

Date: February 07, 2023

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

**Sub: Investor Presentation on the unaudited financial results for the quarter ended December 31, 2022.**

Please find attached the Investor Presentation on the Operations and unaudited Financial Results of the Company for the quarter ended December 31, 2022 in terms of Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015.

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**

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 December 2022

*Artistic Impression of SOBHA Waterfront, Hyderabad*

# SOBHA: Leading through excellence, scale and innovation

## Established on a solid footing

- ▶ Bangalore headquartered Real Estate & Construction firm with 27 years of experience in delivering international quality residential homes and commercial spaces across India
- ▶ Founded in 1995 with a vision “To transform the way people perceive Quality“ by Mr. PNC Menon, after building a 19-year legacy of building palaces for royalty
- ▶ Residential Real Estate focused 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

- ▶ Unique backward integration model
  - ▶ In-house design-to-delivery capabilities
  - ▶ Four manufacturing units spread over 25 acres
- ▶ 3,300+ professionals and 8,000+ technician workforce
- ▶ SOBHA Academy for training construction professionals & technicians

## Consistent delivery at scale

- ▶ 123.71 mn sft completed in 517 projects till date across 27 cities in 14 states: Real estate in 11 cities and Contractual in 26 cities
- ▶ Delivery run rate of 5 mn sft per year in the past five years with 37.65 mn sft currently under development

	No. of Projects	Area (Mn sft)	No. of Cities
<b>Real Estate</b>			
<b>Completed</b>	181	66.41	7
<b>Ongoing</b>	69	32.85	10
<b>Contractual</b>			
<b>Completed</b>	336	57.30	26
<b>Ongoing</b>	8	4.80	3

## Trusted, recognized and evolving

- ▶ ‘Passion at work’ reflected in consistent recognition for Business excellence, Leadership, Sustainability & CSR with 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)

Data as of 31<sup>st</sup> Dec 2022

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Financials & Operations

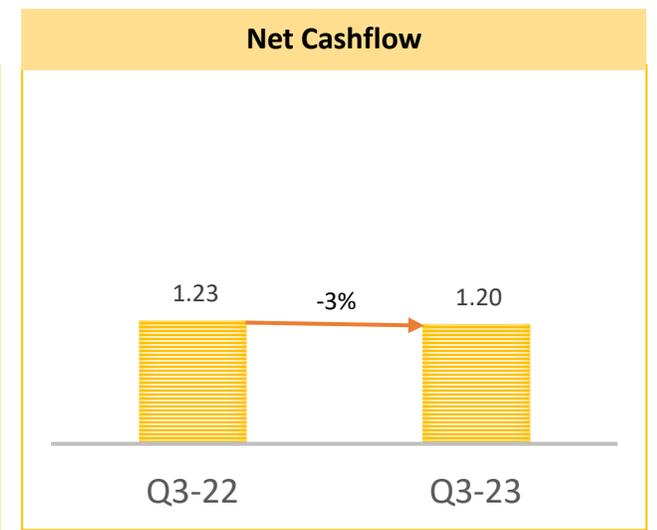
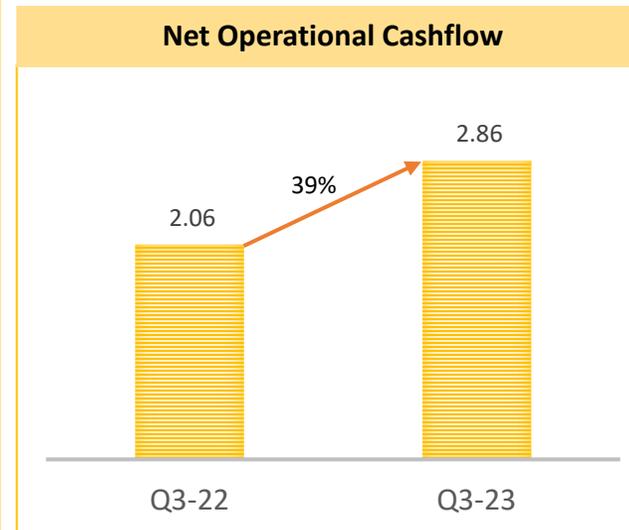
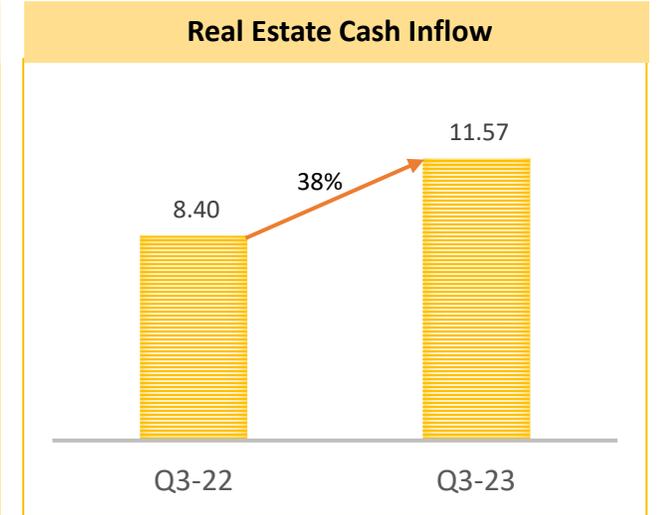
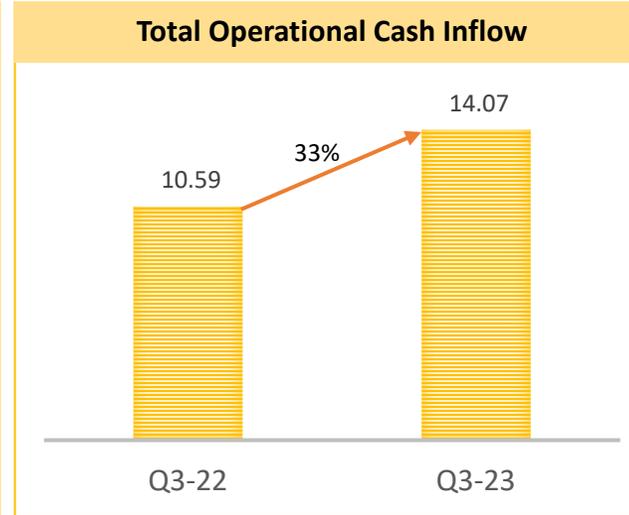
Project Updates



# Quarterly Cashflow Highlights – Q3 FY 2023; Highest ever cash inflow

- ▶ Total Collections in Q3-FY 2023 improved by 32.9% compared to Q3-FY22 to Rs. 14.07 bn, and 5.4% compared to Q2-FY23
  - Real Estate contribution was Rs. 11.57 bn, highest ever collections led by record new sales and consistent construction milestone achievements
  - Contracts & manufacturing collections was also consistent at Rs. 2.50 bn, up by 14.3% compared to Q3-FY22
- ▶ Real Estate outflows was Rs. 5.01 bn, up by 59.6% compared to Q3-FY22; Increased spends helped us expedite milestone based collections in ongoing projects and complete projects for handover
- ▶ Net Operating cashflows was at Rs. 2.86 bn, an increase of 39.0% YoY
- ▶ Achieved Net Cashflow of Rs. 1.20 bn for the quarter post land related payments of Rs. 0.74 bn
- ▶ Net debt reduced to Rs. 17.69 bn from Rs. 18.89 bn in Q2-FY23
- ▶ Net Debt to Equity reduced to 0.72 from 0.77 in Q2-FY23

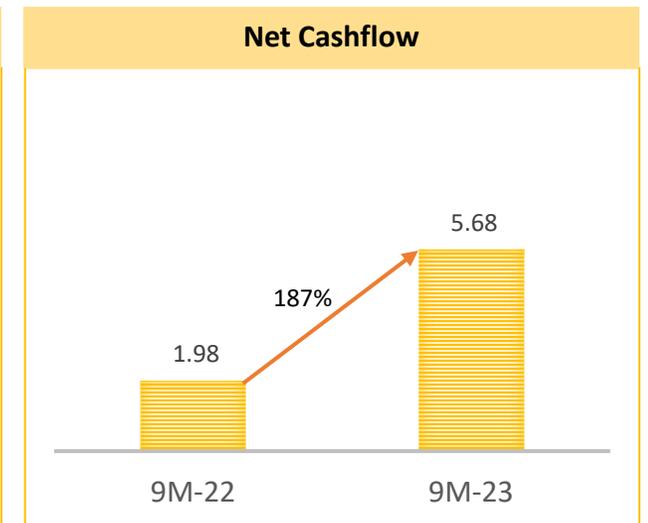
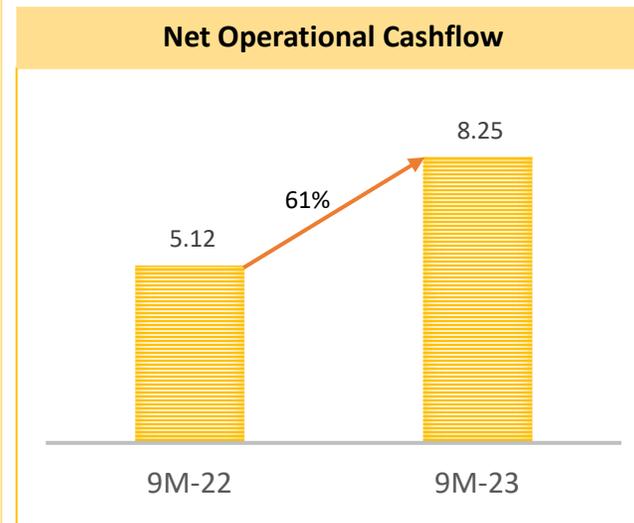
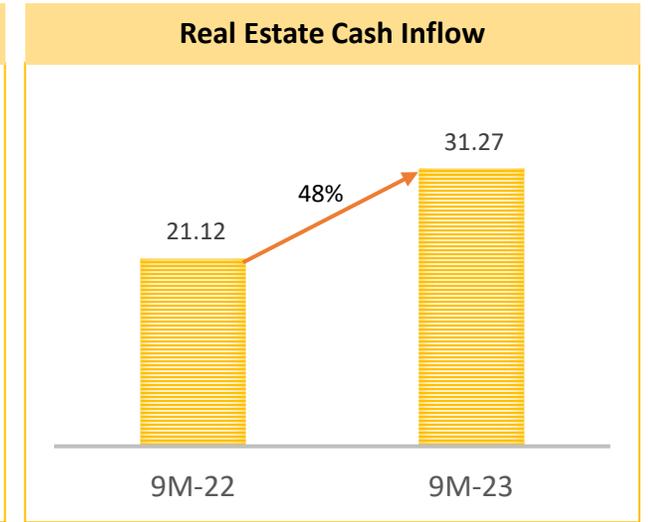
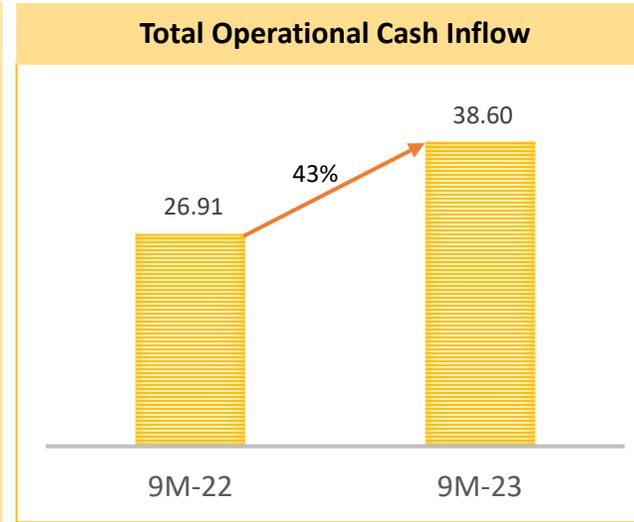
Rs Billion



# Cashflow Highlights – 9M FY 2023; Highest ever net operational cashflow

- ▶ Total Collections for 9M-FY23 was highest ever for the comparative period at Rs. 38.60 bn, up by 43.4% compared to 9M-FY22.
  - ▶ Real Estate collections improved by 48.0% to Rs. 31.27 bn
  - ▶ Contracts & manufacturing collections was Rs. 7.33 bn, improved by 26.6% compared to 9M-FY22
- ▶ During the period our construction activities increased significantly, reflected in higher real estate outflows of Rs. 13.41 bn, an increase of 63.8% from 9M-FY22 outflows of Rs. 8.19 bn
- ▶ Disciplined approach to cashflow management has helped us achieve Net Operational Cashflows of Rs. 8.25 bn, improvement by 61.2% over same period last year 9M-FY22
- ▶ In 9M-FY23 net cashflow achieved at Rs. 5.68 bn is higher than the net cashflow of entire FY-22

Rs Billion



# Cashflow Statement – Q3 FY 2023 & 9M FY 2023

Rs Million

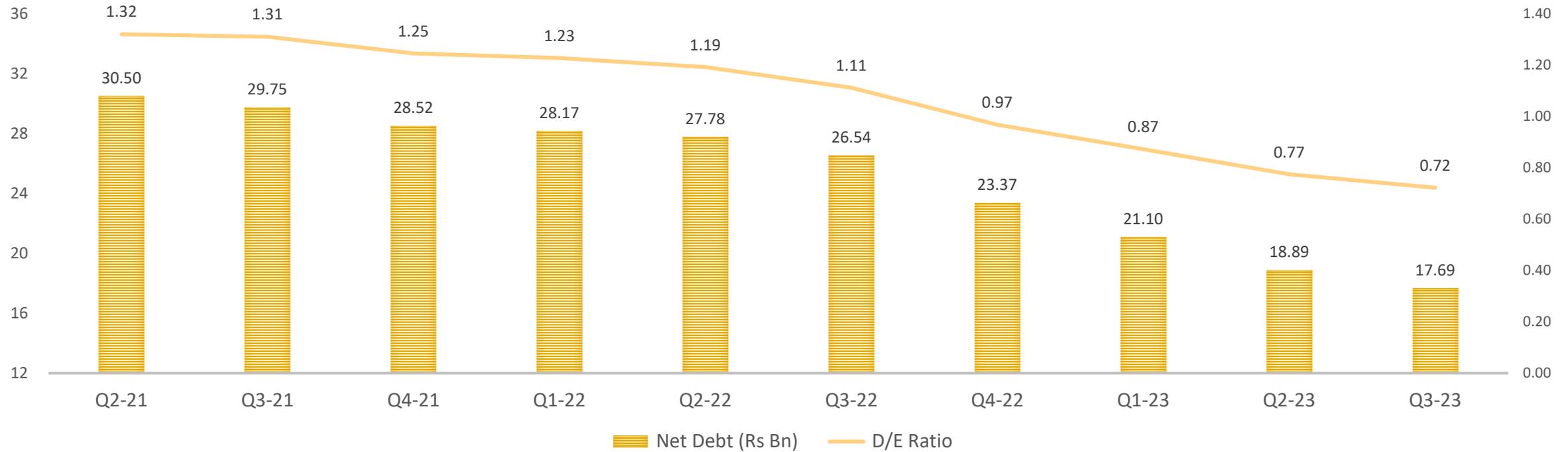
Particulars	Q3-23	Q3-22	Q2-23	9M-23	9M-22	FY-22
<b>Operational cash inflows</b>						
Real Estate Operations	11,571	8,402	10,817	31,271	21,124	31,728
Contractual & Manufacturing	2,500	2,187	2,534	7,327	5,787	8,094
<b>Total Operational cash inflow (A)</b>	<b>14,071</b>	<b>10,589</b>	<b>13,350</b>	<b>38,597</b>	<b>26,911</b>	<b>39,821</b>
<b>Operational cash outflows</b>						
Real Estate project outflow	5,009	3,138	4,530	13,408	8,187	11,653
Joint Development Partner payments	2,170	2,110	1,607	5,418	4,905	6,770
Contracts and Manufacturing	2,650	2,075	2,523	7,776	5,350	7,632
Statutory Dues	402	346	303	1,022	1,105	1,507
Facilities management related outflow	194	165	131	454	481	758
Overheads	433	371	343	1,239	1,037	1,384
Advertising & Marketing	329	295	307	922	645	913
CSR / Donation	25	32	55	112	86	121
<b>Total Operational cash outflow (B)</b>	<b>11,212</b>	<b>8,532</b>	<b>9,798</b>	<b>30,350</b>	<b>21,795</b>	<b>30,738</b>
<b>Net Operational Cashflow: (C=A - B)</b>	<b>2,859</b>	<b>2,057</b>	<b>3,552</b>	<b>8,247</b>	<b>5,116</b>	<b>9,083</b>

# Cashflow Statement – Q3 FY 2023 & 9M FY 2023...continued

Rs Million

Particulars	Q3-23	Q3-22	Q2-23	9M-23	9M-22	FY-22
<b>Financial &amp; Tax Outflows</b>						
Finance outflow	528	729	534	1,591	2,232	2,850
Dividend	-	-	257	257	332	332
Income Tax	318	121	422	1,032	336	491
<b>Total Financial &amp; Tax Outflows (D)</b>	<b>846</b>	<b>850</b>	<b>1,213</b>	<b>2,880</b>	<b>2,900</b>	<b>3,672</b>
<b>Net Cashflow after Financial &amp; Tax Outflow : (E = C - D)</b>	<b>2,013</b>	<b>1,207</b>	<b>2,339</b>	<b>5,367</b>	<b>2,216</b>	<b>5,411</b>
<b>Capital Outflows</b>						
Net Land Payments / JD deposits	744	(51)	70	(513)	10	(94)
Capex	71	24	58	198	224	349
<b>Total Capital Outflow (F)</b>	<b>815</b>	<b>(27)</b>	<b>128</b>	<b>(315)</b>	<b>234</b>	<b>255</b>
<b>Total Cash Inflow: (A)</b>	<b>14,071</b>	<b>10,589</b>	<b>13,350</b>	<b>38,597</b>	<b>26,911</b>	<b>39,821</b>
<b>Total Cash Outflow: (G = B + D + F)</b>	<b>12,872</b>	<b>9,355</b>	<b>11,139</b>	<b>32,915</b>	<b>24,928</b>	<b>34,665</b>
<b>Free Cashflow: (A - G)</b>	<b>1,199</b>	<b>1,234</b>	<b>2,211</b>	<b>5,682</b>	<b>1,983</b>	<b>5,156</b>

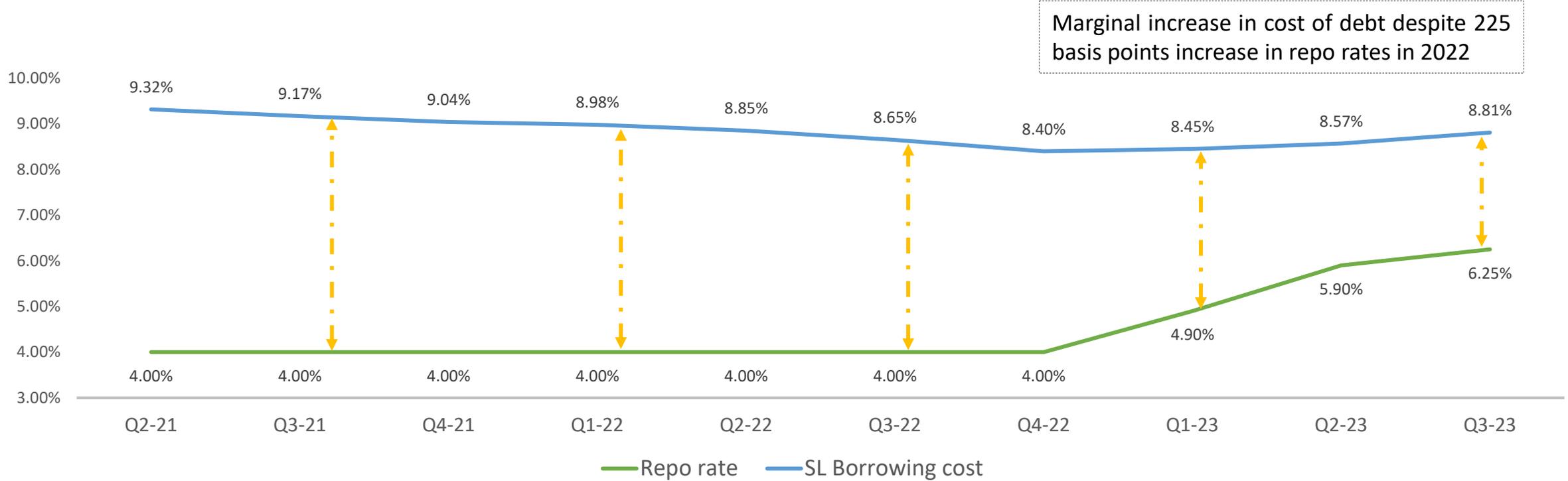
# Net Debt has reduced by Rs. 12.81 bn in last nine quarters, from internal accruals



Rs Billion

Particulars	30-Sep-20	31-Dec-20	31-Mar-21	30-June-21	30-Sept-21	31-Dec-21	31-Mar-22	30-Jun-22	30-Sep-22	31-Dec-22
Gross Debt	31.56	31.34	30.62	30.21	29.33	28.04	25.33	22.00	22.10	20.07
<i>Less: Cash &amp; equivalents</i>	<i>1.06</i>	<i>1.59</i>	<i>2.10</i>	<i>2.04</i>	<i>1.55</i>	<i>1.50</i>	<i>1.96</i>	<i>0.90</i>	<i>3.22</i>	<i>2.39</i>
<b>Net Debt</b>	<b>30.50</b>	<b>29.75</b>	<b>28.52</b>	<b>28.17</b>	<b>27.78</b>	<b>26.54</b>	<b>23.37</b>	<b>21.10</b>	<b>18.89</b>	<b>17.69</b>

# Borrowing Cost is managed efficiently in increasing interest rate regime



Rs. Million

## Quarterly Finance Outflows

Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23
655	824	875	732	722	729	618	529	534	528

# Residential Real Estate Portfolio: Projected Cashflow as on 31<sup>st</sup> December 2022

Particulars	Completed - with unsold inventory	Ongoing - Area offered for sale	Ongoing - Area not offered for sale	Total	Unit
Total Saleable area	16.98	20.17	7.00	<b>44.15</b>	Mn sft
Sobha's share of Saleable area	15.75	19.41	6.99	<b>42.16</b>	Mn sft
Total area sold till 31 <sup>st</sup> December 2022	15.64	15.28	0.00	<b>30.92</b>	Mn sft
Unsold area as on 31 <sup>st</sup> December 2022	0.12	4.13	6.99	<b>11.24</b>	Mn sft
Balance cost to complete as on 31 <sup>st</sup> December 2022	2.38	54.88	28.66	<b>85.92</b>	Rs. Bn
Outstanding receivables + Balance to be billed & collected on sold units* + Refundable deposit	0.89	56.79	1.14	<b>58.81</b>	Rs. Bn
Sales value of unsold stock ^	0.73	32.54	52.21	<b>85.47</b>	Rs. Bn
<b>Marginal Cashflow</b>	<b>-0.77</b>	<b>34.44</b>	<b>24.69</b>	<b>58.36</b>	<b>Rs. Bn</b>

## Highlights:

1. Completed and unsold inventory stands at 0.12 million sft
2. Balance receivables of Rs. 57.68 billion from sold units, completely covers the balance cost of Rs. 57.26 bn to complete the ongoing projects offered for sale

\* 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

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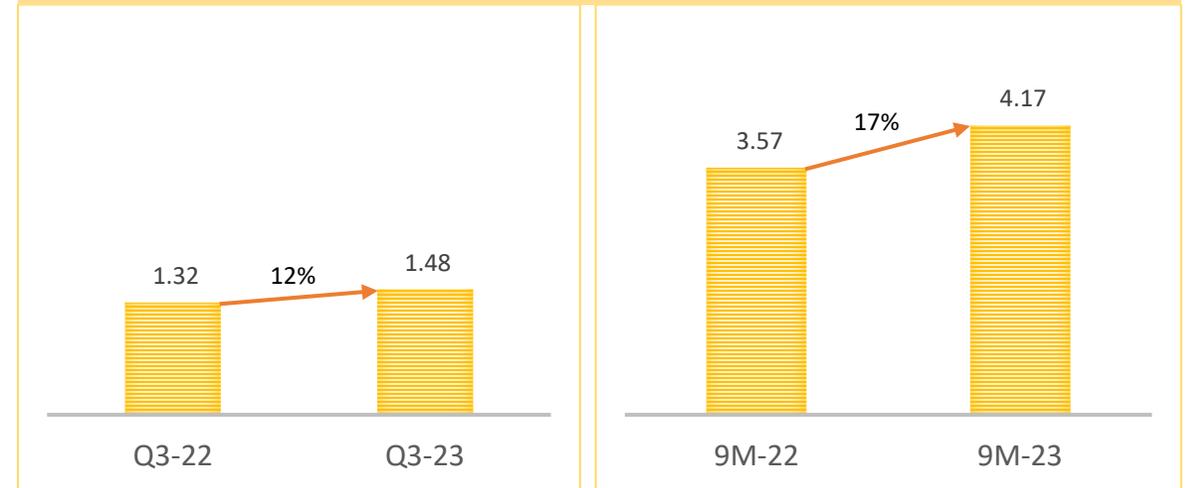


# Historic best quarterly sales performance in Q3 FY 2023, in volume, value and price

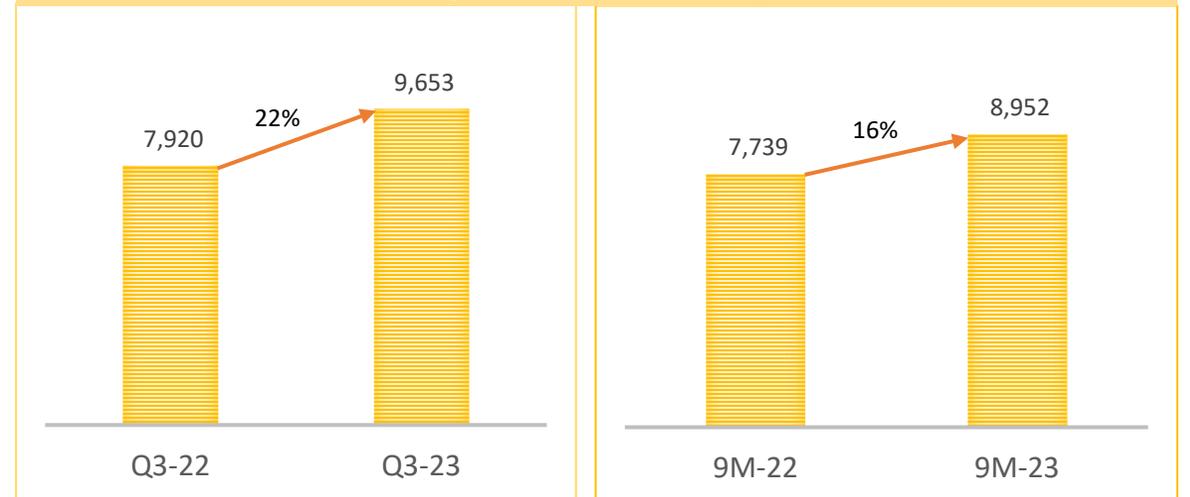
## Quarter Sales Highlights

- ▶ Achieved highest ever quarterly sales volume of 1.48 mn sft, best average price realization of Rs. 9,653/sft and highest sales value of Rs. 14.25 bn
- ▶ Consistent quarterly sales volume of over 1.3 mn sft for past 6 quarters
- ▶ NCR contributed 23.9% to volume and 35.4% to sale value for the quarter, aided by release of four new towers in Sobha City, Gurgaon. Bangalore has contributed to 60.3% of the volume and has remained steady. Kerala, GIFT City and other regions continued to be consistent
- ▶ Strong demand for SOBHA homes across all locations with incremental price hikes, higher contribution of NCR region has resulted in improvement of quarterly average price realization by 10.8% compared to Q2-FY23 and 21.9% compared to Q3-FY22. Average price realization for 9M-FY23 is Rs. 8,951 / sft, up by 13.6% over entire FY22
- ▶ Integrated and centralized marketing approach is resulting in enhanced customer experience and sales effectiveness

### Total Sales Volume (Mn sft)



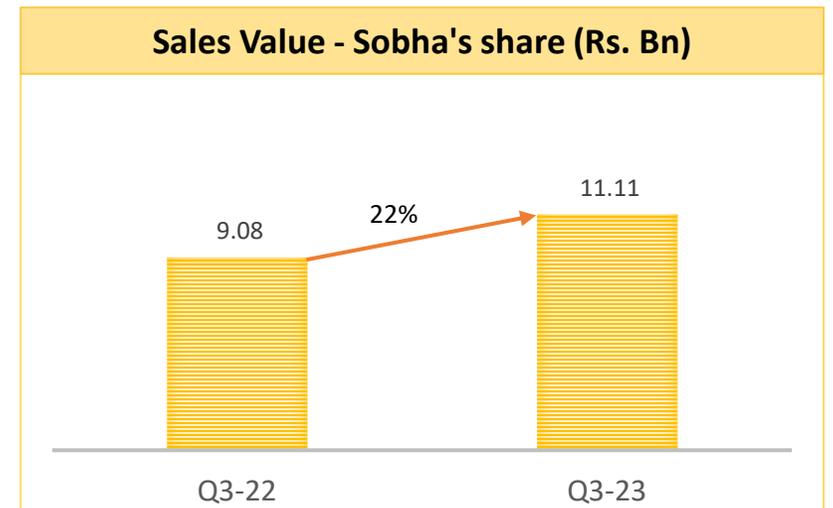
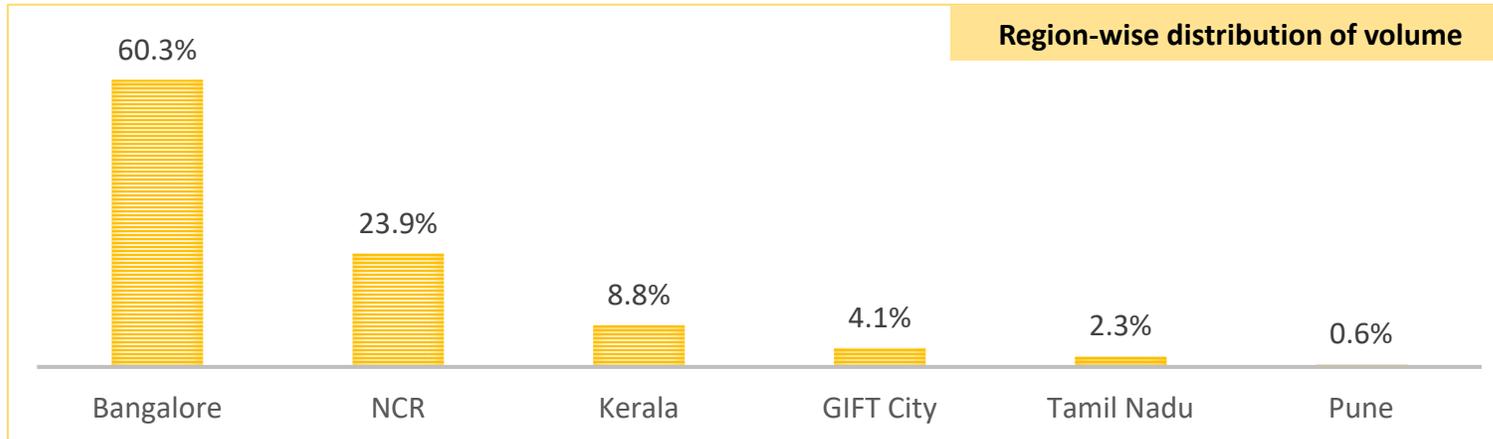
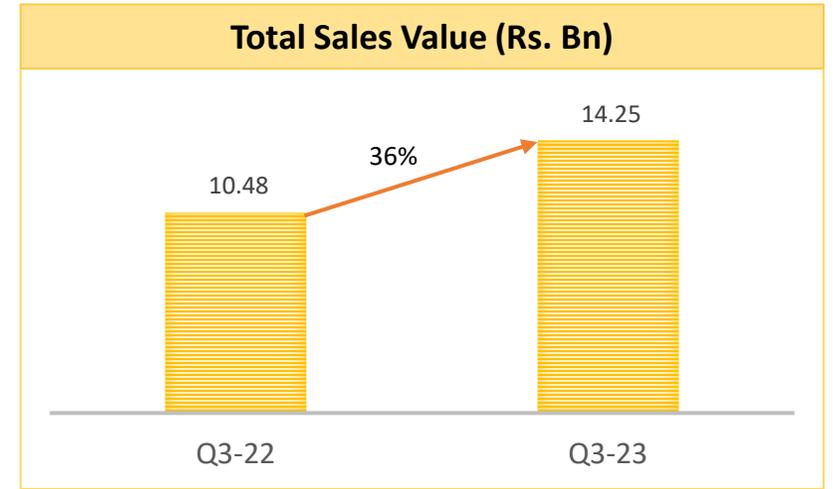
### Average Price Realization (Rs / sft)



# Real Estate Sales Performance – Q3 FY 2023

Sobha's share of quarterly sales value at highest ever; crossed Rs. 1,000 Crore milestone for first time

Region	Area Sold (Sft)	Total Sales Value (Rs. Mn)	Sobha Share of Sales Value (Rs. Mn)	Average Price Realization (Rs. / Sft)
Bangalore	890,296	7,248	6,061	8,141
NCR	352,583	5,037	3,286	14,287
Kerala*	129,647	1,177	995	9,079
GIFT City	60,542	462	462	7,630
Tamil Nadu*	33,394	214	201	6,418
Pune	9,457	108	108	11,407
<b>Total</b>	<b>1,475,920</b>	<b>14,247</b>	<b>11,112</b>	<b>9,653</b>

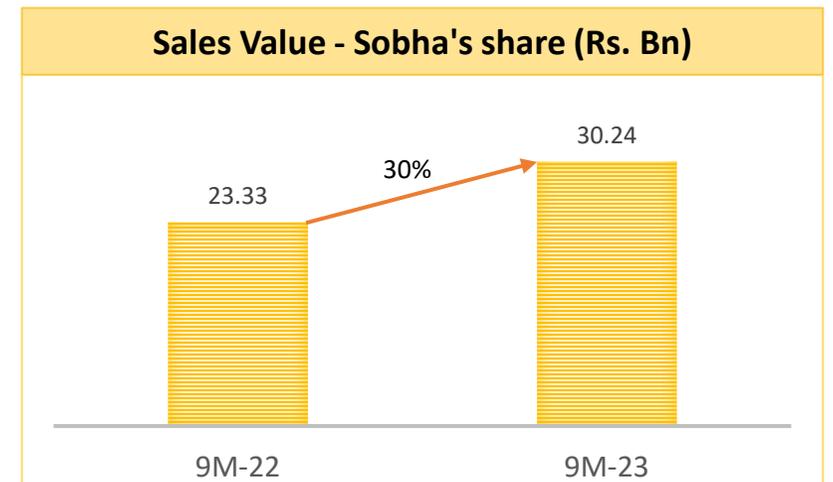
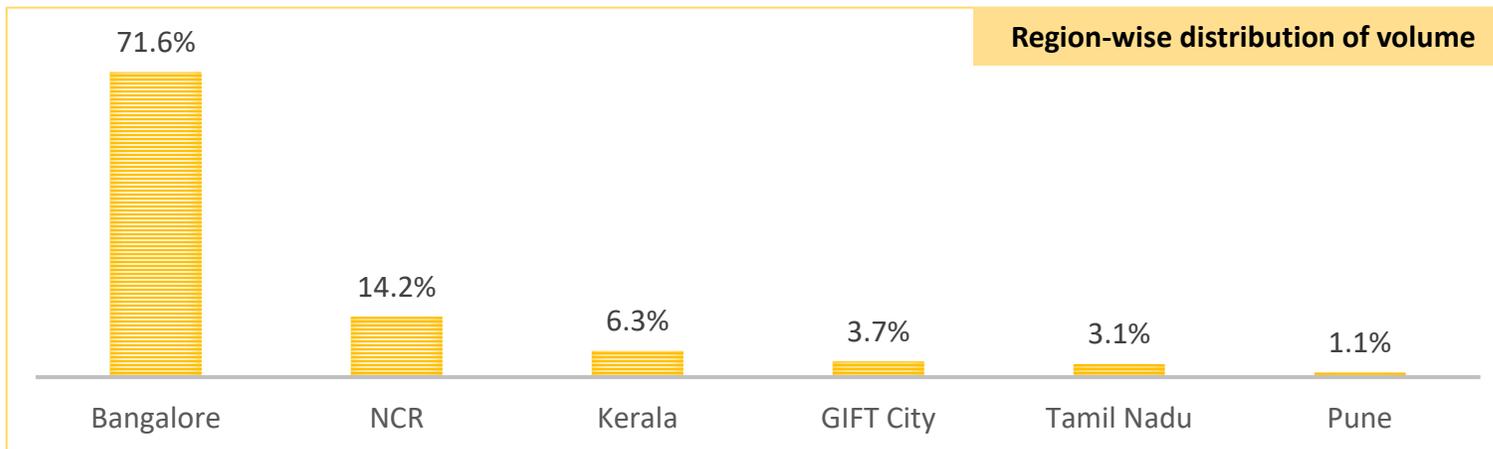
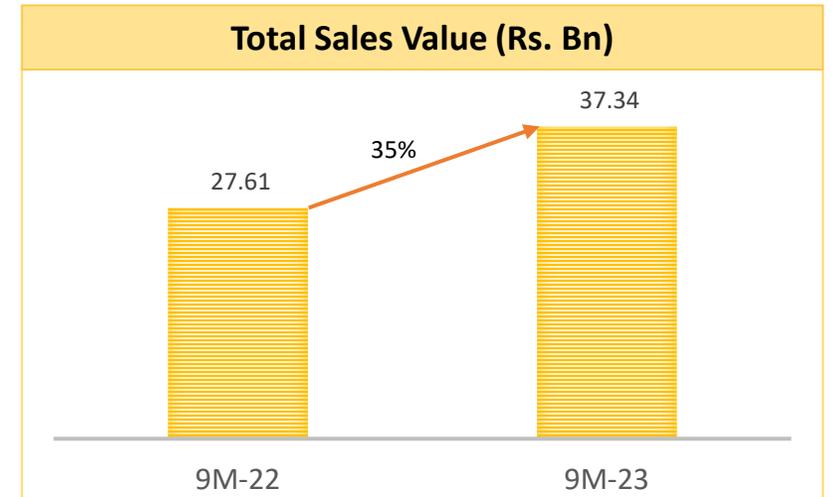


\*Kerala includes Kochi, Thrissur, Calicut and Trivandrum ; Tamil Nadu includes Chennai and Coimbatore

# Real Estate Sales Performance – 9M FY 2023

35% growth in sales value; ~17% growth in sales volume compared to 9M-FY22

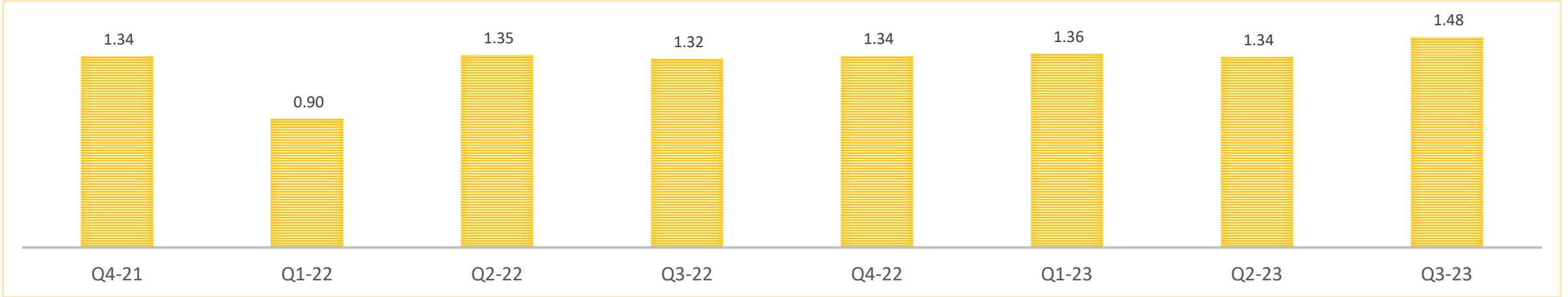
Region	Area Sold (Sft)	Total Sales Value (Rs. Mn)	Sobha Share of Sales Value (Rs. Mn)	Total Average Price Realization (Rs. / Sft)
Bangalore	2,987,837	24,909	20,907	8,337
NCR	592,942	7,725	5,200	13,028
Kerala*	261,787	2,307	1,746	8,813
GIFT City	153,403	1,137	1,137	7,413
Tamil Nadu*	129,145	739	722	5,726
Pune	46,344	526	526	11,349
<b>Total</b>	<b>4,171,459</b>	<b>37,344</b>	<b>30,239</b>	<b>8,952</b>



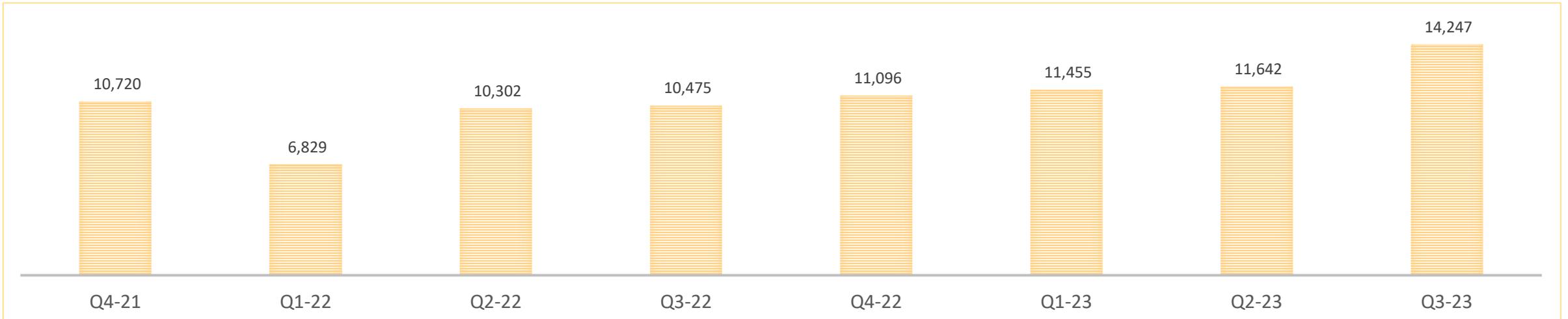
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# Steady Sales Performance with improved value in past nine quarters

Quarterly Sales Volume (Mn sft)

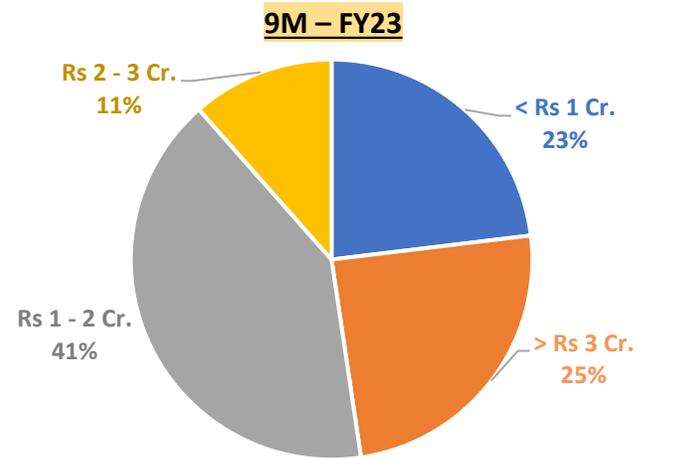
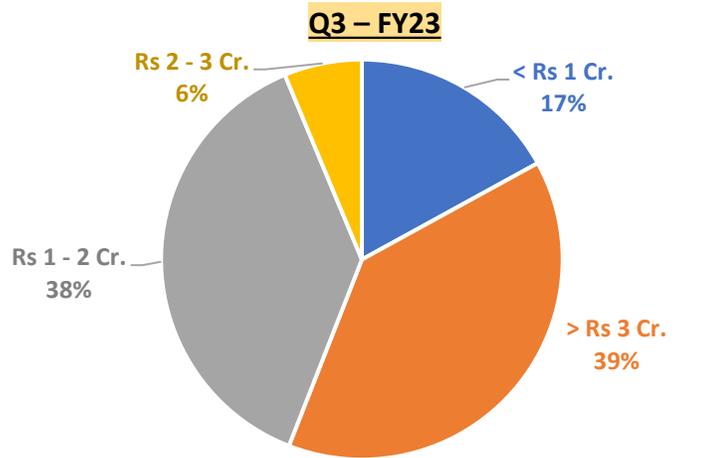


Quarterly Sales Value (Rs. Mn)



# Sales Value classification (Q3 & 9M FY 2023) - Price Band & Region Wise

## Price band wise contribution to sales value



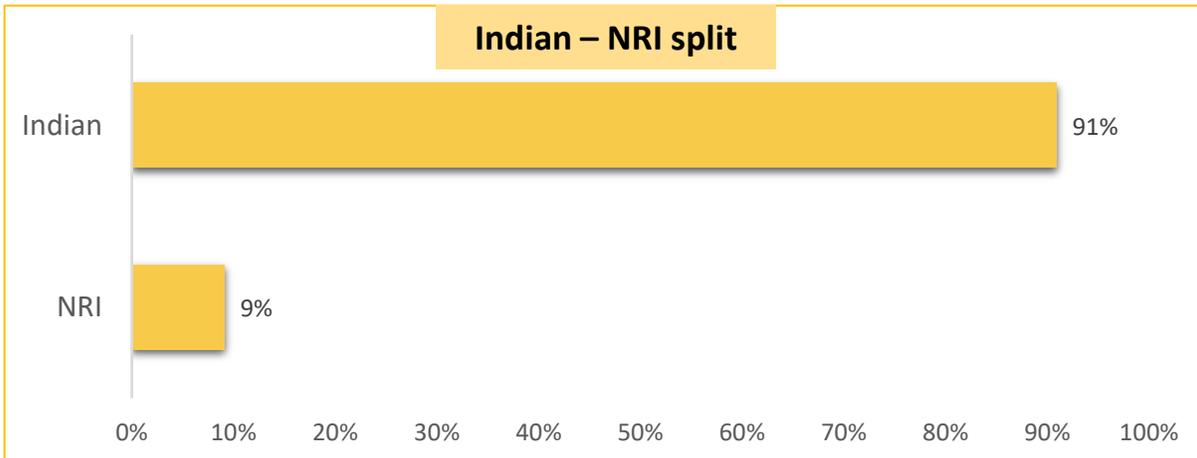
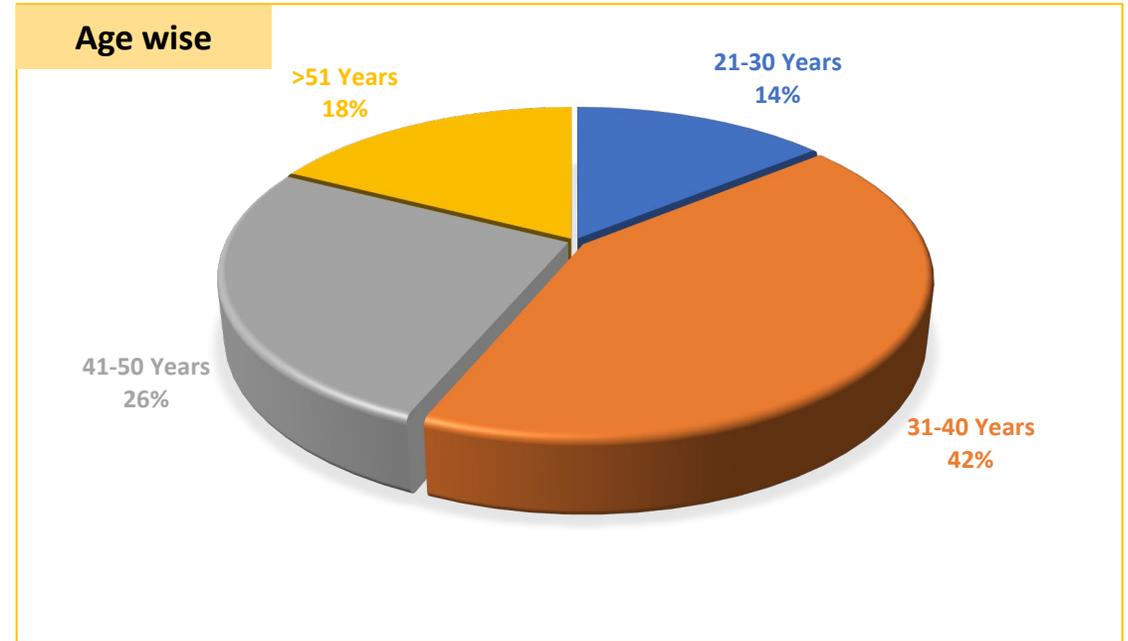
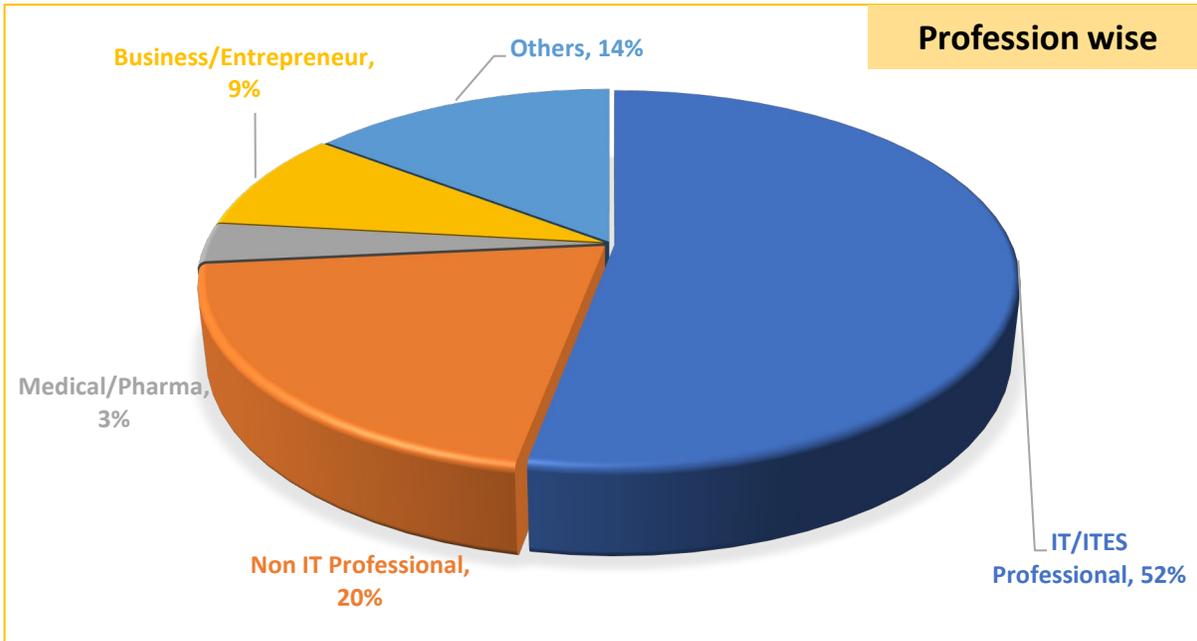
## Region wise contribution to sales value

Region	Q3-FY23		9M-FY23	
	Sale Value	Contribution	Sale Value	Contribution
	Rs. Mn	%	Rs. Mn	%
Bangalore	7,248	51%	24,909	67%
NCR	5,037	35%	7,725	21%
Kerala*	1,177	8%	2,307	6%
GIFT City	462	3%	1,137	3%
Tamil Nadu*	214	2%	739	2%
Pune	108	1%	526	1%
<b>Total</b>	<b>14,247</b>	<b>100%</b>	<b>37,344</b>	<b>100%</b>

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

- Luxury segment (> Rs 3 Cr.) contribution has grown from 6% in 9M-FY22 to 25% in 9M-FY23 - in line with our adaptation to bigger sized units, thereby increasing the ticket sizes
- Major contributors to this segment are all recently launched projects and inventory – Sobha Insignia, Sobha Royal Crest, Sobha Victoria Park, Sobha City Gurgaon, Sobha Gardenia
- Contribution from this segment in Q3-FY23 was 45%, mainly on account of successful sales achieved from new tower launches at Sobha City Gurgaon, which has contributed Rs. 4.7 bn
- Mid-Luxury segment (Rs 1 Cr. – Rs. 2 Cr.) contribute most to the sales value at ~40%
- Dream Series products with ticket size less Rs. One crore continue to do well with increasing price realizations

# Buyer Profile (12 months rolling)



**~50% contribution from Technology professionals continues to be steady**

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

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

# Inventory Visibility – Ongoing and Forthcoming Real Estate Projects

## Forthcoming Projects

Location	No of Projects	Total Saleable Area (Mn sft)
<b>Residential</b>		
Bangalore	8	6.88
Hosur	2	1.31
Chennai	1	0.21
NCR	1	1.75
GIFT City	1	0.77
Hyderabad	1	0.65
Trivandrum	2	0.44
<b>Sub Total</b>	<b>16</b>	<b>12.03</b>
<b>Commercial</b>		
Bangalore	1	0.29
Thrissur	1	0.03
NCR	1	0.55
<b>Sub Total</b>	<b>3</b>	<b>0.87</b>
<b>Grand Total</b>	<b>19</b>	<b>12.90</b>

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

## Total Residential Inventory – Ongoing and Forthcoming

Inventory Type	Mn sft
Unsold Area - Completed projects	0.12
Unsold Area - Ongoing projects - offered for sale	4.13
Unsold area - Ongoing projects - not offered for sale	6.99
Forthcoming projects	12.03
<b>Total inventory visibility</b>	<b>23.27</b>

- Unsold area in completed projects is one of the lowest in industry
- Forthcoming projects are at various stages of design and approvals
- Investments in new projects, incremental allocation of capital for consolidation of existing land bank to strengthen the pipeline

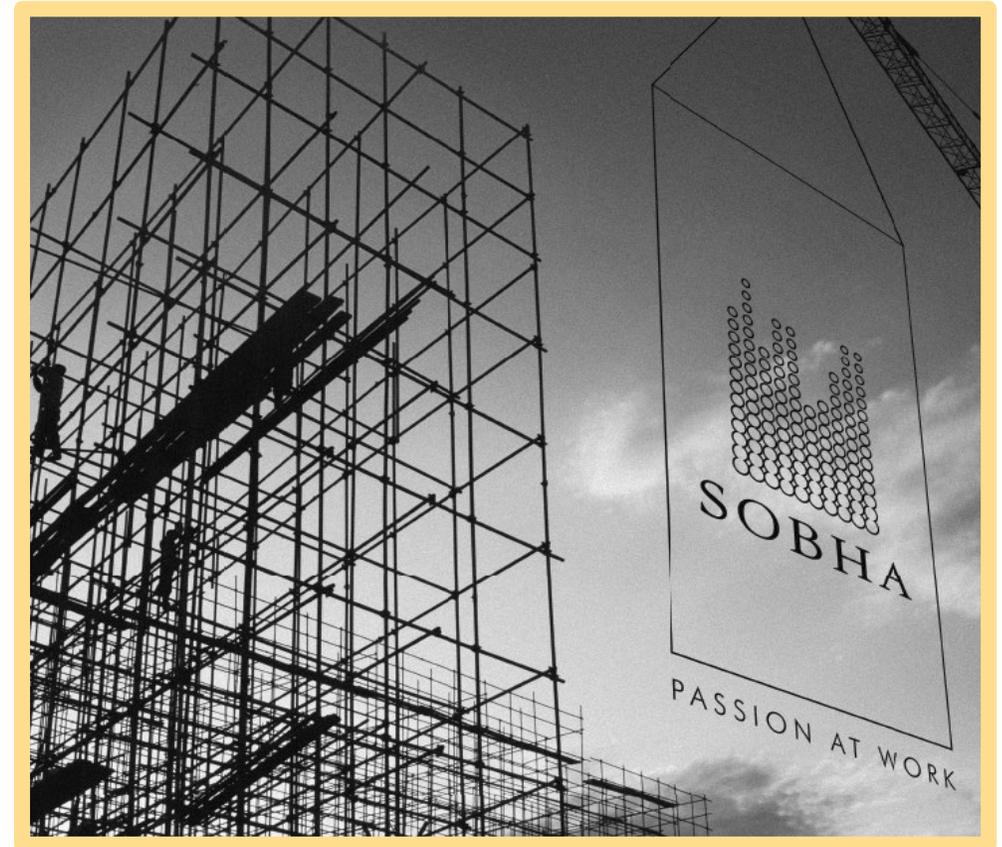
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Sales Performance

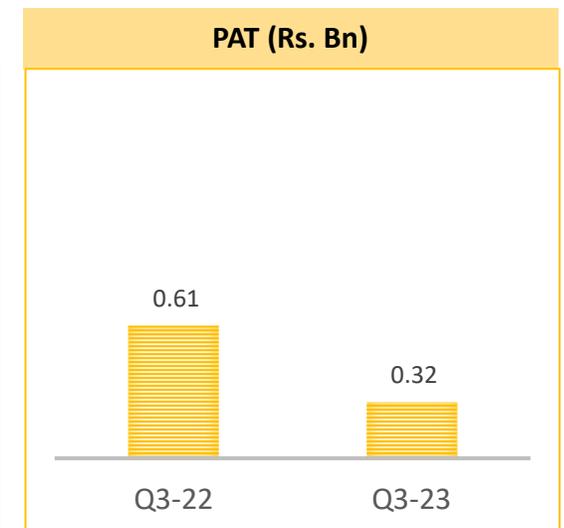
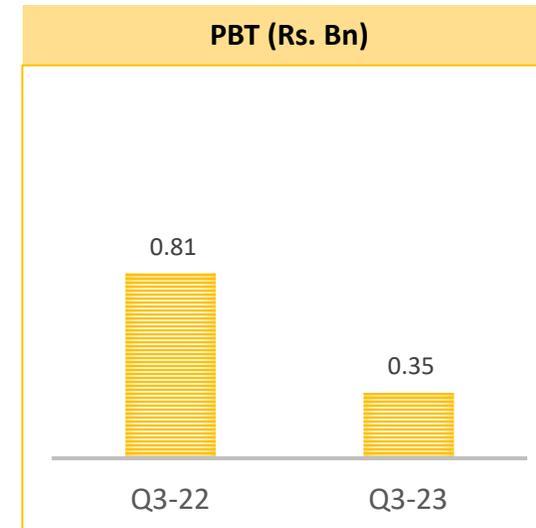
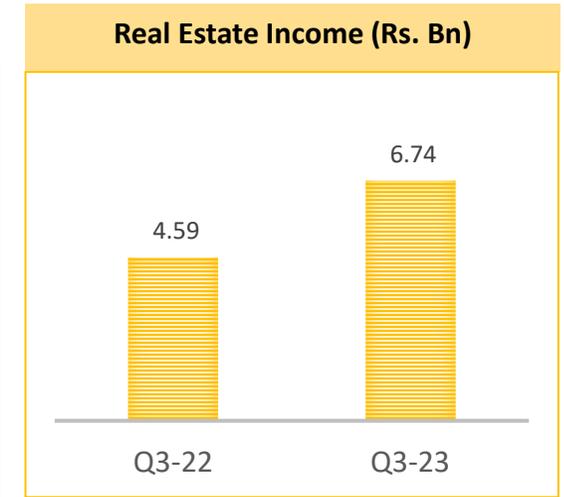
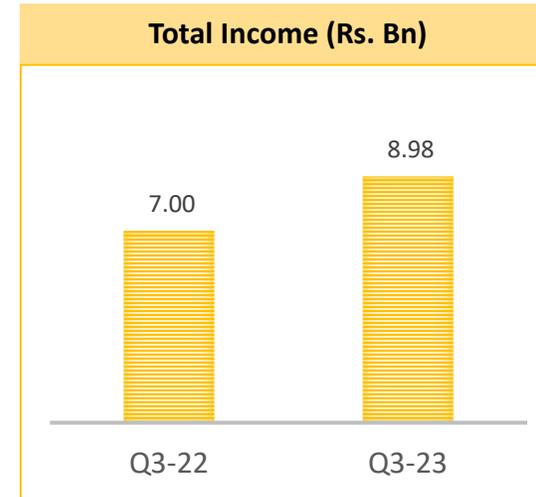
**Financials & Operations**

Project Updates



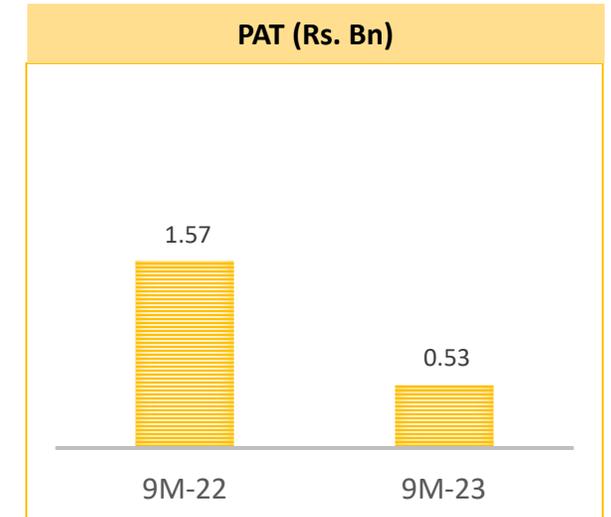
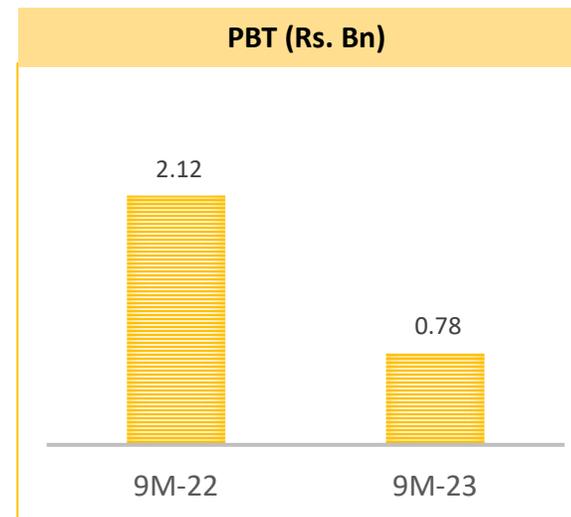
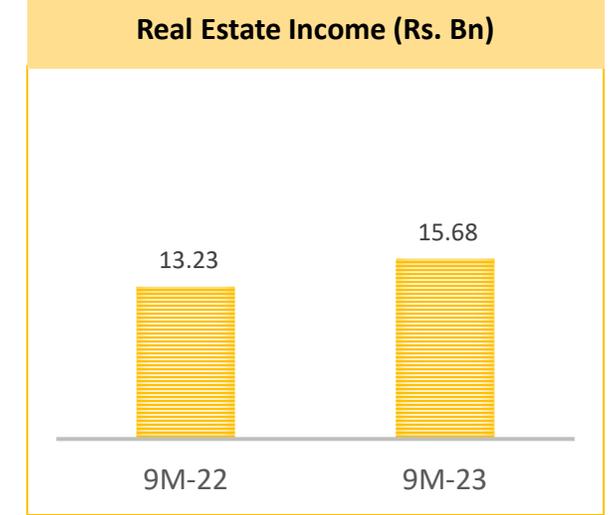
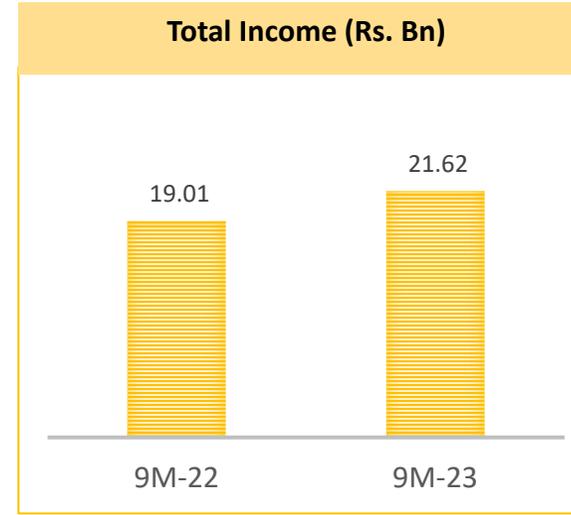
# Financial & Operational Highlights – Q3 FY 2023

- ▶ The total revenue for Q3-FY23 is Rs. 8.98 bn, up by 30.0% compared to Q2-FY23 and 28.3% compared to Q3-FY22
  - ▶ Real estate business contributed Rs. 6.74 bn (75.0% of overall revenue)
  - ▶ Contractual & Manufacturing businesses clocked Rs. 1.95 bn (21.7% of total revenue)
- ▶ We have handed over 619 units comprising 1.06 mn sft of saleable area in Q3-FY23; out of which 67.8% was in Bangalore, 26.2% in NCR
- ▶ Manufacturing revenue generated from external business was Rs. 1.13 bn, up by 79.4% from Q3-FY22 and 34.2% compared to Q2-FY23
- ▶ Achieved EBITDA of Rs. 1.19 bn with a margin of 13.2%
- ▶ PAT of Rs. 0.32 bn which is 100% growth over previous quarter Q2-FY23
- ▶ Completed projects amounting to 1.16 mn sft saleable area in Q3-FY23



# Financial & Operational Highlights – 9M FY 2023

- ▶ Total revenue for 9M-FY23 is at Rs. 21.62 bn, up by 13.7% from 9M-FY22
- ▶ Real estate revenue was Rs. 15.68 bn, increased 18.5% from 9M-FY22
- ▶ We handed over 1,149 units comprising SBA of 1.95 mn sft, which is up by 28.8% compared to 9M-FY22. Increase in capital allocation to construction activities have helped improve handovers significantly
- ▶ Contractual & Manufacturing revenue was Rs. 5.32 bn; Collections for 9M-FY23 was Rs. 7.33 bn up by 35.5% compared to 9M-FY22
- ▶ Manufacturing business generated revenue of Rs. 2.76 bn, up by 57.9% compared to 9M-FY22
- ▶ EBITDA for the 9M-FY23 was at Rs. 3.16 bn with a margin of 14.6%
- ▶ Balance revenue to be recognized is Rs. 95.22 billion from sold residential units till 31.12.2022



# Profit & Loss Statement – Q3 FY 2023

Rs Million

Particulars	Q3-23	Q3-22	Q2-23	9M-23	9M-22	FY-22
Real Estate Revenue	6,735	4,589	4,484	15,681	13,233	18,437
Contractual & Manufacturing Revenue	1,946	2,133	2,216	5,321	5,276	7,176
Other Income	298	277	205	621	505	839
<b>Total Income</b>	<b>8,980</b>	<b>6,999</b>	<b>6,906</b>	<b>21,623</b>	<b>19,015</b>	<b>26,453</b>
Total Expenditure	7,794	5,221	5,752	18,464	13,957	20,284
<b>EBIDTA</b>	<b>1,186</b>	<b>1,778</b>	<b>1,153</b>	<b>3,159</b>	<b>5,058</b>	<b>6,169</b>
<i>EBIDTA Margin</i>	13%	25%	17%	15%	27%	23%
Depreciation	174	180	179	500	539	719
Finance Expenses	660	788	631	1,879	2,401	3,083
<b>Profit Before Tax</b>	<b>352</b>	<b>810</b>	<b>343</b>	<b>781</b>	<b>2,118</b>	<b>2,367</b>
<i>PBT Margin</i>	4%	12%	5%	4%	11%	7%
Tax Expenses	34	202	152	224	529	634
PAT after share of associates	<b>318</b>	<b>609</b>	<b>192</b>	<b>557</b>	<b>1,589</b>	<b>1,732</b>
Other comprehensive income (net of taxes)	-	6	(33)	(25)	(18)	(9)
<b>Net Profit</b>	<b>318</b>	<b>614</b>	<b>159</b>	<b>532</b>	<b>1,571</b>	<b>1,723</b>
<i>Net Profit Margin</i>	4%	9%	2%	2%	8%	5%

# Consolidated Balance Sheet as on 31-Dec-2022

Rs Million

<b>ASSETS</b>	<b>31-Dec-22</b>	<b>31-Dec-21</b>	<b>EQUITY &amp; LIABILITIES</b>	<b>31-Dec-22</b>	<b>31-Dec-21</b>
<b>Non-current Assets</b>			<b>Equity</b>		
Property, Plant and equipment	4,104	4,227	Equity Share Capital	948	948
Investment Property	4,460	3,659	Other Equity	23,528	23,129
Investment Property under construction	68	765	<b>Total Equity (C)</b>	<b>24,477</b>	<b>24,078</b>
Intangible assets	240	228			
Right of use assets	108	156	<b>Non-Current Liabilities</b>		
<b>Financial Assets</b>			Financial Liabilities		
Investments	1,149	1,143	Borrowings	8,013	3,119
Trade Receivables	821	686	Lease liabilities	187	194
Other Non-current financial assets	1,594	1,345	Provisions	205	177
Other non-current assets	3,364	3,715	<b>TOTAL</b>	<b>8,405</b>	<b>3,489</b>
Current tax assets (net)	289	98			
Deferred tax assets (net)	39	125	<b>Current Liabilities</b>		
<b>TOTAL (A)</b>	<b>16,236</b>	<b>16,145</b>	Financial Liabilities		
<b>Current Assets</b>			Borrowings	12,059	24,174
Inventories	85,373	76,382	Lease liabilities	48	61
<b>Financial Assets</b>			Trade payables	5,356	4,475
Trade receivables	1,566	3,713	Other Current financial liabilities	9,482	5,937
Cash and cash equivalents	2,888	952	Other current liabilities	63,588	52,797
Bank balance other than Cash	757	359	Liabilities for current tax (net)	-	242
Other Current financial assets	5,187	5,133	Provisions	179	150
<b>Other Current Assets</b>	<b>11,587</b>	<b>12,720</b>	<b>TOTAL</b>	<b>90,712</b>	<b>87,836</b>
<b>TOTAL (B)</b>	<b>107,358</b>	<b>99,259</b>	<b>Total Liabilities (D)</b>	<b>99,117</b>	<b>91,325</b>
<b>TOTAL ASSETS (A + B)</b>	<b>123,595</b>	<b>115,403</b>	<b>TOTAL EQUITY &amp; LIABILITIES (C + D)</b>	<b>123,594</b>	<b>115,403</b>

# Contracts Portfolio & Operational Overview – 9M FY 2023

## Revenue & Collection

Rs Billion

Particulars	9M - FY23	9M - FY22
<b>Revenue</b>		
Contracts	2.47	3.48
Manufacturing	2.85	1.80
<b>Total</b>	<b>5.32</b>	<b>5.28</b>
<b>Collections</b>		
Contracts	3.97	3.61
Manufacturing	3.36	1.80
<b>Total</b>	<b>7.33</b>	<b>5.41</b>

## Ongoing projects location-wise (31<sup>st</sup> Dec 2022)

Location	No. of projects	Built-up area (Mn sft)
Bangalore	5	3.89
Nagpur	2	0.41
Haryana	1	0.49
<b>Total</b>	<b>8</b>	<b>4.80</b>
<i>Non-Infosys</i>		<i>4.17</i>
<i>Infosys</i>		<i>0.63</i>



### Azim Premji University Campus, Bangalore

Development of all structures across 50 acre university campus in Sarjapur, Bangalore, on initiative of Azim Premji Foundation

Total SBA of 1.4 mn sft comprising 5 Academic blocks (G+7 floors), knowledge centre (G+7), kitchen block (G+17) student hostel (in pic) (G+40 floors), seminar halls etc.

Scope includes structure, civil, finishes and electrical works



### Ashoka University, Haryana

Campus spread of 25 Acres in Rajiv Gandhi Education City, Sonapat, Haryana - located off NH44, North-West outskirts of New Delhi

Works include development of 0.5 mn sft of academic blocks, residential blocks and utility blocks

Scope includes structure, civil, finishes and electrical works



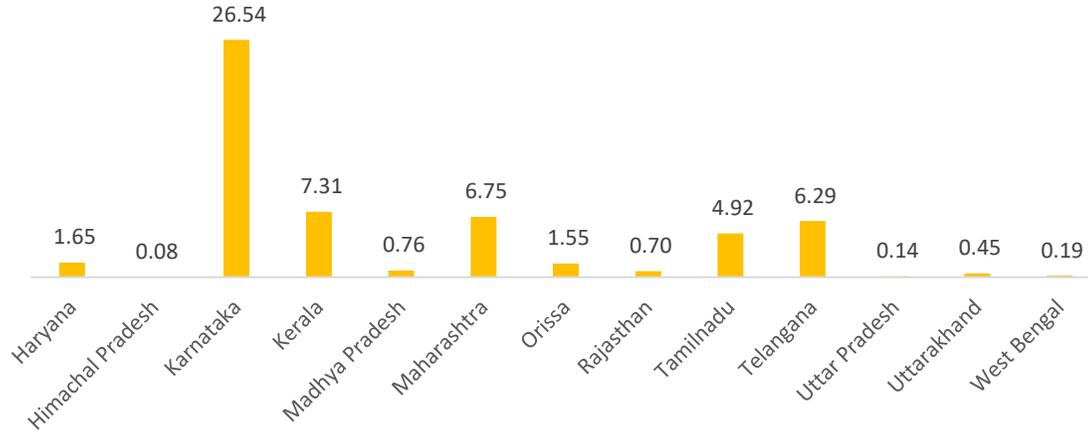
### Infosys Campus, Nagpur

Scope includes end to end development of all structures - Incubation Center, Software Development Block (SDB), Conference rooms, cafeteria, Dormitory areas etc.

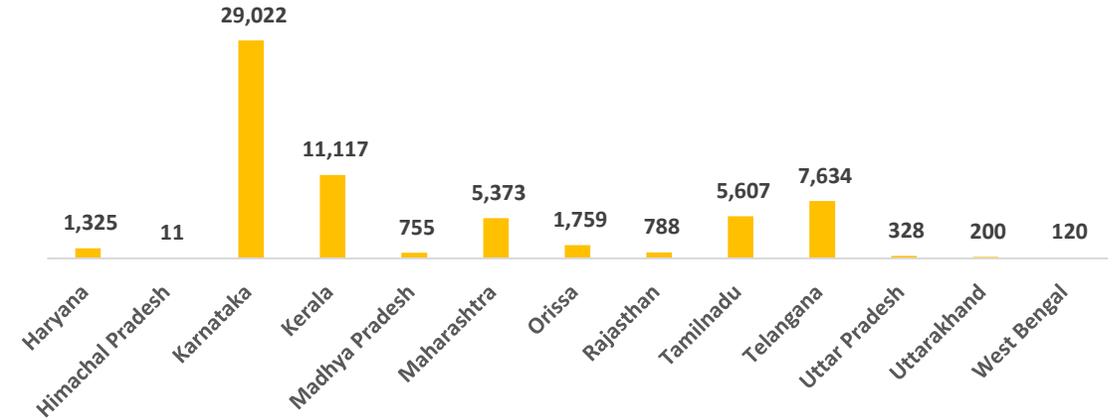
Completed development of 218,396 sft so far including SDB (in pic), which was handed over in Q3-FY23

# Contracts - Completed Projects - Region wise contribution details

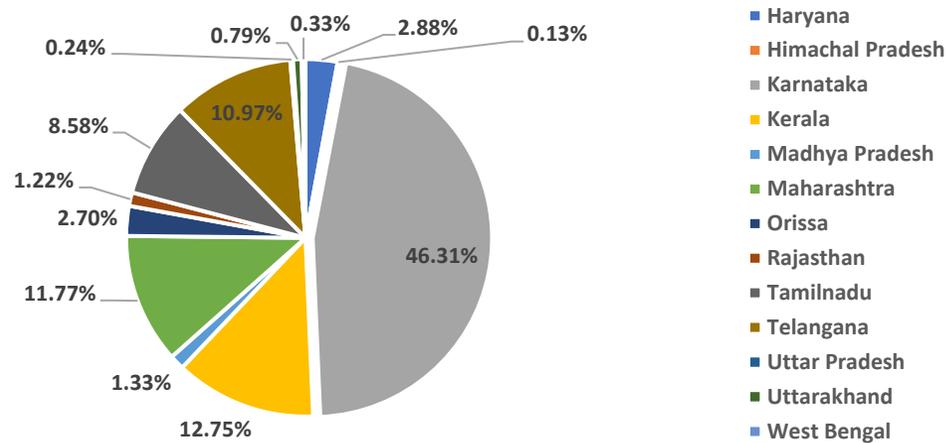
Total Developed Area(in Mn sft)



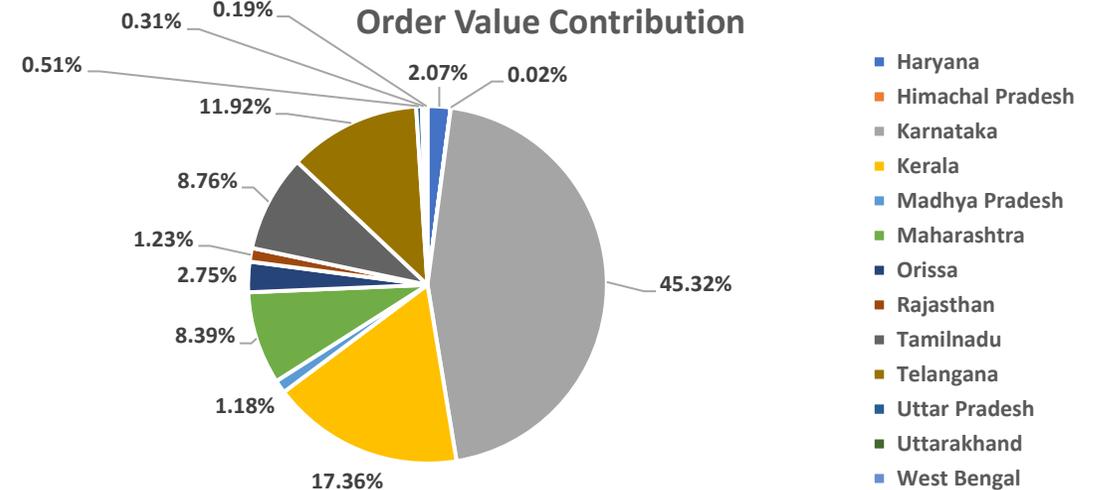
Order Value (in Rs. Mn)



Total Developed Area Contribution



Order Value Contribution



# Manufacturing & Retail Performance - 9M FY 2023

- ▶ SOBHA – 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	
9M Turnover	Rs. 1.72 bn	9M Turnover	Rs. 0.66 bn	9M Turnover	Rs. 0.47 bn
Factory Area	0.30 Mn sft	Factory Area	0.80 Mn sft	Factory Area	0.40 Mn sft
<b>Products</b> <ul style="list-style-type: none"> <li>▶ Metal/Steel fabrication works</li> <li>▶ Aluminum doors &amp; windows, structures</li> <li>▶ Glass works</li> </ul>		<b>Products</b> <ul style="list-style-type: none"> <li>▶ Manufacturing wood-based products such as doors, windows, paneling, cabinets, cupboards &amp; loose furniture</li> <li>▶ Manufacture of Economy, Deluxe, Super Deluxe &amp; Premium Mattresses from furnishing division</li> <li>▶ Wide range of home furniture and furnishing products</li> </ul>		<b>Products</b> <ul style="list-style-type: none"> <li>▶ Manufacture of wide range of concrete products such as concrete blocks, pavers, kerb stones, water drainage channels, paving slabs and elite landscape products</li> <li>▶ Glass Fiber Reinforced Concrete</li> </ul>	

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



# Commercial portfolio: Completed, Ongoing & Forthcoming projects

Project Name	Status	Total	Sobha Share
		Leasable Area (sft)	Leasable area (sft)
Sobha City Mall, Thrissur	Operational	323,059	280,875
One Sobha, Bangalore	Operational	225,081	154,180
<b>Sub Total</b>		<b>548,140</b>	<b>435,055</b>
Sobha City, Athena, Bangalore	Ongoing	28,863	28,863
<b>Sub Total</b>		<b>28,863</b>	<b>28,863</b>
Sobha Townpark, Bangalore	Forthcoming	292,723	223,933
Sobha Metropolis, Thrissur	Forthcoming	27,607	27,607
International City, Gurgaon	Forthcoming	550,000	550,000
<b>Sub Total</b>		<b>870,330</b>	<b>801,450</b>
<b>Grand Total</b>		<b>1,447,333</b>	<b>1,265,368</b>

Sobha City Mall, Thrissur



One Sobha, Bangalore



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# Real Estate - Projects portfolio – Completed, Ongoing & Forthcoming

## Total Developable / Leasable area (Mn sft)

City	Completed	Ongoing	Forthcoming
Bangalore	51.80	19.28	7.18
Mysore	1.58	-	-
Gurgaon	2.80	3.47	2.30
Kochi	-	3.95	-
Thrissur	2.90	1.50	0.03
Calicut	-	1.09	-
Trivandrum	-	0.23	0.46
Chennai	2.38	0.84	0.21
Coimbatore	3.73	0.32	-
Hosur	-	-	1.31
GIFT City	-	1.23	0.77
Pune	1.20	0.94	-
Hyderabad	-	-	0.65
<b>Total</b>	<b>66.41</b>	<b>32.85</b>	<b>12.90</b>

- ▶ Completed Real Estate projects located across 7 cities, with total development of 66.41 mn sft and Super Built-up Area of 49.77 mn sft
- ▶ Under construction projects located across 10 cities, with Total developable area of 32.85 mn sft and Super Built-up Area of 21.98 mn sft
- ▶ Forthcoming residential projects located across 8 cities, with Super Built-up Area of 12.90 mn sft. *(Includes Proposed Commercial projects in Bangalore, NCR and Thrissur with Total Leasable Area of 0.29 mn sft, 0.55 mn sft and 0.03 mn sft 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 Q3 FY 2023

**SOBHA HRC Pristine - Wing 3 & 4,  
Bangalore**



**Wing 3 & 4 comprising 2 Towers of G+19 floors**  
Total SBA completed in Q3-FY23 – 295,247 sft (155 units)

**SOBHA Forest Edge – Wing 2,  
Bangalore**



**Wing 2 comprising 1 Tower of G+ 24 floors**  
Total SBA completed in Q3-FY23 – 135,413 sft (74 units)

**SOBHA City – Tower A2, B2 & C2,  
Gurgaon**



**3 Towers : A2 & B2 –( S+ 18 floors) & C2 –(G+24 floors)**  
Total SBA completed in Q3-FY23 – 457,608 sft (240 units)

# Completed Residential Projects during Q3 FY 2023...continued

**SOBHA Arena – Pebble Court - Wing 1,  
Bangalore**



**Block 1 comprising 1 Tower of G+17 floors**  
Total SBA completed in Q3-FY23 - 129,665 sft (68 Units)

**SOBHA Gardenia – (11 Villas) ,  
Chennai**



**11 Duplex Villas**  
Total SBA completed in Q3-FY23 - 23,877 sft

**SOBHA Dream Acres – Wing 26,  
Bangalore**



**Wing 26 comprising 1 Tower of G+ 14 floors**  
Total SBA completed in Q3-FY23 – 120,377 sft (120 units)

*Shot at project sites*

# Ongoing Residential Projects

## SOBHA Royal Pavilion, Bangalore



### Development details

16 Towers of G+18 floors with 1,284 units (2/3/4 BHK)  
SBA of 2,225,088 sft

## SOBHA Sentosa, Bangalore



### Development details

7 Towers of G+17 floors with 533 units (1/3/3.5 BHK)  
SBA of 779,066 sft

## SOBHA Victoria Park, Bangalore



### Development details

5 Towers of G+9 floors with 300 units (2/3 BHK) & 19 Row Houses |  
Total SBA of 588,451 sft

*Shot at project sites*

# Ongoing Residential Projects...continued

## SOBHA Manhattan, Bangalore



### Development details

4 Towers of G+34/38 floors with 560 units (3 BHK)  
SBA of 875,256 sft

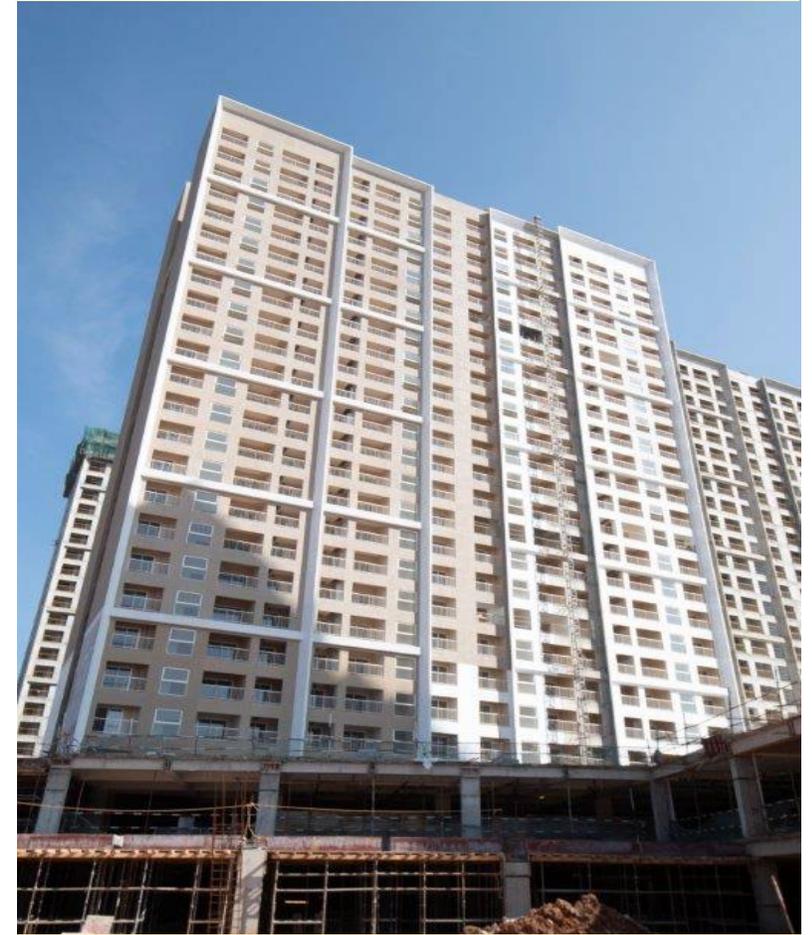
## SOBHA Windsor, Bangalore



### Development details

11 Towers of G+14/17 floors with 739 units (2/3/4 BHK)  
SBA of 1,345,039 sft (units have private garden)

## SOBHA Dream Garden, Bangalore



### Development details

10 Towers of G+23 floors with (1,780 units – 1/2 BHK)  
SBA of 1,750,084 sft

*Shot at project sites*

# Ongoing Residential Projects...continued

Marina One, Phase 1, Kochi



**Development details**

6 Towers of G+25/26/28 floors with 586 units (2/3/4 BHK)

SBA of 1,678,782 sft

SOBHA Nesara, Pune

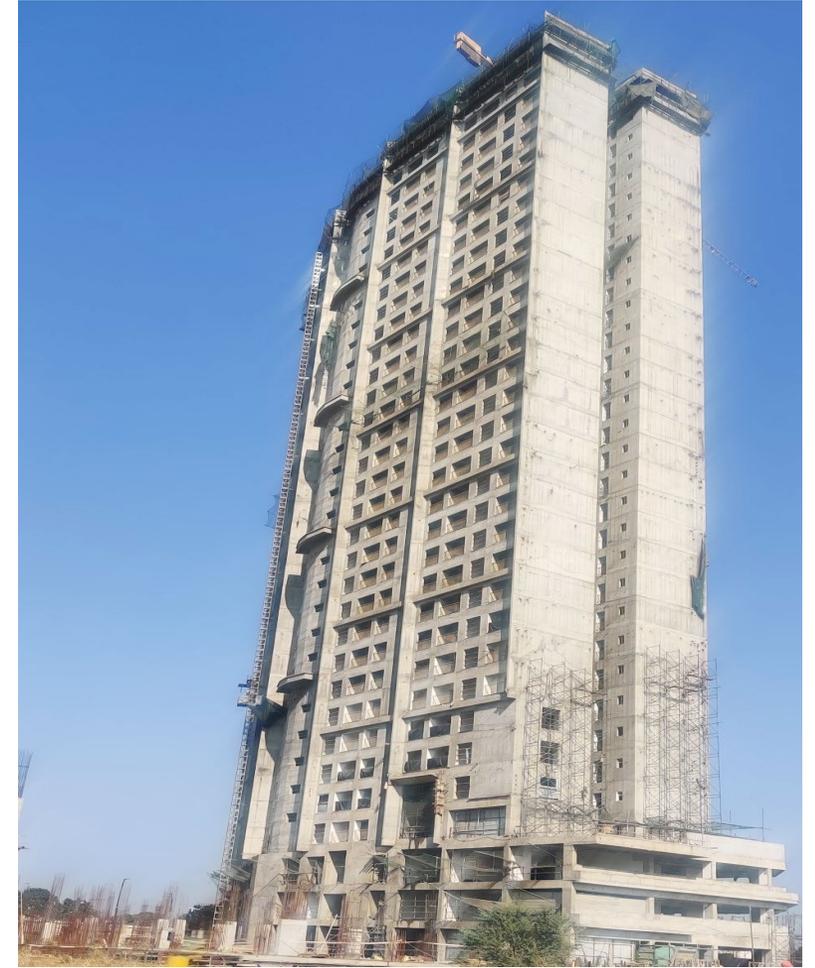


**Development details**

3 Towers of G+23 floors with 293 units (2/3/4/4.5 BHK)

SBA of 619,600 sft

SOBHA Dream Heights, GIFT City



**Development details**

2 Towers of G+30 floors with 474 units (1 & 2 BHK)

SBA of 524,240 sft

*Shot at project sites*

# SOBHA Dream Acres in Bangalore continues to attract steady demand

Developable area launched till Dec 2022	7.70	SBA launched for sale as on 31 <sup>st</sup> Dec 2022	6.15
		SBA released in Q3-FY23	0.12
Developable area completed till Dec 2022	6.03	SBA sold till 31 <sup>st</sup> Dec 2022	6.06

Area in mn sft

**Dream Acres-Tropical Greens Wing 58, 30**



**Dream Acres-Tropical Greens Wing 32&33**



# Recognized and acknowledged at leading forums and platforms

Conferred with many prestigious awards since inception for corporate excellence, projects, CSR and sustainability

- ▶ First brand to be recognised with Platinum status for Net Water Positive for an operational project
- ▶ For the 6th time topped the Track2Realty's Brand X Report (10th edition) across several categories: Top National Brand; Top South Indian Brand; Top Residential Brand; Top Super Luxury Brand; Company with Top CSR across India; and Public Perception – Consumer Confidence Index



## Awards conferred between Oct-Dec 2022



### Economic Times Realty Convention 2022

Recognized as one of the **Best Realty Brands** in India.

### BAM Awards 2022

'**Builder of the Year**' in Large Category at Builders, Architects, and Building Material (BAM) Awards  
Also won the award in 2019 and 2018.



# Board of Directors



**Ravi PNC Menon, Chairman**

- ▶ 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**

- ▶ 21 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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