

Date: February 07, 2024

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 December 31, 2023.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation of the Company on the Operations and Financial Result of the Company for the quarter ended December 31, 2023.

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

Yours sincerely,

FOR SOBHA LIMITED


Bijan Kumar Dash
Company Secretary & Compliance Officer
ACS No. 17222



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



**Investor Presentation
December 2023**

Artistic Impression of SOBHA Neopolis, 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
- ▶ 3,850+ professionals and 10,000+ technician workforce
- ▶ SOBHA Academy for training construction professionals & technicians

Consistent delivery at scale

- ▶ 133.58 mn sft completed in 539 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 37.95 mn sft currently under development

	<u>No. of developments</u>	<u>Area (Mn sft)</u>	<u>No. of Cities</u>
Real Estate			
Completed	199	74.43	8
Ongoing	69	33.90	11
Contractual			
Completed	340	59.15	26
Ongoing	6	4.05	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 Q3 FY 2024



PRSI National Awards - 2023

SOBHA bagged **Best Annual Report of year 2022 – 2023** at International Public Relation Festival 2023



Realty + Conclave & Excellence Award 2023 - South

Sobha was awarded CSR Excellence Award for the year 2023



21st Construction World Global Award 2023

Sobha was awarded The CSR company of the year

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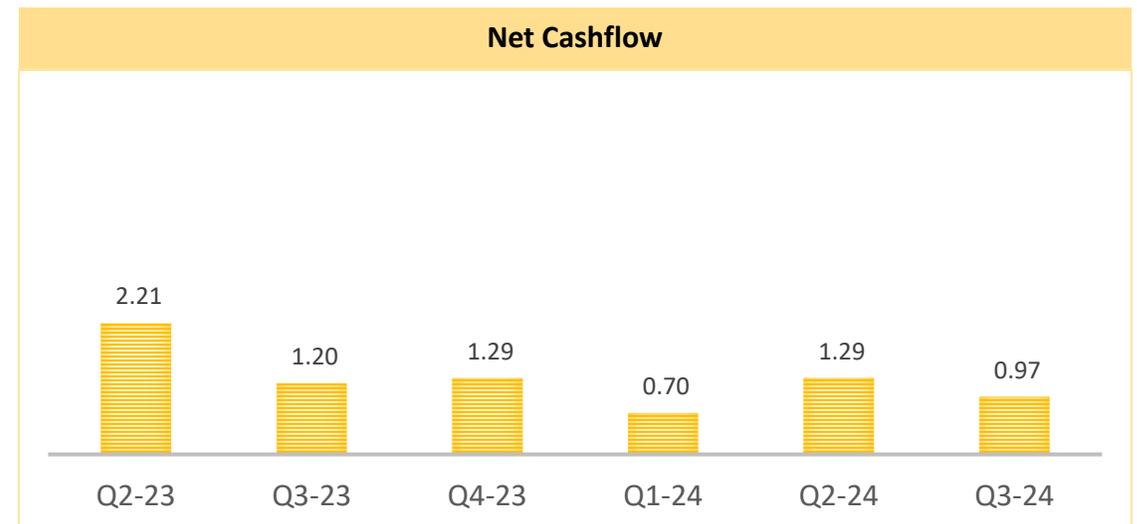
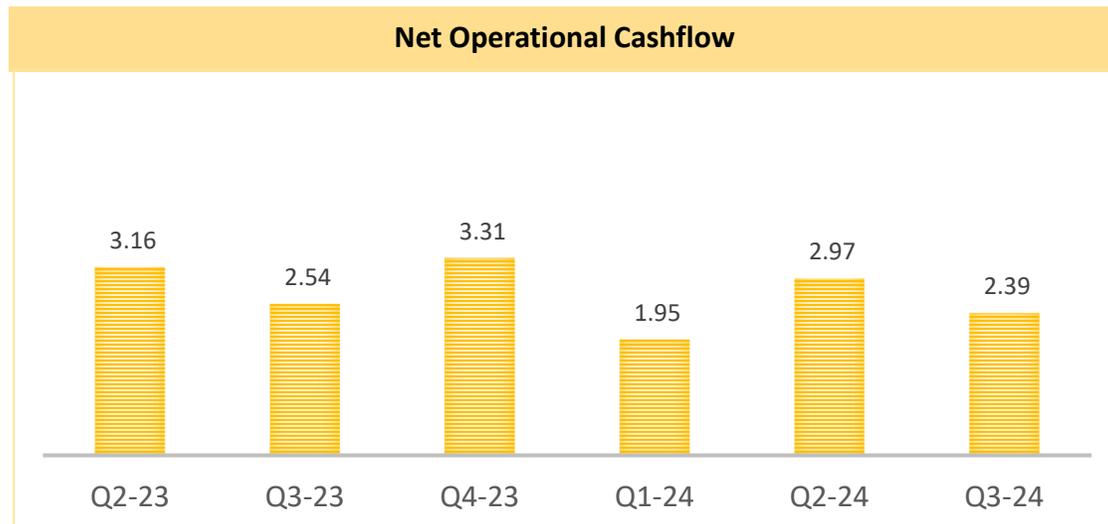
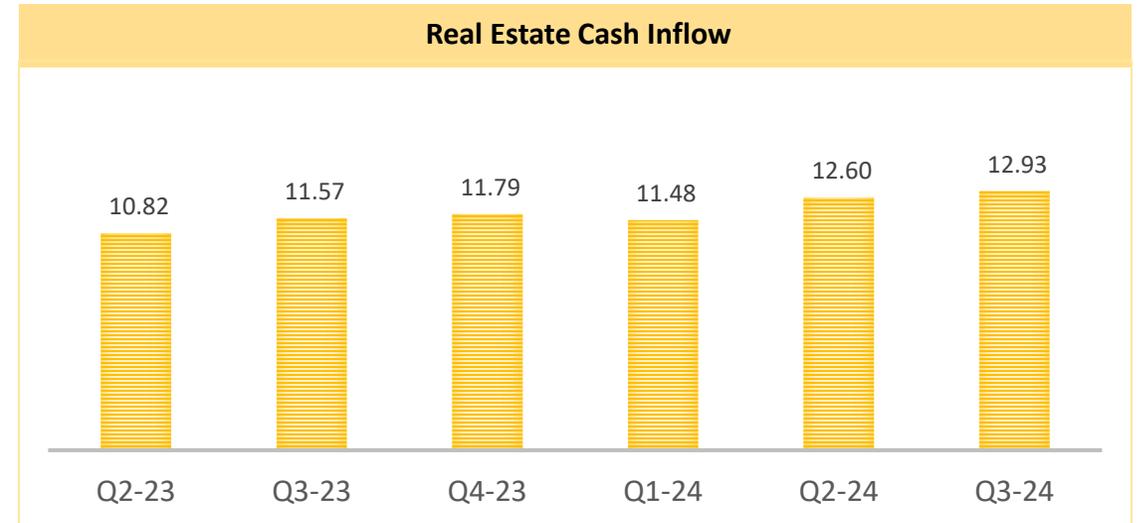
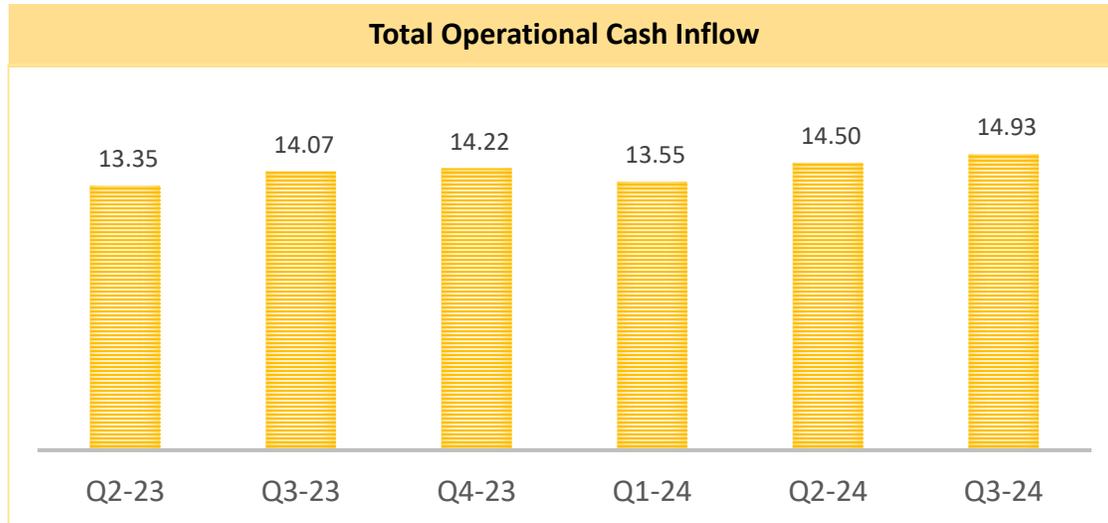
Project Updates



Consistent performance driven by active cashflow management

Highest ever inflows recorded in Q3-24, surpassing previous quarter; historic best quarter for Real Estate collections

Rs Billion



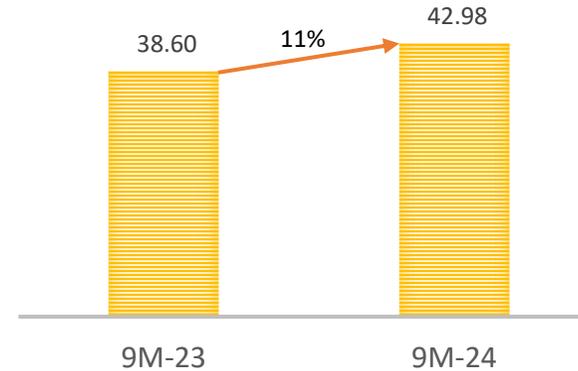
Achieved highest ever collections in 3Q and 9M FY 2024

Rs Billion

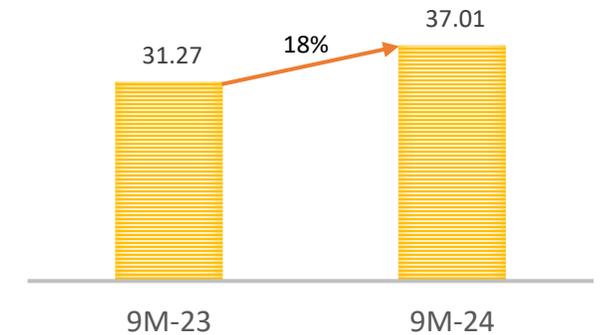
Key Highlights - Quarter & 9M Cashflows

- Highest ever total quarterly collections of Rs. 14.93 bn aided by consistent growth in collections from Real Estate business at Rs. 12.93 bn, up by 11.8% over same period last year
- Total Collections for 9M-24 was at Rs. 42.98 bn, up by 11.4% compared to 9M-23. Real Estate contribution was Rs. 37.01 bn
- Incremental Real Estate spends continued, recording highest quarterly outflow of Rs. 5.66 bn in Q3-24. For the 9M period, it increased by 21.9% compared to 9M-23, to Rs. 16.34 bn
- Land related payments in 9M-24 was Rs. 1.72 bn, compared to net inflow of Rs. 0.51 bn in 9M-23; For the quarter we deployed Rs. 605 mn, thereby strengthening our future pipeline
- Net debt reduced by 0.97 bn in Q3-24 total reduction of Rs. 2.96 bn achieved in 9M of FY2024. Net Debt to Equity now at 0.54
- Net Debt to Equity reduced to 0.54 from 0.58 in Q2-24

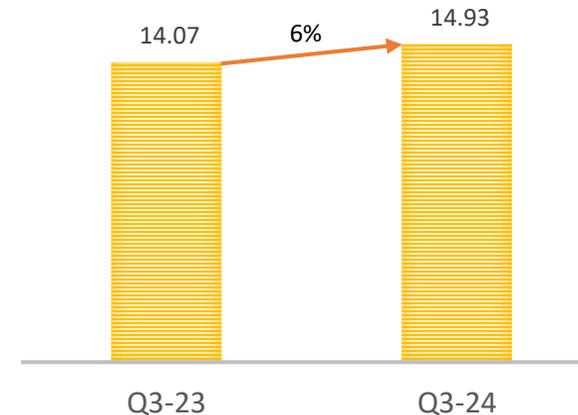
Total Operational Cash Inflow (9M-FY24)



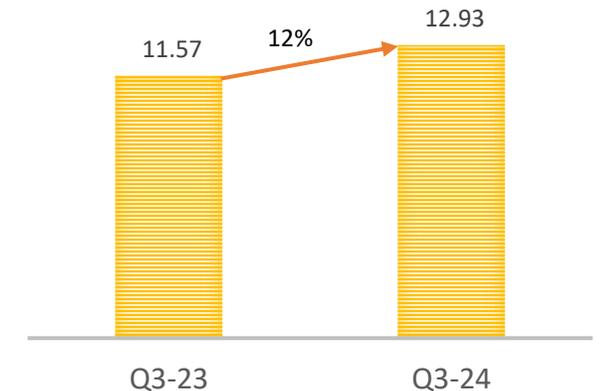
Real Estate Cash Inflow (9M-FY24)



Total Operational Cash Inflow (Q3-FY24)



Real Estate Cash Inflow (Q3-FY24)



Cashflow Statement – Q3 FY 2024

Rs Million

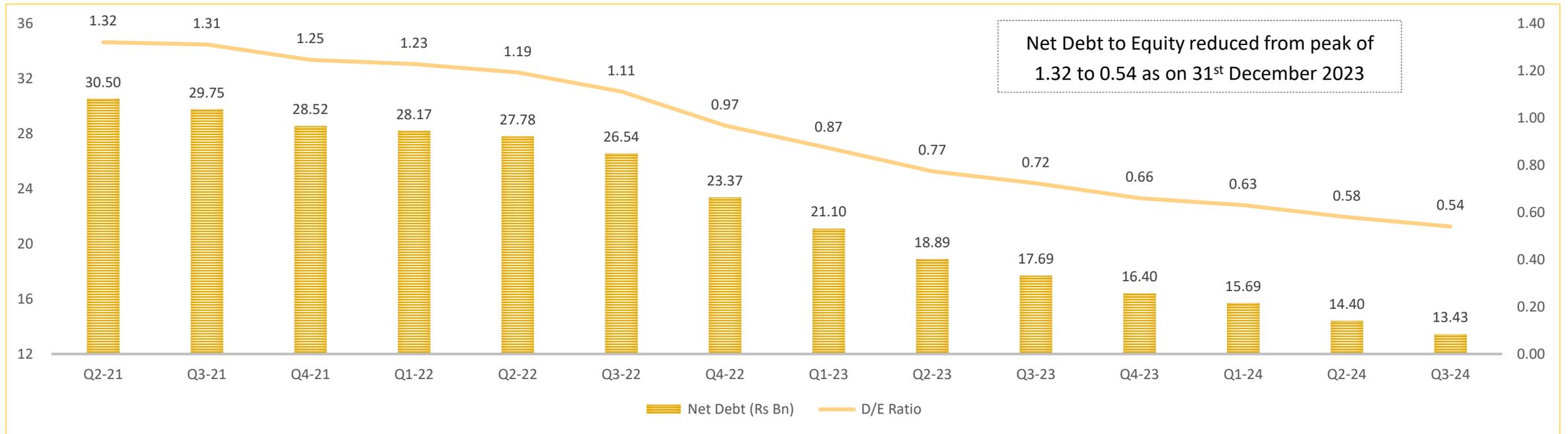
Particulars	Q3-24	Q2-24	Q3-23	9M-24	9M-23	FY-23
Operational cash inflows						
Real Estate Operations	12,929	12,598	11,571	37,005	31,271	43,058
Contractual & Manufacturing	2,002	1,902	2,500	5,977	7,327	9,765
Total Operational cash inflow (A)	14,931	14,500	14,071	42,982	38,598	52,823
Operational cash outflows						
Real Estate project outflow	5,662	5,359	5,009	16,341	13,408	18,369
Joint Development Partner payments	3,099	2,317	2,170	7,748	5,418	7,181
Contracts and Manufacturing	1,733	1,864	2,650	5,507	7,776	10,133
Net GST payments	605	510	402	1,844	1,022	1,404
Facilities management related outflow	325	318	194	898	454	618
Overheads	515	490	433	1,491	1,239	1,873
Advertising & Marketing	347	354	329	966	922	1,134
CSR	23	40	25	121	112	202
TDS payouts	236	278	318	759	1,004	1,350
Total Operational cash outflow (B)	12,543	11,529	11,530	35,676	31,355	42,263
Net Operational Cashflow : (C=A-B)	2,388	2,971	2,541	7,307	7,243	10,559

Cashflow Statement – Q3 FY 2024...continued

Rs Million

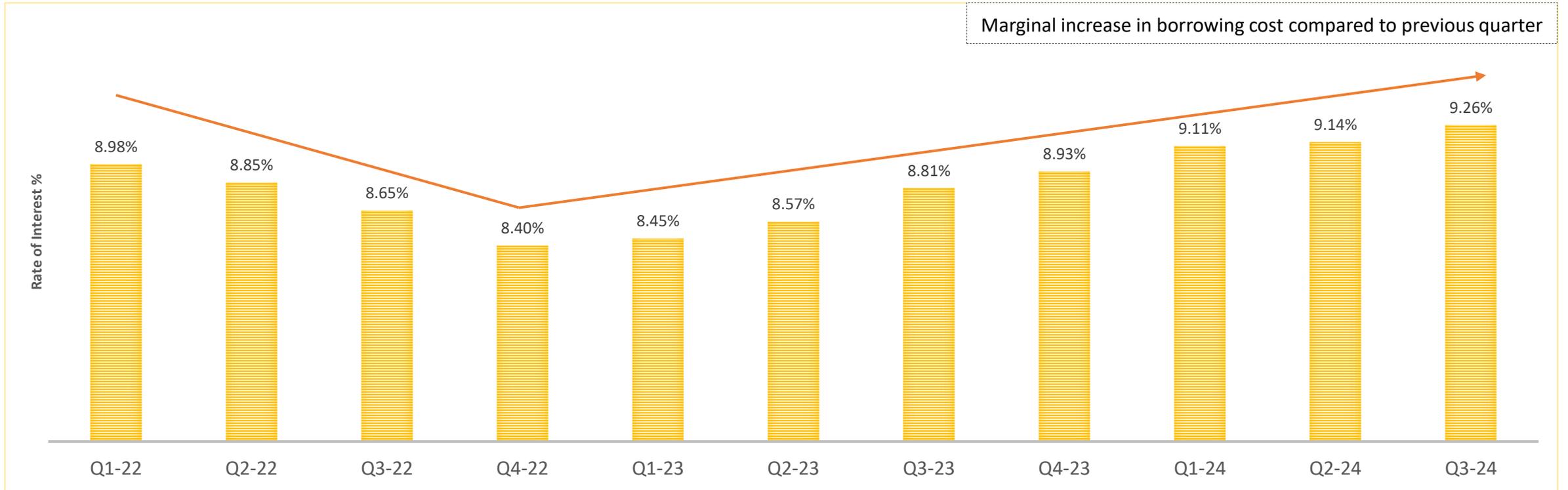
Particulars	Q3-24	Q2-24	Q3-23	9M-24	9M-23	FY-23
Financial Outflows						
Finance outflow	515	490	528	1,487	1,591	2,056
Dividend including taxes	-	284	-	284	285	285
Total Financial Outflows (D)	515	774	528	1,771	1,876	2,341
Net Cashflow after Financial & Tax Outflow : (E=C-D)	1,873	2,197	2,014	5,535	5,367	8,218
Capital Outflows						
Land related payments (net)	605	688	744	1,725	(513)	918
Capex	298	218	71	847	198	328
Total Capital Outflow (F)	903	906	814	2,572	(315)	1,246
Total Cash Inflow: (A)	14,931	14,500	14,072	42,982	38,598	52,823
Total Cash Outflow: (G =B+D+F)	13,961	13,209	12,873	40,019	32,916	45,851
Net Cashflow (A - G)	970	1,291	1,199	2,964	5,682	6,972

Net Debt reduction for 13 consecutive quarters, from internal accruals



	<i>Rs Billion</i>													
Particulars	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	Q3-24
Gross Debt	31.56	31.34	30.62	30.21	29.33	28.04	25.33	22.00	22.10	20.07	19.93	20.84	19.99	18.98
<i>Less: Cash & equivalents</i>	1.06	1.59	2.10	2.04	1.55	1.50	1.96	0.90	3.22	2.39	3.51	5.15	5.59	5.54
Net Debt	30.50	29.75	28.52	28.17	27.78	26.54	23.37	21.10	18.89	17.69	16.41	15.69	14.40	13.43
Net Cash Flow	(0.29)	0.75	1.23	0.36	0.39	1.23	3.17	2.27	2.21	1.20	1.29	0.70	1.29	0.97

Cost of borrowing increased marginally in Q3 FY 2024



Rs. Million

Quarterly Finance Outflows										
Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	Q3-24
732	722	729	618	529	534	528	465	483	490	511

Residential Real Estate Portfolio: Projected Cashflow as on 31st December 2023

Particulars	Completed - with unsold inventory	Ongoing - Area offered for sale	Ongoing - Area not offered for sale	Total	Unit
Total Saleable area	17.05	21.31	1.56	39.92	Mn sft
Sobha's share of Saleable area	15.75	20.39	1.56	37.70	Mn sft
Total area sold till 31 st Dec 2023	15.55	16.51	-	32.06	Mn sft
Unsold area as on 31 st Dec 2023	0.20	3.88	1.56	5.64	Mn sft
Balance cost to incur as on 31 st Dec 2023	2.71	64.23	9.31	76.25	Rs. Bn
Outstanding receivables + Balance to be billed & collected on sold units* + Refundable deposit	0.69	78.55	-	79.24	Rs. Bn
Sales value of unsold stock ^	1.56	39.75	20.40	61.71	Rs. Bn
Marginal Cashflow – Completed & Ongoing Projects	(0.47)	54.07	11.09	64.70	Rs. Bn
Marginal Cashflow – Forthcoming Projects (16.77 mn sft)				55.98	Rs. Bn

- Balance receivables of Rs. 79.24 billion from sold units fully covers the balance cost of Rs. 66.94 bn to complete the ongoing projects offered for sale
- Estimated Marginal Cashflow from Ongoing and Forthcoming projects put together is Rs. 120.68 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

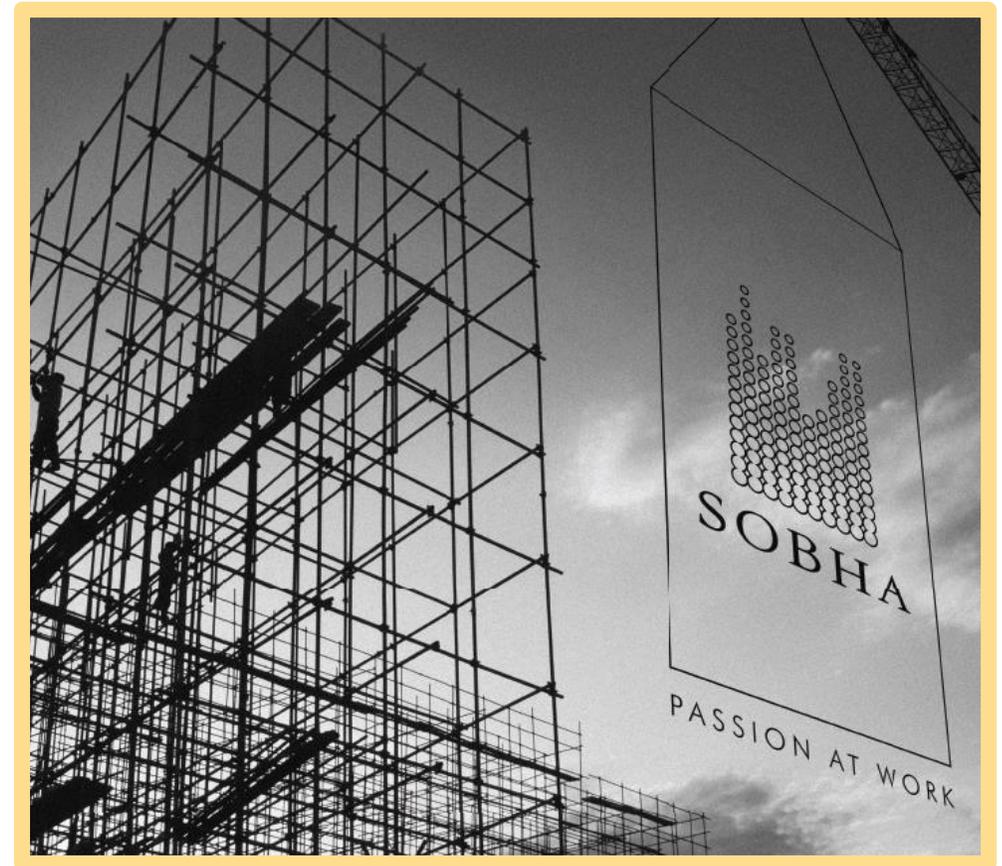
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Sales Performance

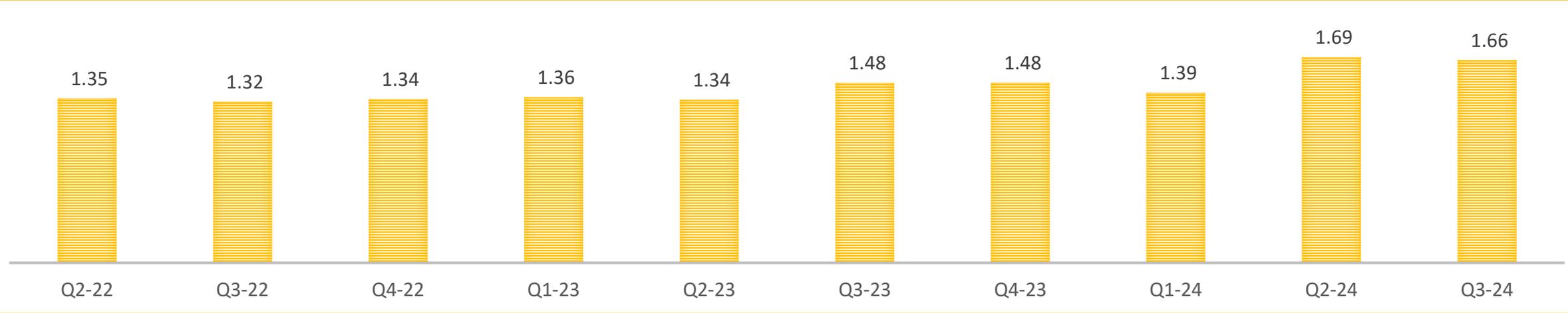
Financials & Operations

Project Updates

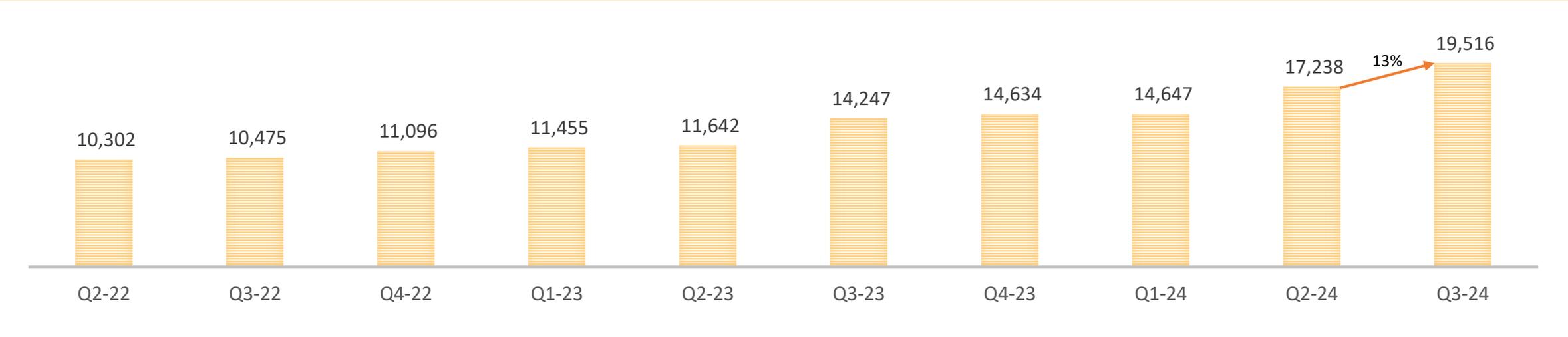


Steady sales performance with increasing value for consecutive 10 quarters

Quarterly New Sales Area (Mn sft)



Quarterly Sales Value (Rs. Mn)

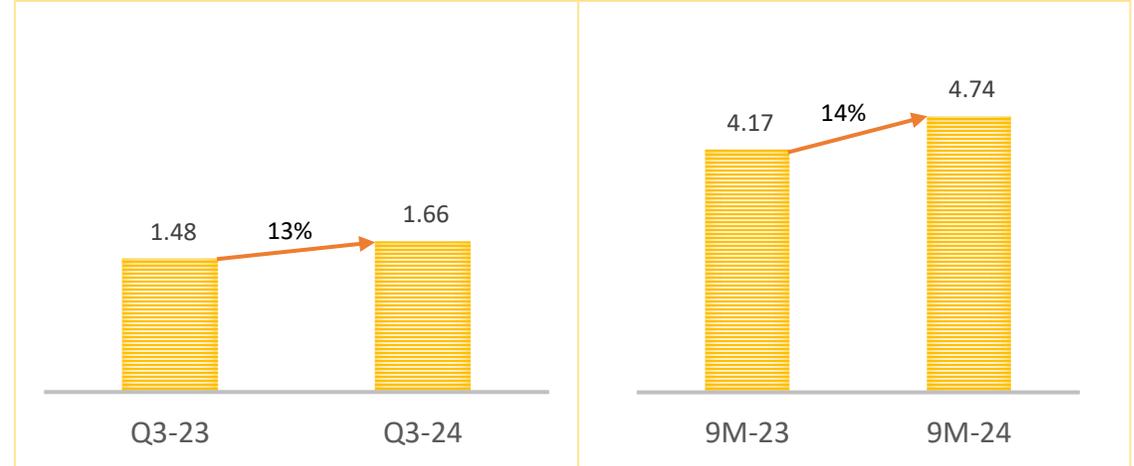


Historic best Sales performance achieved in Q3 and 9M FY 2024

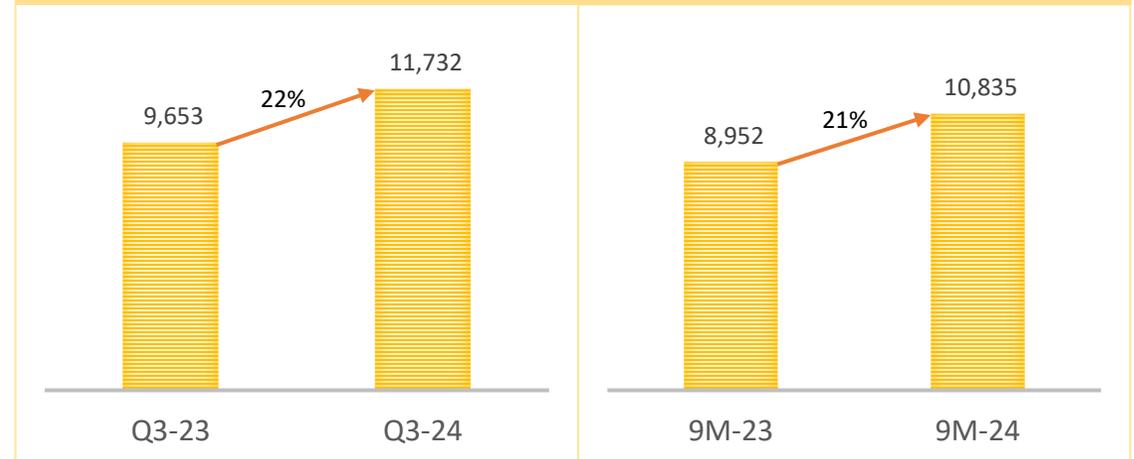
Key Highlights - Quarter & 9M Sales

- ▶ Achieved highest ever quarterly sale value of Rs. 19.52 bn in Q3-24, with remarkable growth of 36.9% over Q3-23, supported by sale of 1,663,507 sft comprising 971 homes at average realization of Rs. 11,732 / sft.
- ▶ For 9M-24, we achieved best ever sales performance across comparative period with sale of 4.74 mn sft of value Rs. 51.40 bn
- ▶ Bangalore touched new area sale of 1.25 mn sft recording highest ever sale value of Rs. 14.99 billion, growth of 60.8% over previous quarter;
 - SOBHA Neopolis, launched in Oct-23 contributed to 66.4% of sales area in Bangalore - with saleable area of 832,525 sft
- ▶ In NCR we completed the sale of entire project of SOBHA City Gurgaon comprising total saleable area of 3.23 mn sft, launched in Nov-2015.
- ▶ For 9M-24, GIFT City sale value was Rs. 2.41 bn with growth of 89.4%
- ▶ Kerala region clocked 59.5% growth in new area sales over Q3-23. For the period of 9M, the region clocked sale of Rs. 6.99 bn, which is 3x of sale value in comparative period in FY 2023

New Sales Area (Mn sft)



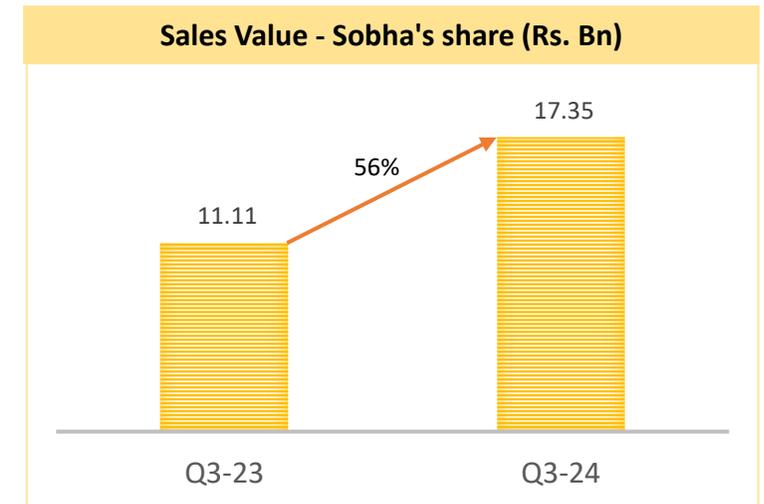
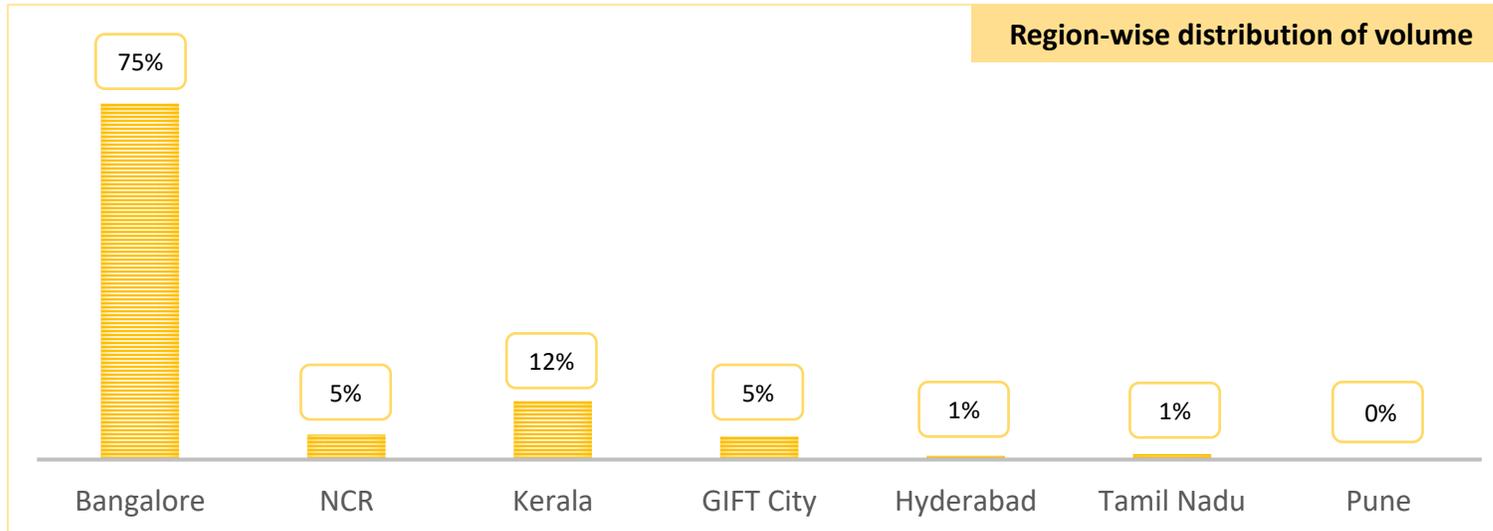
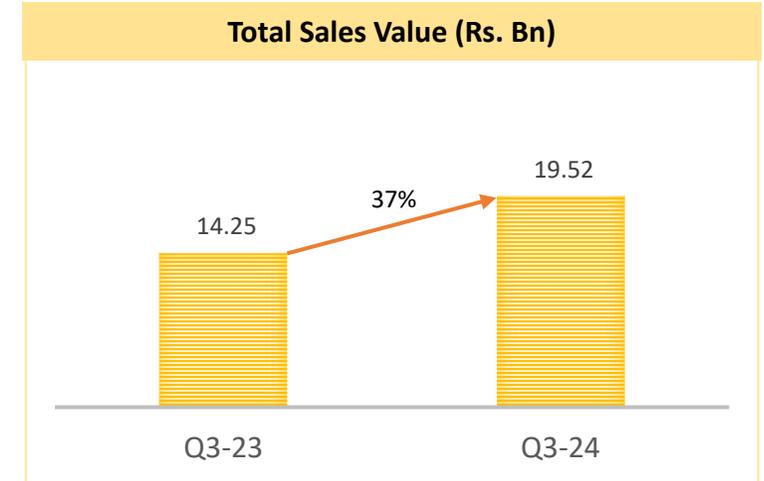
Average Price Realization (Rs / sft)



Region wise Real Estate Sales Performance in Q3 FY 2024

Highest ever quarterly sales value – driven by sustained demand for SOBHA homes and launch of SOBHA Neopolis in Bangalore

Region	Area Sold (sft)	Total Sale Value (Rs. Mn)	Sobha's Share Value (Rs. Mn)	Average Price Realization (Rs. / sft)
Bangalore	1,253,071	14,988	13,904	11,961
NCR	88,035	1,375	988	15,617
Kerala*	206,776	2,063	1,401	9,977
GIFT City	82,874	731	731	8,823
Hyderabad	14,870	215	215	14,492
Tamil Nadu*	19,903	164	136	8,230
Pune	(2,023)	(20)	(20)	10,101
Total	1,663,507	19,516	17,355	11,732

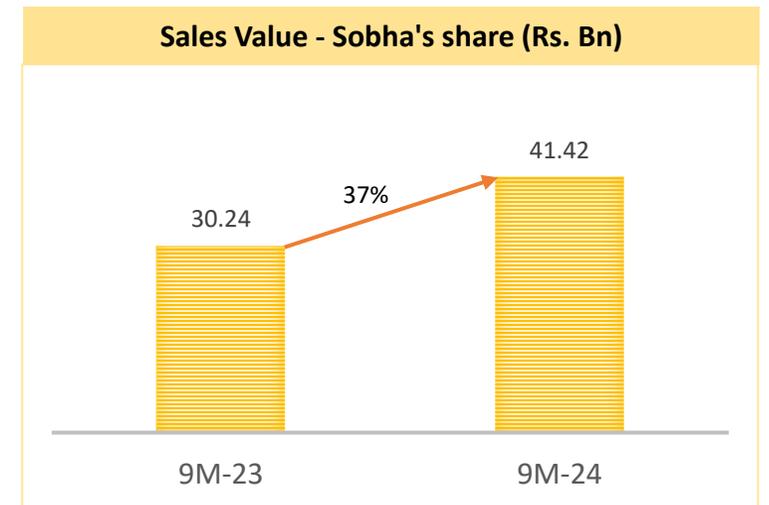
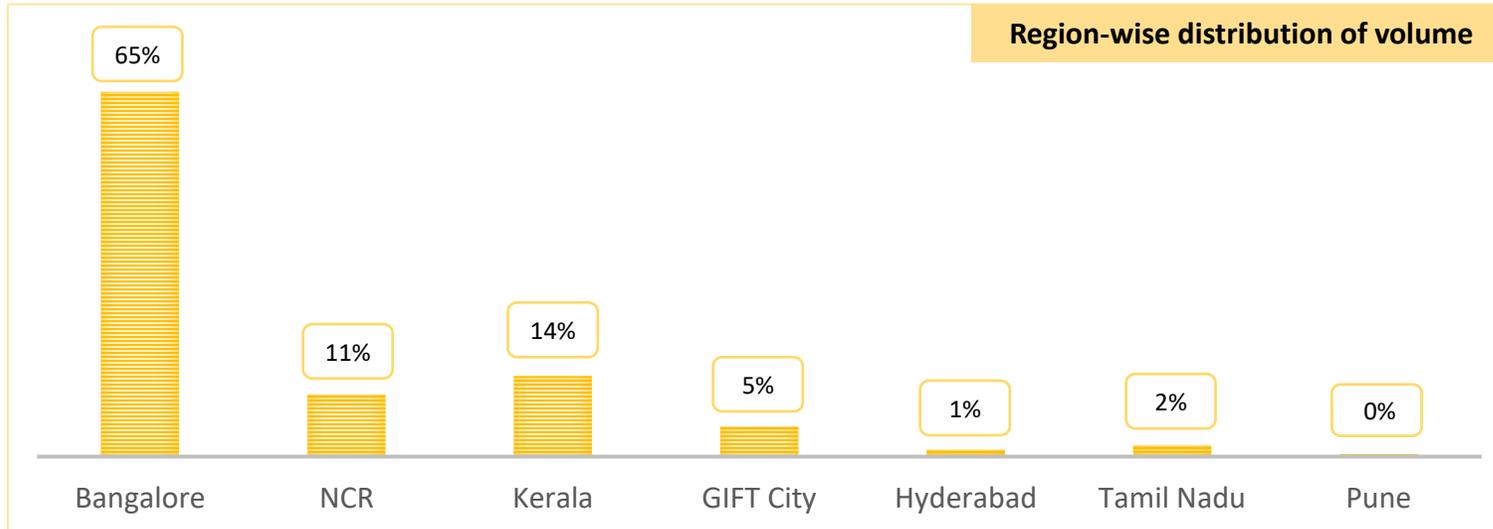
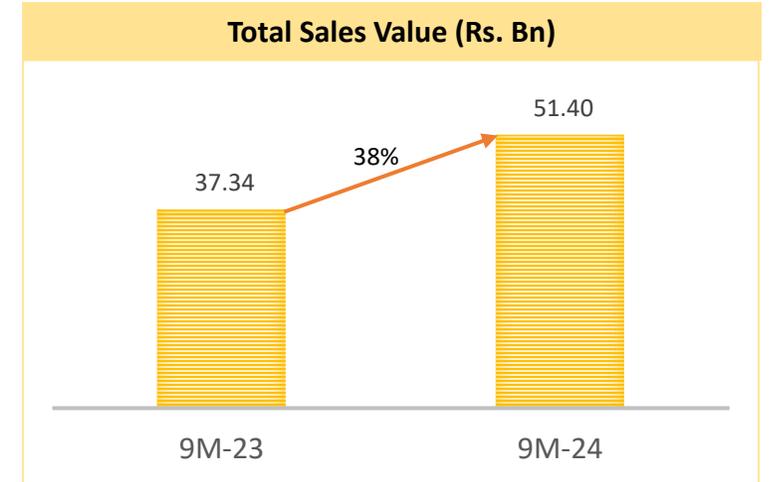


*Kerala includes Kochi, Thrissur, Calicut and Trivandrum ; Tamil Nadu includes Chennai and Coimbatore

Region wise Real Estate Sales Performance in 9M FY 2024

37.6% growth in sale value; 13.7% growth in new sale area compared to 9M FY 2023

Region	Area Sold (sft)	Total Sale Value (Rs. Mn)	Sobha's Share Value (Rs. Mn)	Average Price Realization (Rs. / sft)
Bangalore	3,099,547	32,268	27,483	10,410
NCR	528,817	8,189	5,387	15,486
Kerala*	684,542	6,994	4,703	10,217
GIFT City	255,999	2,141	2,141	8,363
Hyderabad	57,782	834	834	14,433
Tamil Nadu*	97,573	741	632	7,598
Pune	19,560	234	234	11,948
Total	4,743,819	51,401	41,415	10,835

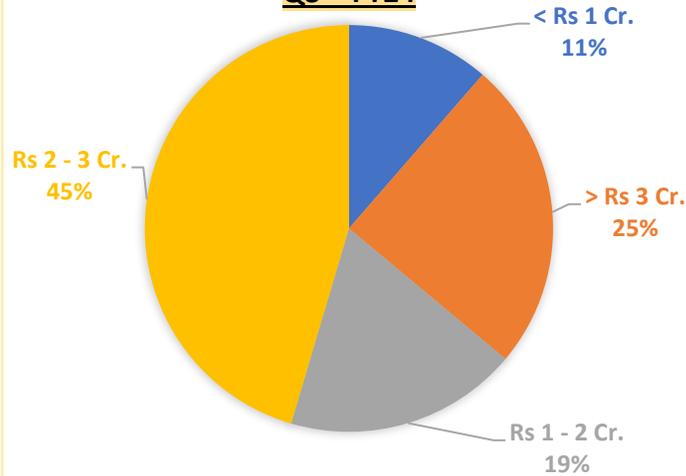


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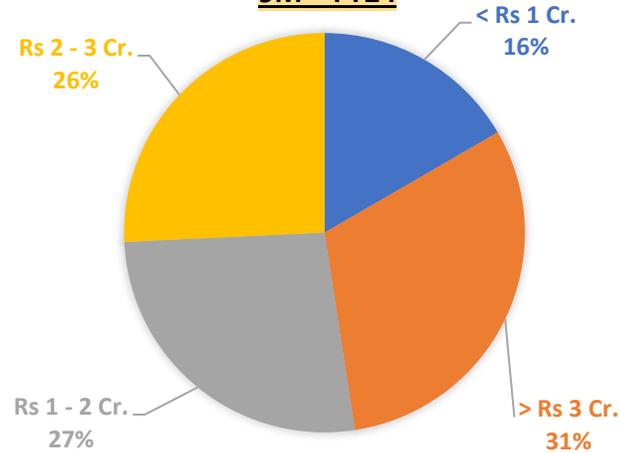
Sales Value classification (Q3 & 9M FY 2024) - Price Band & Region Wise

Price band wise contribution to sales value

Q3 – FY24



9M – FY24



Region wise contribution to sales value

Region	Q3-24		9M-24	
	Sale Value	Contribution	Sale Value	Contribution
	Rs. Mn	%	Rs. Mn	%
Bangalore	14,988	77%	32,268	63%
Kerala*	2,063	11%	6,994	14%
NCR	1,375	7%	8,189	16%
GIFT City	731	4%	2,141	4%
Hyderabad	215	1%	834	2%
Tamil Nadu*	164	1%	741	1%
Pune	-20	0%	234	0%
Total	19,516	100%	51,401	100%

- Demand for larger residential homes continued with work-from-home becoming mainstay in services sector
- Contribution from luxury segment (> Rs. 2 Cr.) has increased from 36% in 9M-23 to 57% in 9M-24. In Q3-24 it was at 70% supported by significant contribution from launch of SOBHA Neopolis in Bangalore in Oct-24
- Contribution of > Rs 3 Cr. products has increased from 25% in 9M-23 to 31% in 9M-24, supported by Marina One (Kochi), SOBHA Neopolis, SOBHA Galera, whereas < Rs. 2 Cr. segment reduced from 64% in 9M-23 to 43% in 9M-24
- Mid-Luxury segment of Rs. 1 Cr. - 2 Cr. which contributed 41% in 9M-23 sales has reduced to 27% in 9M-24, replaced by Rs. 2 Cr. - 3 Cr. segment, where contribution has gone up by 15% compared to same period last year
- Major projects in Rs. 2 Cr. - 3 Cr. category are SOBHA Metropolis (Thrissur), SOBHA Whispering Hill, SOBHA Brooklyn Towers, SOBHA Royal Crest

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

Inventory Visibility – Ongoing and Forthcoming Real Estate Projects

Forthcoming Projects

Location	SBA (Mn sft)	No. of Projects
Residential	16.77	19
Bangalore	8.19	7
NCR	4.09	3
GIFT City	1.18	1
Kochi	1.37	2
Trivandrum	0.46	1
Calicut	0.81	1
Coimbatore	0.28	2
Chennai	0.41	2
Commercial	0.83	3
NCR	0.80	2
Thrissur	0.03	1
Grand Total	17.60	22

Total Residential Inventory – Ongoing and Forthcoming

Inventory status	Mn sft
Unsold Area - Completed projects	0.20
Unsold Area - Ongoing projects - offered for sale	3.88
Unsold area - Ongoing projects - not offered for sale	1.56
Forthcoming projects	16.77
Total inventory visibility	22.41

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

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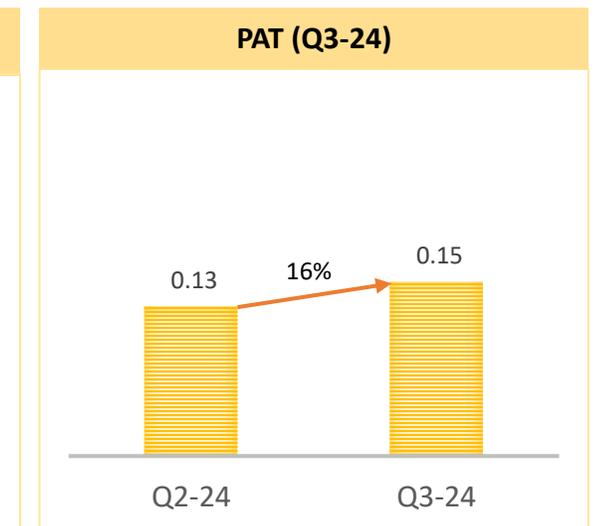
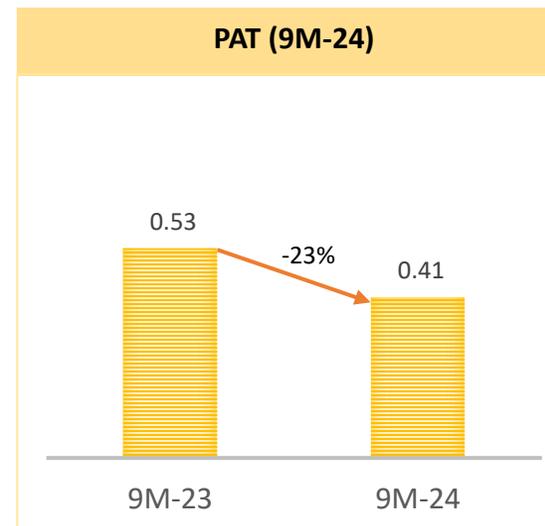
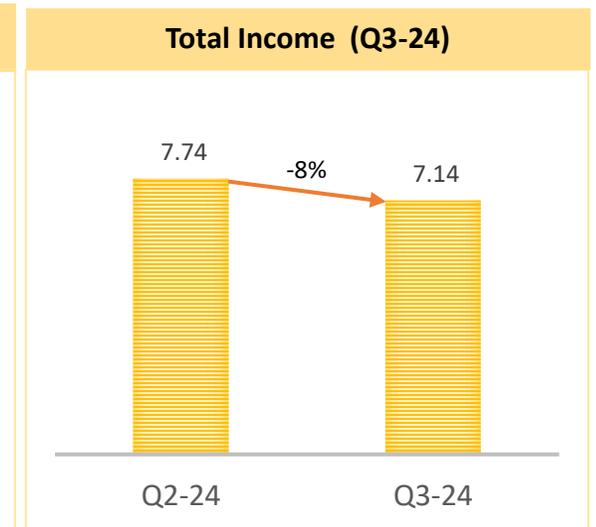
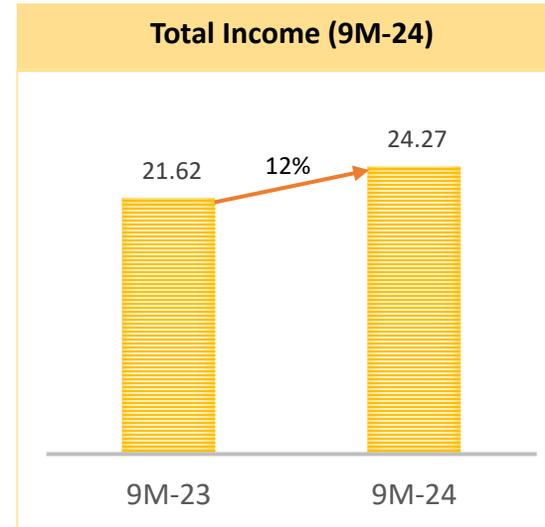


Financial & Operational Highlights – Q3 & 9M FY 2024

Key Highlights – Quarter and 9M

- ▶ Total income in 9M-24 was Rs. 24.27 bn, registering growth of 12.2% compared to same period in FY 2023. For the quarter was Rs. 7.14 bn
- ▶ Real Estate segment contributed Rs. 18.06 bn (74.4% of total income), improving by 15.2% compared to same period in FY23
- ▶ The growth in revenue recognition was supported by handover of 1,616 homes comprising 2.39 mn sft of SBA; For the quarter we handed over 434 homes comprising 675,814 sft
- ▶ Contractual & manufacturing revenue was steady at Rs. 5.28 bn for 9M-24
- ▶ EBITDA for 9M-24 was Rs. 3.07 bn with margin of 12.6%; For the quarter it was Rs. 1.02 bn with margin of 14.4%
- ▶ PAT for 9M-24 was at Rs. 407 mn with margin of 1.7%; For the quarter we achieved PAT of Rs. 153 mn with margin of 2.1%
- ▶ Balance revenue to be recognized from sold residential units till 31.12.2023 is Rs. 127.04 bn

Rs Billion



Profit & Loss Statement – Q3 FY 2024

Rs Million

Particulars	Q3-24	Q2-24	Q3-23	9M-24	9M-23	FY-23
Real Estate Revenue	5,212	5,436	6,735	18,058	15,681	25,238
Contractual & Manufacturing Revenue	1,638	1,976	1,946	5,283	5,321	7,863
Other Income	288	324	298	925	621	923
Total Income	7,137	7,736	8,980	24,266	21,623	34,024
Total Expenditure	6,108	6,658	7,794	21,191	18,464	29,406
EBIDTA	1,029	1,078	1,186	3,075	3,159	4,618
<i>EBIDTA Margin</i>	<i>14.4%</i>	<i>13.9%</i>	<i>13.2%</i>	<i>12.7%</i>	<i>14.6%</i>	<i>13.6%</i>
Depreciation	201	193	174	577	500	678
Finance Expenses	614	639	660	1,865	1,879	2,490
Profit Before Tax	214	247	352	633	781	1,450
<i>PBT Margin</i>	<i>3.0%</i>	<i>3.2%</i>	<i>3.9%</i>	<i>2.6%</i>	<i>3.6%</i>	<i>4.3%</i>
Tax Expenses	63	97	34	212	224	408
PAT after share of associates	151	149	318	421	557	1,042
Other comprehensive income	2	(18)	-	(14)	(25)	(40)
Net Profit	153	131	318	407	532	1,002
<i>Net Profit Margin</i>	<i>2.1%</i>	<i>1.7%</i>	<i>3.5%</i>	<i>1.7%</i>	<i>2.5%</i>	<i>2.9%</i>

Consolidated Balance Sheet as on 31st December, 2023

ASSETS (Rs. Mn)	31-Dec-23	30-Sept-23	EQUITY & LIABILITIES (Rs. Mn)	31-Dec-23	30-Sept-23
Non-current Assets			Equity		
Property, Plant and equipment	4,438	4,273	Equity Share Capital	948	948
Investment Property	4,451	4,451	Other Equity	24,121	23,969
Investment Property under construction	78	93	Total Equity (C)	25,070	24,917
Intangible assets	229	227			
Right of use assets	108	101	Non-Current Liabilities		
Financial Assets			Financial Liabilities		
Investments	1,149	1,149	Borrowings	8,592	7,283
Trade Receivables	386	660	Lease liabilities	214	204
Other Non-current financial assets	359	359	Provisions	244	241
Other non-current assets	8,959	9,074	Deferred Tax Liability	147	143
Current tax assets (net)	156	158	TOTAL	9,198	7,872
Deferred tax assets (net)	764	480	Current Liabilities		
TOTAL (A)	21,076	21,025	Financial Liabilities		
Current Assets			Borrowings	10,384	12,711
Inventories	91,712	89,874	Lease liabilities	28	28
Financial Assets			Trade Payable	6,025	6,256
Trade receivables	1,733	1,701	Other Current financial liabilities	6,668	8,786
Cash and cash equivalents	985	1,559	Other current liabilities	74,399	69,826
Bank balance other than Cash	4,799	4,908	Liabilities for current tax (net)	208	220
Loans	3	1	Provisions	283	73
Other Current financial assets	4,081	4,031	TOTAL	97,995	97,900
Other Current Assets	7,873	7,589			
TOTAL (B)	111,186	109,664	Total Liabilities (D)	107,192	105,772
TOTAL ASSETS (A + B)	132,262	130,689	TOTAL EQUITY & LIABILITIES (C + D)	132,262	130,689

Contracts Portfolio & Operational Overview – 9M FY 2024

Revenue & Collection

Rs Billion

Particulars	9M-24	9M-23
Revenue		
Contracts	2.35	2.47
Manufacturing	2.94	2.85
Total	5.29	5.32
Collections		
Contracts	2.50	3.97
Manufacturing	3.47	3.36
Total	6.97	7.33

Ongoing Projects location-wise

Location	No of projects	Built-up area (Mn sft)
Bangalore	5	3.56
Sonepat	1	0.49
Total	6	4.05

Ongoing Projects details



Ashoka University North Campus - Sonepat

Total SBA of 493,000 sft and order value of Rs. 2.4 bn.
Scope includes Civil , MEP, PHE , Glazing and finishing work
Expected date of completion in September 2024.



Janaseva Trust Param - Bangalore

Total SBA of 523,000 sft and order value of Rs. 728.91 mn.
Scope of includes complete Civil works
Expected date of completion in Mar 2024.



Karle HUB 05 SEZ & NWCM & Vario - Bangalore

Total SBA of 2,840,917 sft and order value of Rs. 2.6 bn.
Scope of work - Civil, Structural including finishing work.
Expected date of completion in September 2025

Manufacturing & Retail Performance – 9M 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, Restoplus & metercube		Concrete Products	
Turnover 9M-24	Rs. 1.39 bn	Turnover 9M-24	Rs. 0.92 bn	Turnover 9M-24	Rs. 0.63 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	227,325	153,403
Sub Total		550,308	434,201
Sobha City, Athena, Bangalore	Ongoing	28,863	28,863
Sub Total		28,863	28,863
Sobha Metropolis, Thrissur	Forthcoming	27,607	27,607
International City, Gurgaon	Forthcoming	615,607	615,607
Sobha Sector 106, Gurgaon	Forthcoming	180,000	137,700
Sub Total		823,214	780,484
Grand Total		14,02,385	12,43,548



Net Operating Income from commercial portfolio in 9M-24 was Rs. 351 mn

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Project Updates



New Project Launches during Q3 FY 2024

SOBHA Neopolis



Located in Panathur, off Outer Ring Road, the project spans over 26.6 acres in the heart of ORR-Sarjapur-Marathali IT Hub, which is home to majority of expats in the city.

- Project has a total of 3,440,634 sft saleable area comprising 1,875 units (1 / 3 / 4 BHKs) with 3 clubhouses on 77k sft fitted with all modern amenities
- Apartments are spread across 19 Towers of 2B + G + 18 Floors configurations -
 - 1 BHK – 225 nos. are of 675 sft
 - 3 BHKs – 1,195 nos. range from 1,611 sft to 2,178 sft
 - 4 BHKs – 445 nos. are ranging from 2,333 sft – 2,481 sft
- Design of the project is inspired from Grecian architecture with use of bevelled pediments, majestic arches and domes with hues of Santorini Island

SOBHA Metropolis Ph III



Located in Kuttanellur, Thrissur City. Phase III of SOBHA Metropolis comprises of Wing 5 & 6 . The total project spans over 8.41 acres.

- The Project was initially launched in Jan 2020 and since then it has become a coveted address in Thrissur City.
- Phase III has a total of 399,243 sft saleable area comprising 160 units (2 / 3 / 4 BHKs)
- Apartments are spread across 2 Towers of 2B + G + 23 & 25 Floors configurations ranging from 1.885 sft to 2,843 sft
- The overall architecture imbibes elements from classical Greek and modern Roman styles, combined with principles of balance and proportion in all geometric forms, using the golden ratio to maintain symmetry across all designs

SOBHA City Gurgaon – SOLD OUT!

			Area in mn sft
Total Land Area	1.71	Area completed as on 31 st Dec 2023	1.26
Total Saleable Area	3.23	RERA completion date	Dec - 2028

SOBHA CITY Gurgaon - Aerial View



Project spans over 39.37 Acre, on Dwarka Expressway, close to Delhi-Gurgaon border, with saleable built up area of 3.23 mn sft comprised of 1,548 units across 20 towers. Project was launched on November - 2015 and officially closed sales in December - 2024. We launched the project at a price of Rs. 7,955 / sft.

Over time, as SOBHA brand got established in NCR, prices escalated to reach Rs. 16,538 /sft, by the time we sold our last unit, an appreciation of 78.6% over the life of the project.

So far, 648 units have already been handed over to buyers, while 900 units are currently under construction.

Notably, the project achieved its highest quarterly sales in Q4-CY22, with 316,893 sft sold during that period. The total Sobha's share of sale value generated from this extensive project was Rs. 48.7 Bn

Project Completions during Q3 FY 2024

575 homes (with SBA of 1.04 mn sft) delivered across 5 cities

Project	Location	Product Type	No. of units	SBA (sft)
Marina One	Kochi	Apartment	112	387,581
Sobha Dream Gardens	Bangalore	Apartments	182	182,586
Sobha Dream Acres - Tropical green	Bangalore	Apartments	120	144,129
Sobha City Gurgaon	NCR	Apartment	72	133,897
Sobha Royal Pavilion	Bangalore	Apartments	76	126,311
International City Gurgaon	NCR	Villas	8	49,841
Sobha Silver Estate	Thrissur	Villas	4	13,314
Sobha Westhill Part C	Coimbatore	Row Houses	1	2,908
Total			575	1,040,567

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*	58.09	42.90	20.76	14.41	8.19
Gurgaon	3.82	2.51	3.19	2.12	4.88
Kerala*	4.11	3.13	6.46	4.33	2.66
GIFT CITY	-	-	1.23	0.84	1.18
Tamil Nadu*	7.21	5.61	0.52	0.33	0.68
Hyderabad	-	-	0.80	0.65	-
Pune	1.20	0.88	0.94	0.64	-
Total	74.43	55.03	33.90	23.33	17.60

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

Completed Residential Projects during Q3 FY 2024

**SOBHA Royal Pavilion – Wing 3
Bangalore**



Wing 3 comprising 1 Tower of G+18 floors
Total SBA completed in Q3-FY24 – 126,311 sft (76 Units)

**SOBHA Dream Garden - Wing 7A & 7B
Bangalore**



Wing 7A and 7B comprising 1 tower of G+23 floors
Total SBA completed in Q3-FY24 – 182,586 sft (182 Units)

**SOBHA Dream Acres – Tropical Green Wing 32
Bangalore**



Wing 32 comprising of 1 tower G+14 floors
Total SBA completed in Q3-FY23 – 144,129 sft (120 units)

Completed Residential Projects during Q3 FY 2024...continued

**Sobha City – Tower B3
NCR**

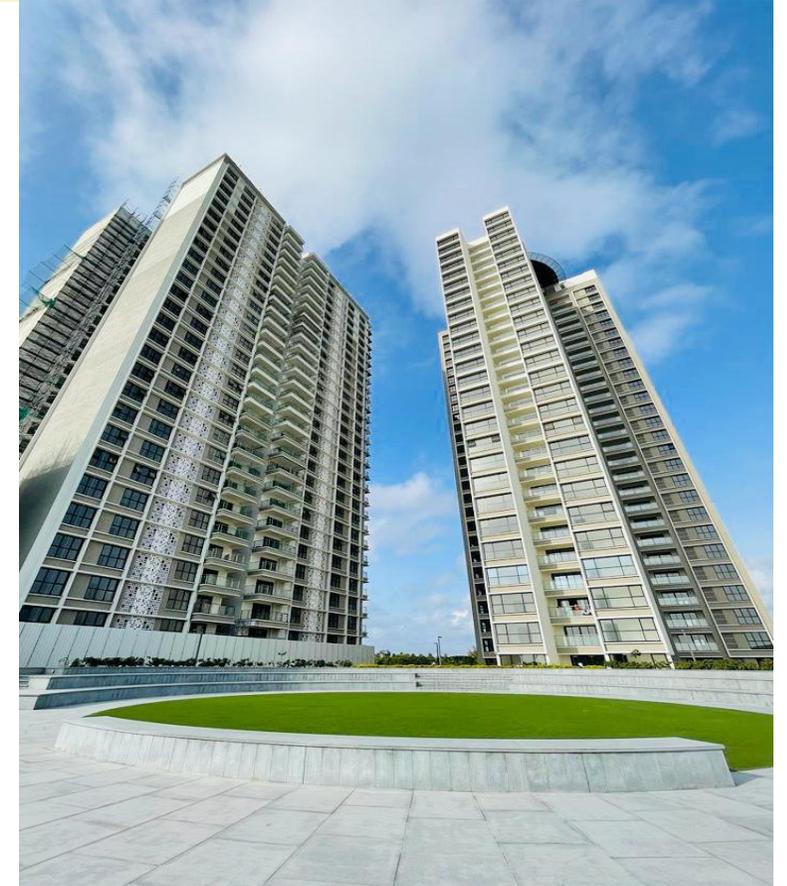


Tower B3 comprising 1 Tower of G+18 floors
Total SBA completed in Q3-FY24 – 133,897 sft (72 Units)

**Marina One – North Wing 3
Kochi**



North Wing 3 comprising of G+28 floors
Total SBA completed in Q3-FY24 – 387,581 sft (112 Units)



Shot at project sites

Completed Residential Projects during Q3 FY 2024...continued

**Sobha Lake Silver Estate
Thrissur**



4 Villas completed in Q3-FY24
Total SBA completed – 13,314 sft

**SOBHA West Hill Part C
Coimbatore**



1 Villas completed in Q3-FY24
Total SBA completed – 2,908 sft

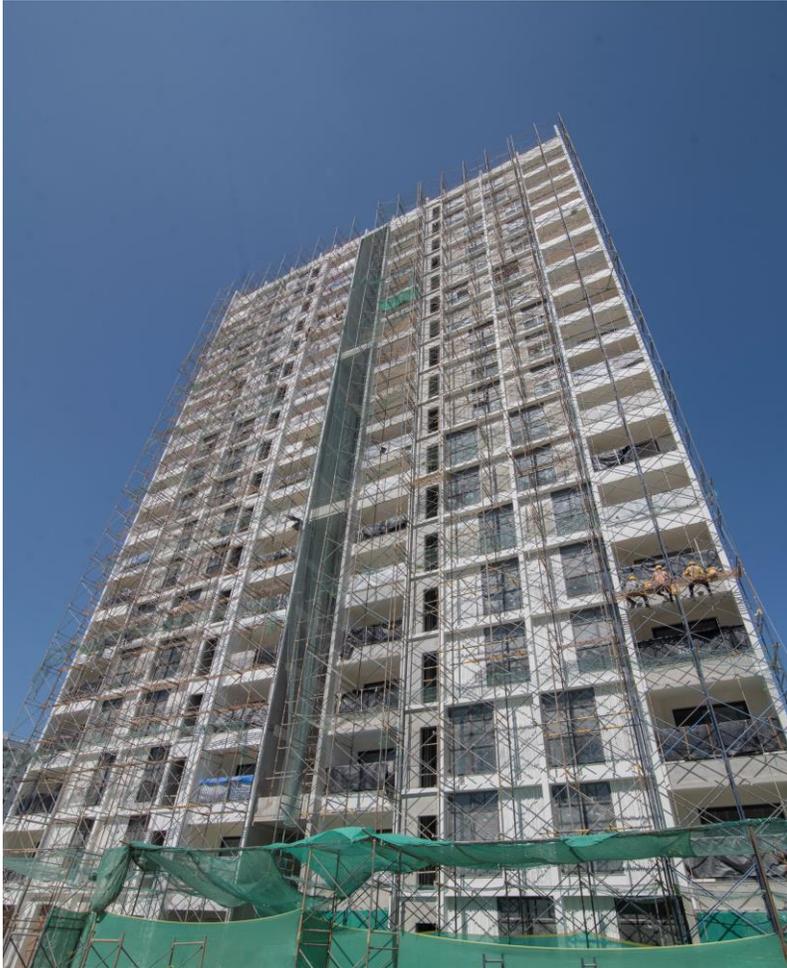
**International City Gurgaon
NCR**



8 Villas completed in Q3-FY24
Total SBA completed in Q3-FY24 – 49,841 sft

Ongoing Residential Projects

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 Victoria Park - Bangalore



Development details

Phase I – 5 Towers of G+9 floors with 300 units & SBA of 538,026 sft
Phase II – 19 Row Houses and SBA of 50,425 sft

SOBHA Oakshire - Bangalore



Development details

Total 80 Rowhouses SBA of 275,486 sft

Shot at project sites

Ongoing Residential Projects...continued

SOBHA Neopolis – Bangalore



Development details

19 Wings of 2B + G+18 floors with 1875 units (1/3/4 BHK) SBA of 3,440,634 sft

SOBHA Manhattan Towers - Bangalore



Development details

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

Sobha Lake Garden - Bangalore



Development details

Towers of G+13/18 floors with 597 units (1/2/3/3.5 BHK) Total SBA of 420,233 sft

Shot at project sites

Ongoing Residential Projects...continued

Sobha Nesara - Pune



Development details

3 Towers of G+23 floors with 293 units (2/3/4/4.5 BHK)
Total Sba of 524,240 sft

Sobha Avalon (Gift City)



Development details

2 Towers of G+27 floors with 268 units (1/1.5/2/3 BHK)
Total SBA of 320,667 sft

Sobha Waterfront - Hyderabad



Development details

4 Towers of G+14 floors with 238 units (3/3.5/4 BHK)
Total SBA of 654,631 sft

Shot at project sites

Ongoing Residential Projects continued

Sobha Metropolis - Thrissur



Development details

6 Towers with G+21/23/25 floors with 504 units (2.5/3/4 BHK)
Total SBA of 1,134,591 sft

SOBHA Meadows Whispering Hills - Trivandrum



Development details

2 Blocks of G+12 floors with 98 units (3 BHK)
Total SBA of 200,657 sft

SOBHA Marina One - Kochi



Development details

6 Towers of G+25/27/28 floors with 586 units (2/3/3.5/4 BHK)
Total SBA of 1678444 sft

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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