



PASSION AT WORK



Marina One @ Cochin

Investor Presentation 30th September, 2016

Q2 FY 16-17 : FINANCIAL HIGHLIGHTS (IND-AS)

Sobha has adopted Ind AS (Indian Accounting Standards) during the 1st quarter of FY16-17.

REVENUE

	Q2 FY-17	Q2 FY-16	Q1 FY-16
REAL ESTATE OPERATIONS	3,430	3,125	3,988
CONTRACTS & MANUFACTURING	1,981	1,875	1,749
OTHER INCOME	111	96	81
REVENUE (RS.MILLION)	5,522	5,096	5,818

- Revenue up by 8.4% Yr-on-Yr.

EBITDA

- EBITDA of Rs.1.12 Billion during Q2 FY-17 as against Rs.1.18 Billion in Q2 FY-16 and Rs.1.08 Billion in Q1 FY-17
- EBITDA margin at 20.3%

PBT

- PBT of Rs.612 million during Q2 FY-17 as against Rs.622 million in Q2 FY-16 and Rs.542 million during Q1 FY-17.
- PBT margin at 11.1%

PAT

- PAT of Rs.386 million during Q2 FY-17 as against Rs.387 million in Q2 FY-16 and Rs.360 million during Q1 FY-17
- PAT remain flat Yr-on-Yr and up by 7.2 % on sequential basis.
- PAT margin at 7%



(1 Square Meter = 10.764 Square Feet)

Q2 FY 16-17 : FINANCIAL HIGHLIGHTS (IND-AS)

CASH FLOW

- Total collections of Rs.6.36 Billion for Q2 FY-17 as compared to Rs.6.11 Billion during Q2 FY-16.
- Net operational positive cash flow of Rs.852 Million for Q2 FY-17 as compared to of Rs.605 Million for Q2 FY-16 (after meeting interest and tax expenses).
- Generated net Operational Cash flow for the past five consecutive quarters (after meeting interest and taxes)

DEBT

- Consolidated net debt as on 30th September-16 was at Rs.20.60 Billion
- Debt Equity ratio stands at 0.81 as on 30th September-16.
- Average cost of borrowing declined to 11.26% as on 30th September-16 from 12.14% as on 30th September-15



BALANCE SHEET

PARTICULARS	IGAAP		IND AS Adjustment		IND AS	
	Q2-17	Q2-16	Q2-17	Q2-16	Q2-17	Q2-16
ASSETS						
Non-current assets						
Property, Plant and equipment	5,316	3,024	(1,860)	-	3,455	3,024
Other Intangible assets	26	69	(23)	(60)	3	8
Investment Property	-	-	1,984	124	1,984	124
Capital work-in-progress	593	1,231	-	-	593	1,231
Financial assets						
Investments	103	0	43	440	146	440
Loans	4,616	4,422	(4,616)	(4,253)	-	169
Trade Receivables	91	201	-	-	91	201
Other Non-current financial assets	-	-	539	409	539	409
Other non-current assets	220	307	3,972	3,822	4,192	4,129
	10,996	9,254	38	482	11,004	9,736
Current Assets						
Inventories	26,952	29,565	15,852	14,056	42,804	43,622
Financial Assets						
Investments	-	305	-	(305)	-	-
Loans	21,122	19,125	(21,122)	(18,812)	-	313
Trade receivables	2,321	2,812	-	-	2,321	2,812
Cash and cash equivalents	1,283	1,243	-	(13)	1,283	1,230
Other Current financial assets	-	-	13,628	14,454	13,628	14,454
Other current assets	4,238	4,148	12,645	11,615	16,883	15,764
Current Tax Assets (net)	-	-	19	-	19	-
	55,916	57,199	21,023	20,995	76,938	78,194
TOTAL ASSETS	66,882	66,453	21,061	21,477	87,942	87,930



BALANCE SHEET (Continued)

Particulars	IGAAP		IND AS Adjustment		IND AS	
	Q2-17	Q2-16	Q2-17	Q2-16	Q2-17	Q2-16
<u>EQUITY & LIABILITIES</u>						
Equity Share Capital	963	981	-	-	963	981
Securities premium account	9,934	10,497	-	-	9,934	10,497
Retained Earnings	12,111	11,294	(257)	(157)	11,853	11,137
Other Reserves	2,826	2,398	-	-	2,826	2,398
Total Equity	25,833	25,169	(257)	(157)	25,576	25,012
Minority Interest	-	122	-	(122)	-	-
Non-current Liabilities						
Financial Liabilities						
Borrowings	5,142	4,507	-	(399)	5,142	4,108
Other financial liabilities	-	-	56	102	56	102
Provisions	80	58	76	76	156	134
Deferred tax liabilities (Net)	2,564	1,785	(329)	(250)	2,235	1,534
Other non-current liabilities	77	178	(77)	(178)	-	-
	7,864	6,527	(275)	(649)	7,589	5,879
Current liabilities -						
Financial Liabilities						
Borrowings	16,406	18,062	-	(150)	16,406	17,912
Trade payables	5,163	4,576	(1,223)	(1,160)	3,939	3,417
Other current financial liabilities	-	-	2,808	1,850	2,808	1,850
Other current liabilities	11,088	11,290	20,008	21,856	31,097	33,146
Provisions	527	706	(407)	(495)	120	211
Liabilities for current Tax (net)	-	-	407	503	407	503
	33,185	34,634	21,593	22,405	54,777	57,039
Total Liabilities	41,048	41,161	21,318	21,756	62,366	62,918
Total Equity and Liabilities	66,882	66,453	21,061	21,477	87,942	87,930



PROFIT & LOSS STATEMENT (Quarterly Financials)

Rs. in Million

Particulars	IGAAP			IND-AS Adjustments			IND-AS		
	Q2-17	Q2-16	Q1-17	Q2-17	Q2-16	Q1-17	Q2-17	Q2-16	Q1-17
Property Development	3,364	2,674	4,013	66	451	(25)	3,430	3,125	3,988
Contractual + Manufacturing	1,981	1,875	1,749	-	-	-	1,981	1,875	1,749
Other Income	35	42	26	76	54	55	111	96	81
Total Revenue	5,380	4,591	5,788	142	505	30	5,522	5,096	5,818
Total Expenditure	4,210	3,381	4,636	192	534	104	4,402	3,915	4,740
EBITDA	1,170	1,210	1,152	(50)	(29)	(74)	1,120	1,181	1,078
EBITDA %	21.7%	26.4%	20%				20.3%	23.2%	18.5%
Depreciation	164	136	163	(10)	(10)	(9)	154	126	154
Interest	354	454	382	-	(21)	-	354	433	382
Profit Before Tax	652	620	607	(40)	2	(65)	612	622	542
PBT %	12.1%	13.5%	10.6%				11.1%	12.2%	9.3%
Tax Expenses	303	232	225	(42)	(7)	(24)	261	225	201
Share of profit/(loss) of associates	-	-	-	(33)	9	(18)	(33)	9	(18)
Minority Interest	-	(13)	-	-	13	-	-	-	-
PAT after Minority Interest	349	401	382	35	(13)	(21)	384	388	359
Other comprehensive income (net of tax expense)	-	-	-	2	(1)	1	2	(1)	1
NET PROFIT	349	401	382	37	(14)	(22)	386	387	360
NET PROFIT %	6.5%	8.7%	6.6%				7.0%	7.6%	6.2%



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

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PROFIT & LOSS STATEMENT (Half -Yearly Financials)

Rs. in Million

Particulars	IGAAP			IND-AS Adjustments			IND-AS		
	H1-17	H1-16	FY 15-16	H1-17	H1-16	FY 15-16	H1-17	H1-16	FY 15-16
Property Development	7,377	7,322	11,843	41	412	782	7,418	7,734	12,625
Contractual + Manufacturing	3,730	1,875	6,941	-	-	-	3,730	1,875	6,941
Other Income	61	56	134	131	103	209	192	159	343
Total Revenue	11,168	9,253	18,918	172	515	991	11,340	9,768	19,909
Total Expenditure	8,846	6,735	13,750	296	709	1,386	9,142	7,444	15,136
EBITDA	2,322	2,518	5,168	(124)	(194)	(395)	2,198	2,324	4,773
EBITDA %	20.8%	27.3%	27.3%				19.4%	23.8%	24.1%
Depreciation	327	281	634	(19)	(19)	(37)	308	262	597
Interest	736	895	1,725	-	(44)	(88)	736	851	1,637
Profit Before Tax	1,259	1,342	2,809	(105)	(131)	(270)	1,154	1,211	2,539
PBT %	11.3%	14.6%	14.8%				10.2%	12.4%	12.8%
Tax Expenses	528	516	1,267	(66)	(68)	(79)	462	448	1,188
Share of profit/(loss) of associates	-	-	-	(51)	23	(30)	(51)	23	(30)
Minority Interest	-	(25)	9	-	25	(9)	-	-	-
PAT after Minority Interest	731	851	1,533	12	(111)	(152)	743	740	1,381
Other comprehensive income (net of tax expense)	-	-	-	3	3	(2)	3	3	(2)
NET PROFIT	731	851	1,533	15	(108)	(154)	746	743	1,379
NET PROFIT %	6.5%	9.2%	8.1%				6.6%	7.6%	6.9%



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

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CASH FLOW STATEMENT

Rs. in Million

PARTICULARS	IGAAP			IND AS Adjustment			IND AS		
	Q2-17	Q2-16	H1-17	Q2-17	Q2-16	H1-17	Q2-17	Q2-16	H1-17
Operational cash inflows									
Real Estate Operations	4,907	4,134	9,222	(348)	(64)	(532)	4,559	4,070	8,690
Contractual & Manufacturing	1,705	1,987	3,311	92	54	163	1,797	2,041	3,474
Total Operational cash inflow –(A)	6,612	6,121	12,533	(256)	(10)	(369)	6,356	6,111	12,164
Operational cash outflows									
Real Estate project expenses	2,289	2,791	4,509	-	-	-	2,289	2,791	4,509
Contracts and Manufacturing expenses	1,416	1,207	2,775	-	-	-	1,416	1,207	2,775
Statutory Dues & Other Taxes	345	280	589	(5)	(2)	(8)	340	278	581
Corpus Repayment	42	42	80	-	-	-	42	42	80
Over Heads	344	291	694	(1)	(1)	(3)	343	290	691
Advertising & Marketing expenses	135	64	315	(4)	(2)	(8)	131	62	307
Total Operational cash outflow- (B)	4,571	4,675	8,962	(10)	(5)	(19)	4,561	4,670	8,943
Net Operational Cash flow : (C=A-B)	2,041	1,446	3,571	(246)	(5)	(350)	1,795	1,441	3,221
Financial Outflows									
Interest Paid (Net of interest received)	804	736	1,443	(18)	(22)	(42)	786	714	1,401
Interest payments/receipts to SL from SHVL	-	-	-	(12)	(17)	(21)	(12)	(17)	(21)
Income Taxes	191	136	310	(22)	3	(34)	169	139	276
Total Financial Outflows (D)	995	872	1,753	(52)	(36)	(97)	943	836	1,656



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

CASH FLOW STATEMENT

Rs. in Million

PARTICULARS	IGAAP			IND AS Adjustment			IND AS		
	Q2-17	Q2-16	H1-17	Q2-17	Q2-16	H1-17	Q2-17	Q2-16	H1-17
Net Cash flow after Financial Outflow : (E=C-D)	1,046	574	1,818	(194)	31	(253)	852	605	1,565
Capital Outflows									
Land Payments	503	152	743	-	-	-	503	152	743
Investments in SHVL debentures (Receipts)/Payments	-	-	-	(199)	-	(199)	(199)	-	(199)
Buy Back of Shares	582	-	582	-	-	-	582	-	582
Dividend including tax	232	826	232	-	-	-	232	826	232
Donation / CSR Contribution	36	38	94	-	-	-	36	38	94
Capex – General	15	194	40	-	-	-	15	194	40
Capex – Commercial Real Estate	35	56	83	-	-	-	35	56	83
Total Capital Outflow (F)	1,403	1,266	1,774	(199)	-	(199)	1,204	1,266	1,575
Total Cash Inflow : (A)	6,612	6,121	12,533	(256)	(10)	(369)	6,356	6,111	12,164
Total Cash Outflow : (G =B+D+F)	6,969	6,813	14,489	(261)	(41)	(315)	6,708	6,772	12,174
Net Cash flow (A - G)	(357)	(692)	44	5	31	(54)	(352)	(661)	(10)
Repayment of Debentures*	199	-	199	(199)	-	(199)	-	-	-
Net cash flow after repayment of debentures	(556)	(692)	(155)	204	31	145	(352)	(661)	(10)

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

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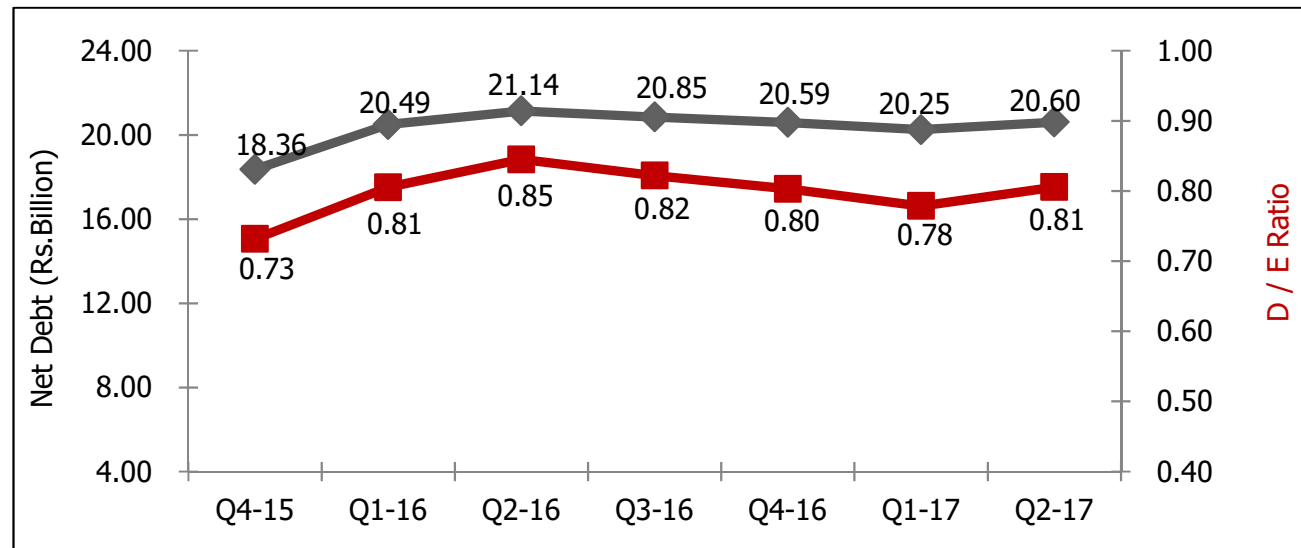
MOVEMENT OF DEBT (IND AS)

CONSOLIDATED:

Rs. in Million

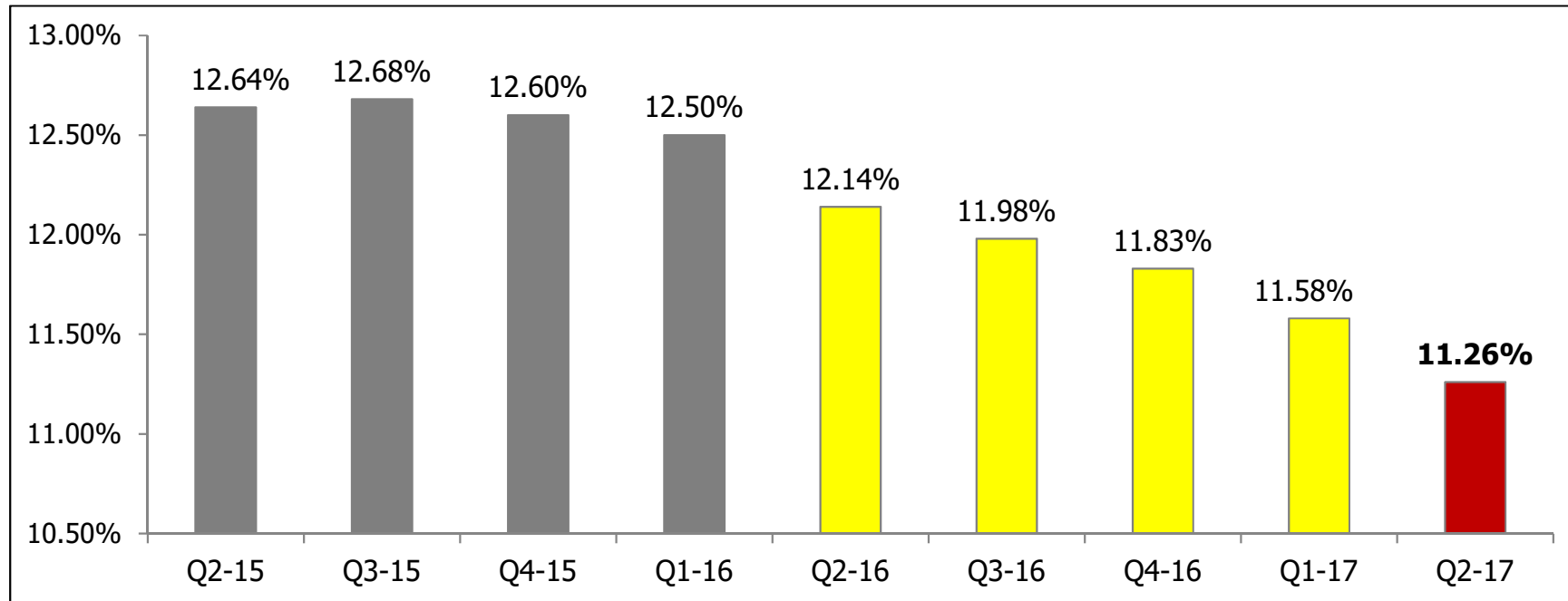
Particulars	30 th Sept-16	30 th June-16	Increase / (Decrease)
Gross Debt	22,105	21,538	567
Less: Cash & Cash Equivalents	(1,503)	(1,288)	215
Net Debt	20,602	20,250	352

Net Debt & D/E Ratio Movement:



BORROWING COST

AVERAGE INTEREST COST



Finance Cost (Gross) :

Rs.in Million

Sept-16	June-16	March-16	Dec-15	Sept-15	June-15
696	679	703	705	749	665



H1 FY 16-17 : PERFORMANCE HIGHLIGHTS

NEW SALES

		H1-17	H1-16
VALUE (Incl. JD Share)	Rs.Mns	10,643	10,650
VALUE (Sobha Share)	Rs.Mns	9,880	9,988
VOLUME	Mn. Sqft	1.66	1.69
REALIZATION (Sobha Share)	Rs / Sqft	5,934	5,904

NEW LAUNCHES

- ❖ Launched **2** projects – '**Sobha Palm Court**' at Bangalore and '**Marina One**' at Cochin, measuring total saleable area of **3.71 million sq.feet**.

PROJECT COMPLETION

- ❖ Completed and handed over **2** Real Estate projects and **2** contractual projects, measuring total area of **1.68 mn.sqft** during H1- FY 17.
- ❖ Overall completion of **393** projects measuring total developed area of **83.32 mn.sqft** as on 30th Sept, 2016.
- ❖ Presence in **25** cities / **13** state across India

ONGOING PROJECTS

- ❖ Currently executing **41** Real Estate projects in **9** cities measuring **44.28 mn.sqft** and **30** contractual projects in **9** cities measuring **8.63 mn.Sqft** of developable area.
- ❖ In total, **71** ongoing projects measuring **52.91 mn.sqft** of developable area



(1 Square Meter = 10.764 Square Feet)

SALES PERFORMANCE & PRICE REALIZATION

Locations	Q2 FY-17			H1 FY-17		
	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	637,198	6,474	6,255	1,243,831	6,297	6,026
NCR (Gurgaon)	49,782	9,130	6,483	112,621	9,167	6,077
Chennai	62,008	5,980	5,202	91,108	6,022	5,492
Thrissur	6,540	8,647	8,647	59,756	7,954	7,954
Pune	20,576	7,639	7,639	33,911	6,786	6,786
Coimbatore	9,773	5,983	4,927	15,240	6,016	4,762
Cochin	48,777	4,793	4,801	52,477	5,137	5,131
Calicut	1,957	8,210	7,230	7,499	7,589	6,243
Mysore	19,051	2,115	2,115	48,468	2,188	2,188
TOTAL	855,662	6,443	6,056	1,664,911	6,393	5,934
Sales Value (Rs.Billion)		5.51	5.18		10.64	9.88

- Bangalore continues to contribute 75% of overall sales volume.
- Average price realization increased marginally during the 2nd quarter of FY16-17 due to increased sales from high values products.
- 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

		H1-17	H1-16
Total Area Sold	Mn.sqft	1.66	1.69
Total Sales Value (incl. JD share value)	Rs. Million	10.64	10.65
Average Price Realization	Rs/ Sq.ft	6,393	6,295

Category	Area sold (Million Sq.ft)			
	H1-17	%	H1-16	%
< Rs.50 lakhs	0.06	4%	0.14	8%
Rs.50 lakhs to 1cr	0.72	43%	0.75	45%
Rs.1 cr to 1.5 crs	0.46	28%	0.40	24%
Rs.1.5 crs to 2 crs	0.11	6%	0.14	8%
Rs.2 crs to 2.5 crs	0.13	8%	0.09	5%
Rs.2.5 crs to 3 crs	0.08	5%	0.04	2%
Above Rs.3 crs	0.10	6%	0.13	8%
Grand Total	1.66	100%	1.69	100%

Value sold (Rs.Million)			
H1-17	%	H1-16	%
271	3%	463	4%
3,628	34%	4,326	41%
2,954	28%	2,470	23%
816	8%	1,192	11%
1,179	11%	657	6%
755	7%	437	4%
1,040	10%	1,105	11%
10,643	100%	10,650	100%

- Sales volume from Rs.2 crs category products have increased during 1st half of FY 16-17, an account of improved sales performance from products like Sobha Palladian, Sobha Morzaria Grandeur, Sobha Lake Edge.
- Below Rs.50 lakhs represents 1 BHK units in Bangalore & Chennai and Plotted Development sales in Chennai and Mysore.



(1 Square Meter = 10.764 Square Feet)

REAL ESTATE PROJECTS – PROJECTED CASH FLOW

Ref	Description	Completed Projects	Ongoing		Total	UOM
			Area released	Area not released		
A	Total Developable area		27.47	16.81	44.28	mn.sqft
B	Area of Car Park, Common areas and Amenities etc		8.05	4.47	12.52	mn.sqft
C = A-B	Total Saleable area		19.42	12.34	31.76	mn.sqft
D	Sobha share of Saleable area		17.29	11.75	29.04	mn.sqft
E	Less: Leasable area in Bangalore (St.Mark's Road Property)		0.10	-	0.10	mn.sqft
F = D-E	Net Saleable area (Sobha share)	8.76	17.19	11.75	37.70	mn.sqft
G	Total area sold till 30 th Sept-16.	8.59	10.09	-	18.68	mn.sqft
H = F-G	Unsold area	0.17	7.10	11.75	19.02	mn.sqft
I	Balance construction cost to be spent to complete the entire development	-	49.82	38.91	88.73	Rs.Billion
J	Outstanding receivables + Balance to be billed and collected on sold units	1.73	33.39	-	35.12	Rs.Billion
K	Sales value of unsold stock	0.94	51.44	72.25	124.63	Rs.Billion
L =J+K-I	Positive cash flow expected	2.67	35.01	33.34	71.02	Rs.Billion
	Total Cash flow available from the Real Estate Projects		71.02		Rs.Billion	

Note :

1. Completed projects unsold inventory includes plotted development area of 0.04 mn.sqft.
2. Unsold area sale value is based on current selling price.



(1 Square Meter = 10.764 Square Feet)

LOCATION WISE INVENTORY DETAILS

Area in Million Sq.Feet

Locations	Opening stock as on 1st Apr-16	Projects launched during H1-17	Increase/ (decrease) of existing stock*	Stock available for sale	Area sold during H1-17	Closing stock as on 30 th Sept-16	Area not offered for sale	Net unsold stock as on 30 th Sept-16
Bangalore	9.390	0.411	0.164	9.966	1.244	8.722	5.343	3.379
Gurgaon (NCR)	4.890		0.011	4.901	0.113	4.788	3.811	0.977
Chennai	0.350		0.012	0.362	0.091	0.270	-	0.270
Thrissur	0.129			0.129	0.060	0.069	-	0.069
Pune	0.392			0.392	0.034	0.358	-	0.358
Coimbatore	0.311			0.311	0.015	0.296	-	0.296
Calicut	0.770		(0.353)	0.417	0.007	0.409		0.409
Cochin	0.730	3.204		3.934	0.052	3.882	2.599	1.282
Mysore	0.271			0.271	0.048	0.223	-	0.223
TOTAL	17.233	3.615	(0.166)	20.682	1.665	19.017	11.753	7.264

Note:

- Area not offered for sales : Bangalore region consists of Sobha Dream Acres, Sobha Arena projects
Gurgaon(NCR) consists of International City – Phase 3 & 4, Sobha City – Phase 2,3 & 4.
Cochin – Marina One –10 blocks out of total 12 blocks.
- Calicut – Bela Encosta –received approval only for 41 villas (0.20 mn.sft).



(1 Square Meter = 10.764 Square Feet)

UNSOLD INVENTORY BREAK-UP

Particulars	Area offered for sale		Area not offered for sale	
	Area (Mn.sqft)	%	Area (Mn.sqft)	%
Below Rs.50 lakhs	0.47	6.5%	0.04	0.3%
Between Rs.50 lakhs to 1 cr	1.00	13.8%	4.37	37.2%
Between Rs.1 cr to 1.5 crs	1.88	25.9%	3.47	29.5%
Between Rs.1.5 crs to 2 crs	1.16	16.0%	1.99	17.0%
Between Rs.2 crs to 2.5 crs	1.06	14.6%	0.84	7.1%
Between Rs.2.5 crs to 3 crs	0.48	6.5%	0.01	0.1%
Above Rs.3 crs	1.21	16.7%	1.03	8.8%
TOTAL	7.27	100%	11.75	100%

INVENTORY

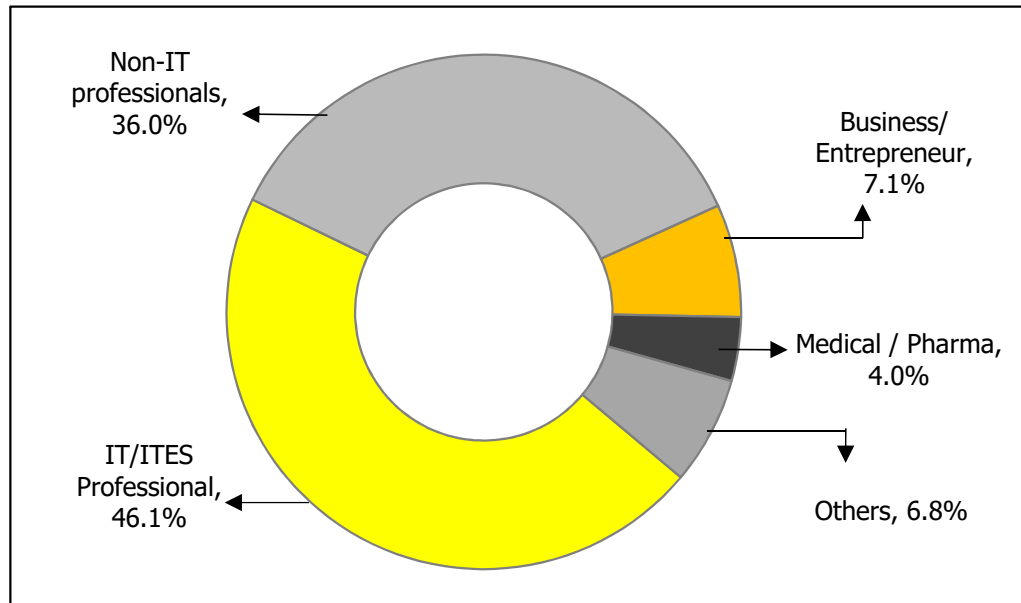
- Unsold inventory in completed projects is at 0.17 Mn.sqft (which includes 0.04 Mn.sqft of plotted developments).
- Total area released for sale in ongoing projects is 17.19 Mn.sqft. Out of which, 10.09 Mn.sqft (59%) sold till 30th Sept-16.
- In addition to this, Projects approved and area not released for sale is 11.75 Mn.sqft.



(1 Square Meter = 10.764 Square Feet)

BUYERS PROFILE – ROLLING 12 MONTHS

Profession-wise breakup

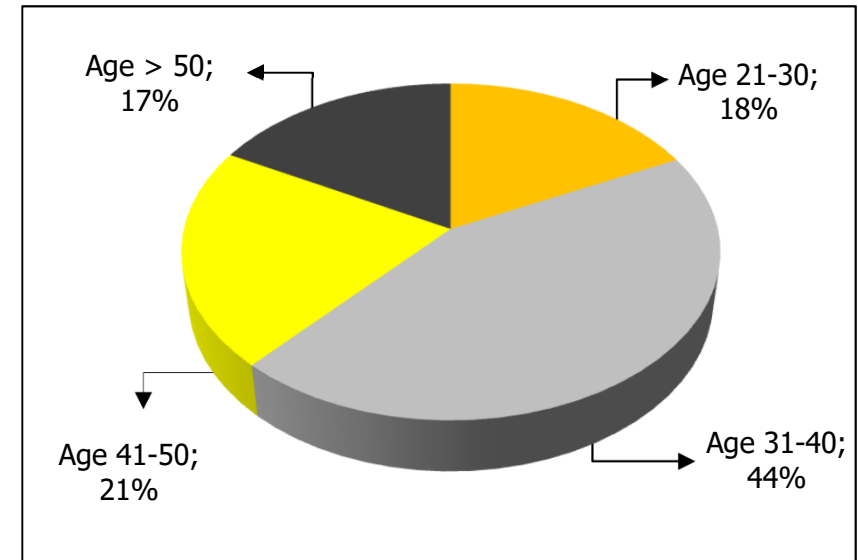


* Others includes Housewives, Agriculturist, Retired and Govt. Employees.

Healthy Customer base:

- ❖ 82% of customers base fall under salaried professionals. (IT/ITES : 46% & Non-IT: 36%)
- ❖ 7% customers are Business & entrepreneur category.
- ❖ 83% of customers are below 50 years age category.

Buyers Age-wise breakup



NRI Booking status

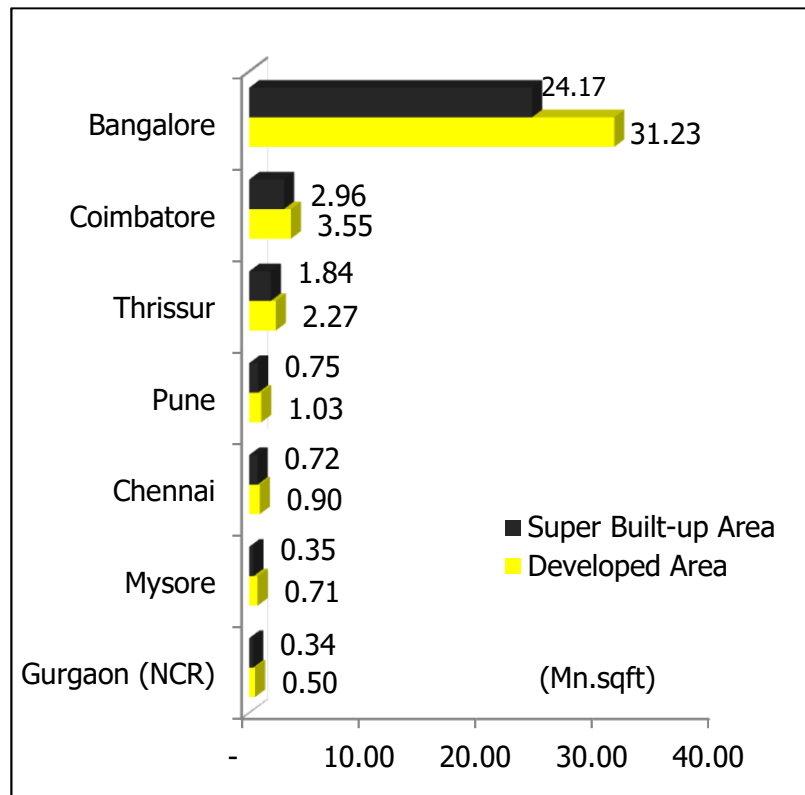
Resident Indians	84%
NRI's	16%



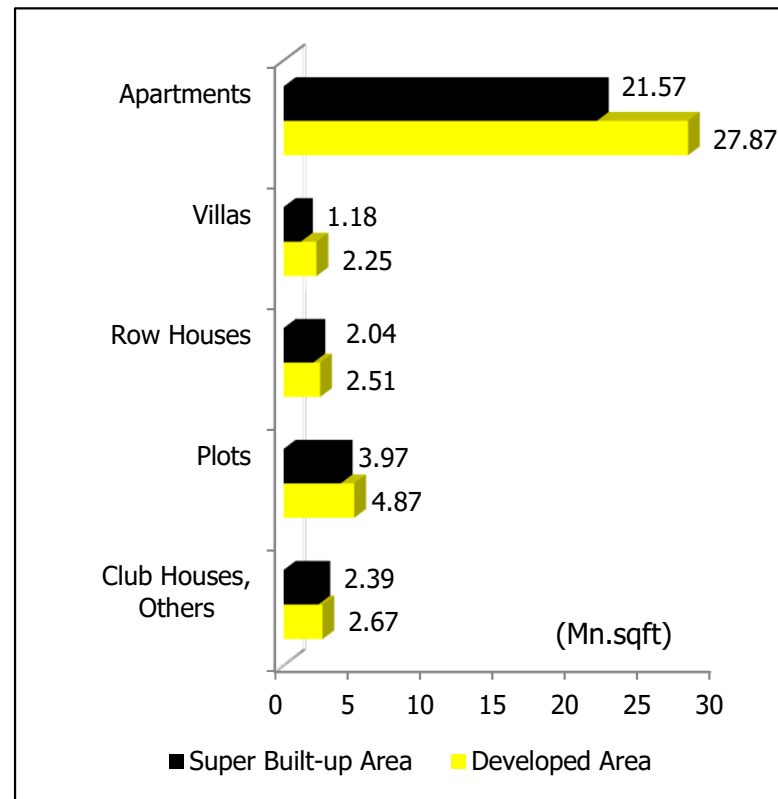
REAL ESTATE – COMPLETED PROJECTS

- ❖ Completed **113** projects in **7** cities.
- ❖ Total Developed area of **40.19 mn.sqft** and Super Built-up area of **31.14 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.

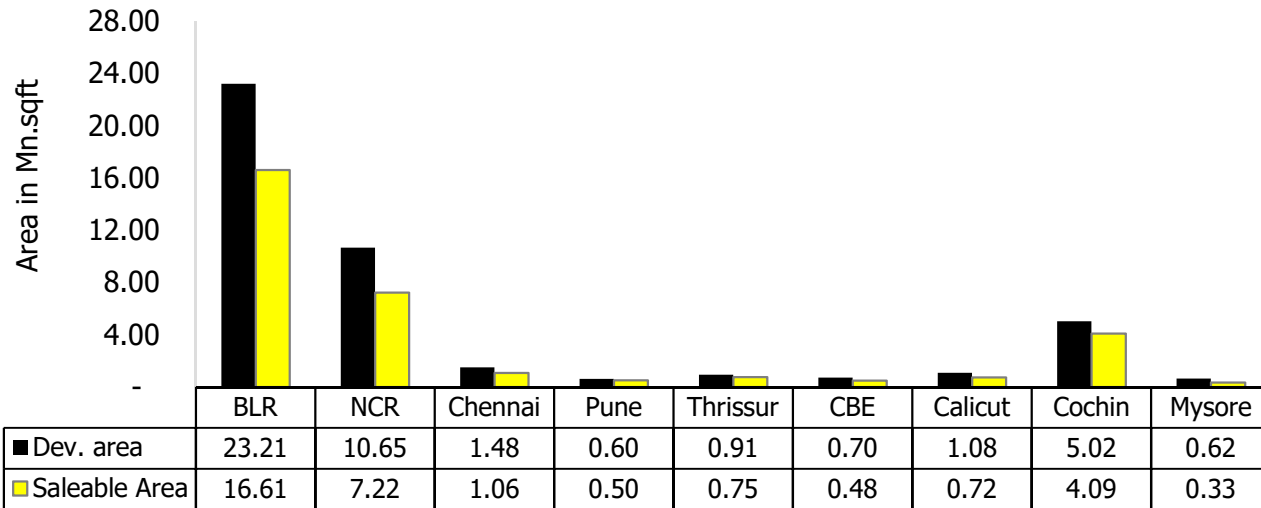


(1 Square Meter = 10.764 Square Feet)

REAL ESTATE – ONGOING PROJECTS

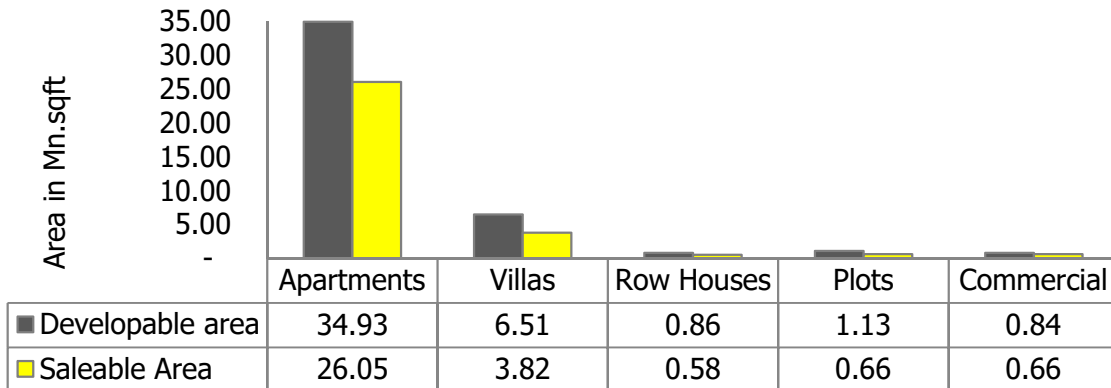
- ❖ **41** projects measuring Total Developable area of about **44.28 mn.sqft** and Super Built-up area of **31.76 mn.sqft**, located at **9 cities** in India.

Location-wise



Sobha Dream Acres – Wing 7,8 & 13

Product mix



Sobha Palm Court, Yelahanka



(1 Square Meter = 10.764 Square Feet)

- ❖ Total unsold inventory as on 30th September-16 is **19.02 mn sqft** across all location (Out of total unsold area of 19.02 mn.sft, 11.75 mn.sqft of area not offered for sale)
- ❖ Plan to launch new projects in Bangalore and Chennai regions in next 3 to 4 quarters, measuring total area of about **5.42 mn.sqft**, of which Sobha share of saleable area would be about **3.68 mn.sqft***.
- ❖ In view of implementation of RERA Act (Real Estate Regulatory Authority), the company has decided not to share details of forthcoming projects, till all the required approvals are received from the authorities.

Note:

I. Forthcoming projects details are subject to change based on final approval.

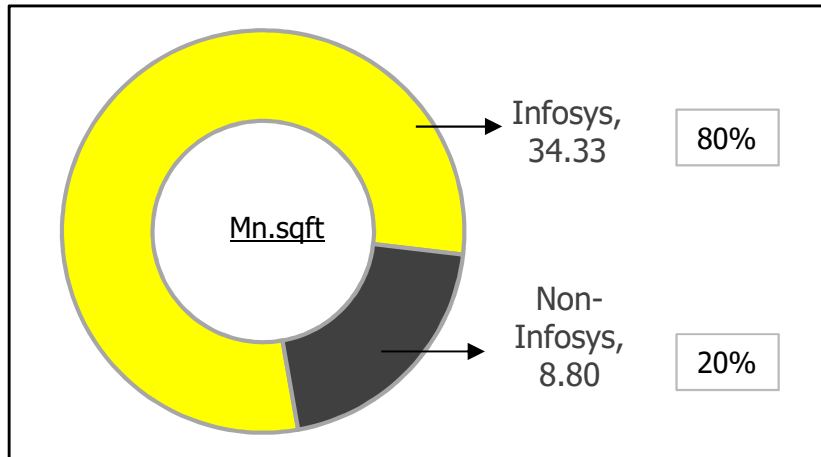


(1 Square Meter = 10.764 Square Feet)

CONTRACTS - OVERVIEW

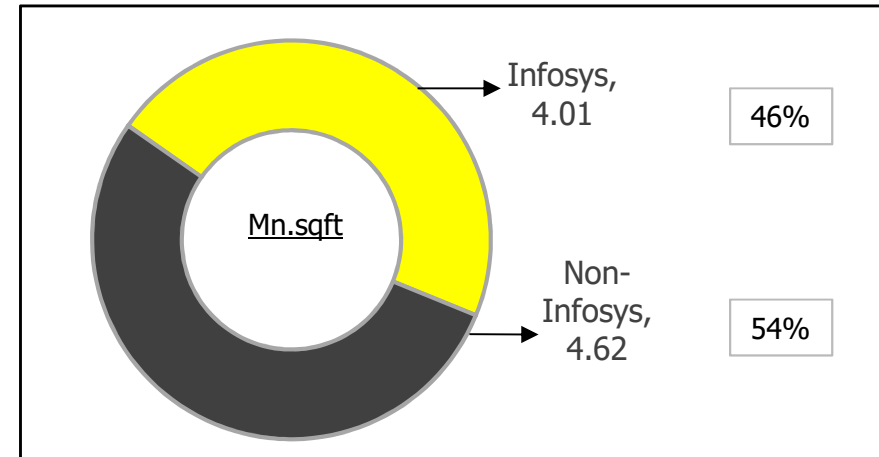
Completed Projects

- ❖ 280 Projects aggregating to 43.13 mn.sqft of area
- ❖ Completed projects located in 24 cities across India



Projects Under Progress

- ❖ 30 Projects aggregating to 8.63 mn.sqft of area
- ❖ Ongoing contractual projects located in 9 cities across India



Bosch, Bangalore



Infosys - Pune



LuLu MLCP - Cochin



Manipal Hostels, Bangalore



Biocon, Bangalore

• 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



(1 Square Meter = 10.764 Square Feet)

CONTRACTS – PROJECTS BREAK-UP

Contractual projects status as on 30th September, 2016

S.NO	DESCRIPTION	PROJECTS UNDER PROGRESS	
		No of Projects	≈ Built-up area (Mn.Sft)
1	Bangalore	14	2.27
2	Cochin	2	2.11
3	Mysore	3	0.92
4	Hyderabad	5	1.31
5	Trivandrum	1	0.64
6	Nagpur	1	0.50
7	Pune	1	0.45
8	Bhubaneshwar	2	0.22
9	Jaipur	1	0.21
	TOTAL	30	8.63

- The unbilled value of projects under progress is about Rs.6.90 Billion
- During the 2nd quarter of FY 16-17, Glazing and Interior divisions bagged more than Rs.1 billion worth of new contractual orders.
- Non-Infosys clients includes LuLu, Manipal group, Biocon, Pritech Park, Divyasree group etc.

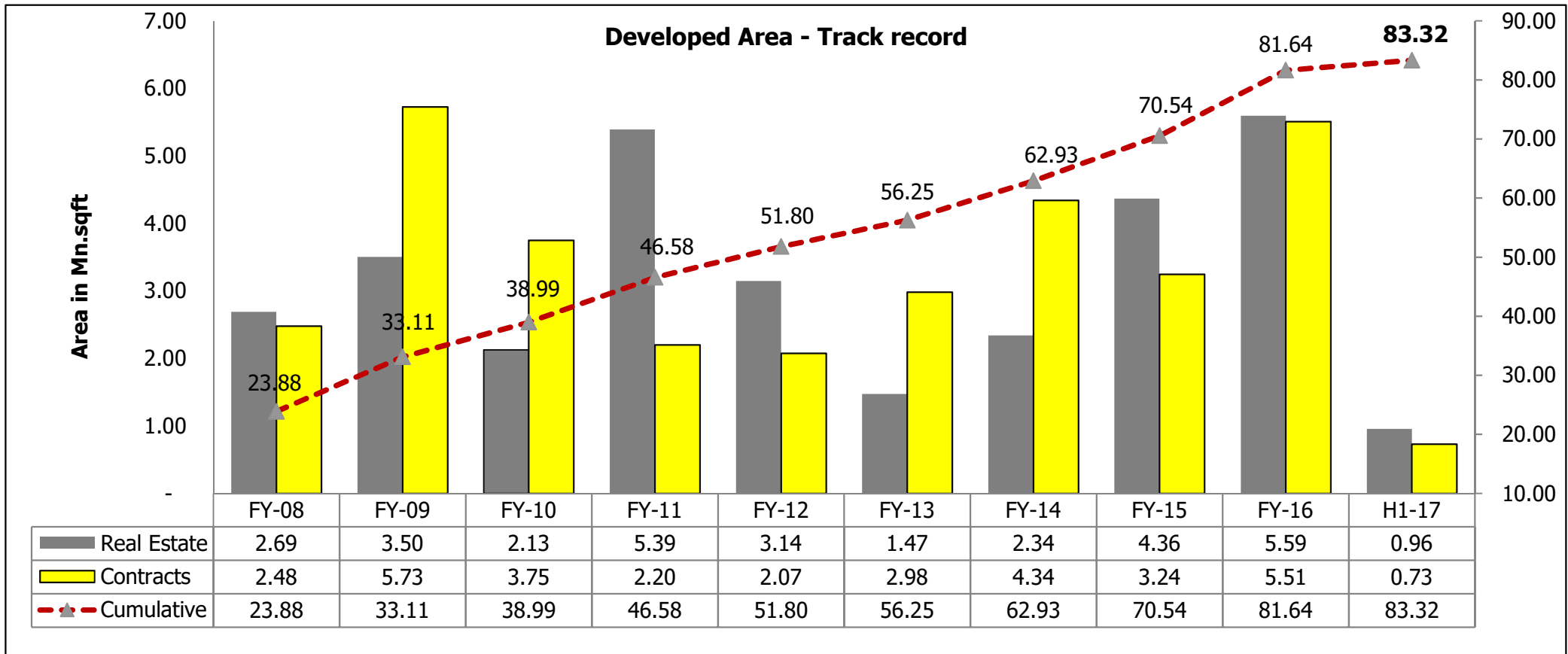
Note:

- The scope of contractual orders varies from Civil, Finishes, Electrical, PHE works, Interiors to Glazing.



(1 Square Meter = 10.764 Square Feet)

EXECUTION DELIVERY TRACK RECORD



❖ Sobha has completed 18.72 mn.sqft of developable area over a period of 12 years since inception from 1995 to 2007, and thereof has completed 64.60 mn.sqft of area in the next 9.50 years, till end of September-2016.

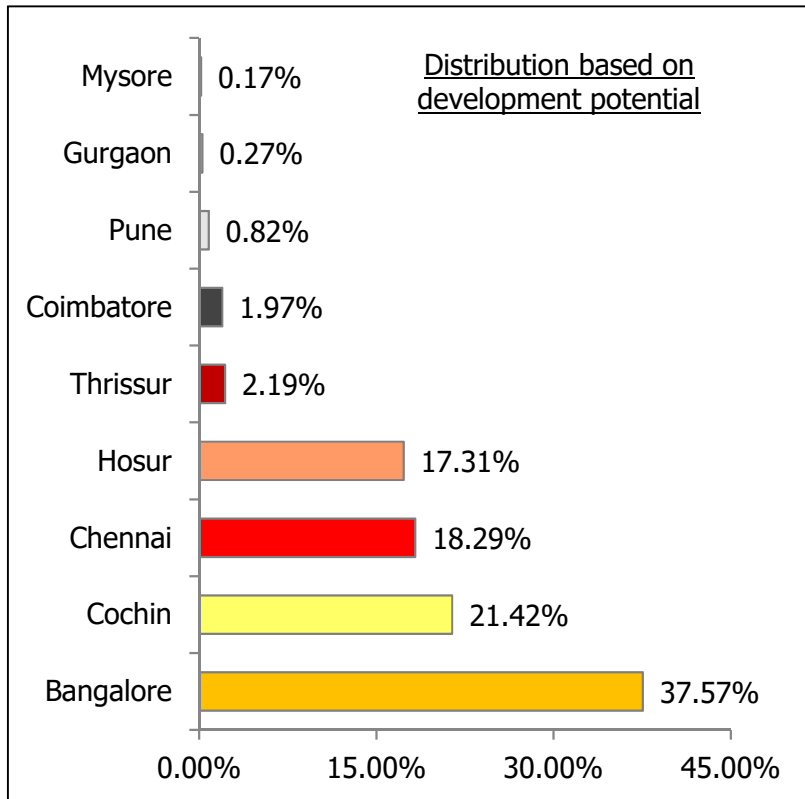
❖ Track record of on time execution.

❖ On an average, developed over 7 mn.sqft of area in the past 5 years.



LAND BANK STATUS

Total Extent of Land	2,412	Acres
Sobha Share of Land	2,326	Acres
Total Cost consideration	20,734	Rs.Mns
Balance amount payable	2,247	Rs.Mns
Cost / sqft of Sobha Share	205	Rs./sqft
FSI cost of Sobha Share	103	Rs./sqft



Total Developable Area	207.05 Mn.sqft
Sobha Share	201.26 Mn.sqft

BANGALORE (766.06 acres)

Developable Area	79.00
Sobha Share	75.60

MYSORE (17.46 acres)

Developable Area	0.42
Sobha Share	0.35

PUNE (66.45 acres)

Developable Area	1.85
Sobha Share	1.66

THRISSUR (40.06 acres)

Developable Area	4.41
Sobha Share	4.41

Cochin (444.69 acres)

Developable Area	43.91
Sobha Share	43.11

NCR (14.70 acres)

Developable Area	1.04
Sobha Share	0.54

CHENNAI (510.15 acres)

Developable Area	37.63
Sobha Share	36.80

HOSUR (484.76 acres)

Developable Area	34.84
Sobha Share	34.84

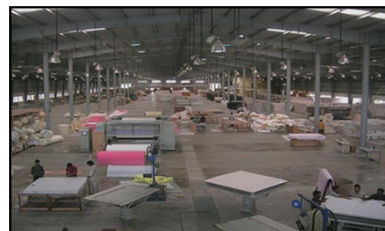
COIMBATORE (67.48 acres)

Developable Area	3.96
Sobha Share	3.96

Note: Developable area is based on current FSI available



BACKWARD INTEGRATION (World Class Manufacturing Facilities)



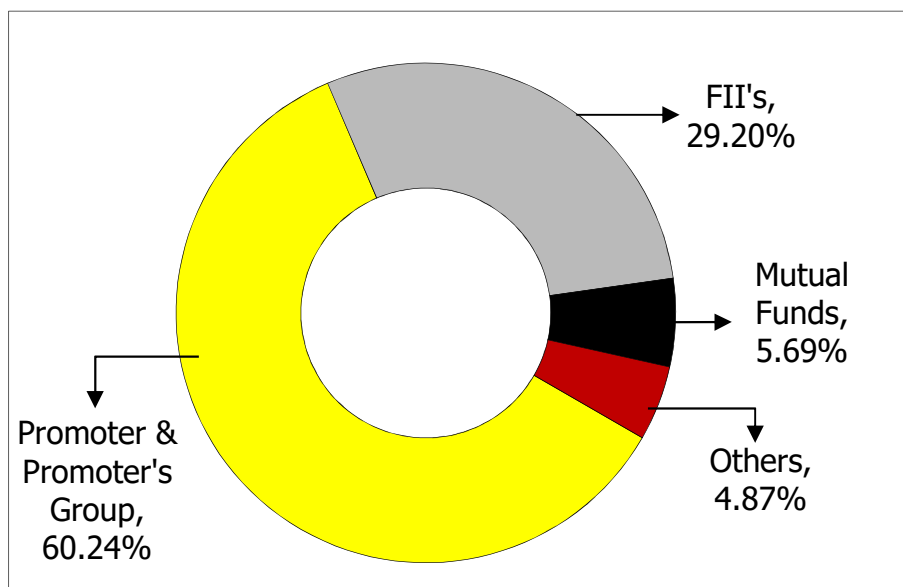
Interiors & Furnishing Division		Glazing & Metal Works Division		Concrete Products Division	
Turnover* : H1 FY-17	Rs. 574 Mns	Turnover *: H1 FY-17	Rs.667 Mns	Turnover *: H1 FY-17	Rs.248 Mns
Factory area	0.80 Mn sq ft	Factory area	0.30 Mn sq ft	Factory area	0.40 Mn sq ft
PRODUCTS <ul style="list-style-type: 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 & Inter division sales.



SHARE HOLDING PATTERN



Top FII's

- Platinum Investment
- Nordea
- Invesco
- NT Asian Discovery Fund
- College Retirement Equity fund
- Schroder International
- Vanguard Index Fund
- Alphine Global
- Dimensional Emerging Market Fund

Top Insurance & Mutual Funds

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

	30 th Sept-16	30 th June-16	31 st Mar-16	31 st Dec-15	30 th Sept-15
Promoter & Promoter Group Holding	60.24%	60.58%	60.58%	60.58%	60.58%
FII's	29.20%	29.84%	29.93%	29.54%	29.05%
Mutual Funds	5.69%	4.49%	4.59%	4.60%	3.94%
Public & Others	4.87%	5.09%	4.90%	5.28%	6.42%

❖ No. of shareholders as on 30th Sept, 2016 –54,243



SOBHA – STOCK PERFORMANCE

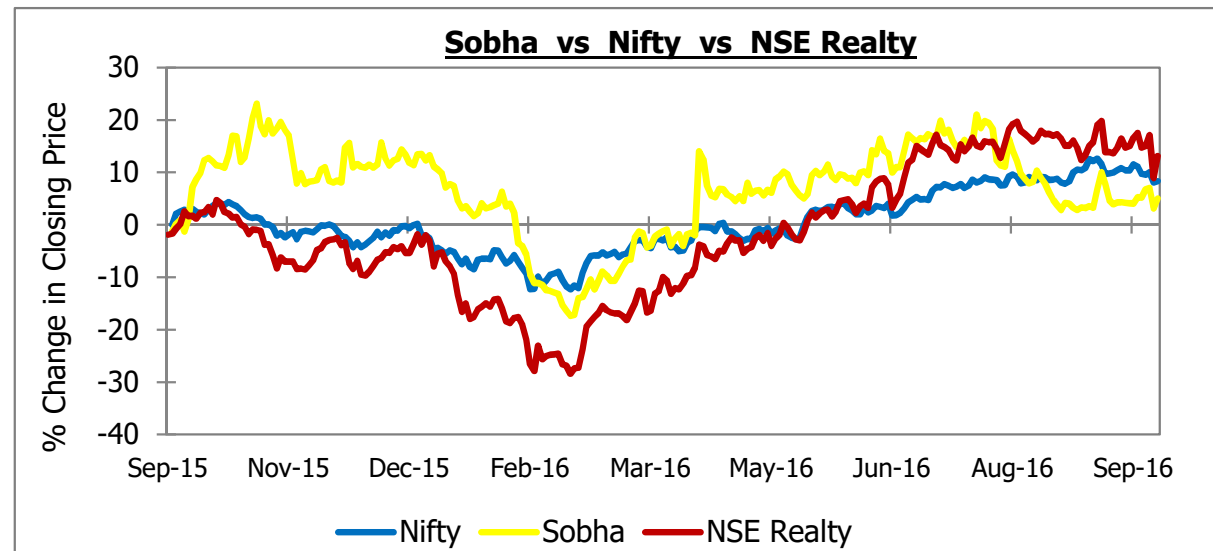
Status as on: 30th September, 2016

No. of Shares	96.31 Million
Market Capitalization	Rs.28.19 Billion
Stock Price : 52 week High / Low	343 / 231
Avg. Daily volume (12 months)	114,046

Source : NSE, BSE

Key Research Houses covering the stock...

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



Real Estate – Details of Ongoing projects as on 30th September, 2016



Real Estate – Details of Ongoing projects as on 30th September 2016

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)	≈ Avg.Price Realisation (Rs/sft)	Remarks
	Bangalore – Residential								Sold+Unsold	
1	Forest View – Ebony	Hosahalli, Kanakapura Road	Super Luxury Apartments	0.34	156	0.27	156	0.27	5,725	
2	Forest View - Alder	Hosahalli, Kanakapura Road	Super Luxury + Apartments	0.35	85	0.27	85	0.27	6,520	
3	Sobha City - Santorini 1 & 2	Thanisandra Main Road	Luxury Apartments	1.01	455	0.77	455	0.77	6,250	
4	Sobha City - Casa Paradiso (3 & 4)	Thanisandra Main Road	Super Luxury Apartments	0.91	360	0.76	360	0.76	6,340	
5	Sobha Indraprastha	Gopalapura, Minerva Mills	Super Luxury + Apartments & Commercial	2.38	356	1.55	356	0.84	12,800	JD on area sharing
6	Sobha Lifestyle Legacy (Phase 2)	IVC Road, Devanahalli	Presidential Villas	0.97	61	0.49	47	0.37	7,830	JD on area sharing
7	Sobha Palladian	Yamlur, Near HAL	Super Luxury Apartments	0.64	179	0.47	179	0.47	8,950	Revenue Share : 50%
8	Sobha Silicon Oasis-Apartments	Hosa Road, Near Electronic City	Luxury Apartments	1.99	909	1.42	909	1.42	6,400	
9	Sobha Silicon Oasis - Row Houses		Row Houses	0.05	17	0.05	17	0.05	10,020	
10	Sobha Heritage (Phase 1)	Banashankari Extn	Super Luxury Apartments	0.73	312	0.49	312	0.49	7,190	Revenue Share : 79.6%
11	Sobha Arena - The Park	Kanakapura Road	Luxury Apartments	0.32	149	0.22	149	0.22	6,370	Revenue Share : 69%. 0.58 mn.sft area not released for sale.
12	Sobha Arena - The Plaza			0.32	149	0.22	149	0.22	6,600	
12.a	Sobha Arena - Unreleased			0.85	359	0.58	359	0.58	6,450	
13	Sobha Morzaria Grandeur-2	Diary Circle, Bannerghatta Road	Super Luxury+ Apartments	0.10	40	0.08	40	0.08	11,600	Revenue Share : 51%
14	Sobha Avenue (Sobha Halcyon)	Whitefield	Super Luxury Apartments	0.40	175	0.30	175	0.30	6,075	
15	Sobha Clovelly	Padmanabha Nagar	Super Luxury+ Apartments	0.53	137	0.32	137	0.32	8,670	Revenue Share : 57%
16	Sobha Dream Acres : Rain Forest	Balagere, Off ORR	Aspirational Homes	2.74	2,143	2.05	2,143	2.05	5,410	Phase 1 :Revenue Share : 82.94%
17	SDA -Tropical Greens (Wing 41 to 45)	Balagere, Off ORR		0.86	534	0.64	534	0.64	5,480	
18	SDA – Palm Springs (Wing 50 & 52)	Balagere, Off ORR		0.24	177	0.18	177	0.18	5,500	
18.A	Sobha Dream Acres - Unreleased	Balagere, Off ORR		6.39	4,091	4.76	4,091	4.76	To be released	
19	Sobha '25 Richmond'	Langford Town	Presidential Apartments	0.02	7	0.02	4	0.01	20,400	JD on area sharing
20	Sobha Palm Court	Kogilu Cross, Yelahanka	Super Luxury Apartments	0.69	294	0.51	237	0.41	6,400	Area & revenue sharing
	Sub-Total Bangalore			22.83	11,145	16.42	11,071	15.48		
	Thrissur – Residential									
21	Sobha Jade	Sobha City @ Thrissur, Kerala	Super Luxury Apartments	0.63	216	0.51	216	0.51	5,060	
22	Sobha Lake Edge		Super Luxury Apartments	0.29	72	0.24	72	0.24	7,020	
	Sub- Total: Thrissur			0.91	288	0.75	288	0.75		
	Coimbatore – Residential									
23	Sobha West Hill	Veerakeralam, Thondamuthur Rd	Super Luxury Villas	0.28	29	0.13	29	0.13	5,050	
24	élan (JD with LMW)*	Ganapathy, Sakthi Main Road	Luxury Apartments	0.42	236	0.34	236	0.34	5,200	Revenue Share : 70.75%
	Sub- Total: Coimbatore			0.70	265	0.48	265	0.48		
	Pune – Residential									
25	Sobha Orion (Garnet-Block3)	NIBM, Khondwa	Super Luxury Apartments	0.17	112	0.13	112	0.13	6,140	
26	Sobha Elanza	Kothrud	Super Luxury+ Apartments	0.43	184	0.37	184	0.37	11,400	
	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)	≈ Avg.Price Realisation (Rs/sft)	Remarks
	Gurgaon (NCR) - Residential									
27	International City - Ph 1 (B & B3)	Babupur, Gurgaon	Villas	0.98	100	0.67	62	0.41	9,080	JD on area sharing
	International City - Ph 1 (B & B3)		Duplex Villas	0.08	12	0.05	12	0.05	10,750	
	International City - Phase 2 (E)		Duplex Villas	1.12	180	0.71	138	0.53	10,310	
28	International City - Phase 2		Villas	0.67	66	0.43	31	0.19	11,575	
	International City - Phase 2 (E1)		Row Houses	0.06	10	0.04	7	0.03	11,720	
29	International City - Phase 3 (Part)		Row Houses	0.69	111	0.46	71	0.29	12,050	
30	International City - Phase 3 & 4		Villas & Row Houses	2.04	174	1.15	110	0.74	To be released	
31	Sobha City - Phase 1	Babupur, Gurgaon	Super Luxury Apartments	0.64	240	0.46	240	0.46	7,930	Revenue Sharing:62%
31.a	Sobha City - unlaunched		Super Luxury Apartments	3.91	1,488	2.78	1,488	2.78	To be released	
	Sub- Total: Gurgaon			10.19	2,381	6.75	2,159	5.48		
	Chennai - Residential									
32	Sobha Serene	Seneerkuppam, Porur	Luxury Apartments	0.28	176	0.23	127	0.15	5,710	JD on area sharing
33	Sobha Evergreens	Nandambakkam, Tambaram	Plotted Development	0.51	116	0.33	116	0.33	1,775	
34	Sobha Winchester	Kovilampakkam, Velacherry	Luxury & SL Apartments	0.70	344	0.51	188	0.34	7,170	JD on area sharing
	Sub- Total: Chennai			1.49	636	1.06	431	0.82		
	Calicut – Residential									
35	Sobha Bela Encosta	Palazhi, Calicut	Super Luxury Villas	1.18	110	0.56	110	0.56	6,350	Revenue Sharing:75%
36	Sobha Rio Vista	Feroke, Calicut	Super Luxury Apartments	0.64	216	0.51	216	0.51	6,320	Revenue Sharing:78%
	Sub- Total: Calicut			1.82	326	1.08	326	1.08		
	Cochin - Residential									
37	Sobha ISLE	Vyittla, Silver Sand Island	Super Luxury Apartments	1.11	384	0.89	384	0.89	7,940	Revenue Sharing:89.6%
38	Maina One (Block 3 & 4)	Marina One, Cochin	Super Luxury Apartments	0.74	193	0.60	193	0.60	5,100	Co-ownership– 50%
38.A	Maina One (Unreleased – 10 blocks)		Super Luxury Apartments	3.17	948	2.60	948	2.60	To be released	
	Sub- Total: Cochin			5.02	1,525	4.09	1,525	4.09		
	Mysore- Residential									
39	Sobha Retreat	Jettihundi	Plotted Development	0.62	204	0.33	204	0.33	1,915	
	Sub- Total: Cochin			0.62	204	0.33	204	0.33		
	TOTAL (Residential)			43.44	16,997	31.10	16,496	28.64		
	Commercial Developments:									
	Gurgaon (NCR)									
40	International City - Commercial	Babupur, Gurgaon	Commercial Space	0.46		0.46		0.30	To be released	
	Commercial - Sub-Total (i)			0.46	-	0.46	-	0.30		
	Total (Residential + Commercial)			43.90	16,997	31.56	16,496	28.94		
	Commercial - Real Estate - For Lease									
41	St.Mark's Road - Commercial	St.Mark's Road	Commercial + Retail	0.38		0.20		0.10		
				0.38		0.20		0.10		
	Total - On-Going			44.28	16,997	31.76	16,496	29.04		

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 (Basic, Carpark & Other Charges, but Excluding Taxes). 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) saleable to the customer plus common area, car parking area, service area, storage area, internal Roads and common amenities



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.