

Date: August 07, 2023

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 for the quarter ended June 30, 2023.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith the Investor Presentation of the Company on the Operations and Financial Result of the Company for the quarter ended June 30, 2023.

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

Yours sincerely,

FOR SOBHA LIMITED



**VIGHNESHWAR G BHAT
COMPANY SECRETARY AND COMPLIANCE OFFICER
MEMBERSHIP NO.: 16651**

SOBHA LIMITED



**Investor Presentation
June 2023**

Artistic Impression of SOBHA Galera, Bangalore

SOBHA: Leading through excellence, scale and innovation

Established on a solid footing

- ▶ Bangalore headquartered Real Estate & Construction firm with 28 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’”
- ▶ Residential Real Estate development focused enterprise, with related growth-oriented businesses
 - ▶ **Real estate:** Residential; Retail
 - ▶ **Contracting:** Institutional; Commercial
 - ▶ **Manufacturing:** Glazing & Metal Works; Interiors; Concrete Products
 - ▶ **Retail:** Restoplus Mattresses; metercube (furniture & furnishings)



- ▶ Company has obtained certification for Quality: ISO 9001:2015; Environmental - 14001:2015 and Occupational Health & Safety - OHSAS 45001:2018

Self-reliant execution capability - backward integration model

- ▶ In-house design-to-delivery capabilities
- ▶ Manufacturing facilities spread over 25 acres
- ▶ 3,400+ professionals and 8,000+ technician workforce
- ▶ SOBHA Academy for training construction professionals & technicians

Consistent delivery at scale

- ▶ 129.45 mn sft completed in 532 developments till date across 27 cities in 14 states: Real estate in 12 cities and Contractual in 26 cities
- ▶ Delivery run rate of 5 mn sft in the past five years with 35.56 mn sft currently under development

	<u>No. of Projects</u>	<u>Area (Mn sft)</u>	<u>No. of Cities</u>
Real Estate			
Completed	194	71.73	7
Ongoing	70	30.38	11
Contractual			
Completed	338	57.72	26
Ongoing	7	5.18	2

Trusted, recognized and evolving

- ▶ ‘Passion at work’ reflected in consistent recognition for business excellence, Leadership, Sustainability and CSR with over 230 awards
- ▶ ‘Devotion at work’ is our CSR philosophy focused on comprehensive and sustainable social empowerment
- ▶ IPO in Dec 2006 oversubscribed 126x
- ▶ ICRA rating of A+; India Rating (Ind-Ra) of AA- (Stable)

Awards and Recognitions received in Q1 FY 2024



Real Estate Infrastructure Summit & Awards 2023

SOBHA bagged Best Architectural Plan of the Year for SOBHA Gardenia, Chennai, at the Real Estate Infrastructure Summit & Awards 2023



3rd Realty+ Women Icon Conclave and Excellence Awards

Geetha Nair, Executive Vice President, Design and Engineering, SOBHA Limited, won in the category Women Achievers in Architecture at the 3rd Realty+ Women Icon Conclave and Excellence Awards



3rd Realty+ Women Icon Conclave and Excellence Awards

Shanthi V, Executive Vice President, Project Management Office, SOBHA Limited, won in the category Women Achievers in Residential Realty at the 3rd Realty+ Women Icon and Excellence Awards

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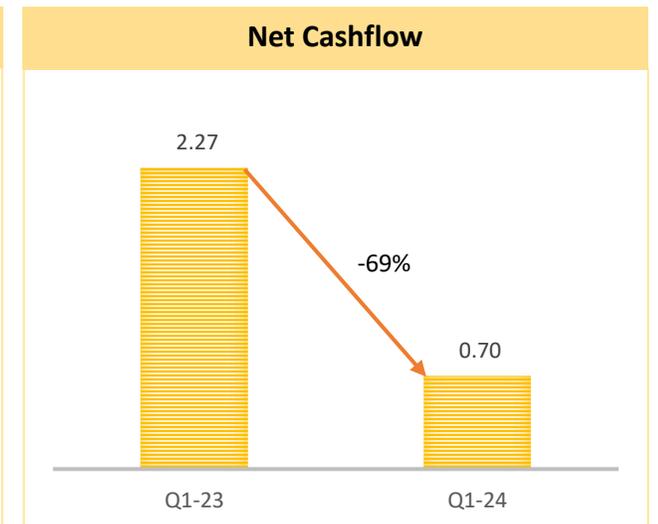
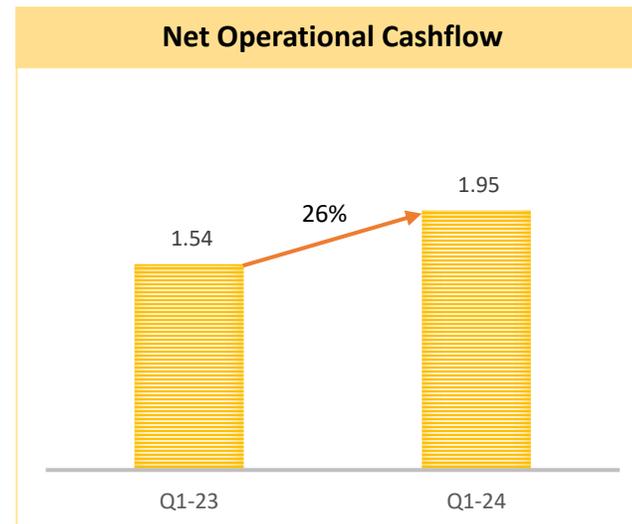
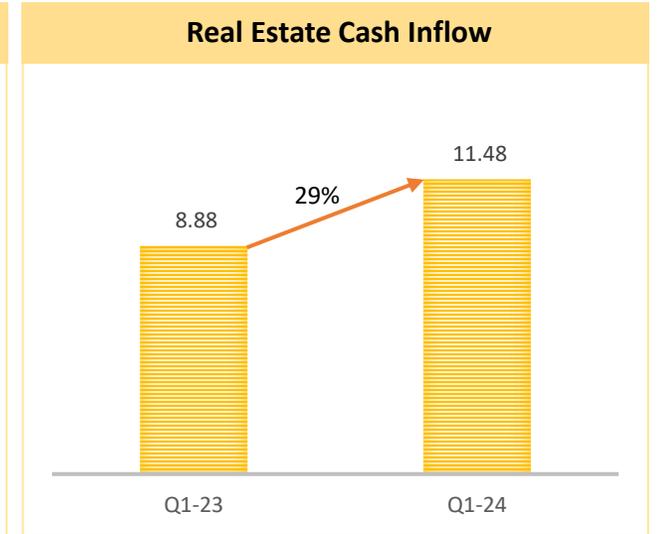
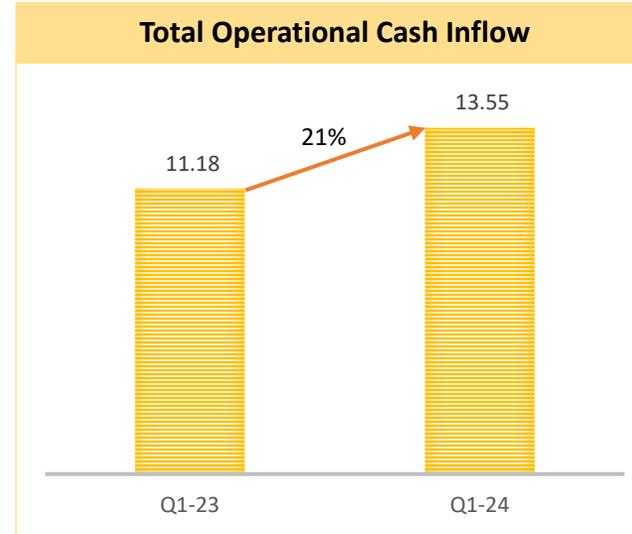
Project Updates



Robust Operational Cashflows generated in Q1 FY 2024

- ▶ Total Collections in Q1-FY24 improved by 21.3% compared to Q1-FY23 to Rs. 13.55 bn
 - Real Estate contribution was Rs. 11.48 bn, growth of 29.2% compared to Q1-FY23
 - Contracts & manufacturing collections was steady at Rs. 2.07 bn
- ▶ Construction related outflow for Real Estate was Rs. 5.32 bn, up by 37.5% compared to Q1-FY23
- ▶ Net cashflows before Land spends & Capex was at Rs. 1.46 bn, growth of 44.2% compared to same period last year
- ▶ Increase in construction activity was supported by higher Capex spends of Rs. 332 mn for the quarter
- ▶ Land related payments was Rs. 431 million, in comparison, in Q1-24 we had net land inflow of Rs. 1,327 million from a one-off land sale
- ▶ We reduced our Net Debt by Rs. 702 mn in Q1-24, with Net Debt to Equity ratio falling to 0.63

Rs Billion



Cashflow Statement – Q1 FY 2024

Rs Million

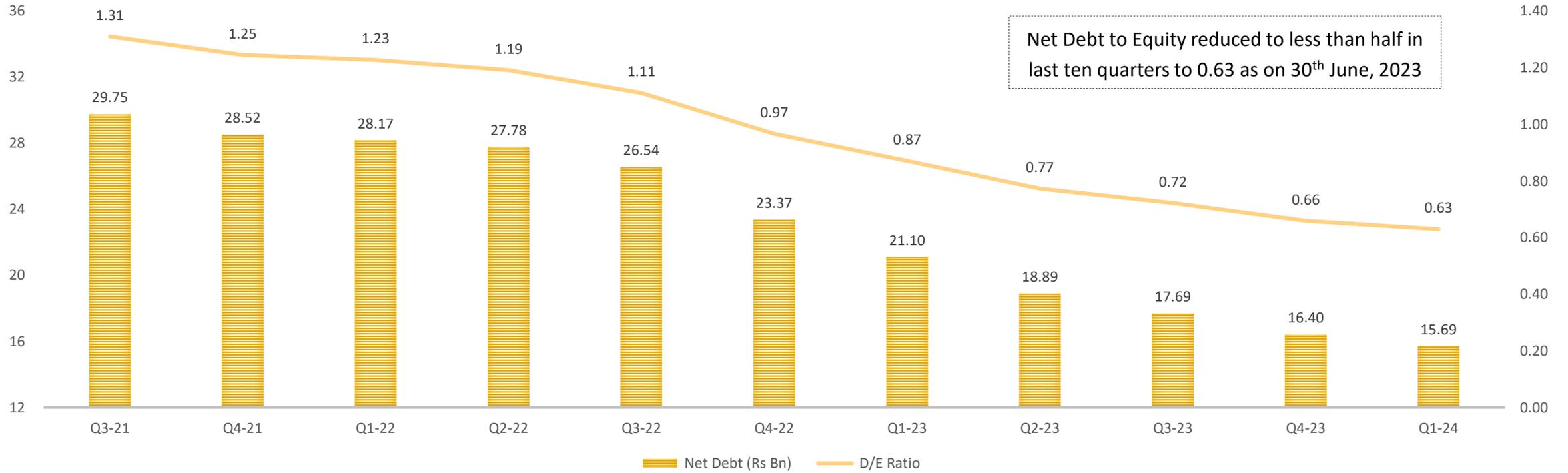
Particulars	Q1-24	Q1-23	Q4-23	FY-23
Operational cash inflows				
Real Estate Operations	11,478	8,883	11,787	43,058
Contractual & Manufacturing	2,073	2,293	2,437	9,765
Total Operational cash inflow (A)	13,551	11,176	14,224	52,823
Operational cash outflows				
Real Estate project outflow	5,320	3,869	5,123	18,369
Joint Development Partner payments	2,332	1,640	1,763	7,181
Contracts and Manufacturing	1,911	2,602	2,357	10,133
Net GST payments	730	317	383	1,404
Facilities management related outflow	255	130	164	618
Overheads	486	463	376	1,873
Advertising & Marketing	265	286	310	1,134
CSR	59	32	90	202
TDS payouts	245	293	345	1,350
Total Operational cash outflow (B)	11,603	9,632	10,910	42,263
Net Operational Cashflow : (C=A-B)	1,948	1,544	3,314	10,559

Cashflow Statement – Q1 FY 2024...continued

Rs Million

Particulars	Q1-24	Q1-23	Q4-23	FY-23
Financial Outflows				
Finance outflow	483	529	465	2,056
Dividend including taxes	-	-	-	285
Total Financial Outflows (D)	483	529	465	2,341
Net Cashflow after Financial & Tax Outflow : (E=C-D)	1,465	1,016	2,849	8,218
Capital Outflows				
Land related payments (net)	431	(1,327)	1,431	918
Capex	332	70	129	328
Total Capital Outflow (F)	763	(1,257)	1,559	1,246
Total Cash Inflow: (A)	13,551	11,177	14,224	52,823
Total Cash Outflow: (G =B+D+F)	12,849	8,905	12,934	45,851
Net Cashflow (A - G)	702	2,272	1,290	6,972

Net Debt reduced by Rs. 14.05 bn in ten quarters, from internal accruals

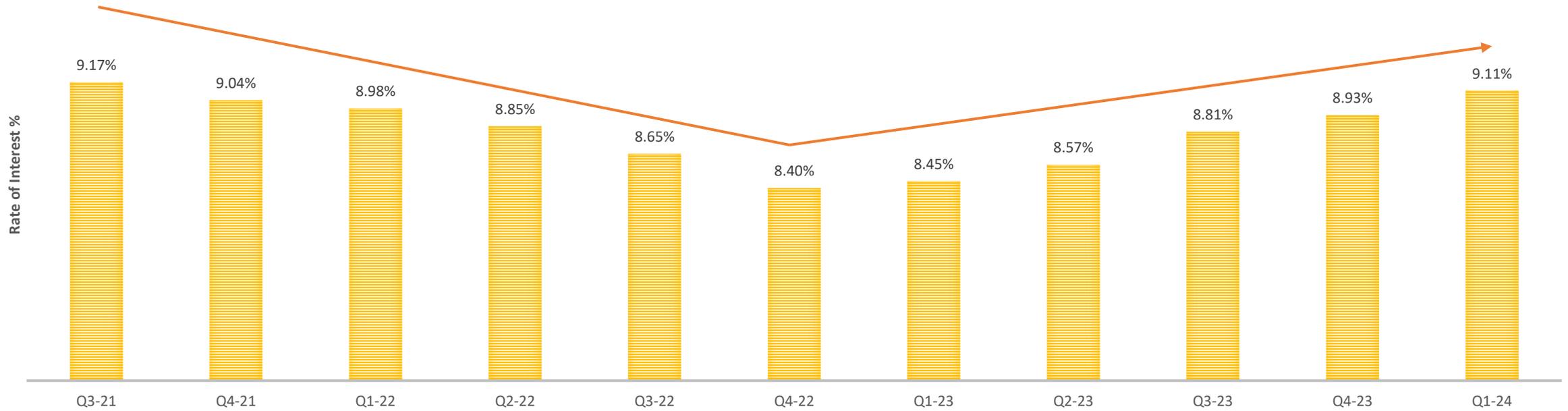


Rs Billion

Particulars	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24
Gross Debt	31.34	30.62	30.21	29.33	28.04	25.33	22.00	22.10	20.07	19.93	20.84
Less: Cash & equivalents	1.59	2.10	2.04	1.55	1.50	1.96	0.90	3.22	2.39	3.51	5.15
Net Debt	29.75	28.52	28.17	27.78	26.54	23.37	21.10	18.89	17.69	16.41	15.69

Cost of borrowing increased marginally in Q1 FY 2024

Q1-24 Cost of borrowing is close to Q3-21 levels, despite Repo rate being 2.50% higher compared to same period



Rs. Million

Quarterly Finance Outflows

Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24
824	875	732	722	729	618	529	534	528	465	483

Residential Real Estate Portfolio: Projected Cashflow as on 30th June 2023

Particulars	Completed - with unsold inventory	Ongoing - Area offered for sale	Ongoing - Area not offered for sale	Total	Unit
Total Saleable area	14.76	20.34	1.23	36.33	Mn sft
Sobha's share of Saleable area	13.89	18.95	1.23	34.07	Mn sft
Total area sold till 30 th June 2023	13.78	15.11	-	28.89	Mn sft
Unsold area as on 30 th June 2023	0.11	3.83	1.23	5.17	Mn sft
Balance cost to incur as on 30 th June 2023	3.84	60.54	6.52	70.90	Rs. Bn
Outstanding receivables + Balance to be billed & collected on sold units* + Refundable deposit	1.63	65.12	0.95	67.70	Rs. Bn
Sales value of unsold stock ^	0.83	32.21	9.47	42.51	Rs. Bn
Marginal Cashflow – Completed & Ongoing Projects	(1.38)	36.79	3.90	39.31	Rs. Bn
Marginal Cashflow – Forthcoming Projects (15.09 mn sft)				60.24	Rs. Bn

- Balance receivables of Rs. 66.75 billion from sold units fully covers the balance cost of Rs. 64.38 bn to complete the ongoing projects offered for sale
- Estimated Marginal Cashflow from Ongoing and Forthcoming projects put together is Rs. 99.55 bn
- “Ongoing Projects” are the ones with RERA registration. Forthcoming Project will be reclassified as Ongoing once RERA approvals for the project is received.

* All reported futures cash inflows are net of JD partner payments

^ Unsold area sale value is based on latest sales price in the respective projects; Sobha's share is only considered

Inventory Visibility – Ongoing and Forthcoming Real Estate Projects

Forthcoming Projects

Location	SBA (Mn sft)	No. of Projects
Residential	15.09	17
Bangalore	6.52	5
NCR	4.32	3
GIFT City	0.77	1
Kochi	1.37	2
Trivandrum	0.46	1
Thrissur	0.40	1
Calicut	0.80	1
Coimbatore	0.25	2
Chennai	0.21	1
Commercial	1.08	4
Bangalore	0.29	1
NCR	0.76	2
Thrissur	0.03	1
Grand Total	16.17	21

Total Residential Inventory – Ongoing and Forthcoming

Inventory status	Mn sft
Unsold Area - Completed projects	0.11
Unsold Area - Ongoing projects - offered for sale	3.83
Unsold area - Ongoing projects - not offered for sale	1.23
Forthcoming projects	15.09
Total inventory visibility	20.26

Note: Saleable / Leasable area for the forthcoming projects may vary based on approvals

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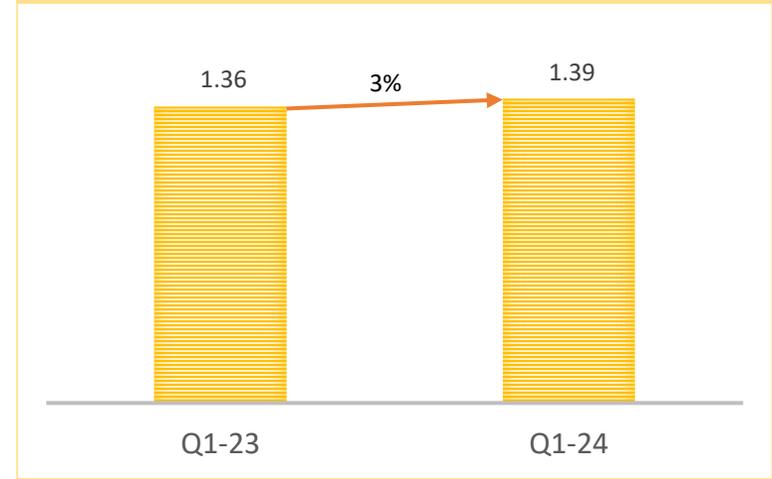
Project Updates



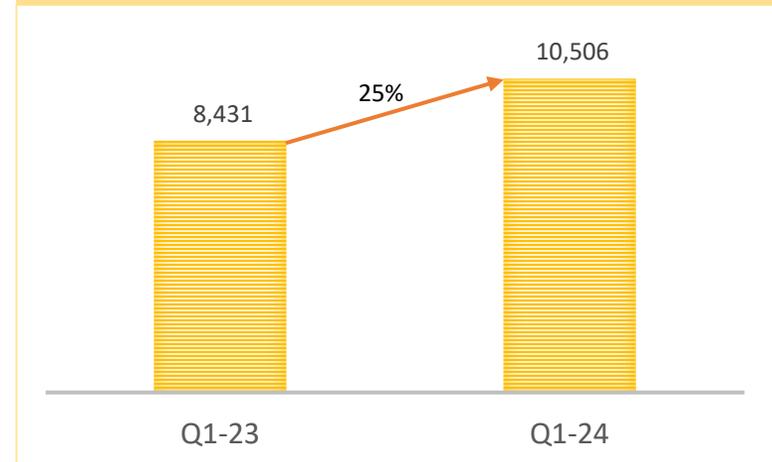
Robust Sale momentum continued in Q1 FY 2024

- ▶ Achieved highest ever Sale value of Rs. 14.65 bn, registering growth of 27.9% over Q1-23, aided by geographical diversification and sustained demand for SOBHA homes across markets
- ▶ In the quarter we sold 907 homes comprising 1,394,117 sft of saleable area
- ▶ Bangalore contributed 54% to overall sale value with improved price realization, due to product mix gyrating towards luxury segment
 - ▶ SOBHA Town Park development comprising 2 projects currently - SOBHA Manhattan and SOBHA Brooklyn Towers, gained significant traction this quarter, contributing 32.4% to Bangalore sale value
 - ▶ SOBHA Dream Acres is almost sold out with 0.04 mn sft balance inventory (out of 6.5 mn sft SBA project)
- ▶ NCR region continued to perform well, with sale of 212,986 sft, growth of 14.9% over Q4-23; commands highest average realization of Rs. 15,296 / sft amongst all our operating locations
- ▶ In Kerala, we sold 30.8% more area compared to previous quarter, aided by inventory releases; In Kochi, Marina One project we released 2 new towers with SBA of 604,725 sft; In Thrissur we released 168,023 sft of fresh stock in SOBHA Metropolis
- ▶ GIFT City sale volume grew by 16.9% from Q4-23, aided by improved visibility on development
- ▶ Other regions were steady as well, adding to overall performance

New Sales Area (Mn sft)



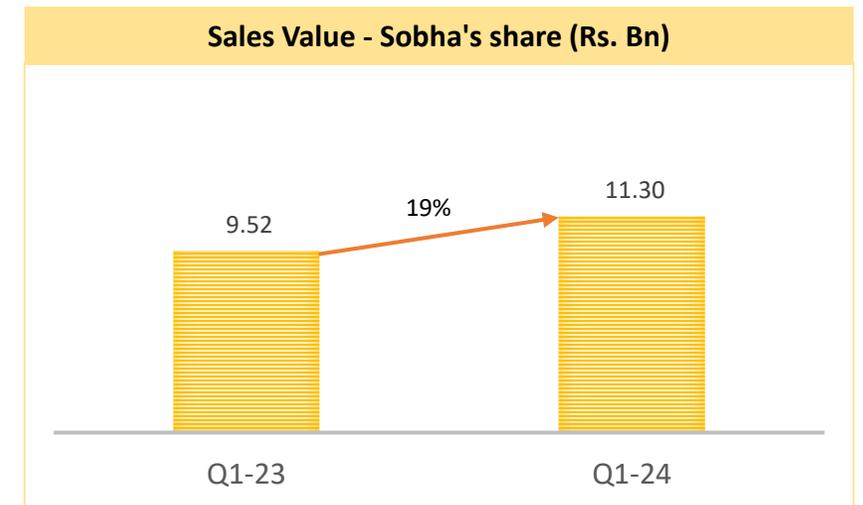
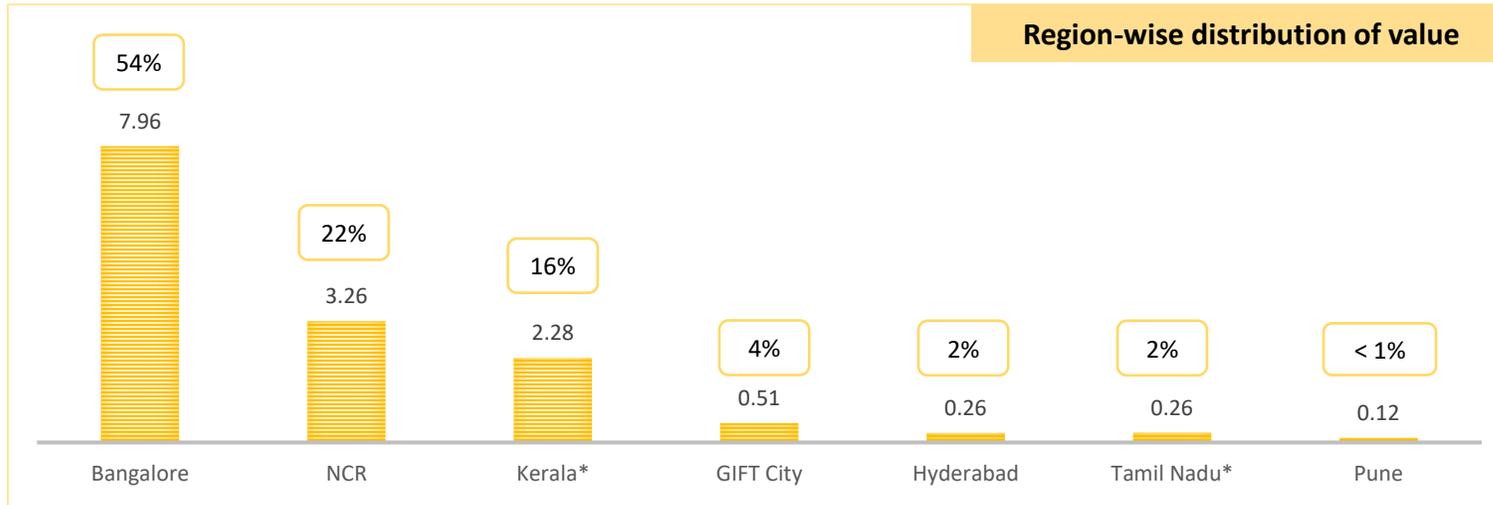
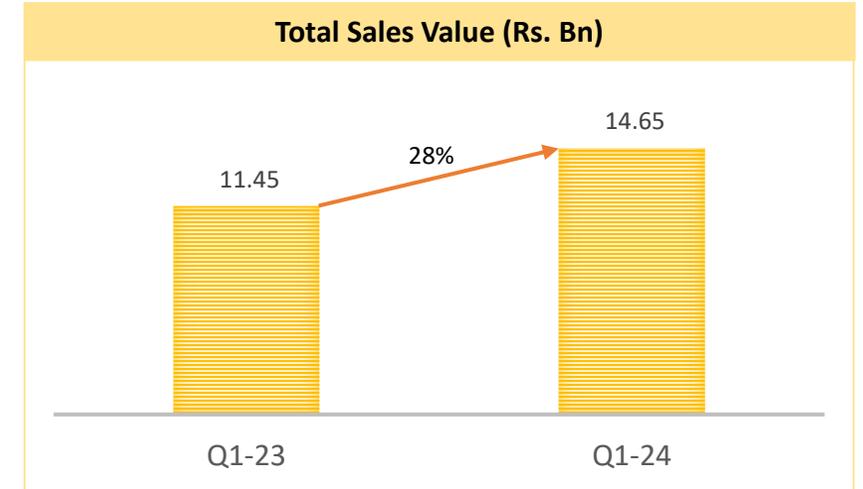
Average Price Realization (Rs / sft)



Region wise Real Estate Sales Performance in Q1 FY 2024

Highest ever quarterly sales value achieved – driven by geographical diversification & changing product mix

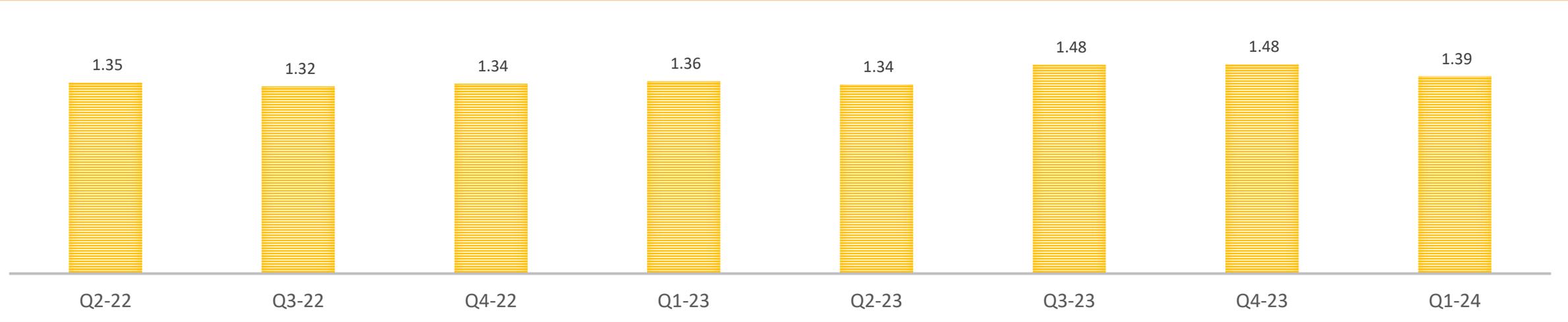
Region	Area Sold (sft)	Total Sale Value (Rs. Mn)	Sobha's Share Value (Rs. Mn)	Average Price Realization (Rs. / sft)
Bangalore	839,373	7,960	6,577	9,483
NCR	212,986	3,258	2,074	15,296
Kerala*	211,890	2,277	1,526	10,744
GIFT City	65,400	514	514	7,867
Hyderabad	17,195	255	255	14,848
Tamil Nadu*	36,927	260	234	7,051
Pune	10,346	123	123	11,887
Total	1,394,117	14,647	11,304	10,506



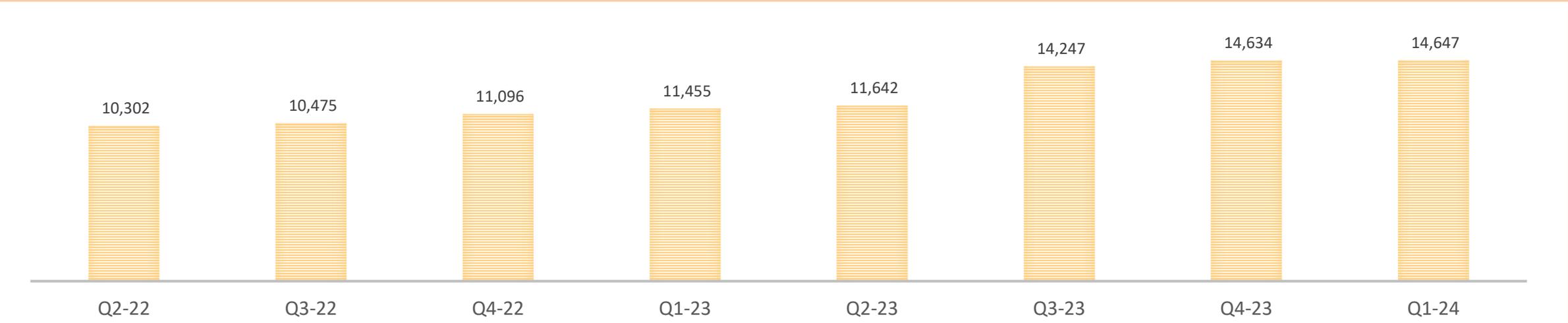
*Kerala includes Kochi, Thrissur, Calicut and Trivandrum ; Tamil Nadu includes Chennai and Coimbatore

Consistent Sales performance with improving price realization

Quarterly New Sales Area (Mn sft)



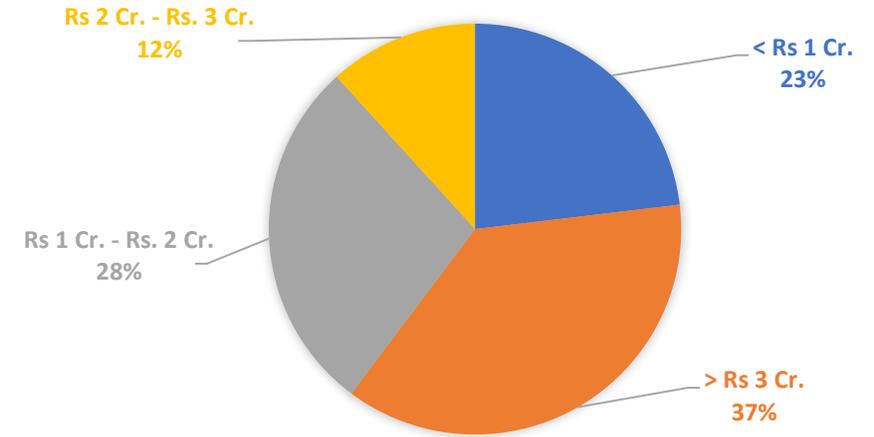
Quarterly Sales Value (Rs. Mn)



Sales Value classification – Q1 FY 2024 - Price Band & Region Wise

- Luxury segment (> Rs 2 Cr.) demand has seen significant improvement over past several quarters. Contribution from this segment has grown from 36% in FY23 (41% in Q4-23) to 49% in Q1-FY24
- Besides the market trend, this was also due to change in our product mix, aided by new and redesigned projects launched in FY 2023 – Sobha Insignia, Sobha Royal Crest, Sobha Victoria Park, Sobha Brooklyn Tower, Sobha City Gurgaon, Sobha Waterfront
- Preference for larger homes is an established trend now, due to requirement of additional office space to cater to hybrid model of working from office and homes. This was spotted early on and catered to by SOBHA with success in Sobha City Gurgaon and Sobha Brooklyn Towers. Going forward, also, our pipeline projects are aligned to meet the same
- Hence, contribution from Rs. 1 – Rs. 2 Cr. segment has relatively come down from 40% in FY23 to 28% in Q1-FY24
- Dream Series segment (< Rs 1 Cr.) continued to see good traction. We have 3 projects in this segment – Sobha Dream Acres and Sobha Dream Garden in Bangalore, Sobha Dream Heights in GIFT City

Price bucket wise contribution to sales value



Region wise contribution to sales value

Region	Sale Value (Rs. Mn)	Contribution (%)
Bangalore	7,960	54%
NCR	3,258	22%
Kerala*	2,277	16%
GIFT City	514	4%
Tamil Nadu*	260	2%
Hyderabad	255	2%
Pune	123	1%
Total	14,647	100%

*Kerala includes Kochi, Thrissur, Calicut and Trivandrum ; Tamil Nadu includes Chennai and Coimbatore

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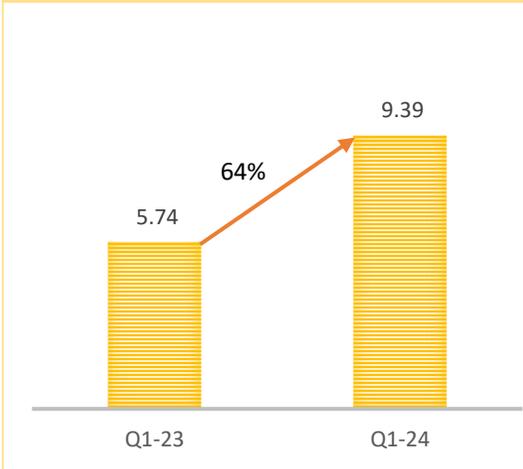


Financial & Operational Highlights – Q1 FY 2024

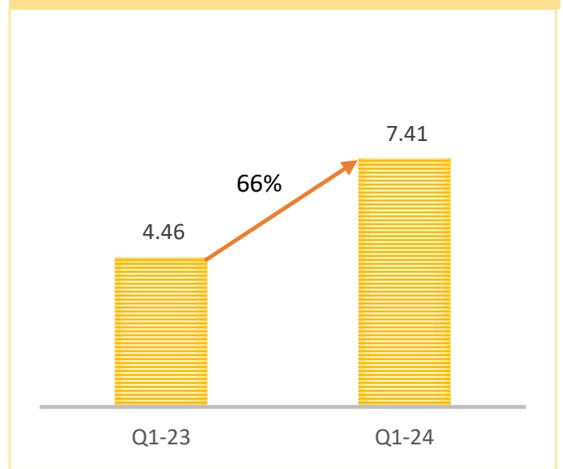
Key Highlights

- ▶ Total income for the quarter was Rs. 9.39 bn, registering growth of 63.7% compared to same period in FY-23, supported by 66.0% growth in Real Estate
- ▶ Improvement in Real Estate revenue recognition is result of increased spends on construction activities through FY23 leading to faster completions
- ▶ In Q1-FY24, we handed over 721 units comprising SBA of 1.04 mn sft, which is 65.1% more compared to Q1-FY23
- ▶ Contractual & Manufacturing revenue was Rs. 1.67 bn, registering growth of 44.1% over Q1-FY23
- ▶ EBITDA for the quarter was at Rs. 967 mn with a margin of 10.3%
- ▶ Real Estate margin was lower due to recognition of projects which were sold pre-covid and construction completed at inflated costs
- ▶ PAT was at Rs. 121 mn with a margin of 1.3%
- ▶ Balance revenue to be recognized is Rs. 103.35 billion from sold residential units till 30.06.2023

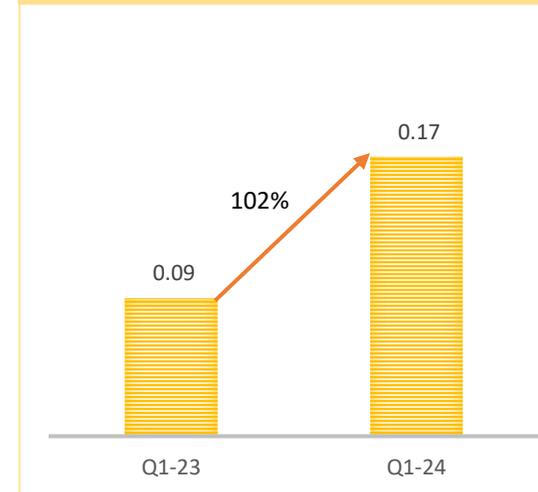
Total Income (Rs. Bn)



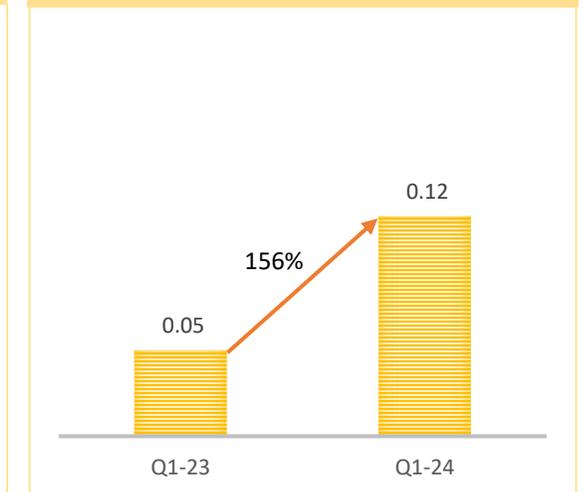
Real Estate Income (Rs. Bn)



PBT (Rs. Bn)



PAT (Rs. Bn)



Profit & Loss Statement – Q1 FY 2024

					<i>Rs Million</i>
Particulars	Q1-24	Q1-23	Q4-23	FY-23	
Real Estate Revenue	7,410	4,461	9,557	25,238	
Contractual & Manufacturing Revenue	1,669	1,158	2,542	7,863	
Other Income	313	117	302	923	
Total Income	9,392	5,737	12,401	34,024	
Total Expenditure	8,425	4,917	10,942	29,406	
EBIDTA	967	820	1,459	4,618	
<i>EBIDTA Margin</i>	<i>10.3%</i>	<i>14.3%</i>	<i>11.8%</i>	<i>13.6%</i>	
Depreciation	183	146	179	678	
Finance Expenses	611	588	612	2,490	
Profit Before Tax	173	85	669	1,450	
<i>PBT Margin</i>	<i>1.8%</i>	<i>1.5%</i>	<i>5.4%</i>	<i>4.3%</i>	
Tax Expenses	52	38	184	408	
PAT after share of associates	121	47	485	1,042	
Other comprehensive income (net of taxes)	3	8	(14)	(40)	
Net Profit	123	55	471	1,002	
<i>Net Profit Margin</i>	<i>1.3%</i>	<i>1.0%</i>	<i>3.8%</i>	<i>2.9%</i>	

Consolidated Balance Sheet as on 30-Jun-2023

Rs Million

ASSETS	30-June-23	31-Mar-23	EQUITY & LIABILITIES	30-June-23	31-Mar-23
Non-current Assets			Equity		
Property, Plant and equipment	4,139	4,130	Equity Share Capital	948	948
Investment Property	4,486	4,519	Other Equity	24,113	23,999
Investment Property under construction	78	68	Total Equity (C)	25,062	24,947
Intangible assets	192	192	Non-Current Liabilities		
Right of use assets	96	103	Financial Liabilities		
Financial Assets			Borrowings	8,124	6,135
Investments	1,149	1,149	Lease liabilities	198	205
Trade Receivables	701	795	Provisions	227	229
Other Non-current financial assets	351	383	Deferred Tax Liability	62	126
Other non-current assets	9,251	9,298	TOTAL	8,611	6,694
Current tax assets (net)	149	217	Current Liabilities		
Deferred tax assets (net)	221	222	Financial Liabilities		
TOTAL (A)	20,813	21,077	Borrowings	12,717	13,901
Current Assets			Lease liabilities	28	28
Inventories	86,692	87,610	Trade Payable	6,193	5,987
Financial Assets			Other Current financial liabilities	7,302	8,970
Trade receivables	1,520	1,580	Other current liabilities	65,913	65,152
Cash and cash equivalents	1,834	2,794	Liabilities for current tax (net)	-75	0
Bank balance other than Cash	3,687	1,720	Provisions	198	203
Other Current financial assets	4,350	4,721	TOTAL	92,277	94,241
Other Current Assets	7,053	6,381	Total Liabilities (D)	100,888	100,935
TOTAL (B)	105,137	104,806	TOTAL EQUITY & LIABILITIES (C + D)	125,949	125,882
TOTAL ASSETS (A + B)	125,949	125,882			

Contracts Portfolio & Operational Overview

Revenue & Collection

Rs Billion

Particulars	Q1-24	Q1-23
Revenue		
Contracts	0.72	0.35
Manufacturing	0.95	0.81
Total	1.67	1.16
Collections		
Contracts	0.86	1.12
Manufacturing	1.21	1.17
Total	2.07	2.29

Ongoing projects location-wise (30th June 2023)

Location	No of projects	Built-up area (Mn sft)
Bangalore	6	4.69
Sonepat	1	0.49
Total	7	5.18

Completed during Q1 FY 2024

Infosys campus, Nagpur



Started the project in March'21. with mandate to develop all the structures in the 52 Acre campus – Civil, MEP and finishing for Incubation Center, Software Development Block (SDB) (in pic), Conference rooms, cafeteria, Dormitory areas etc.

Completed balance 58,851 sft (out of total development of 277,247 sft) in this quarter, marking end of the project

We used **Fin glass method** over the project and **Tree method** concept over the workstation

Azim Premji University



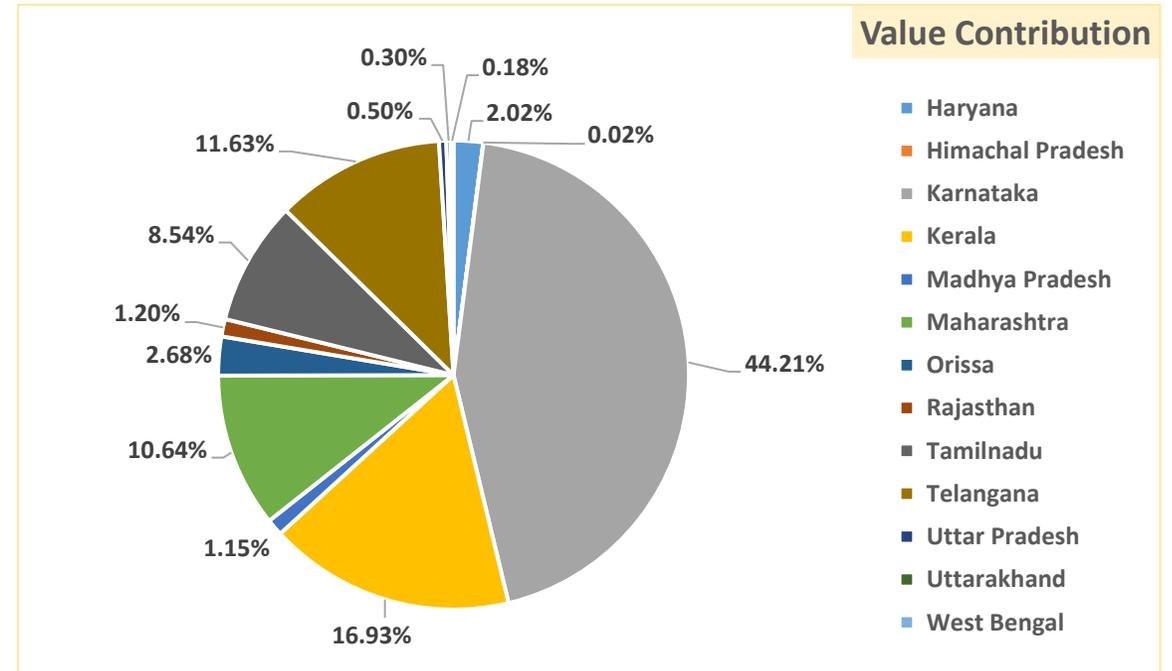
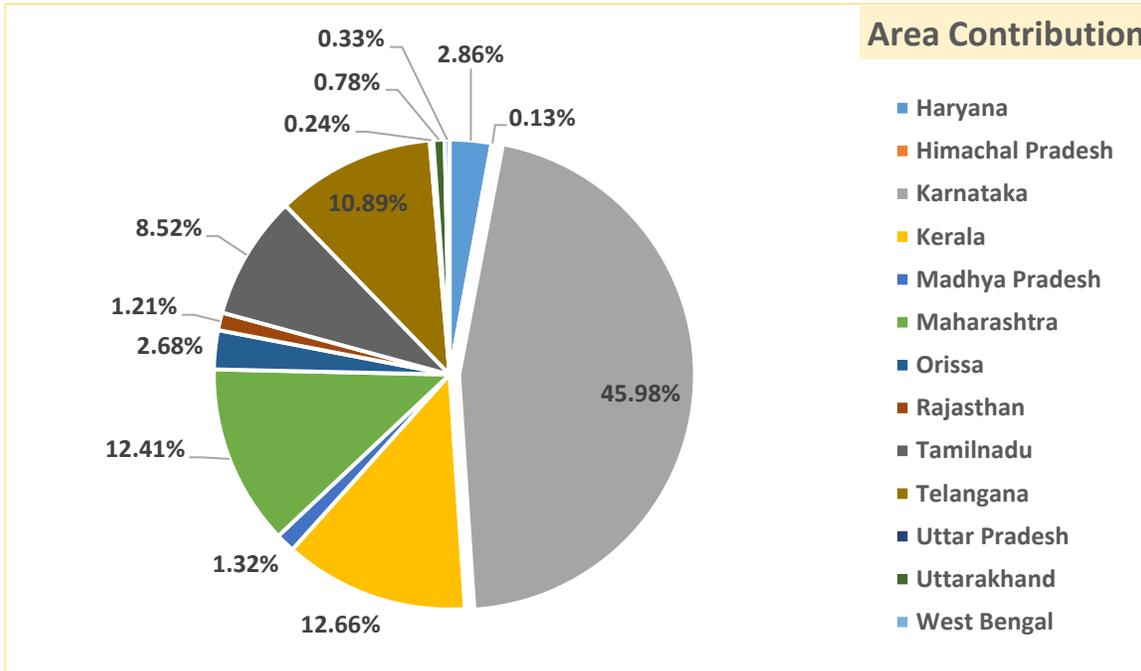
Project started in May'18 with mandate to development all structures in 40 Acre (out of total 80 Acre) university campus in Sarjapur, Bangalore, initiative of Azim Premji Foundation

We completed the Student Hostel in 42 months. It comprises of B+G+40 Floors, 2nd tallest building in Bangalore and tallest one constructed by SOBHA till date

Used Aluminum Form work method combined with new technology and machinery to increase speed of construction

Contracts - Completed Projects - Region wise contribution details

States >>	Karnataka	Kerala	Telangana	Maharastra	Tamil Nadu	Orissa	Haryana	Rajasthan	Madhya Pradesh	Uttar Pradesh	Uttarakhand	West Bengal	Himachal Pradesh	Total
Developed Area (Mn Sft)	26.54	7.31	6.29	7.16	4.92	1.55	1.65	0.70	0.76	0.14	0.45	0.19	0.08	57.72
Order Value (Rs. Mn)	29,022	11,117	7,634	6,984	5,607	1,759	1,325	788	755	328	200	120	11	65,652



Manufacturing & Retail Performance – Q1 FY 2024

- ▶ SOBHA Ltd. is the only Real Estate company in India with complete vertical integration across the value chain
- ▶ It supports company to take up turn-key projects and deliver world class quality in timely & efficient manner

Glazing & Metal Works		Interiors, Mattresses & metercube		Concrete Products	
Turnover Q1-24	Rs. 0.44 bn	Turnover Q1-24	Rs. 0.31 bn	Turnover Q1-24	Rs. 0.20 bn
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 - doors, windows, paneling, cabinets, cupboards & loose furniture ▶ Manufacture of Economy, Deluxe, Super Deluxe & Premium Mattresses from furnishing division ▶ Wide range of home furniture and furnishing products 		Products <ul style="list-style-type: none"> ▶ Manufacture of wide range of concrete products such as concrete blocks, pavers, kerb stones, water drainage channels, paving slabs and elite landscape products ▶ Glass Fiber Reinforced Concrete 	

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



Commercial portfolio: Completed, Ongoing & Forthcoming projects

Project Name	Status	Total Leasable Area (sft)	Sobha Share Leasable area (sft)
Sobha City Mall, Thrissur	Operational	322,983	280,798
One Sobha, Bangalore	Operational	221,619	195,987
Sub Total		544,602	476,785
Sobha City, Athena, Bangalore	Ongoing	28,863	28,863
Sub Total		28,863	28,863
Sobha Townpark, Bangalore	Forthcoming	292,723	223,933
Sobha Metropolis, Thrissur	Forthcoming	27,607	27,607
International City, Gurgaon	Forthcoming	580,030	580,030
Sobha Sector 106, Gurgaon	Forthcoming	180,000	180,000
Sub Total		1,080,360	1,011,570
Grand Total		1,653,825	1,517,218



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Real Estate - Projects portfolio – Completed, Ongoing & Forthcoming

Total Developable / Leasable area and Saleable area (Mn sft)

Region	Completed		Ongoing		Forthcoming
	Developable Area	Saleable Built-up Area	Developable Area	Saleable Built-up Area	
Bangalore*	56.83	42.33	16.32	11.11	6.81
Gurgaon	3.43	2.05	3.56	2.36	5.08
Kerala*	3.14	2.49	6.93	4.57	3.05
GIFT CITY	-	-	1.23	0.84	0.77
Tamil Nadu*	7.13	5.49	0.61	0.39	0.46
Hyderabad	-	-	0.80	0.65	-
Pune	1.20	0.88	0.94	0.64	-
Total	71.72	53.23	30.38	20.57	16.17

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.
- ▶ Forthcoming projects include opportunities which are at various stages from Concept design to Approvals.

*Kerala includes Kochi, Thrissur, Calicut and Trivandrum ; Tamil Nadu includes Chennai and Coimbatore; Bangalore includes Bangalore & Mysore

Real Estate developments delivered in Q1 FY 2024

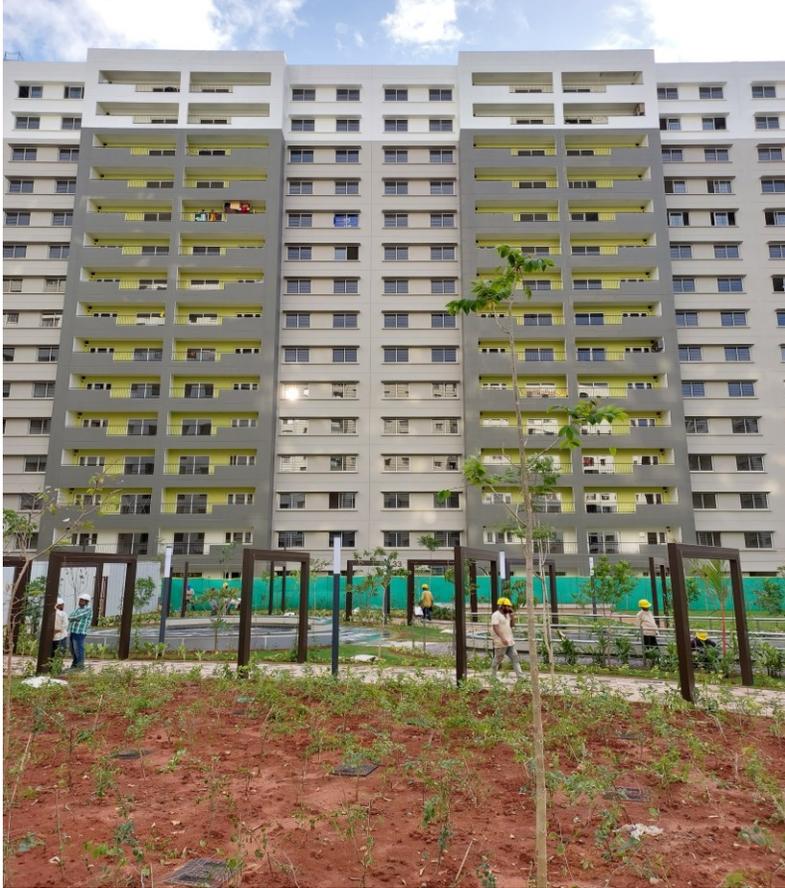
624 homes (with SBA of 0.97 mn sft) delivered in Q1 FY 2024 across 5 cities

Project	Location	Product Type	No. of units	SBA (sft)
Sobha Dream Acres Tropical Greens Phase 24 - Wing 30	Bangalore	Apartments	117	117,350
Sobha Dream Acres Tropical Greens Phase 25 - Wing 33	Bangalore	Apartments	117	140,508
Sobha Lake Gardens Phase 1 - Wing 6	Bangalore	Apartments	75	114,793
Sobha Dream Gardens - Wing 6B	Bangalore	Apartments	91	95,636
Sobha Royal Pavilion - Wing 5	Bangalore	Apartments	76	124,698
Sobha HRC Pristine Clubhouse*	Bangalore	Club House	-	14,309
International City - Phase 2	NCR	Villas	7	39,889
Sobha City Gurgaon - Tower C3	NCR	Apartments	96	212,303
Sobha Gardenia	Chennai	Villas	14	38,421
Sobha Silver Estate	Thrissur	Villas	4	14,191
Sobha Verdure	Coimbatore	Row Houses	27	60,412
Total			624	972,511

* Project was completed and handed over in FY23

Completed Residential Projects during Q1 FY 2024

**SOBHA Dream Acres – Tropical Green Wing 30 & 33
Bangalore**

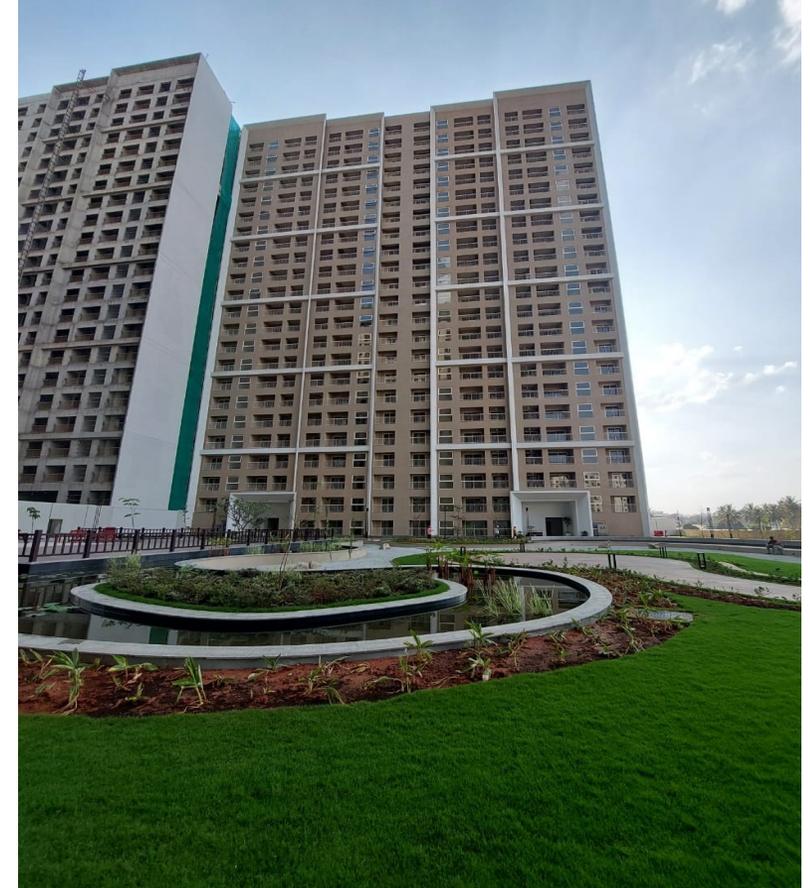


Wing 30 comprising of 1 tower of G+14 floors Total SBA completed in Q1-FY24 – 117,350 sft (117 units)

Wing 33 comprising 1 Tower of G+14 floors Total SBA completed in Q1-FY24 – 140,508 sft (117 units)



**SOBHA Dream Garden – Wing 6B
Bangalore**



Wing 6B comprising of 1 tower G+23 floors

Total SBA completed in Q1-FY24 – 95,636 sft (91 units)

Completed Residential Projects during Q1 FY 2024...continued

**SOBHA Royal Pavilion – Wing 5
Bangalore**



Block 1 comprising 1 Tower of G+18 floors
Total SBA completed in Q1-FY24 – 124,698 sft (76 Units)

**Sobha Lake Gardens Phase 1 Tower 6
Bangalore**



Block 1 comprising 1 Tower of G+18 floors
Total SBA completed in Q1-FY24 – 114,793 sft (75 Units)

**SOBHA City Tower C3
NCR**



Block 1 comprising 1 Tower of G+24 floors
Total SBA completed in Q1-FY24 – 212,303 sft (96 Units)

Completed Residential Projects during Q1 FY 2024...continued

**Sobha Silver Estate
Thrissur**



4 Villas completed in Q1 – FY 24

Total SBA completed in Q1-FY24 – 14,191 sft

**SOBHA Verdure
Coimbatore**



27 Villas completed in Q1 – FY 24

Total SBA completed in Q1-FY24 – 60,412 sft

**International City Phase 2
NCR**



7 Villas completed in Q1 – FY 24

Total SBA completed in Q1-FY24 – 39,889 sft

Shot at project sites

Ongoing Residential Projects

SOBHA Lake Gardens Ph II - Bangalore



Development details

Towers of G+13/18 floors with 597 units (1/2/2.5/3BHK)

Total SBA of 542,247 sft

SOBHA Royal Pavilion - Bangalore



Development details

16 towers of G+18 floors with 1,057 units (2/3/4 BHK)

Total SBA of 18,51,661 sft

SOBHA Oakshire - Bangalore



Development details

Total 80 Rowhouses SBA of 275,486. 4 BHK

Ongoing Residential Projects...continued

SOBHA Manhattan Tower- Bangalore



Development details

2 Towers 4 Wings of G+35/36 floors with 560 (1/2/3/3.5/4 BHK)
SBA of 875,256 sft

SOBHA Sentosa - Bangalore



Development details

4 Towers with 7 Wings of G+17 floors with 533 units. (1/3 BHK)
SBA of 779,066 sft

SOBHA Brooklyn Towers - Bangalore



Development details

5 Towers 5 wings of G+33 floors with 657 (1/2/3/3.5/4 BHK)
SBA of 1,002,664 sft

Shot at project sites

Ongoing Residential Projects continued

SOBHA Marina One - Kochi



Development details

8 Towers with G+25/27/28 floors with 779 units (2.5/3/3.5/4 BHK)
Total SBA of 2,282,782 sft

SOBHA Meadows Whispering Hills - Trivandrum



Development details

2 Towers of G+12 floors with 98 units (3 BHK)
Total SBA of 196,420 sft

SOBHA Dream Heights - Gift City



Development details

2 Towers of G+30 floors with 474 units (1/1.5/2/3 BHK)
Total SBA of 524,240 sft

Shot at project sites

Ongoing Residential Projects...continued

SOBHA Arbor - Chennai



Development details

7 Towers of G+5 floors with 163 units (3/4 BHK)
Total SBA of 286,689 sft

SOBHA Metropolis - Thrissur



Development details

6 Towers of G+21/23/25 floors with 504 units (2/3/4 BHK)
Total SBA of 1,134,591 sft

SOBHA Atlantis - Kochi



Development details

4 Towers of G+24 floors with 384 units (2/3/4 BHK)
Total SBA of 890,040 sft

Shot at project sites

SOBHA Dream Acres – fully released and approaching sales completion

Developable area launched till June 2023	8.17	SBA launched for sale as on 30 th June 2023	6.50
		SBA released in Q1-FY24	-
Developable area completed till June 2023	6.87	SBA sold till 30 th June 2023	6.46

Area in mn sft

SOBHA Dream Acres Rain Forest (Night View)



SOBHA Dream Acres-Tropical Greens Ongoing Site Work



Ongoing Contractual Projects

Azim Premji University, Bangalore



Total SBA of 1,407,769 sft and order value of Rs. 4,716.44 mn. The Scope of work include Civil, Finishing , MEP, Interior and Glazing Work. Expected date of completion in July 2023.

Janaseva Trust Param, Bangalore



Total SBA of 523,000 sft and order value of Rs. 728.91 mn. Scope of work is mainly Civil. Expected date of completion in Mar 2024.

Karle HUB 05 SEZ & Karle NWCM, Bangalore



Total SBA of 2,540,917 sft and order value of Rs.2,374.57 mn. Scope of work - civil, structural including the finishing work. Expected date of completion in September 2025

Ongoing Contractual Projects contd...

Infosys Campus Entry & Exit Plaza, Bangalore



Total SBA of 27,534 sft and order value of Rs. 227.68 mn. The Project developed for the entry and exit for Infosys staff's, Scope includes Civil and Glazing Work. Expected date of completion in August 2023.

Infosys Bangalore Metro Station - Bangalore



Total SBA of 188,371 sft and order value of Rs. 502.71mn. Scope includes Civil, Finishing, MEP, Interior and Glazing Work. Expected date of completion in August 2023.

Ashoka University North Campus, Haryana



Total SBA of 523,000 sft and order value of Rs. 728.91 mn. Scope includes civil works alone for the structures on campus. Expected date of completion in February 2024.

Board of Directors



Ravi PNC Menon, Chairman

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



Jagadish Nangineni, Managing Director

- ▶ 22 years of experience across diverse sectors - real estate, consulting & technology
- ▶ B.Tech in Civil Engineering from IIT Bombay and PGDM from IIM Calcutta



Anup Shah, Independent Director

- ▶ 38+ years of experience in the field of law, specifically real estate law
- ▶ Degree in law from the Government Law College, Mumbai



R.V.S. Rao, Independent Director

- ▶ 50+ 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



Srivathsala K Nandagopal, Independent Director

- ▶ Serial entrepreneur, Founder of 4 companies with businesses spanning Angel Investing, Financial planning for HNIs and Strategic Business advisory
- ▶ Certified Financial Planner from ICAI incl. Masters in Commerce from Bangalore University



Raman Mangalorkar, Independent Director

- ▶ 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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