	Projects	Location	Type	SITE Area (in Acres)	~Total SBA (sqft)	Sobha share of SBA (sqft)
1	APMC Project	Jakkur, Bellary Road	Commercial	29.24	2.66	2.06

Note:

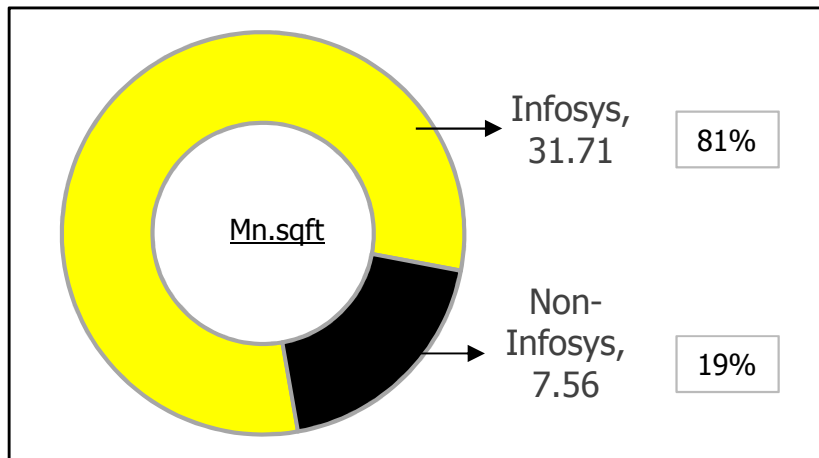
- Area details are subject to change



CONTRACTS - OVERVIEW

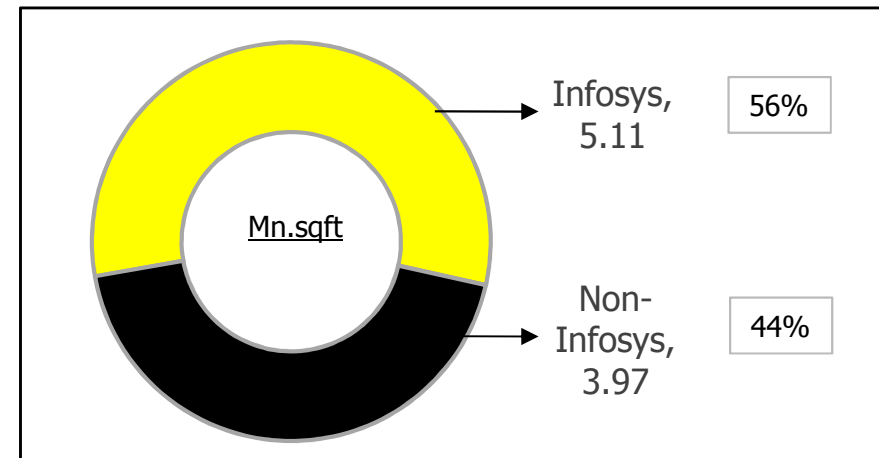
Completed Projects

- ❖ 269 Projects aggregating to 39.27 mn.sqft of area
- ❖ Completed projects located in 24 cities across India



Projects Under Progress

- ❖ 27 Projects aggregating to 9.08 mn.sqft of area
- ❖ Ongoing contractual projects located in 10 cities across India



• Other Corporate Clients include LuLu, Biocon, Syngene, Dell, HP, Timken, Taj, Bayer Material Science, HCL, Bharat Forge, ITC, Bosch, GMR, Huawei Technologies, Hotel Leela Ventures, Wonderla Holidays, Manipal Group etc



CONTRACTS – PROJECTS BREAK-UP

Contractual projects status as on 30th Sept, 15

S.NO	DESCRIPTION	PROJECTS UNDER PROGRESS	
		No of Projects	Built-up area (Mn.Sft)
1	Bangalore	12	2.48
2	Cochin	1	1.50
3	Hyderabad	2	1.09
4	Mangalore	2	0.73
5	Trivandrum	1	0.64
6	Pune	2	0.61
7	Nagpur	1	0.60
8	Jaipur	2	0.55
9	Mysore	1	0.54
10	Bhubaneshwar	3	0.35
	TOTAL	27	9.08

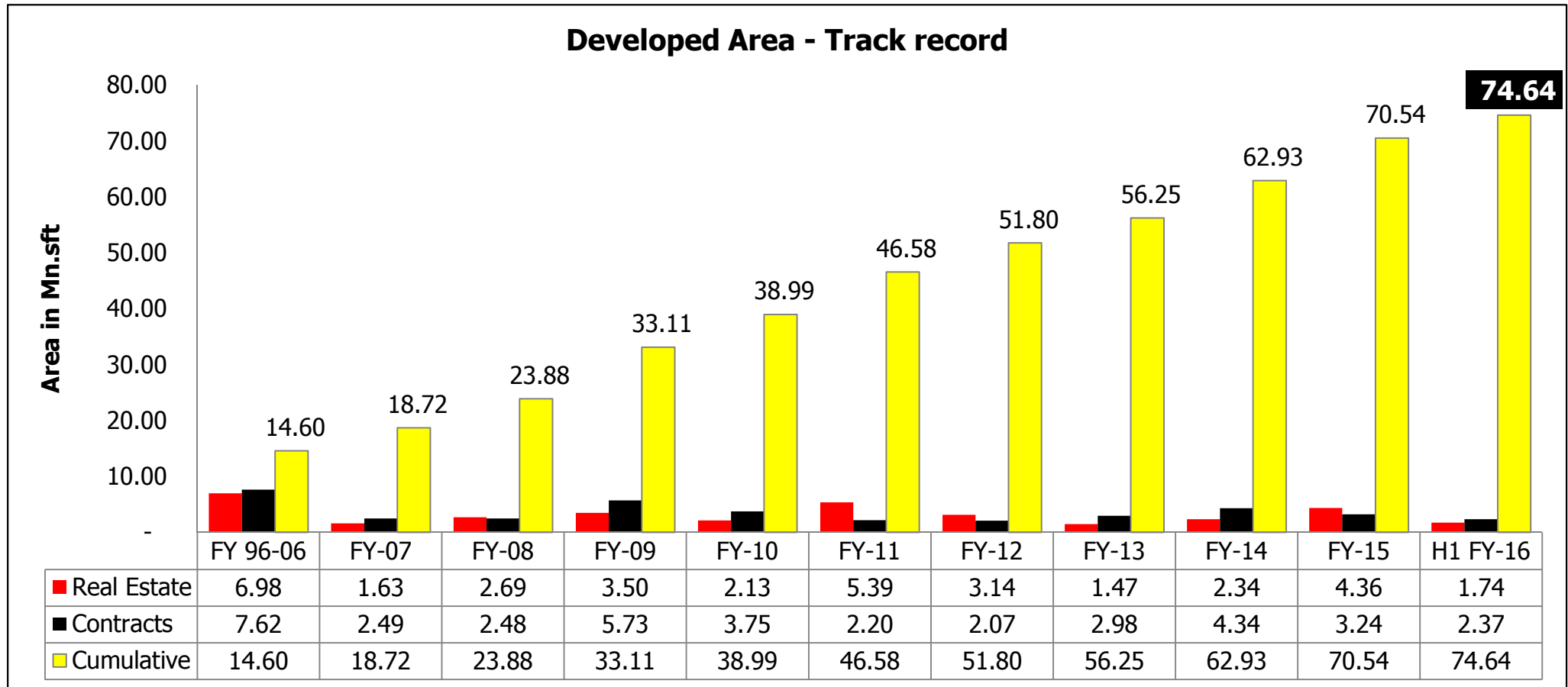
- Share of Non-Infosys Contractual orders are at 44%
- Non-Infosys clients includes LuLu, Dell, Bosch, Manipal group, Biocon, Pritech Park etc.

Note:

- The scope of contractual orders varies from Civil, Finishes, Electrical, PHE works, Interiors to Glazing.
- The unbilled value of projects under progress is about Rs.7.40 Billion



EXECUTION DELIVERY TRACK RECORD



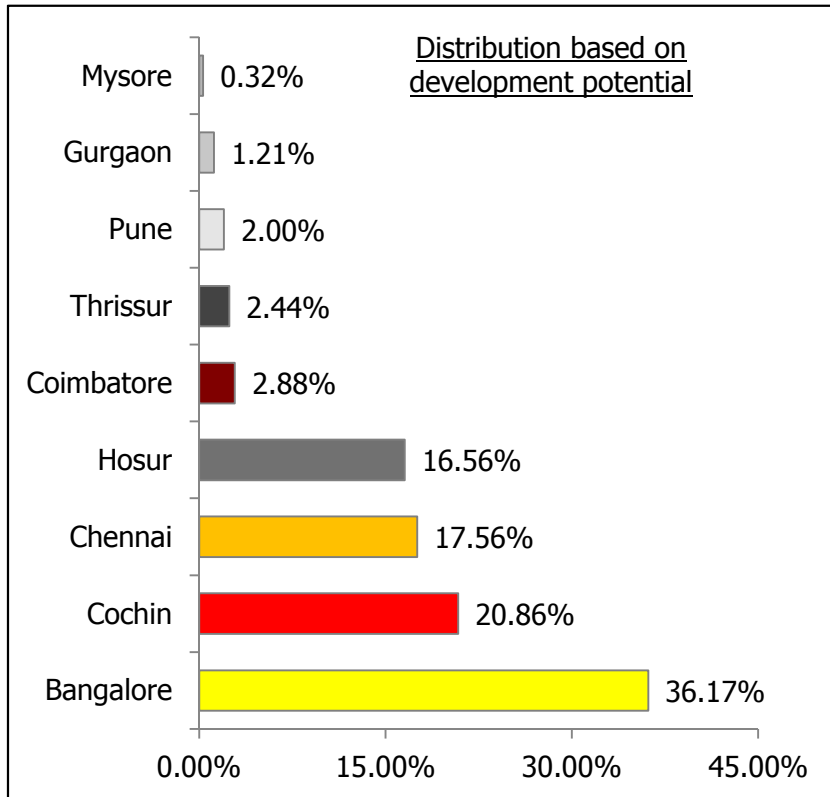
- ❖ Sobha has completed 18.72 mn.sqft of developable area over a period of 12 years since inception in 1995 ,till 2007, and thereof has completed 55.92 mn.sqft of area in the next 8 years till end of Sept-2015.
- ❖ Track record of on time execution.
- ❖ On an average, developed over 6 mn.sqft of area in the past 7 years.



LAND BANK STATUS

Total Extent of Land	2,566	Acres
Sobha Share of Land	2,456	Acres
Total Cost consideration	22,310	Rs.Mns
Balance amount payable	2,622	Rs.Mns
Cost / sqft of Sobha Share	209	Rs./sqft
FSI cost of Sobha Share	106	Rs./sqft

Total Developable Area	218.69 Mn.sqft
Sobha Share	210.44 Mn.sqft



BANGALORE (777.14 acres)

Developable Area	79.73
Sobha Share	76.11

MYSORE (31.76 acres)

Developable Area	0.74
Sobha Share	0.67

PUNE (117.58 acres)

Developable Area	4.41
Sobha Share	4.22

THRISSUR (40.06 acres)

Developable Area	5.13
Sobha Share	5.13

Cochin (451.96 acres)

Developable Area	45.51
Sobha Share	43.91

NCR (54.08 acres)

Developable Area	4.38
Sobha Share	2.54

CHENNAI (509.41 acres)

Developable Area	37.89
Sobha Share	36.96

HOSUR (484.76 acres)

Developable Area	34.84
Sobha Share	34.84

COIMBATORE (98.85 acres)

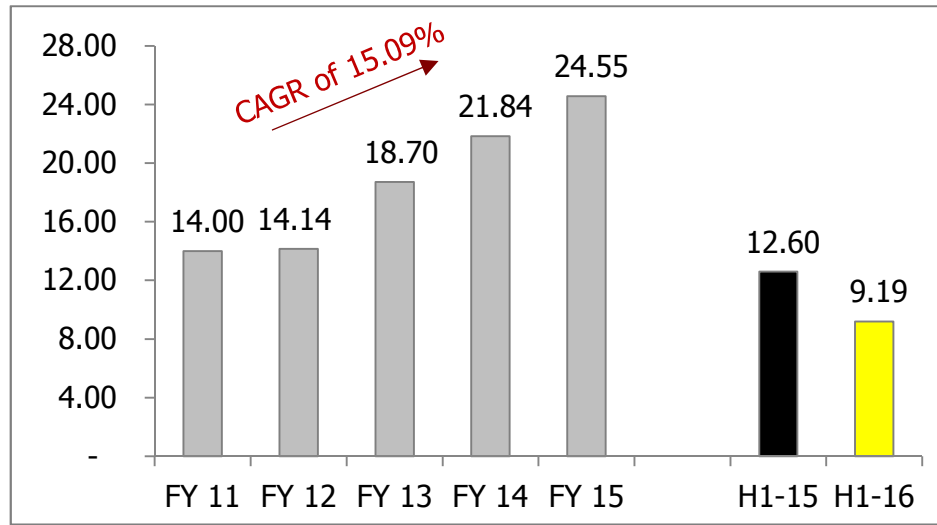
Developable Area	6.06
Sobha Share	6.06

Note: Developable area is based on current FSI available

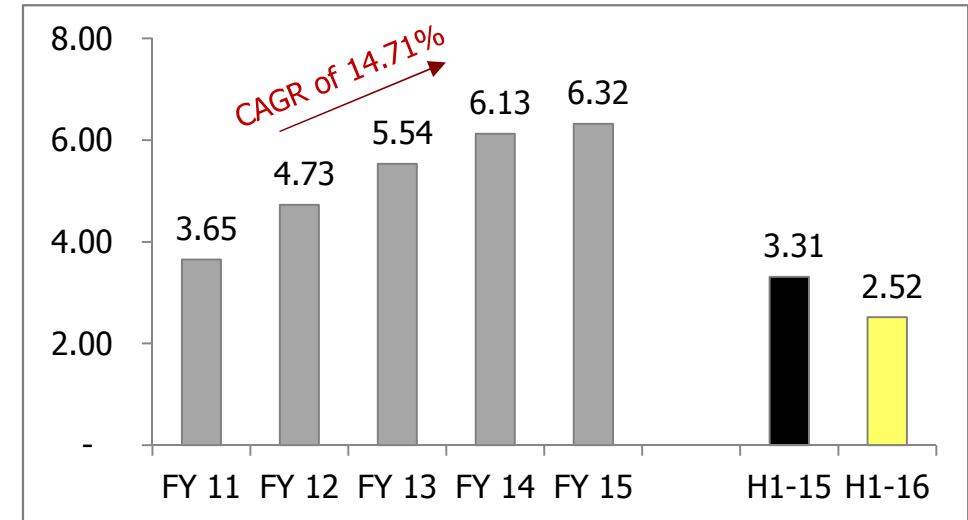


FINANCIAL UPDATES

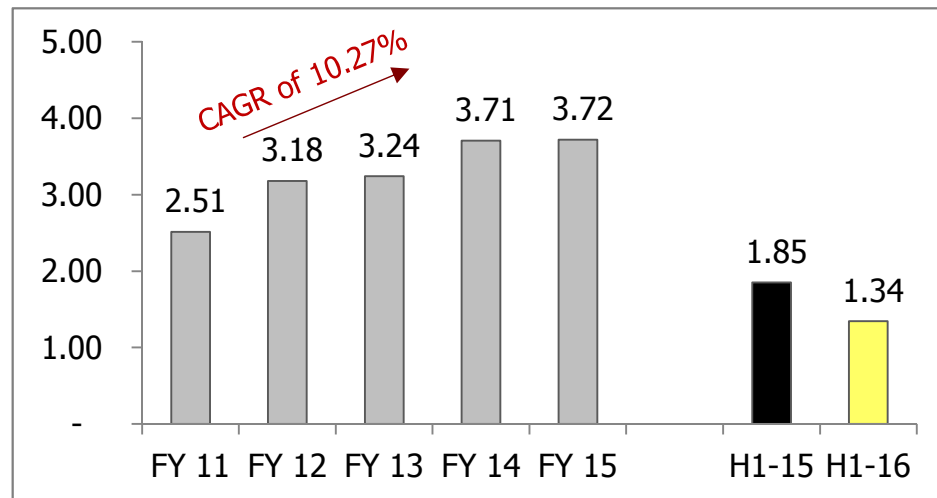
REVENUE (Rs.Billion)



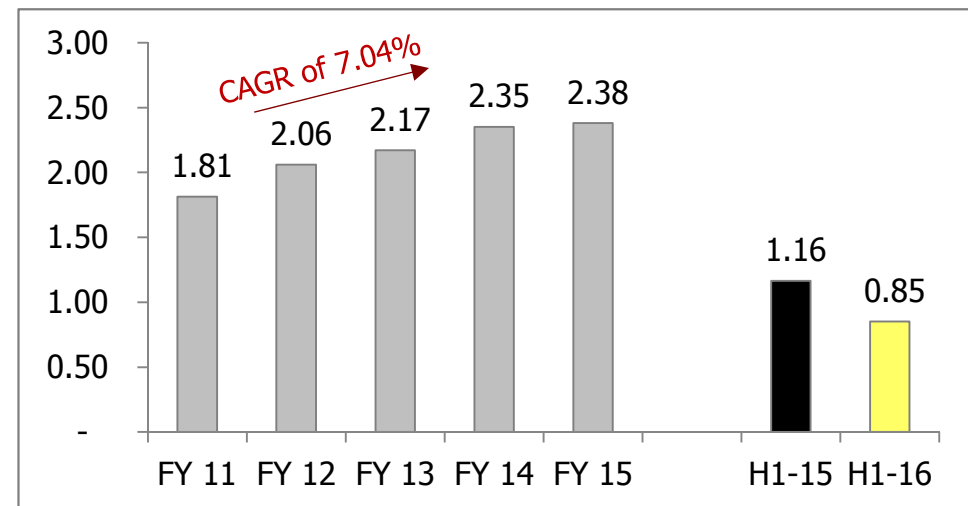
EBITDA (Rs.Billion)



PBT (Rs.Billion)



PAT (Rs.Billion)



BALANCE SHEET



Rs.in Million

Particulars	30 th Sept-15	30 th Sept-14
EQUITY AND LIABILITIES		
Shareholders' funds		
Share capital	981	981
Reserves and surplus	24,189	23,087
	25,169	24,067
Minority Interest	122	90
Non-current liabilities		
Long Term Borrowings	4,507	2,355
Deferred Tax Liability (net)	1,785	1,302
Trade Payables	178	178
Long term provisions	58	33
	6,527	3,868
Current liabilities		
Short term borrowings	18,062	15,957
Trade Payables	4,576	5,315
Other current liabilities	11,290	9,669
Short term provisions	706	676
	34,634	31,617
Total	66,453	59,642

	30 th Sept-15	30 th Sept-14
ASSETS		
Non-current assets		
Fixed assets		
Tangible assets	3,024	3,067
Intangible assets	8	26
Goodwill on consolidation	60	81
Capital work-in-progress	1,231	488
Non-current investments	1	-
Long-term loans and advances	4,422	4,249
Trade receivables	201	169
Other non-current assets	307	103
	9,254	8,182
Current assets		
Current investments	305	306
Inventories	29,566	26,771
Trade receivables	2,814	2,537
Cash and bank balances	1,243	866
Short-term loans and advances	19,124	17,604
Other current assets	4,147	3,375
	57,199	51,460
TOTAL	66,453	59,642



PROFIT & LOSS STATEMENT



Rs. in Million

Particulars	Q2-16	Q2-15	Q1-16	H1-16	H1-15	FY 15	% of Growth		
							Q2-16 vs Q2-15	Q2-16 vs Q1-16	H1-16 vs H1-15
Property Development	2,849	4,749	3,496	6,346	8,208	16,441	-40%	-18%	-23%
Contractual + Manufacturing	1,670	1,973	1,119	2,789	4,291	7,965	-15%	49%	-35%
Other Income	42	47	14	57	96	148			
Total Revenue	4,561	6,769	4,629	9,192	12,595	24,555	-33%	-1%	-27%
Total Expenditure	3,351	5,043	3,321	6,672	9,285	18,233			
EBITDA	1,210	1,726	1,308	2,520	3,310	6,322	-30%	-7%	-24%
EBITDA %	26.5%	25.5%	28%	27.4%	26.3%	26%			
Depreciation	135	179	145	281	360	723			
Interest	455	598	441	896	1,097	1,882			
PBT	620	949	722	1,343	1,853	3,717	-35%	-14%	-28%
PBT %	13.6%	14.0%	16%	14.6%	14.7%	15%			
Provision for Tax	232	355	284	517	687	1,278			
PAT before minority interest	388	594	438	826	1,166	2,439	-35%	-12%	-29%
Minority Interest	(13)	-	(12)	(25)	1	59			
PAT after minority interest	401	594	450	852	1,165	2,380	-33%	-11%	-27%
PAT %	8.8%	8.8%	10%	9.3%	9.2%	10%			

Note :

1. Figures have been regrouped & reclassified, wherever necessary.



CASH FLOW STATEMENT

Rs. in Million

PARTICULARS	H1-16	H1-15	Q2-16	Q2-15
Operational cash inflows				
Real Estate Operations	7,607	9,611	4,134	4,993
Contractual & Manufacturing	3,434	3,569	1,987	2,262
Total Operational cash inflow –(A)	11,041	13,180	6,121	7,255
Operational cash outflows				
Real Estate project expenses	5,534	6,661	2,790	3,625
Contracts and Manufacturing expenses	2,559	3,259	1,207	1,875
Statutory Dues & Other Taxes	456	590	280	349
Corpus Repayment	78	63	42	23
Over Heads	717	622	307	304
Advertising & Marketing expenses	151	221	64	108
Total Operational cash outflow- (B)	9,495	11,417	4,690	6,283
Net Operational Cash flow : A-B	1,546	1,763	1,431	972

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

Continued...

Slide no : 23



CASH FLOW STATEMENT (Continued)



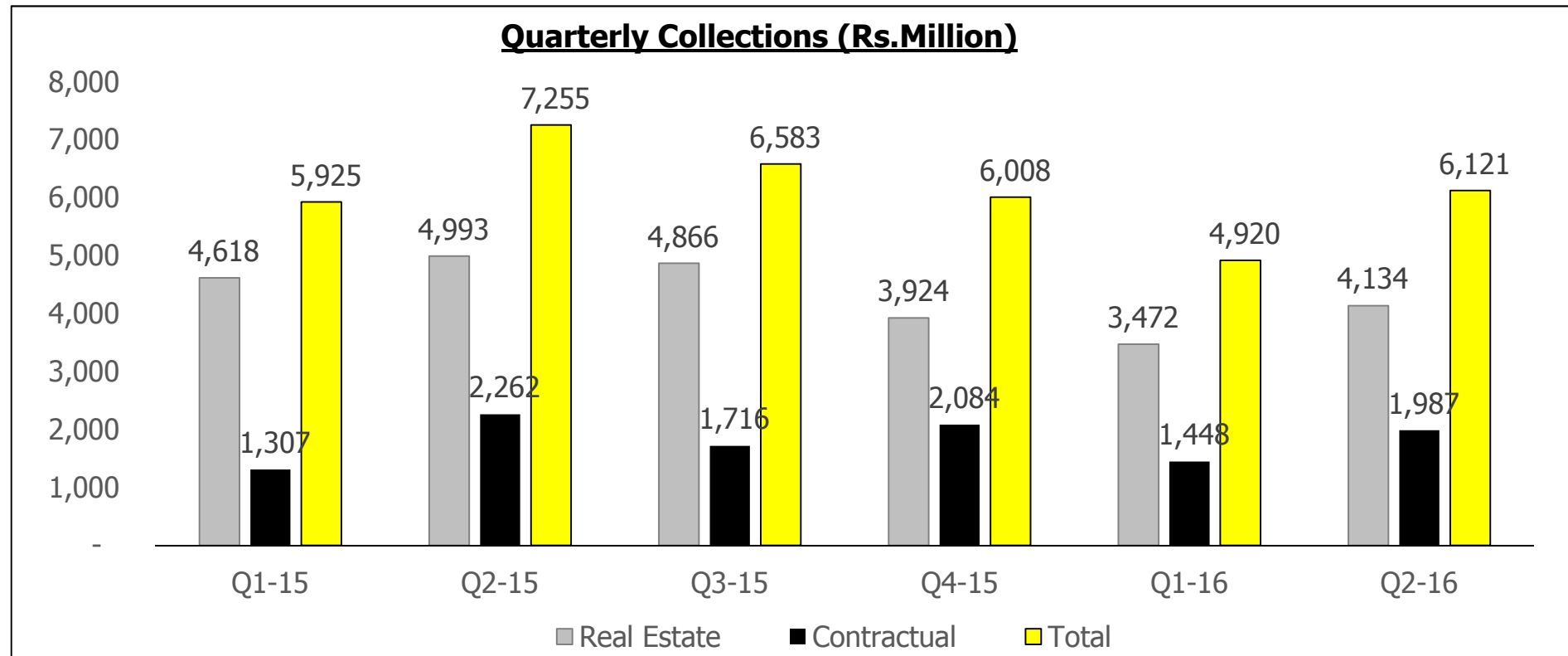
Rs. in Million

PARTICULARS	H1-16	H1-15	Q2-16	Q2-15
Financial Outflows				
Interest Paid (Net of interest received)	1,388	1,090	720	548
Income Taxes	236	388	136	240
Total Financial Outflows (C)	1,624	1,478	856	788
Net Cash flow after Financial Outflow : (A-B-C)	(78)	285	575	184
Capital Outflows				
Land Payments	1,109	3,470	152	616
Dividend including tax	826	803	826	803
Donation / CSR Contribution	100	96	38	44
Capex – General	516	208	193	120
Capex – Commercial Real Estate	232	58	56	23
Total Capital Outflow (D)	2,782	4,635	1,265	1,606
Total Cash Inflow : (A)	11,041	13,180	6,121	7,255
Total Cash Outflow (B+C+D) : (E)	13,901	17,530	6,811	8,677
Net Cash flow (A) – (E)	(2,860)	(4,350)	(690)	(1,422)

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



COLLECTIONS TREND



ROLLING - TRAILING 12 MONTHS CASHFLOW (Rs. Million)							
Collections period	Q1-14 to Q4-14	Q2-14 to Q1-15	Q3-14 to Q2-15	Q4-14 to Q3-15	Q1-15 to Q4-15	Q2-15 to Q1-16	Q3-15 to Q2-16
Real Estate	19,468	19,163	19,603	20,026	18,402	17,256	16,397
Contractual	7,422	7,498	7,973	7,578	7,369	7,510	7,234
Total	26,890	26,661	27,576	27,604	25,771	24,766	23,631

Note: Above table include collections from land monetization under Real Estate Operations.



MOVEMENT OF DEBT

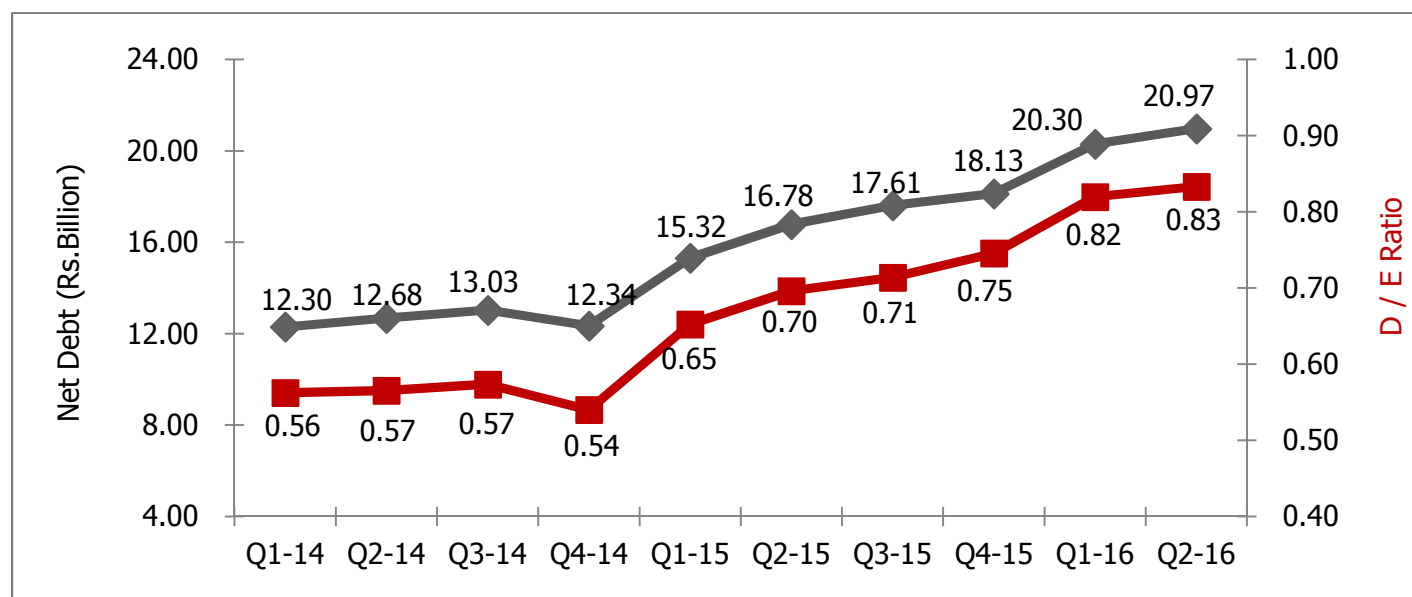
Consolidated

Rs. in Million

Particulars	30 th Sept-15	30 th June-15	Increase /(Decrease)
Gross Debt	22,816	21,642	1,174
Less: Cash & Cash Equivalents	1,848	1,342	506
Net Debt	20,968	20,300	668

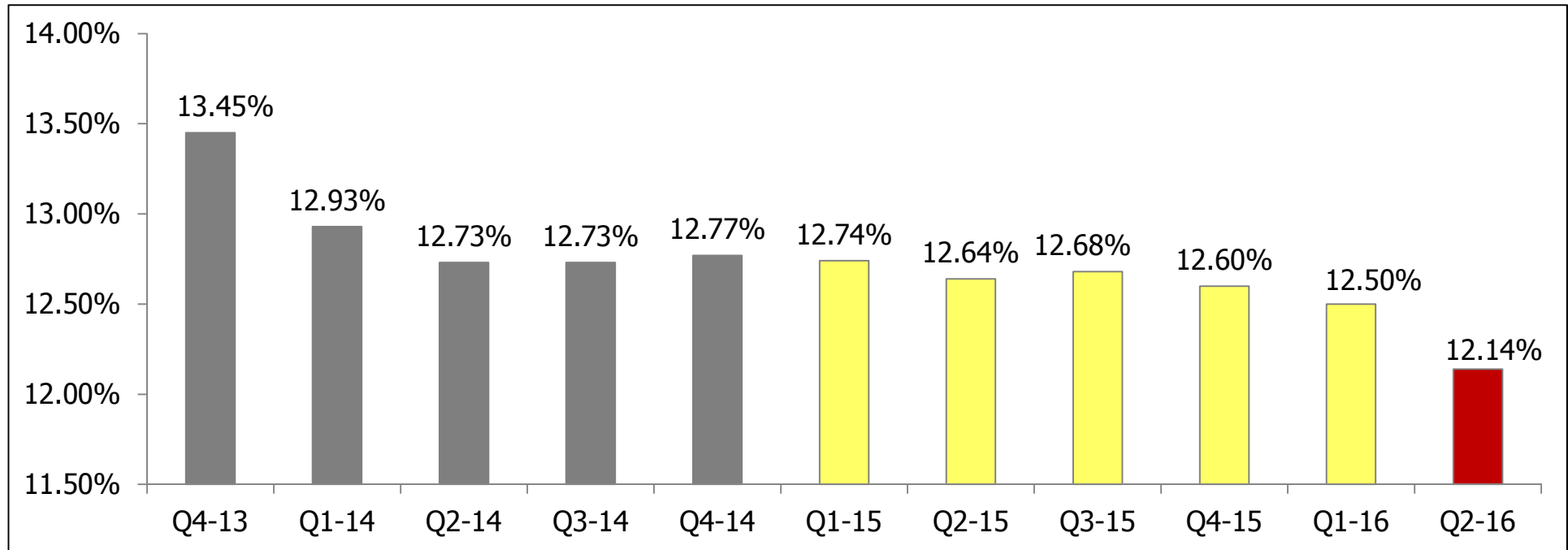
Note: Net Debt excludes JV partners share of debentures and finance lease.

Net Debt & D/E Ratio Movement:



BORROWING COST

AVERAGE INTEREST COST



Finance Cost (Gross) :

Rs. in Million

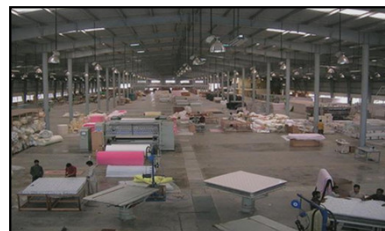
Sept-15	June-15	March-15	Dec-14	Sept-14	June-14
774	692	674	629	607	522

Note:

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



BACKWARD INTEGRATION (World Class Manufacturing Facilities)



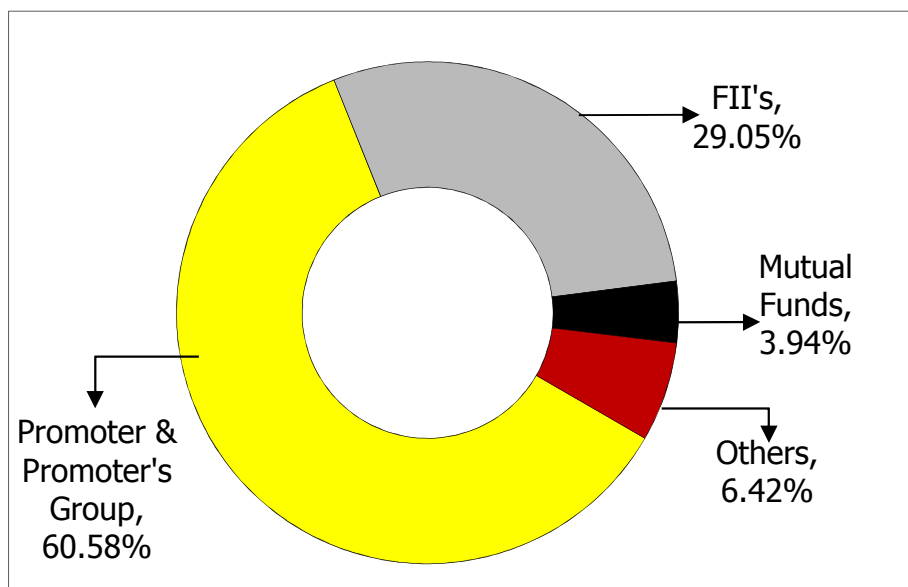
Interiors & Furnishing Division		Glazing & Metal Works Division		Concrete Products Division	
Turnover* : H1 FY-16	Rs.426 Mns	Turnover *: H1 FY-16	Rs.558 Mns	Turnover *: H1 FY-16	Rs.121 Mns
Factory area	0.80 Mn sq ft	Factory area	0.30 Mn sq ft	Factory area	0.40 Mn sq ft
PRODUCTS <ul style="list-style-type: 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, kerbstones, water drainage channels, paving slabs and elite landscape products Set up new facilities for producing Glass Fiber Reinforced Concrete. 	

Note:

* All divisions turnover represents Gross revenue, i.e, including excise duty.



SHARE HOLDING PATTERN



Top FII's

- Platinum Investment
- NT Asian Discovery Fund
- Nordea
- Invesco
- Schroder International
- Goldman Sachs
- Dimensional Emerging Market Fund
- City Bank International

Top Insurance & Mutual Funds

- Franklin Templeton
- Birla Sunlife
- ICICI Prudential
- HDFC – Standard Life Insurance
- LIC India
- SBI Life Insurance

	30 th Sept-15	30 th June-15	31 st Mar-15	31 st Dec-14	30 th Sept-14
Promoter & Promoter Group Holding	60.58%	60.58%	60.58%	60.58%	60.58%
FII's	29.05%	31.81%	31.70%	31.52%	31.43%
Mutual Funds	3.94%	2.99%	3.50%	3.70%	2.83%
Public & Others	6.42%	4.62%	4.22%	4.20%	5.16%

❖ No. of shareholders as on 30th Sept,2015 – 56,592



SOBHA – STOCK PERFORMANCE



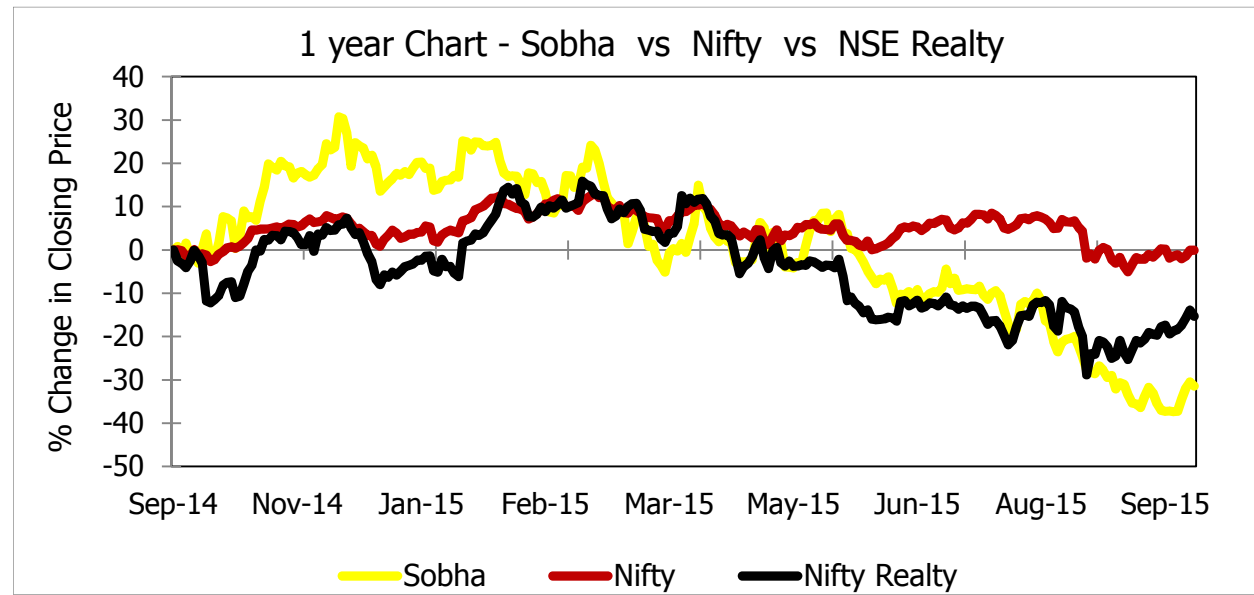
Status as on: 30th Sept, 2015

No. of Shares	98.06 Million
Market Capitalization	Rs.27.32 Billion
Stock Price : 52 week High / Low	Rs. 539/ Rs.244
Avg. Daily volume (12 months)	219,652

Source : NSE, BSE

Key Research Houses covering the stock...

- Morgan Stanley
- Goldman Sachs
- CLSA India
- ICICI Securities
- J P Morgan
- Ambit Capital
- Kotak Securities
- Edelweiss
- Axis Capital
- Motilal Oswal
- Religare Capital Markets
- Elara Securities
- Maybank Research
- BNP Paribas
- IDBI Capital
- IIFL (India Info Line)
- JM Financials
- Macquarie Capital Securities
- ICICI Direct
- Bank of America (Merrill Lynch)
- SBI Capital
- IDFC securities
- Kantilal Chhaganlal Securities
- Emkay Global
- Citi Research
- First Call Research





PASSION AT WORK

THANK YOU

Corporate Office

Sobha Limited.
'SOBHA', Sarjapur-Marathahalli Outer Ring
Road(ORR),
Devarabisanahalli, Bellandur Post,
Bangalore-560103
Phone: +91-80- 49320000, Fax: +91-80- 49320444
Web : www.sobha.com

Investors Contact :

Mr.Subhash Mohan Bhat
Chief Financial Officer
Mobile: +91- 99801 99088
Email: subhash.bhat@sobha.com

K.Bala Murugan
Senior Manager – Investor Relations
Mobile: +91- 98807 30459
Email: balamurugan.k@sobha.com



Sobha Corporate Office - Bangalore



Sobha Aspire & Elite- Bangalore



Sobha Turquoise - Coimbatore



Sobha Lifestyle - Bangalore

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 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.

Real Estate – Details of Ongoing projects as on 30th Sept- 2015



Sl.No	Projects	Location	Type	Total Developable area (Mn.Sqft)	Total No of Units	Total Saleable Area (Mn.Sqft*)	Sobha Share of Saleable Units	Sobha Share of Saleable Area (Mn.Sqft)	Construction Start / Launch Time	≈ Construction Timeline (Targeted)	Avg.Price Realisation (Rs/sft)	Remarks
	Bangalore - Residentials										Sold+Unsold	
1	Sobha City - Casa Serenita	Thanisandra Main Road	Luxury Apartments	1.51	503	0.94	503	0.94	Q2-12	Q3-16	5,625	
2	Sobha City - Casa Paradiso (3 & 4)	Thanisandra Main Road	Super Luxury Apartments	0.91	360	0.76	360	0.76	Q3-13	Q2-17	6,725	
3	Forest View- Cedar	Kanakapura Road	Super Luxury Apartments	0.30	156	0.24	156	0.24	Q3-13	Q2-17	5,820	
4	Forest View - Ebony	Hosahalli, Kanakapura Road	Super Luxury Apartments	0.34	156	0.27	156	0.27	Q3-13	Q2-17	6,020	
5	Forest View - Alder	Hosahalli, Kanakapura Road	Super Luxury + Apartments	0.35	85	0.28	85	0.28	Q3-14	Q4-17	7,150	
6	Sobha City - Santorini 1 & 2	Thanisandra Main Road	Luxury Apartments	1.01	455	0.77	455	0.77	Q1-14	Q3-17	6,750	
7	Sobha City- Aristos Lite	Thanisandra Main Road	Super Luxury Row Houses	0.04	16	0.04	16	0.04	Q2-14	Q1-17	9,450	
8	Sobha Habitech	Hopefarms, Whitefield	Super Luxury Apartments	0.71	318	0.59	318	0.59	Q1-13	Q4-16	5,760	
9	Sobha Morzaria Grandeur	Diary Circle, Bannerghatta Road	Super Luxury + Apartments	0.49	129	0.36	129	0.36	Q2-13	Q2-17	11,700	Revenue Share : 51%
10	Sobha Indraprastha	Gopalapura, Minerva Mills	Super Luxury + Apartments & Commercial	2.38	356	1.55	356	0.84	Q4-13	Q3-18	13,100	JD on area sharing
11	Sobha Lifestyle Legacy (Phase 2)	IVC Road, Devanahalli	Presidential Villas	1.03	66	0.52	52	0.40	Q3-13	Q4-17	7,850	JD on area sharing
12	Sobha Palladian	Yamlur, Near HAL	Super Luxury Apartments	0.64	179	0.47	179	0.47	Q3-13	Q3-17	9,600	Revenue Share : 50%
13	Sobha Silicon Oasis-Apartments	Hosa Road, Near Electronic City	Luxury Apartments	1.99	909	1.42	909	1.42	Q4-14	≈ 4 to 5 years in phases	6,725	0.97 mn.sft released for sale till date
14	Sobha Silicon Oasis - Row Houses		Row Houses	0.05	17	0.05	17	0.05	Q2-15		10,700	
15	Sobha Valley View (Phase 1)	Banashankari Extn, Off Mysore Road	Super Luxury Apartments	0.73	312	0.49	312	0.49	Q4-14	Q2-18	7,950	Revenue Share : 79.6%
16	Sobha Arena - The Park	Kanakapura Road	Luxury Apartments	0.32	149	0.22	149	0.22	Q2-15	≈ 4 to 5 years in phases	7,100	Revenue Share : 69%. 0.58 mn.sft area not released for sale.
17	Sobha Arena - The Plaza			0.32	149	0.22	149	0.22	Q4-15		7,400	
17.a	Sobha Arena - Unreleased			0.85	359	0.58	359	0.58	Not offered for sale		7,150	
18	Sobha Morzaria Grandeur-2	Diary Circle, Bannerghatta Road	Super Luxury+ Apartments	0.10	40	0.08	40	0.08	Sep-14	Q3-18	12,200	Revenue Share : 51%
19	Sobha Halcyon	Whitefield	Super Luxury Apartments	0.40	175	0.30	175	0.30	Q4-15	Q4-18	6,600	
20	Sobha Clovelly	Padmanabha Nagar	Super Luxury+ Apartments	0.53	137	0.33	137	0.33	Q1-16	Q1-19	9,750	Revenue Share : 57%
21	Sobha Dream Acres - Phase 1 : Sobha Rain Forest	Balagere, Off ORR	Aspirational Homes	2.74	2,148	2.05	2,148	2.05	Q1-16	≈ 6 to 7 years in phases	4,925	Revenue Share : 84.11%
21.a	Sobha Dream Acres - Phase 2-5	Balagere, Off ORR		7.49	4,797	5.59	4,797	5.59	Not offered for sale		5,500	
22	Sobha Retreat	Langford Town	Presidential Apartments	0.02	7	0.02	4.00	0.01	Q2-16	Q4-18	23,000	
	Sub-Total Bangalore			25.24	11,978	18.11	11,961	17.27				
	Thrissur - Residentials											
23	Sobha Jade	Sobha City @ Thrissur, Kerala	Super Luxury Apartments	0.63	216	0.51	216	0.51	Q3-13	Q2-17	5,300	
24	Sobha Lake Edge		Super Luxury Apartments	0.29	72	0.24	72	0.24	Q3-15	Q4-18	7,400	
	Sub- Total: Thrissur			0.91	288	0.75	288	0.75				
	Coimbatore - Residentials											
25	Sobha West Hill	Veerakeralam, Thondamuthur Road	Super Luxury Villas	0.28	37	0.13	37	0.13	Q2-13	Q2-17	5,275	
26	élan (JD with LMW)*	Ganapathy, Sakthi Main Road	Luxury Apartments	0.42	236	0.34	236	0.34	Q4-14	Q1-18	6,100	Revenue Share : 70.75%
	Sub- Total: Coimbatore			0.70	273	0.48	273	0.48				
	Pune - Residentials											
27	Sobha Orion (Garnet-Block3)	NIBM, Khondwa	Super Luxury Apartments	0.17	112	0.13	112	0.13	Q3-14	Q4-17	6,375	
28	Sobha Elanza	Kothrud	Super Luxury+ Apartments	0.43	184	0.37	184	0.37	Q3-15	Q4-18	12,050	
	Sub- Total: Pune			0.60	296	0.50	296	0.50				

Sl.No	Projects	Location	Type	Total Developable area (Mn.Sqft)	Total No of Units	Total Saleable Area (Mn.Sqft*)	Sobha Share of Saleable Units	Sobha Share of Saleable Area (Mn.Sqft)	Construction Start / Launch Time	≈ Construction Timeline (Targeted)	Avg.Price Realisation (Rs/sft)	Remarks
	<u>Gurgaon (NCR) - Residential</u>											
29	International City - Ph 1 (B & B3)	Babupur, Gurgaon	Villas	0.98	100	0.67	62	0.41	Q4-12	≈ 4 to 5 years in phased manner	9,400	JD on area sharing
	International City - Ph 1 (B & B3)		Duplex Villas	0.08	12	0.05	12	0.05	Q2-14		11,100	
	International City - Ph 1 (A & C)		Row Houses	0.50	93	0.34	59	0.22	Q4-12		8,450	
30	International City - Phase 2 (E)		Duplex Villas	1.12	180	0.71	138	0.53	Q2-13		10,600	
	International City - Phase 2		Villas	0.67	66	0.43	31	0.19	Q2-13		12,050	
	International City - Phase 2 (E1)		Row Houses	0.06	10	0.04	7	0.03	Q1-16		12,050	
31	International City - Phase 3 (Part)		Row Houses	0.69	111	0.46	71	0.29	Q4-14		12,300	
32	International City - Phase 3 & 4		Villas & Row Houses	2.34	174	1.16	110	0.74	Not offered for sale			
	Sub- Total: Gurgaon			6.44	746	3.86	490	2.47				
	<u>Chennai - Residential</u>											
33	Sobha Meritta	Off OMR, Pudhupakkam	Luxury+SL Apartments	0.90	556	0.72	556	0.72	Q1-13	Q3-16	4,975	JD on area sharing
34	Sobha Serene	Seneerkuppam, Porur	Luxury Apartments	0.28	176	0.23	127	0.15	Q2-14	Q4-17	6,000	
35	Sobha Evergreens	Nandambakkam, Tambaram	Plotted Development	0.51	114	0.29	114	0.29	Q2-15	Q2-17	1,780	
36	Sobha Winchester	Kovilampakkam, Velacherry	Luxury & SL Apartments	0.70	344	0.51	181	0.33	Q4-15	Q1-19	7,600	JD on area sharing
	Sub- Total: Chennai			2.38	1,190	1.75	978	1.49				
	<u>Calicut - Residential</u>											
37	Sobha Bela Encosta	Palazhi, Calicut	Super Luxury Villas	1.18	110	0.56	110	0.56	Q2-14	Q4-17	7,025	Revenue Sharing:75%
38	Sobha Rio Vista	Feroke, Calicut	Super Luxury Apartments	0.64	216	0.51	216	0.51	Q1-15	Q2-18	6,850	Revenue Sharing:78%
	Sub- Total: Calicut			1.82	326	1.08	326	1.08				
	<u>Cochin - Residential</u>											
39	Sobha ISLE (Atlantis-1,2& 3)	Vyittla, Silver Sand Island	Super Luxury Apartments	0.66	300	0.55	300	0.55	Q4-14	≈ 4 to 5 years in phases	8,410	Revenue Sharing:78%
40	Sobha ISLE (Avalon)		Super Luxury Apartments	0.29	100	0.24	100	0.24			8,510	
41	Sobha ISLE (Antillia)		Super Luxury Apartments	0.38	100	0.30	100	0.30			8,490	
	Sub- Total: Cochin			1.33	500	1.09	500	1.09				
	TOTAL (Residential)			39.43	15,597	27.61	15,112	25.12				
	<u>Commercial Developments:</u>											
	<u>Gurgaon (NCR)</u>											
42	International City - Commercial	Babupur, Gurgaon	Commercial Space	0.46		0.46		0.30	Not Offered for sale			
	Commercial - Sub-Total (i)			0.46	-	0.46	-	0.30				
	Total (Residential + Commercial)			39.89	15,597	28.07	15,112	25.42				
	<u>Commercial - Real Estate - For Lease</u>											
43	St.Mark's Road - Commercial	St.Mark's Road	Commercial + Retail	0.38		0.20		0.10	Q1-14	Q4-17		
				0.38		0.20		0.10				
	Total - On-Going			40.27	15,597	28.27	15,112	25.52				

Note :

- For all Villa developments only 'Plots area ' of the respective projects have considered as saleable area.
- Price realisation per sqft is average sale value of sold and unsold area as on date. This will subject to change based on future price revision
- JD/JV projects - Area or Revenue sharing details are mentioned in Remarks column
- Developed / Developable area include super built-up area (SBA) sold to the customer plus common area, car parking area, service area, storage area, internal Roads and common amenities