

Date: August 09, 2022

To The Deputy Manager Department of Corporate Services BSE Limited PJ Towers, Dalal Street Mumbai – 400 001 Scrip Code: 532784	To The Manager The National Stock Exchange of India Limited Exchange Plaza, Plot No C/1, G Block Bandra Kurla Complex Mumbai – 400 051 Scrip Code: SOBHA
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Dear Sir / Madam,

Sub: Investor Presentation on the Operations and Financial Results for the quarter ended June 30, 2022.

This is to inform that the Board of the Directors at their meeting held today, i.e. Tuesday, August 09, 2022, took on record the Presentation on the Operations and Financial Results in terms of Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015 for the quarter ended June 30, 2022.

Kindly take the aforesaid information on record in compliance of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015.

Yours sincerely,

FOR SOBHA LIMITED



**VIGNESHWAR G BHAT
COMPANY SECRETARY AND COMPLIANCE OFFICER**

SOBHA LIMITED

REGD & CORPORATE OFFICE : 'SOBHA', SARJAPUR - MARATHAHALLI OUTER RING ROAD, BELLANDUR POST, BANGALORE - 560103, INDIA
CIN: L45201KA1995PLC018475 | TEL : +91-80-49320000 | FAX : +9180 49320444 | www.sobha.com



SOBHA

PASSION AT WORK

Investor Presentation

June 2022



SOBHA: Leading through excellence, scale and innovation

Established on a solid footing

- ▶ Bangalore headquartered Real Estate & Construction firm with 27 years of delivering international quality residential homes and commercial spaces across India
- ▶ Founded by Mr. PNC Menon with a vision “To transform the way people, perceive ‘Quality’”
- ▶ Rs. 28 billion enterprise with growth-oriented businesses
 - ▶ **Real estate:** Residential; Retail
 - ▶ **Contracting:** Institutional; Commercial
 - ▶ **Manufacturing:** Glazing & Metal Works; Interiors; Concrete Products
 - ▶ **Retail:** Restoplus Mattresses; metercube (furniture & furnishings)



- ▶ Process-driven with ISO 9001:2008 / 14001:2004 certification

Self-reliant execution capability through unique backward integration model

- ▶ In-house design-to-delivery capabilities
- ▶ Four manufacturing units spread over 25 acres
- ▶ 3,000+ professionals and 7,000+ technician workforce
- ▶ SOBHA Academy for training construction professionals & technicians

Consistent delivery at scale

- ▶ 120+ mn sft of developable area completed across 27 cities in 14 states: Real estate in 10 cities; Contractual in 26 cities

	No. of projects	Area (mn.sft.)	Cities
Real estate			
Completed	169	63.36	7
Ongoing	58	32.51	10
Contractual			
Completed	332	57.23	26
Ongoing	10	3.09	6

Responsible and recognized

- ▶ IPO in Dec 2006 oversubscribed 126x
- ▶ ICRA rating of A+; India Rating (Ind-Ra) of AA- (Stable)
- ▶ ‘Passion at work’ reflected in consistent recognition for Business excellence; Leadership; Sustainability & CSR
- ▶ ‘Devotion at work’ is our CSR philosophy focused on comprehensive and sustainable social empowerment

Data as of July 2022

We have been recognized for Sustainability & being a Top National Brand

Sobha City, Thrissur: India's first Net water positive 'Platinum' rating for an operational residential project (March'22)

- ▶ A new benchmark in India; Meets 100% of its freshwater requirements through rainwater
- ▶ ~20% of excess rainwater given back to nature
- ▶ No dependence on groundwater or any other alternate sources
- ▶ Water for landscaping met through STP-treated water



Sobha City, Thrissur is a 55 acre project, which was conceived with a 6.5 acre manmade lake in 2006



IGBC certification received

SOBHA is recognised as the 'Top National Brand' for the 6th time in Track2Realty Report 2021-22 (June'22)

Includes Top South Indian Brand, Residential & Super Luxury Brand; Rated best for CSR activities and consumer confidence index

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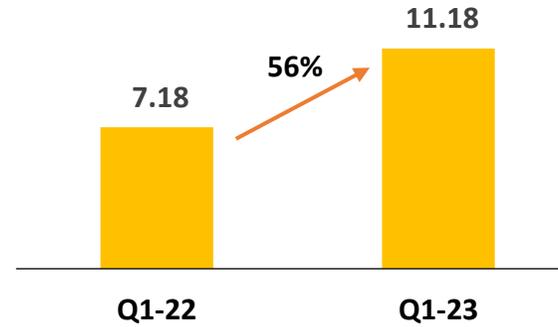


Key Cashflow Highlights

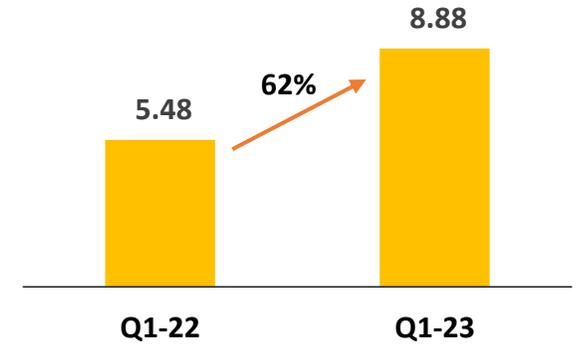
Sustained Debt Reduction

- ▶ Steady operational cashflows in Q1-FY 23, combined with proceeds from monetization of land (executed in FY 22) has reduced net debt further by Rs. 227.2 crore
- ▶ Net debt stands at Rs. 2,110 crore in Q1-FY 23 vs. Rs. 2,337 crore at the end of Q4-FY 22
- ▶ Total debt reduction of Rs. 940 crore achieved in the last seven quarters without any additional equity capital
- ▶ Net Debt to Equity reduced to 0.84
- ▶ The cost of debt has marginally increased to 8.45% from 8.40% in Q4-FY22, owing to increasing interest rates
- ▶ Finance cost has reduced by 29.8% YoY to Rs. 581 mn

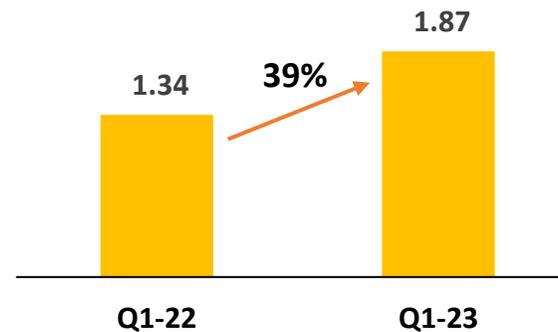
Total Operational Cash inflow



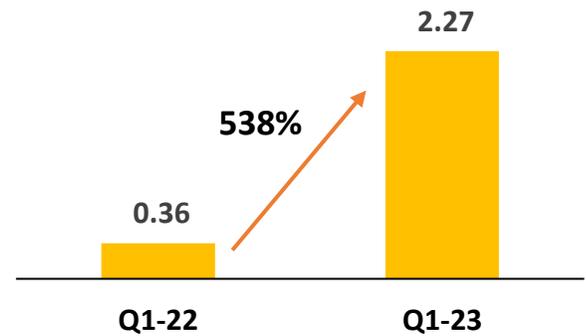
Real Estate Cash inflow



Net Operating Cash flow



Free Cash flow



Rs Billion

Cashflow Statement (Q1-FY23)

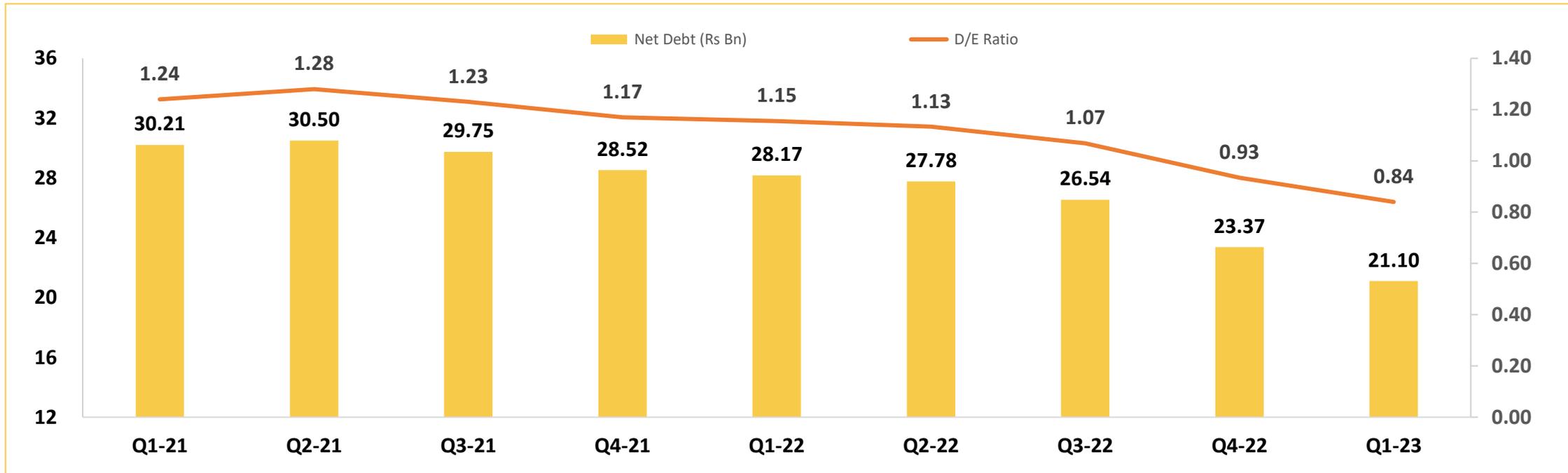
Particulars	<i>Rs Million</i>			
	Q1-23	Q1-22	Q4-22	FY-22
Operational cash inflows				
Real Estate Operations	8,883	5,477	10,603	31,728
Contractual & Manufacturing	2,293	1,702	2,307	8,094
Total Operational cash inflow (A)	11,176	7,179	12,910	39,821
Operational cash outflows				
Real Estate project expenses	3,869	2,377	3,467	11,653
Joint Development Partner Payments	1,640	946	1,865	6,770
Contracts and Manufacturing expenses	2,602	1,604	2,282	7,632
Statutory Dues	317	254	403	1,507
Corpus Repayment	130	168	277	758
Central Over Heads	463	315	347	1,384
Advertising & Marketing expenses	286	172	268	913
Total Operational cash outflow (B)	9,307	5,835	8,908	30,617
Operational Cashflow : (C=A-B)	1,869	1,344	4,003	9,204

Cashflow Statement (Q1-FY23)...continued

Rs Million

Particulars	Q1-23	Q1-22	Q4-22	FY-22
Financial Outflows				
Finance Cost	529	731	618	2,850
Income Tax	293	97	154	491
Total Financial Outflows (D)	822	828	772	3,340
Cashflow after Financial Outflow : (E=C-D)	1,047	516	3,230	5,864
Capital Outflows				
Land Payments	(1,327)	(7)	(104)	(94)
Dividend including tax	-	-	-	332
Donation / CSR Contribution	32	20	36	121
Capex	70	147	124	349
Total Capital Outflow (F)	(1,225)	160	56	708
Total Cash Inflow: (A)	11,176	7,179	12,910	39,821
Total Cash Outflow: (G =B+D+F)	8,904	6,822	9,736	34,665
Free Cashflow: (A - G)	2,272	356	3,174	5,156

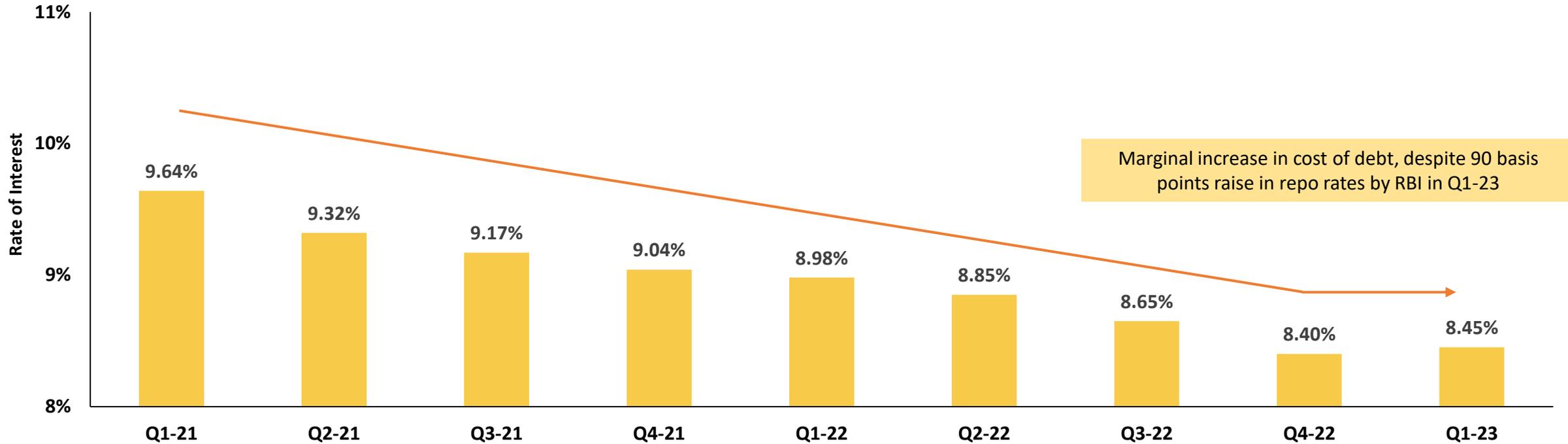
Consistent Debt reduction over last seven quarters



Rs Billion

Particulars	30-Jun-20	30-Sept-20	31-Dec-20	31-Mar-21	30-June-21	30-Sept-21	31-Dec-21	31-Mar-22	30-Jun-22
Gross Debt	31.25	31.56	31.34	30.62	30.21	29.33	28.04	25.33	22.00
Less: Cash & Cash Equivalents	1.04	1.06	1.59	2.10	2.04	1.55	1.50	1.96	0.90
Net Debt	30.21	30.50	29.75	28.52	28.17	27.78	26.54	23.37	21.10

Borrowing Cost – one of industry’s lowest



Gross Finance Cost (Rs. Mn)								
Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23
848	851	848	815	754	770	739	635	581

Real Estate (residential) projects: projected cash flow (Q1-FY23)

Particulars	Completed - with unsold inventory	Ongoing - Area offered for sale	Ongoing - Area not offered for sale	Total	UOM
Total Saleable area	15.36	19.81	8.71	43.88	Mn. sft
Sobha Share of Saleable area	14.22	19.07	8.45	41.75	Mn. sft
Total area sold till 30th June 2022	13.78	14.48	-	28.26	Mn. sft
Unsold area as on 30th June 2022	0.44	4.59	8.45	13.48	Mn. sft
Balance cost to complete as on 30th June 2022	3.55	54.34	35.37	93.25	Rs. Bn
Outstanding receivables + Balance to be billed & collected on sold units + Refundable deposit	1.04	51.10	1.19	53.33	Rs. Bn
Sales value of unsold stock ^	3.74	35.57	64.45	103.75	Rs. Bn
Cumulative Cashflow available (+ve)	1.23	32.33	30.27	63.82	Rs.Bn

Highlights:

1. Unsold completed inventory stands at 0.44 million square feet, one of the lowest in real estate industry
2. Balance receivables of ~Rs. 52.14 billion from sold units, covers 90% of the balance cost to complete the ongoing projects offered for sale

^Unsold area sale value is based on current selling price in the respective projects

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Sales Highlights (Q1-FY23)

Consistent Sales Performance

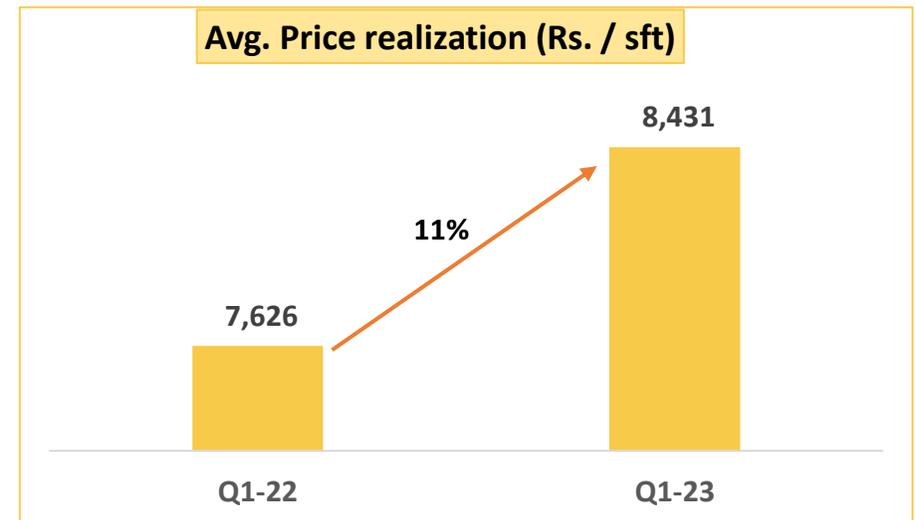
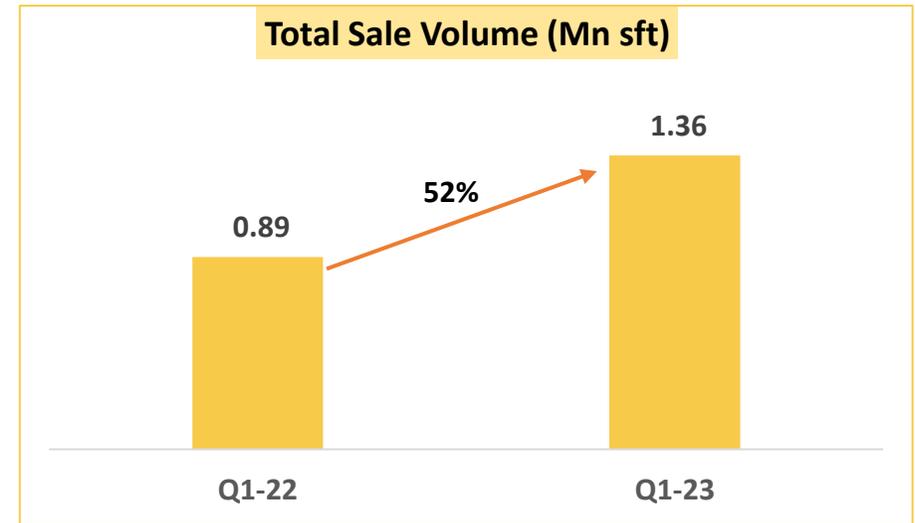
- ▶ Highest ever quarterly Sales performance: Sold 1.36 million sft for Rs 11.45 billion.
- ▶ Sales volume has been in the range of 1.3 million sft for the past four quarters showing sustained demand post COVID impacted period
- ▶ Demand has been strong during Q1-23 as well despite price increases in projects and marginal increase in home loan rates
- ▶ Bangalore has contributed over 76% to the sale value, Gurugram 13% and rest of the cities contributed ~10%. Improved visibility of GIFT City has aided in increased demand for our projects
- ▶ The average price realization is also the highest at Rs 8,431/sft, with an improvement of 10.5% from Q1-FY 22

New Launches aid Sales

- ▶ We have launched three projects in this quarter in Bangalore - 'Sobha Sentosa', 'Sobha Victoria Park' and 'Sobha Royal Crest'. The total saleable area being 2.02 mn sft
- ▶ We currently have an inventory of ~13 mn sft and a PAN India launch pipeline of 12.11 mn sft; adequate for addressing the residential demand

Improved Activity in Contracts & Manufacturing

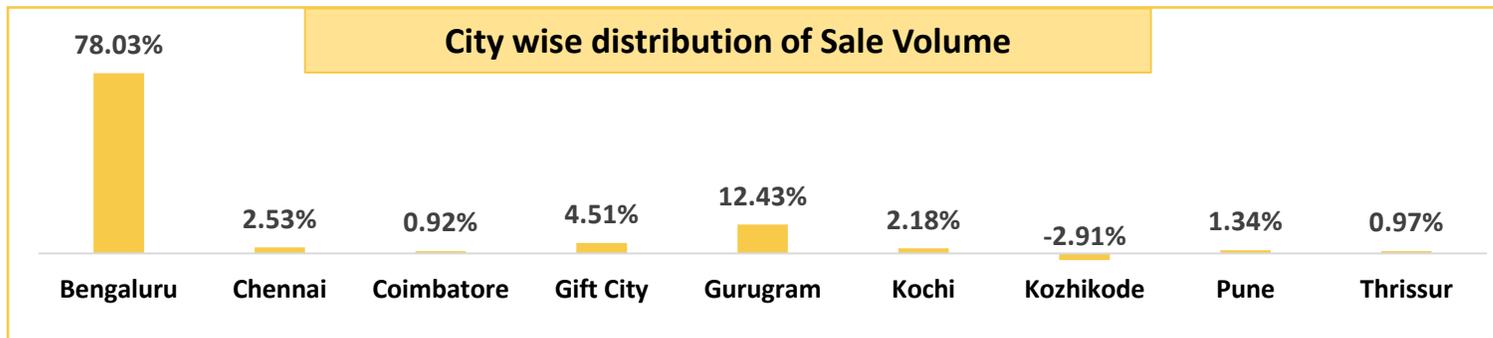
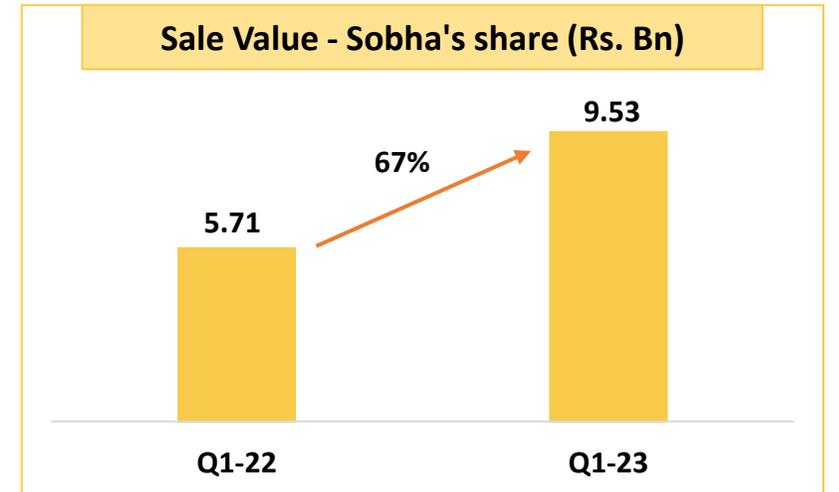
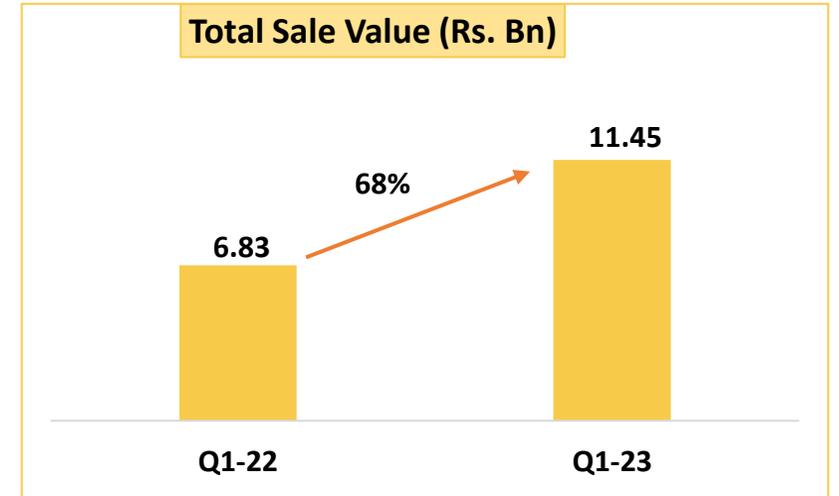
- ▶ Increase in construction & development activity has seen a positive impact on our contracts and manufacturing verticals too. The benefits of the same will start accruing in the subsequent quarters.



Real Estate Sales Performance (Q1-FY23)

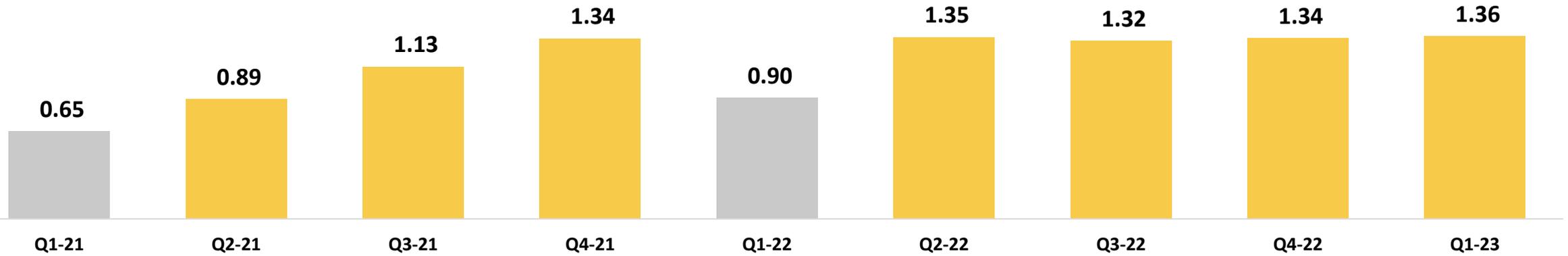
Highest ever quarterly sales volume & value

Region	Area Sold	Total Sale Value	Sobha Share of Sale Value	Total Average Price Realization
	Sft	Rs. Mn	Rs. Mn	Rs. / Sft
Bangalore	1,060,172	8,577	7,335	8,090
Chennai	34,367	141	143	4,102
Coimbatore	12,507	98	98	7,802
Gift City	61,280	428	428	6,991
Gurugram	168,901	1,848	1,262	10,940
Kochi	29,564	360	206	12,166
Kozhikode	-39,494	-318	-258	8,041
Pune	18,182	197	197	10,810
Thrissur	13,232	124	124	9,403
Total	1,358,710	11,455	9,534	8,431

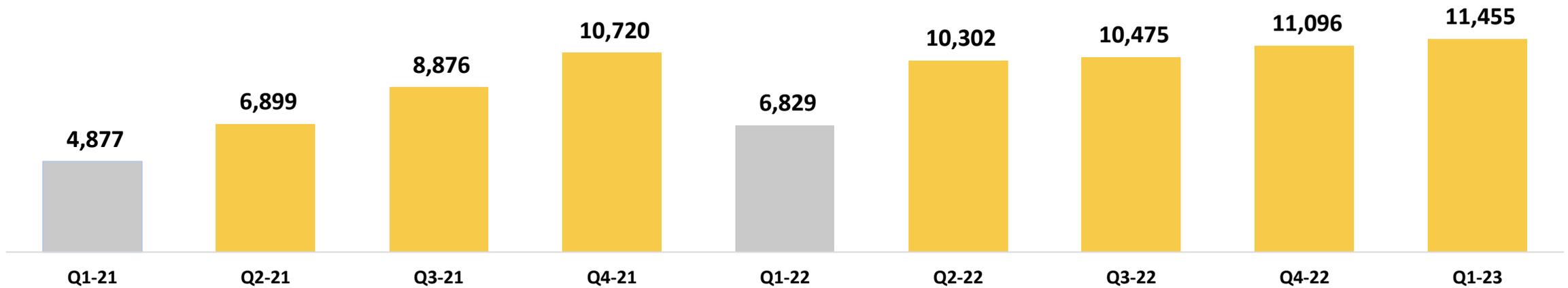


Consistent Sales Performance Over The Quarters

Quarterly Sales Volume (Mn sft)

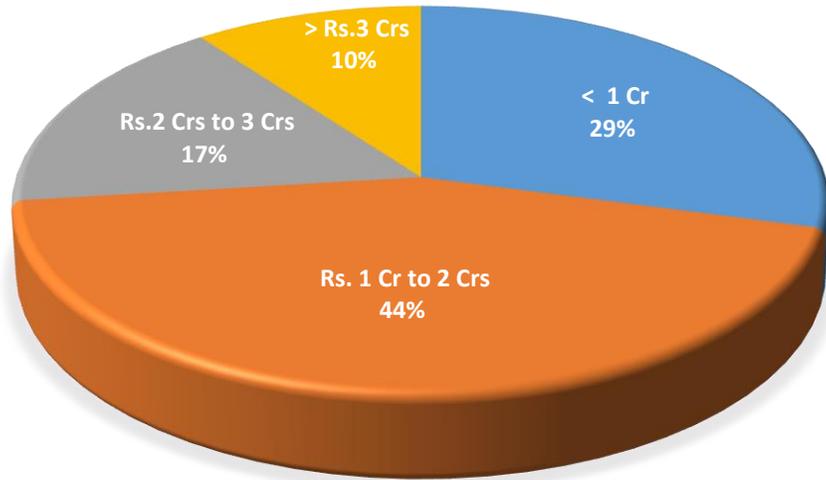


Quarterly Sales Value (Rs. Mn)

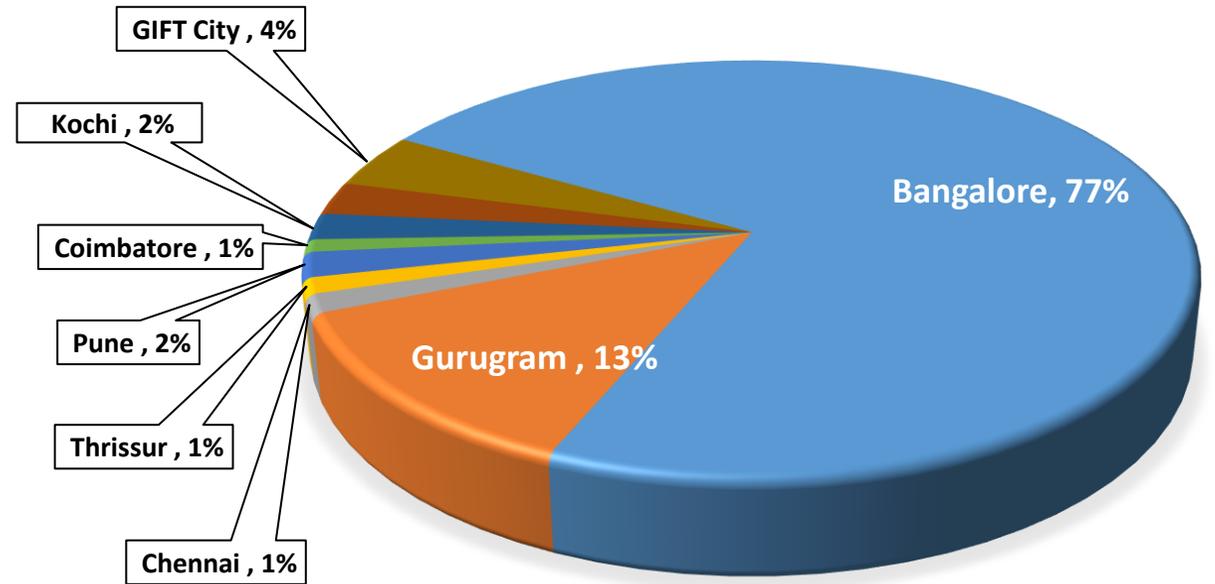


Sales Value classification (Q1-FY23) - Price Band & Region Wise

% Contribution per price bracket



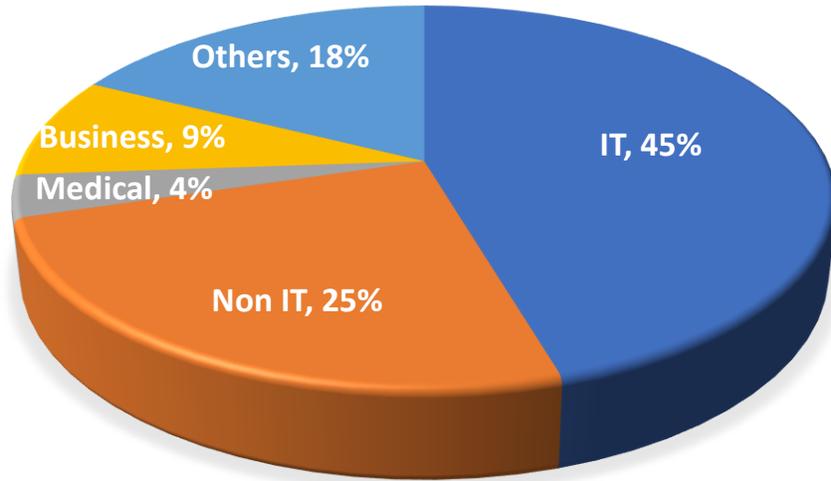
Region contribution to total sale value



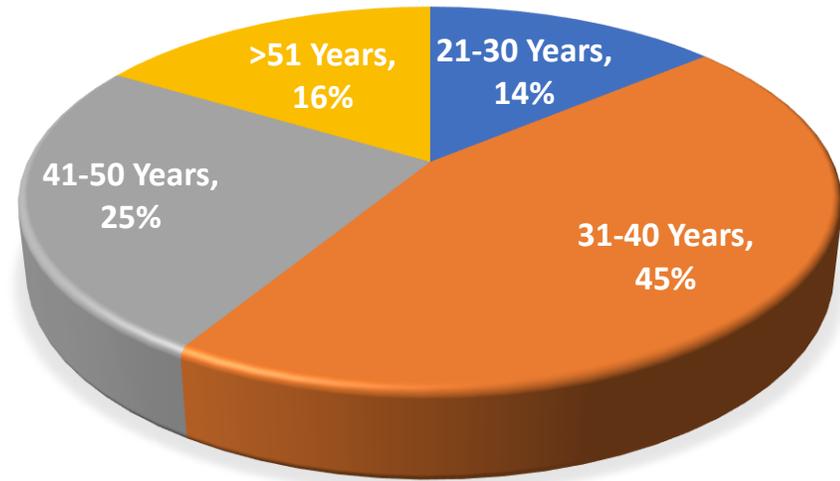
Improvement in customer demand for homes is consistent across all price ranges

Buyer Profile (12 months rolling)

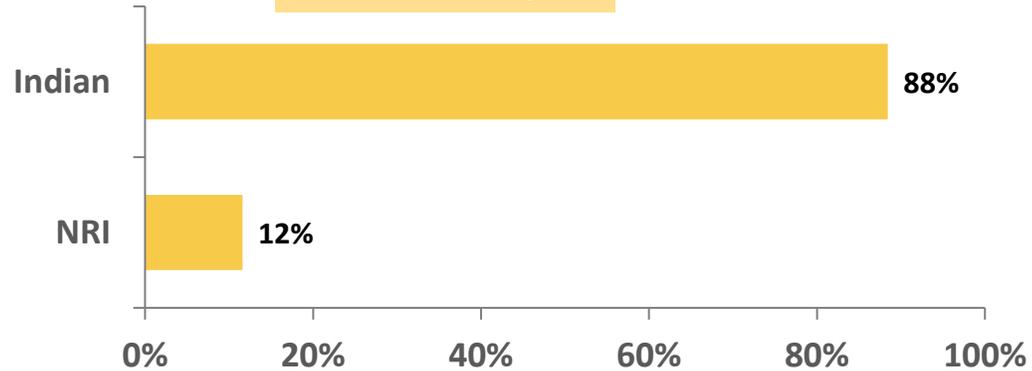
Profession-wise



Age wise



Indian – NRI split



Customer mix for our homes across cities have remained similar for past several years

Large & diversified existing customer base has created a virtuous effect on our brand

Customers in age group of 27-50 years have been the bedrock of steady demand

Inventory available to maintain sales steady growth

Forthcoming projects

Location	No of Projects	Total Saleable Area (Mn Sft)
Residential - Forthcoming		
Bangalore	8	6.48
Hosur	1	1.31
Chennai	1	0.20
Gurugram	1	1.75
GIFT City	1	0.77
Hyderabad	1	0.64
Trivandrum	1	0.64
Sub Total	14	11.79
Commercial – Forthcoming (Total Leasable Area)		
Bangalore	1	0.29
Thrissur	1	0.03
Sub Total	2	0.32
Grand Total	16	12.11

Note: Saleable / Leasable area for the forthcoming projects may change based on final approvals.

Total inventory in pipeline

Inventory Type	Mn sft
Unsold Area in Completed projects	0.44
Unsold Area in ongoing projects - Area offered for sale	4.59
Unsold area from ongoing projects - not offered for sale	8.45
Future Launches	12.11
Total inventory visibility	25.59

Till date, a total of 107 projects have been applied and registered under RERA

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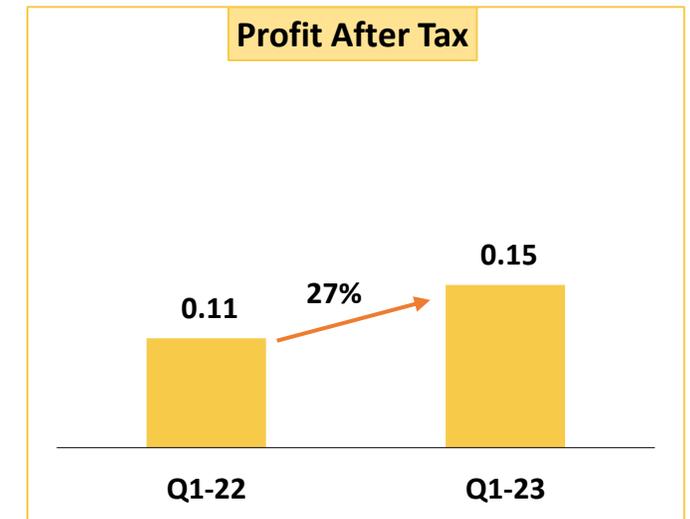
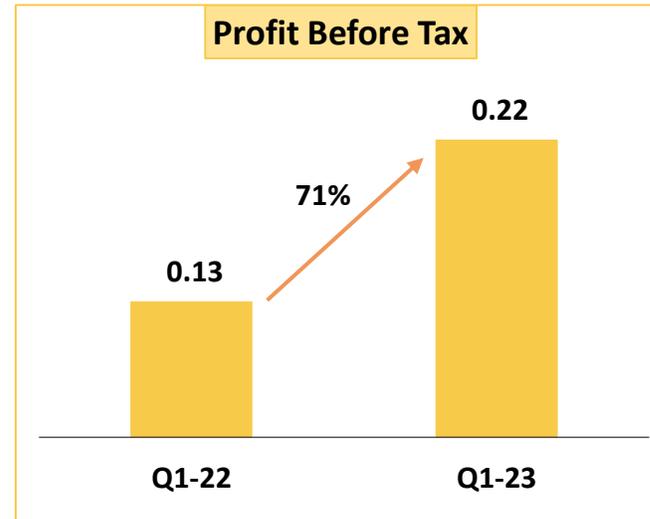
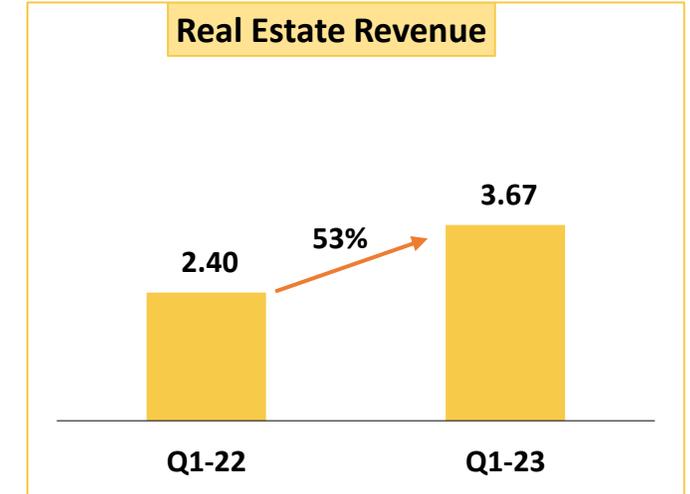
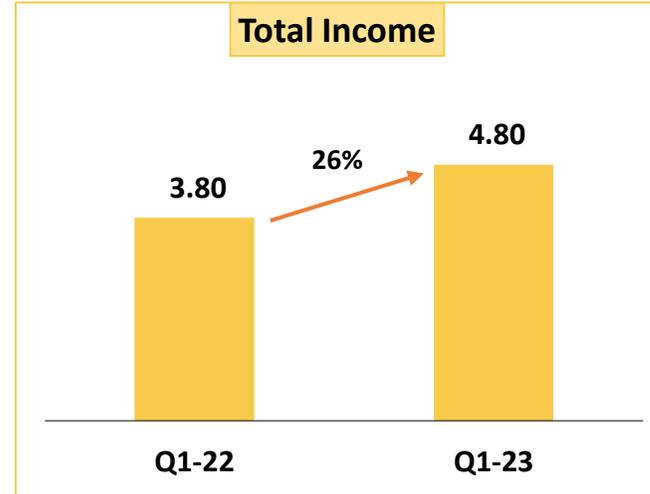
Project Updates



Financial & Operational Highlights (Q1-FY23)

Sound Financials & Operations

- ▶ The total revenue for Q1-FY23 is at Rs. 4.80 billion, including real estate revenue of Rs. 3.67 billion. Revenue has increased by 26% from Q1-FY22
- ▶ Completed projects in Chennai (Plots at Sobha Blossom), Gurgaon (Sobha City, three towers) and in Bangalore (Dream Acres, Row Houses in HRC Pristine) during the quarter
- ▶ Contractual & Manufacturing revenue is Rs. 1.08 billion. Collections, however, have been Rs. 2.29 billion, inline with increased site activity
- ▶ Achieved EBITDA of Rs. 0.96 billion with a healthy margin of ~20%
- ▶ Profit before Tax is Rs. 0.22 billion (4%) and Profit after Tax is at Rs. 0.15 billion (3%)
- ▶ Balance revenue to be recognized is Rs. 85.15 billion from the sales done in residential business till 30.06.2022
- ▶ Enhanced pace of completion of projects in subsequent quarters set to increase real estate revenue recognition



Profit & Loss Statement (Q1-FY23)

Rs Million

Particulars	Q1-23	Q1-22	Q4-22	FY-22
Real Estate Revenue *	3,669	2,402	4,273	15,593
Contractual & Manufacturing Revenue	1,080	1,355	1,986	7,204
Other Income *	51	48	288	582
Total Income	4,800	3,805	6,547	23,379
Total Expenditure	3,844	2,750	5,358	18,179
EBIDTA	956	1,055	1,189	5,200
EBIDTA (%)	20%	28%	18%	22%
Depreciation	159	175	190	721
Finance Expenses **	581	754	635	2,898
Profit Before Tax	216	126	365	1,581
PBT (%)	4%	3%	6%	7%
Tax Expenses (Provision)	79	18	114	413
PAT after share of associates	137	108	251	1,169
Other comprehensive income (net of tax expense)	8	6	9	(10)
Net Profit	145	114	259	1,159
Net Profit (%)	3%	3%	4%	5%

* Real Estate Revenue and Other Income excludes notional interest income on unwinding of discount on JDA deposits as per Ind AS 109.

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

Consolidated Balance Sheet (Q1-FY23)

Rs Million

PARTICULARS	30-Jun-22	30-Jun-21	PARTICULARS	30-Jun-22	30-Jun-21
ASSETS			EQUITY & LIABILITIES		
Non-current assets			Equity		
Property, Plant and equipment	4,047	4,348	Equity Share Capital	948.46	948.46
Investment Property	3,640	3,494	Other Equity	24,302	23,442
Investment Property under construction	65	759	Total Equity	25,251	24,390
Intangible assets	226	231			
Right of use assets	110	145	Non-Current Liabilities		
Financial assets			Financial Liabilities		
Investments	1,149	1,143	Borrowings	7,137	3,368
Trade Receivables	456	441	Lease liabilities	32	59.15
Other Non-current financial assets	1,501	1,445	Provisions	164	155.06
Other non-current assets	4,383	5,168	Deferred tax liabilities (net)	182	349.09
Current tax assets (net)	118	95	TOTAL	7,514	3,931
Deferred tax assets (net)	25	23			
TOTAL	15,721	17,291	Current Liabilities		
			Financial Liabilities		
Current Assets			Borrowings	14,350	26,087
Inventories	75,945	71,605	Lease liabilities	59	60
Financial Assets			Trade payables	5,424	6,692
Trade receivables	2,321	2,159	Other Current financial liabilities	7,226	6,374
Cash and cash equivalents	1,462	1,543	Other current liabilities	53,497	44,363
Bank balance other than Cash & cash equivalents	465	424	Liabilities for current tax (net)	154	138
Other Current financial assets	4,776	5,208	Provisions	124	20
Other current assets	12,911	13,826	TOTAL	80,835	83,733
TOTAL	97,879	94,764	Total Liabilities	88,349	87,664
TOTAL ASSETS	113,600	112,055	TOTAL EQUITY & LIABILITIES	113,600	112,055

Contracts Portfolio (Q1-FY23)

Ongoing projects (30 June 2022)

SI No	Location	Built-up area (Mn sft)
1	Bangalore	2.12
2	Nagpur	0.41
3	Pune	0.07
4	Sonepat	0.49
Total		3.09

Revenue & Collection

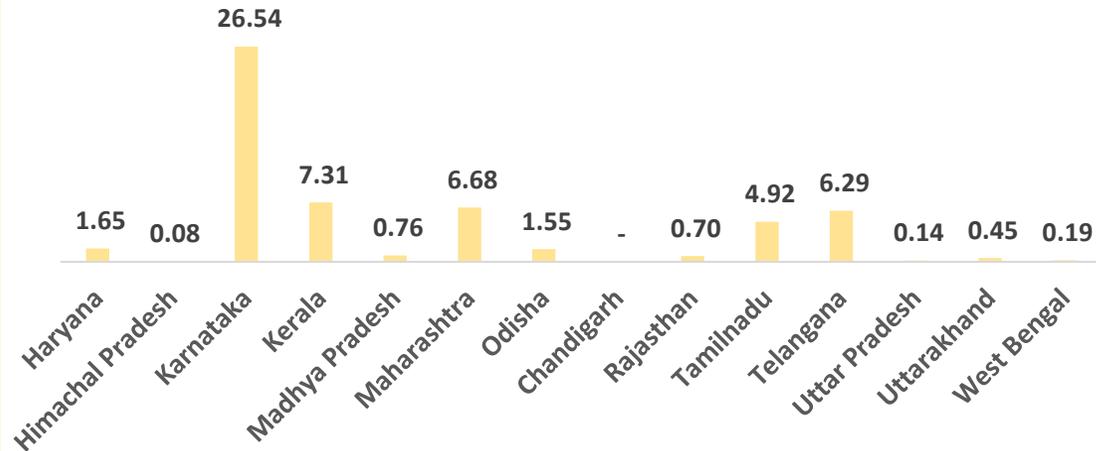
Rs Billion

Particulars	Q1 - 23	Q1 - 22
Revenue		
Contracts	0.29	0.80
Manufacturing	0.79	0.55
Total	1.08	1.35
Collections		
Contracts	1.12	1.05
Manufacturing	1.17	0.65
Total	2.29	1.70

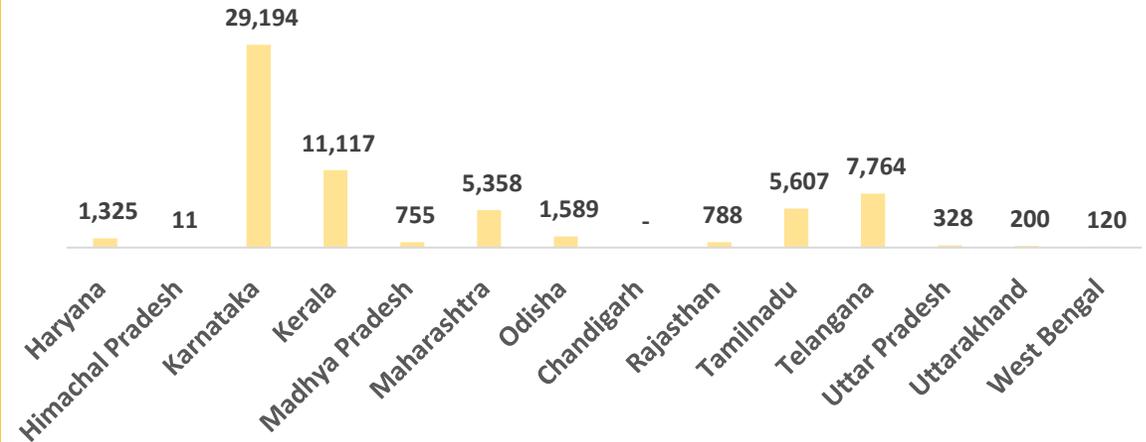
- ▶ Delivered 57.23 mn sft of developable area since inception across 26 cities in India
- ▶ Increase in construction & development activity has seen a positive impact on our contracts and manufacturing verticals too. The benefits of the same will start accruing in subsequent quarters

Contracts: Completed Projects Region Wise Contribution Details

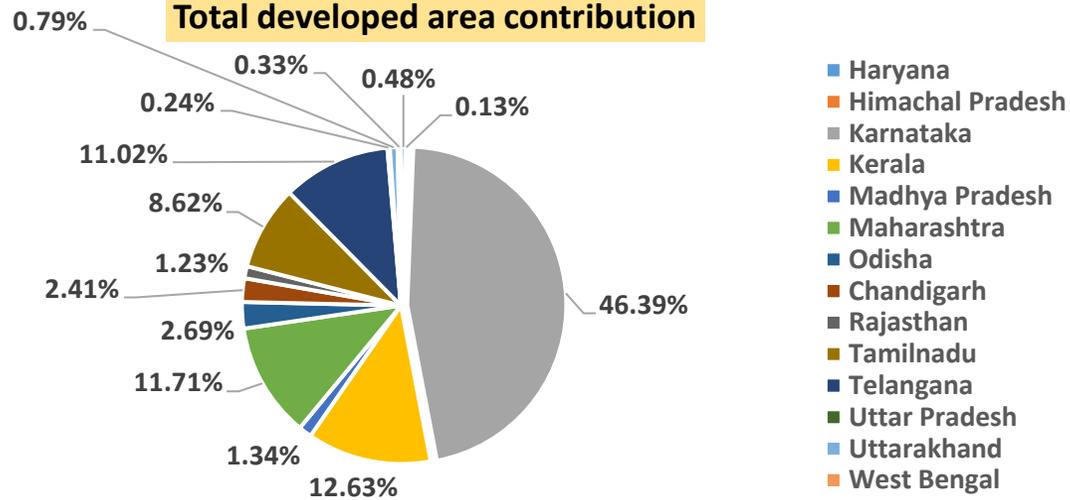
Developed area (Mn Sft)



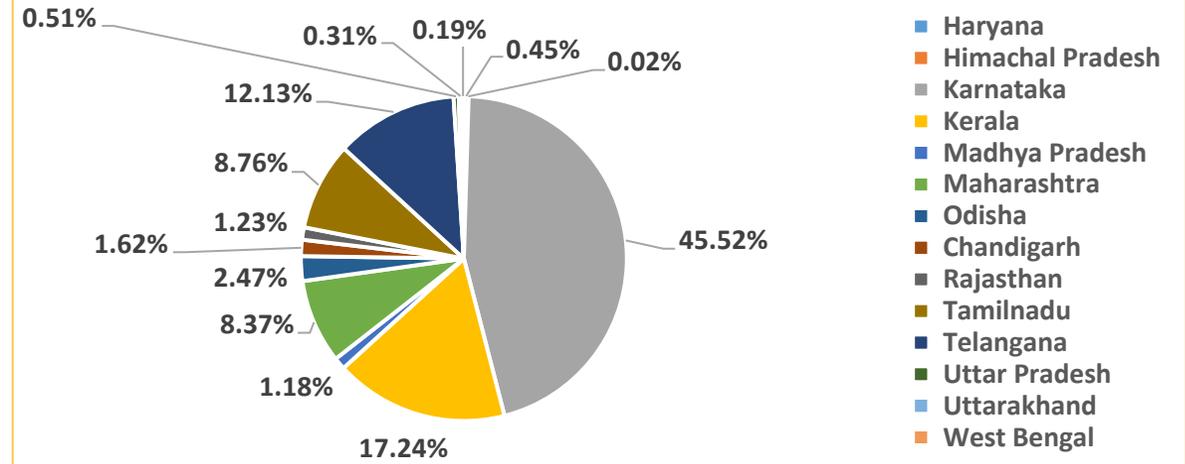
Value (Rs. Mn)



Total developed area contribution



Order value contribution



Manufacturing Division – Performance (Q1-FY23)

- ▶ SOBHA – Only Real Estate Company in India with Aatma Nirbhar (Self-Reliant) Model
- ▶ It supports company to achieve world class quality with timely & efficient delivery

Glazing & Metal Works Division		Interiors & Furnishing Division		Concrete Products Division	
Turnover (Q1-23)	Rs. 0.43 Bn	Turnover (Q1-23)	Rs. 0.21 Bn	Turnover (Q1-23)	Rs. 0.15 Bn
No. of Employees	113	No. of Employees	164	No. of Employees	16
Factory Area	0.30 Mn sft	Factory Area	0.80 Mn sft	Factory Area	0.40 Mn sft
Products <ul style="list-style-type: none"> ▶ Metal/Steel fabrication works ▶ Aluminum doors & windows, structures ▶ Glass works 		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"> ▶ Manufacture of wide range of concrete products such as concrete blocks, pavers, kerbstones, water drainage channels, paving slabs and elite landscape products ▶ Glass Fiber Reinforced Concrete 	

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



Commercial portfolio: completed & upcoming projects

Project Name	Status	Total Leasable Area (sft)	Sobha Share Leasable area (sft)
Sobha City Mall, Thrissur	Operational	323,064	283,101
One Sobha, Bangalore	Operational	225,081	151,140
Sub Total		548,145	434,241
Sobha City, Athena, Bangalore	Ongoing	28,863	28,863
Sub Total		28,863	28,863
Sobha Townpark, Bangalore	Upcoming	292,723	223,933
Metropolis - Phase 2, Thrissur	Upcoming	27,607	27,607
Sub Total		320,330	251,540
Grand Total		897,338	714,644

Sobha city mall, Thrissur



One Sobha, Bangalore



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Sound Financials and Operations

Project Updates



Real Estate - Projects portfolio – Completed, Ongoing & Forthcoming

Total Developable / Leasable Area in Mn sqft

CITY	Completed	Under construction	Forthcoming
Bangalore	49.43	19.74	6.77
Mysore	1.33	0.25	-
Gurugram	2.39	2.77	1.75
Kochi	-	3.95	-
Thrissur	2.90	1.50	0.03
Kozhikode	-	1.09	-
Trivandrum	-	-	0.64
Chennai	2.38	0.72	0.20
Coimbatore	3.73	0.32	-
Hosur	-	-	1.31
GIFT City	-	1.23	0.77
Pune	1.20	0.94	-
Hyderabad	-	-	0.64
Total	63.36	32.51	12.11

- ▶ Completed Real Estate projects located across **7 cities**, with total development of **63.36 mn sft** and Super Built-up Area of **47.81 mn sft**
- ▶ Under construction projects located across 10 cities, with Total developable area of **32.51 mn sft** and Super Built-up Area of **21.53 mn sft**
- ▶ Forthcoming residential projects located across 7 cities, with and Super Built-up Area of **12.11 Mn sqft**

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

Note:

- ▶ Real Estate product mix includes Multi Storied Apartments, Row Houses, Villas, Plotted Developments & Club House Facilities etc.
- ▶ Developed / Developable area includes super built-up area (SBA) / saleable area to the customer plus common area, car parking area, service area, storage area, internal roads and common amenities.

Completed residential projects during Q1-23

**SOBHA Blossom, Chennai,
(Plotted development)**



**HRC Pristine, Bangalore
(Row House)**



**SOBHA City, Gurgaon
(Block A1, B1, C1)**



Shot at project sites

New Project Launches during Q1-FY23

SOBHA Royal Crest, Bangalore



SOBHA Sentosa, Bangalore



SOBHA Victoria Park, Bangalore



Artistic Impressions of projects. Not shot at site.

Ongoing Residential Projects

SOBHA Royal Pavilion, Bangalore



SOBHA Lake Garden, Bangalore



HRC Pristine (Apts.), Bangalore



Shot at project sites

Sobha Dream Acres in Bangalore has sustained its rapid pace of development

Total developable area launched	7.50 mn sft	Total SBA launched for sale (as on June 2022)	5.84 mn sft
		Total SBA sold till June 2022	5.78 mn sft
Area completed till June 2022	4.48 mn sft	SBA Sold (%)	99%



Dream Acres-Tropical Greens Wing 29 & 30



Dream Acres-Tropical Greens Wing 29 & 30, 50



Board of Directors



Ravi PNC Menon
Chairman

- ▶ Over 16 years of experience in the real estate and construction business
- ▶ Bachelor of Science in Civil Engineering from Purdue University, USA



Jagadish Nangineni
Managing Director

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



R.V.S. Rao
Independent Director

- ▶ Over 48 years of experience in banking and finance
- ▶ Bachelor's degree in Commerce from Mysore University and a Bachelor's degree in Law from Bangalore University institutions



Anup Shah
Independent Director

- ▶ Over 36 years of experience in the field of law, specifically real estate law.
- ▶ Degree in law from the Government Law College, Mumbai



Srivathsala Kanchi Nandagopal
Independent Director

- ▶ A serial entrepreneur, Founder of 4 Organizations, with Businesses spanning across Angel Investing, Financial planning for HNIs and Strategic Business advisory
- ▶ Certified Financial Planner from ICAI besides holding Masters in Commerce from Bangalore University



Raman Mangalorkar
Independent Director

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

Thank you



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