



Date: November 15, 2022

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

Sub: Investor Presentation on the unaudited financial results for the quarter and half year ended September 30, 2022.

Please find attached the Presentation on the Operations and Financial Results on the unaudited financial results of the Company for the quarter and half year ended September 30, 2022.

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

Yours sincerely,

FOR SOBHA LIMITED

**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



**Investor Presentation
September 2022**

SOBHA: Leading through excellence, scale and innovation

Established on a solid footing

- ▶ Bangalore headquartered Real Estate & Construction firm with 27 years of delivering international quality residential homes and commercial spaces across India
- ▶ Founded by Mr. PNC Menon with a vision “To transform the way people perceive Quality”
- ▶ 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 through unique backward integration model

- ▶ In-house design-to-delivery capabilities
- ▶ Four manufacturing units spread over 25 acres
- ▶ 3,100+ professionals and 8,000+ technician workforce
- ▶ SOBHA Academy for training construction professionals & technicians

Consistent delivery at scale

- ▶ 121.86 mn sft completed in 507 projects till date across 27 cities in 14 states: Real estate in 11 cities and Contracting in 26 cities
- ▶ Delivery run rate of 5 mn sft in the past five years with 37.71 mn sft currently under development

	No. of Projects	Area (Mn sft)	No. of Cities
Real Estate			
Completed	175	64.63	7
Ongoing	66	32.88	11
Contractual			
Completed	332	57.23	26
Ongoing	8	4.83	4

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 30th Sep 2022

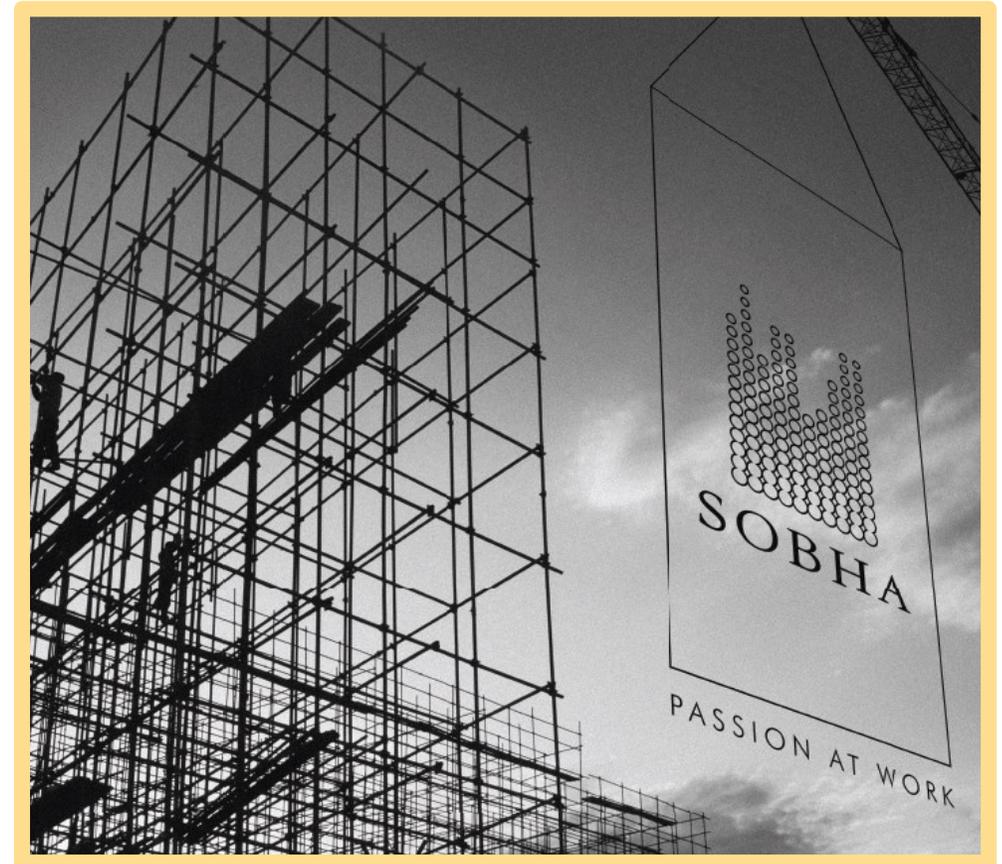
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Robust Cashflows

Steady Sales Performance

Financials & Operations

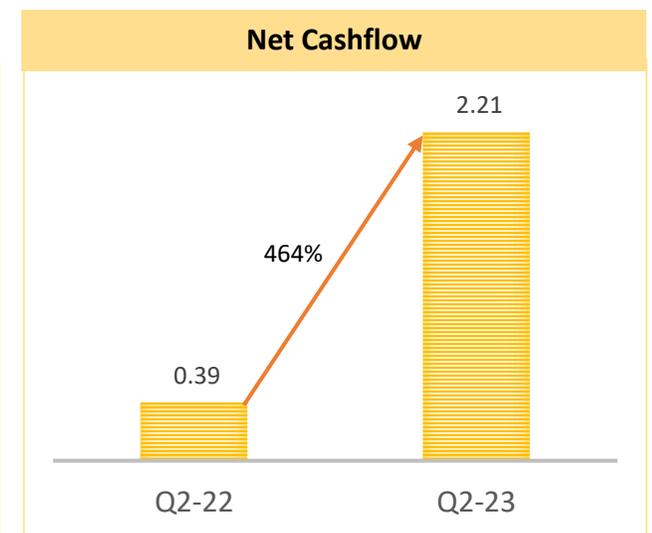
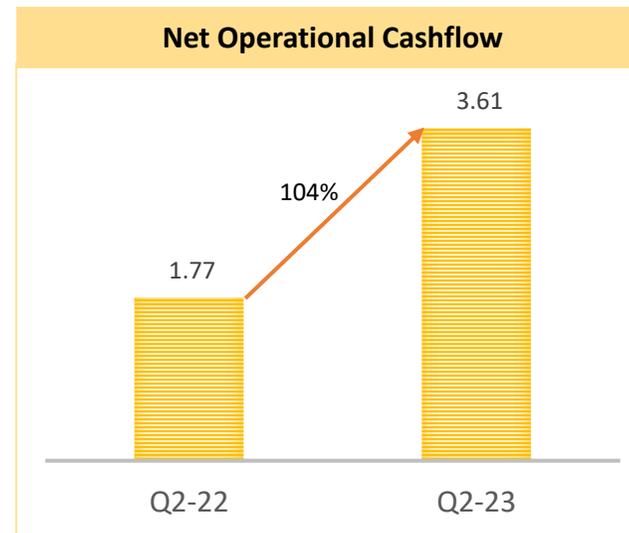
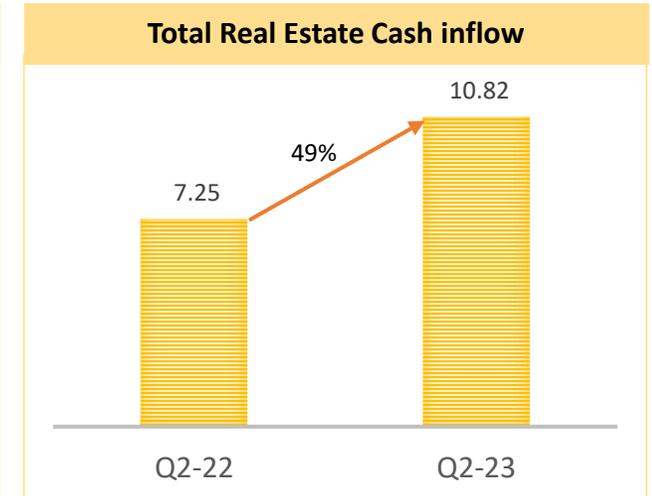
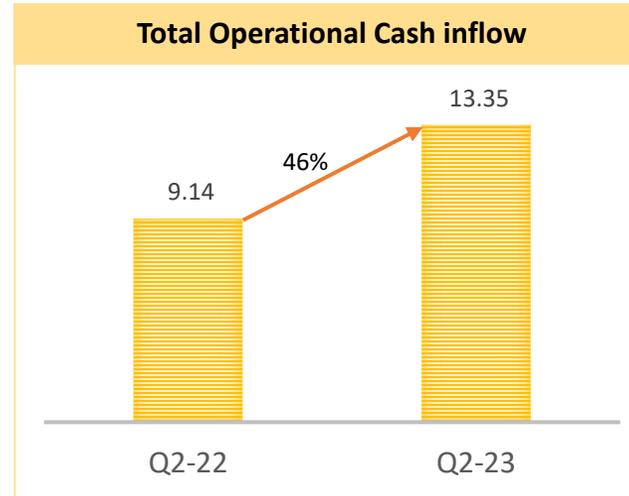
Project Updates



Quarterly Cashflow Highlights – Q2 FY 2023

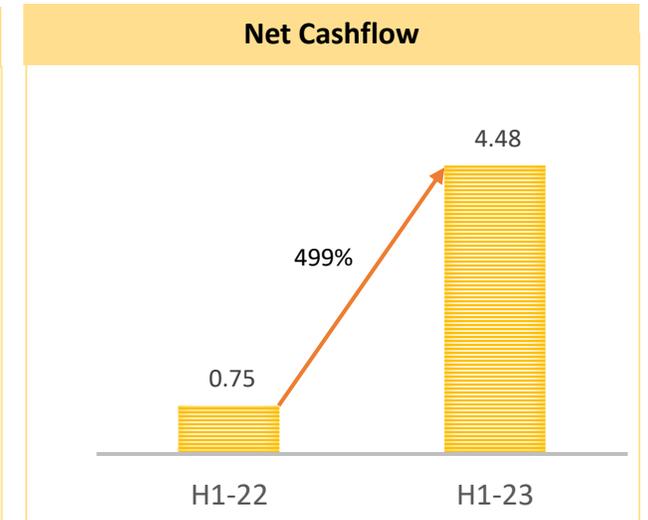
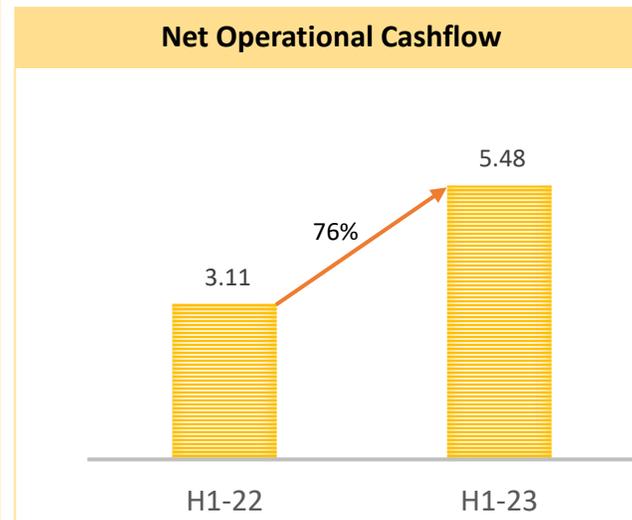
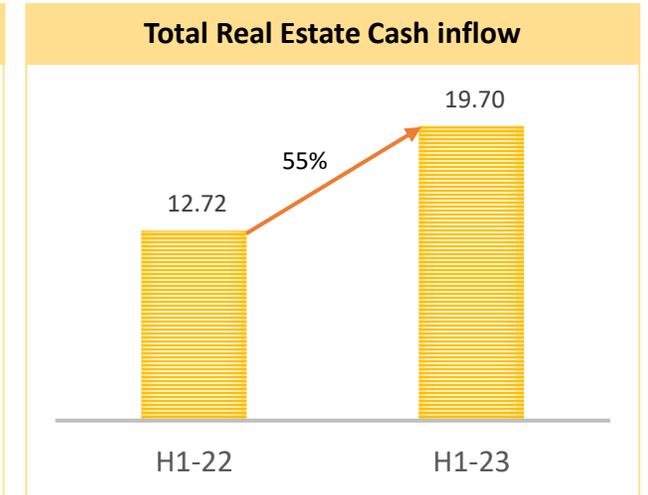
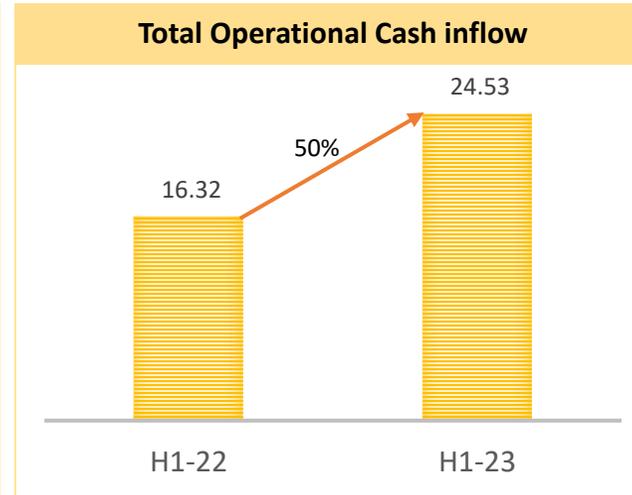
- ▶ Highest ever collections in Q2-FY 2023 at Rs. 13.35 bn, higher by 19% compared to Q1-FY23 and 46% compared to Q2-FY22
 - Real Estate collection is Rs. 10.82 bn, higher by 49% YoY, 22% QoQ aided by construction progress and consistent sales performance
 - Contractual & Manufacturing contributed Rs. 2.53 bn, higher by 33% over Q2-FY22 and 10% over Q1-FY23
- ▶ Net Operating cashflows was Rs. 3.61 bn, higher by 93% compared to Q1-FY23 and 104% compared to Q2-FY22; Construction spend has also reached its highest ever at Rs. 4.53 bn
- ▶ Net Cashflow for the quarter is at Rs. 2.21 bn, after dividend payment of Rs. 3 per share during the quarter. It is an increase of 464% from Q2-FY22
- ▶ Net debt stands at Rs. 18.88 bn with reduction of Rs. 2.21 bn in the quarter; Net Debt to Equity reduced to 0.77

Rs Billion



Half Yearly Cashflow Highlights - H1 FY 2023

- ▶ Operational Cash inflows improved to Rs. 24.53 bn, higher by 50% compared to H1-FY22. The increase is aided by
 - ▶ 55% higher collection from Real Estate of Rs. 19.7 bn
 - ▶ 34% higher collection from contracts & manufacturing businesses compared to H1-FY22
- ▶ During the first half of the year our construction activities increased significantly, reflected in higher real estate outflows for H1-FY23 at Rs. 8.40 bn, an increase of 66% from H1-FY22 outflows of Rs. 5.05 bn
- ▶ This increased cash outflow allocation to construction activities helped achieve collection milestones faster, reflected in our higher real estate inflows
- ▶ Free cashflows generated in H1-FY23 is at Rs. 4.48 bn, up by 499%, compared to H1-FY22



Cashflow Statement - Q2 FY 2023

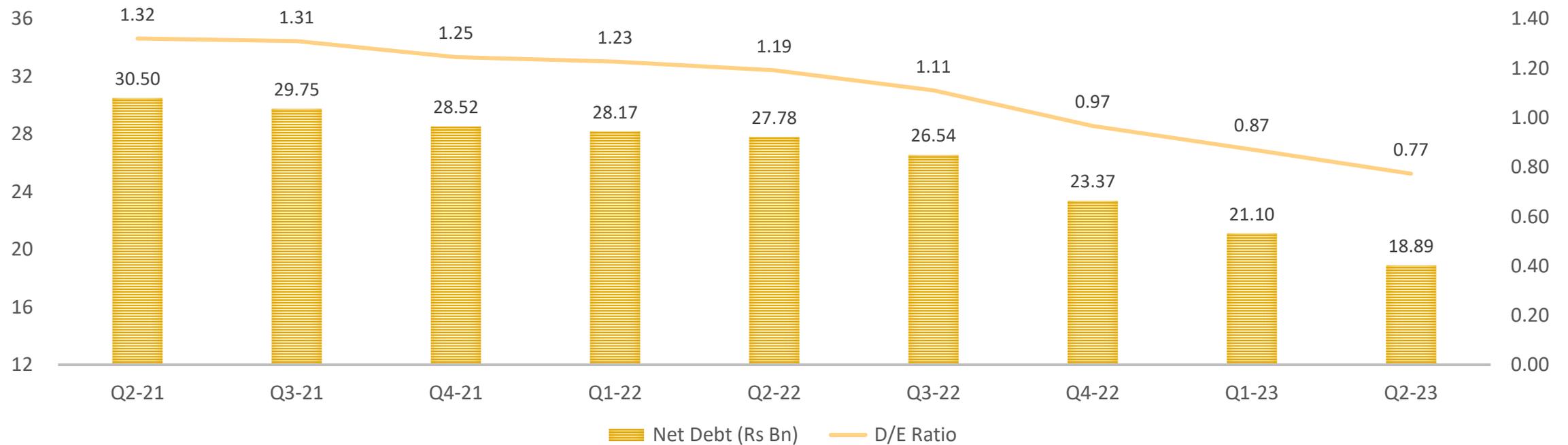
							<i>Rs Million</i>
Particulars	Q2-23	Q1-23	H1-23	H1-22	Q2-22	FY-22	
Operational cash inflows							
Real Estate Operations	10,817	8,883	19,700	12,722	7,245	31,728	
Contractual & Manufacturing	2,534	2,293	4,827	3,600	1,898	8,094	
Total Operational cash inflow (A)	13,350	11,176	24,526	16,322	9,144	39,821	
Operational cash outflows							
Real Estate project expenses	4,530	3,869	8,399	5,049	2,671	11,653	
Joint Development Partner Payments	1,607	1,640	3,247	2,794	1,849	6,770	
Contracts and Manufacturing expenses	2,523	2,602	5,125	3,275	1,671	7,632	
Statutory Dues	303	317	620	759	505	1,507	
Corpus Repayment	131	130	261	316	148	758	
Central Over Heads	343	463	806	667	352	1,384	
Advertising & Marketing expenses	307	286	593	350	179	913	
Total Operational cash outflow (B)	9,744	9,307	19,051	13,210	7,375	30,617	
Net Operational Cashflow : (C=A-B)	3,606	1,869	5,475	3,113	1,769	9,204	

Cashflow Statement - Q2 FY 2023...continued

Rs Million

Particulars	Q2-23	Q1-23	H1-23	H1-22	Q2-22	FY-22
Financial Outflows						
Finance Cost	534	529	1,063	1,503	772	2,850
Income Tax	422	293	715	215	118	491
Total Financial Outflows (D)	956	822	1,778	1,718	890	3,340
Net Cashflow after Financial Outflow : (E = C-D)	2,637	1,047	3,698	1,395	879	5,864
Capital Outflows						
Net Land Payments	70	(1,327)	(1,257)	60	67	-94
Dividend including tax	257	0	257	332	332	332
Donation / CSR Contribution	55	32	87	54	33	121
Capex	58	70	128	200	54	349
Total Capital Outflow (F)	440	-1,225	(785)	647	487	708
Total Cash Inflow: (A)	13,350	11,176	24,526	16,322	9,144	39,821
Total Cash Outflow: (G = B+D+F)	11,139	8,904	20,043	15,574	8,751	34,665
Free Cashflow: (A - G)	2,211	2,272	4,483	748	392	5,156

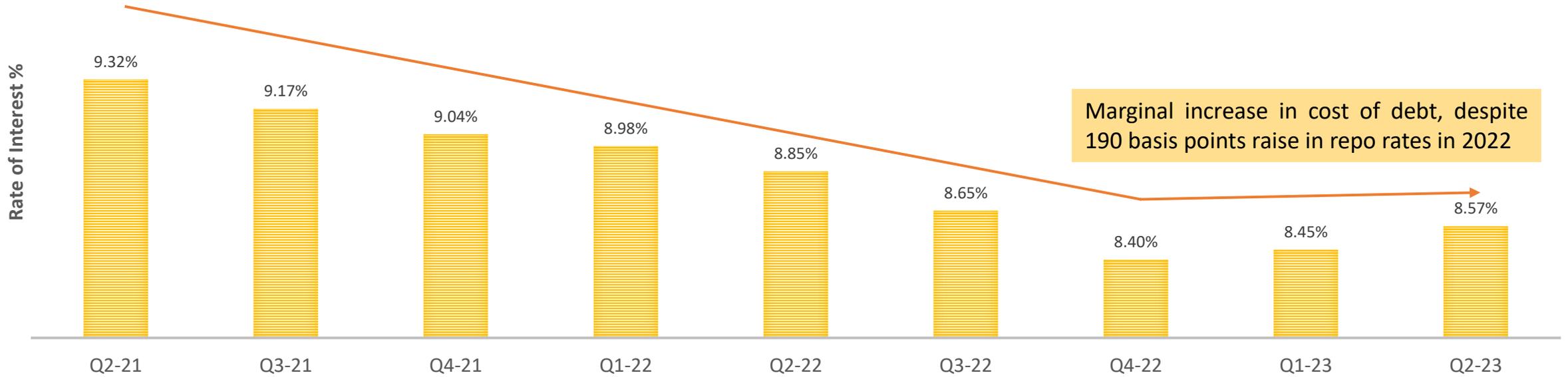
Net Debt reduced by Rs. 11.61 bn in last eight quarters, from internal accruals



Rs Billion

Particulars	30-Sept-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
Gross Debt	31.56	31.34	30.62	30.21	29.33	28.04	25.33	22.00	22.10
<i>Less: Cash & 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>
Net Debt	30.50	29.75	28.52	28.17	27.78	26.54	23.37	21.10	18.89

Borrowing Cost continues to remain low



Rs Million

Quarterly Finance Outflows

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

Residential Real Estate Portfolio: Projected Cashflow - Q2 FY 2023

Particulars	Completed - with unsold inventory	Ongoing - Area offered for sale	Ongoing - Area not offered for sale	Total	Unit
Total Saleable area	16.03	19.83	8.28	44.14	Mn sft
Sobha's share of Saleable area	14.67	19.11	7.98	41.77	Mn sft
Total area sold till 30th Sept 2022	14.49	14.98	0.00	29.47	Mn sft
Unsold area as on 30th Sept 2022	0.19	4.13	7.98	12.30	Mn sft
Balance cost to complete as on 30th Sept 2022	2.49	52.47	33.45	88.40	Rs. Bn
Outstanding receivables + Balance to be billed & collected on sold units* + Refundable deposit	0.95	52.58	0.30	53.83	Rs. Bn
Sales value of unsold stock ^	1.54	31.10	60.58	93.22	Rs. Bn
Marginal Cashflow	-	31.20	27.44	58.64	Rs. Bn

Highlights:

1. Completed and unsold inventory stands at 0.19 million sft
2. Balance receivables of ~Rs. 53.53 billion from sold units, covers 97% of the balance cost 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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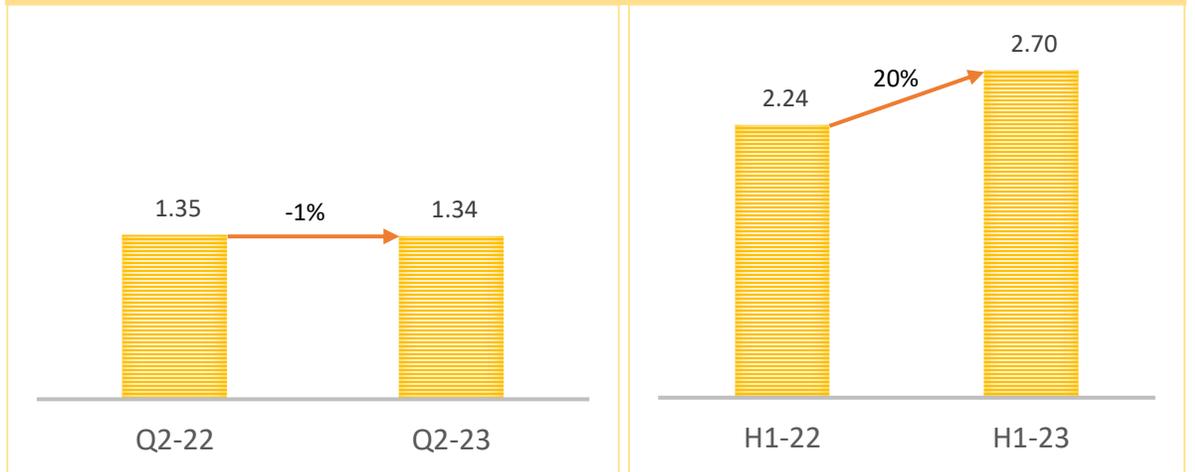


Highest ever Sales value and Price Realization achieved in Q2 FY 2023

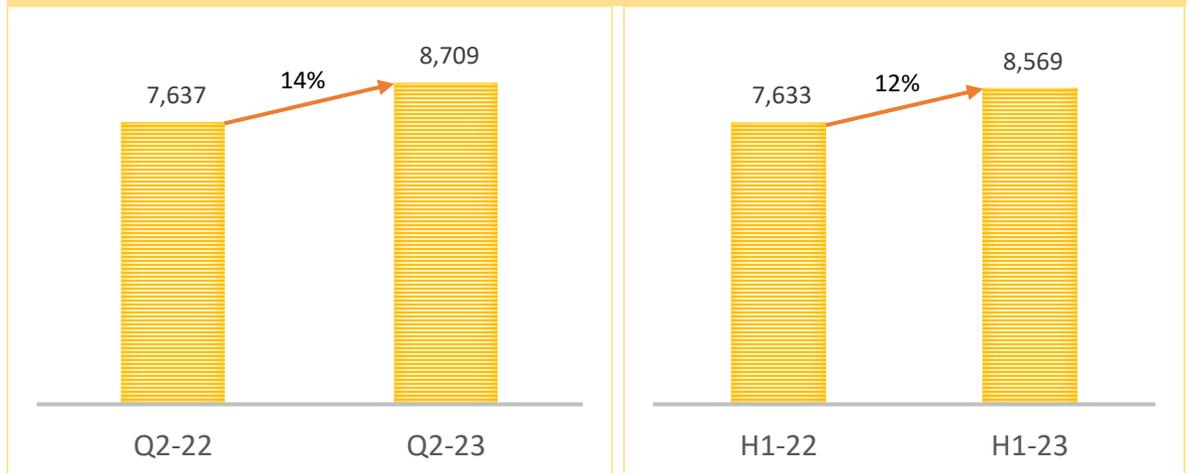
Quarter & Half Year Sales Highlights

- ▶ Achieved total sales volume of 1.34 mn sft, with highest ever price realization of Rs. 8,709/sft and highest ever sales value of Rs. 1,164 crore in Q2-FY23
- ▶ The price realization is higher by 3.3% from Q1-FY23 and 14% Q2-FY22
- ▶ For H1-FY23, sold 2.70 mn sft in which is 20% higher compared to H1-FY22
- ▶ Average Price realization for H1-FY23 was at Rs. 8,569 / sft, up by 12% over H1-FY22 aided by strong demand continuation and brand positioning
- ▶ Bangalore, for the second consecutive quarter has achieved over 1mn sft of sale, contributing over 77.8% to the sale volume in H1-FY23
- ▶ Three projects were launched in Q2-FY 23 with Saleable area 880,893 sft
 - *'Sobha Insignia'* and *'Sobha Brooklyn – Town Park'* in Bangalore
 - *'Sobha Meadows – Whispering Hill'*, **our first project in Trivandrum**
- ▶ In H1-FY23, a total of 2.90 mn sft of new residential projects were launched

Total Sales Volume (Mn sft)



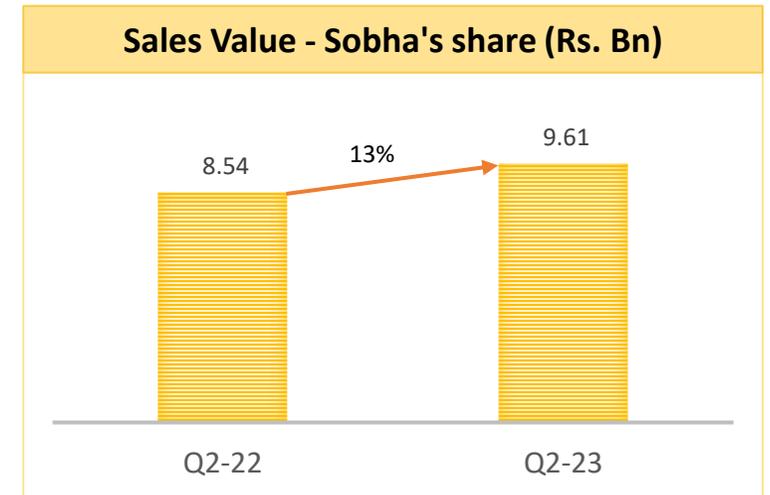
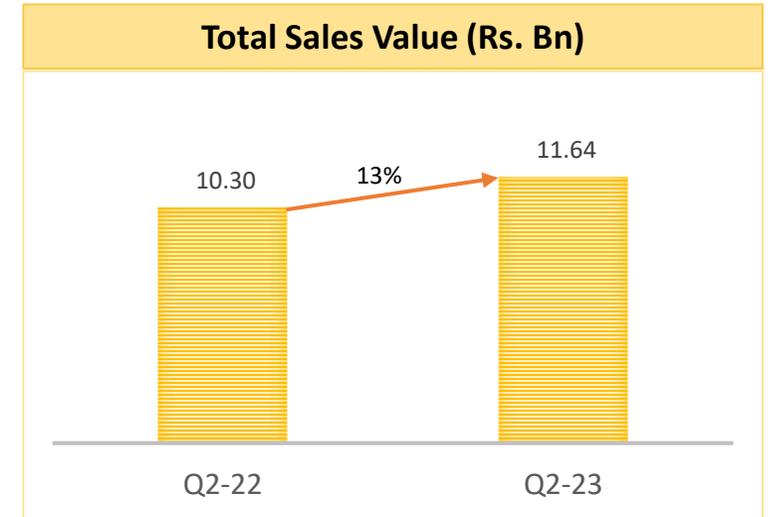
Average Price Realization (Rs / sft)



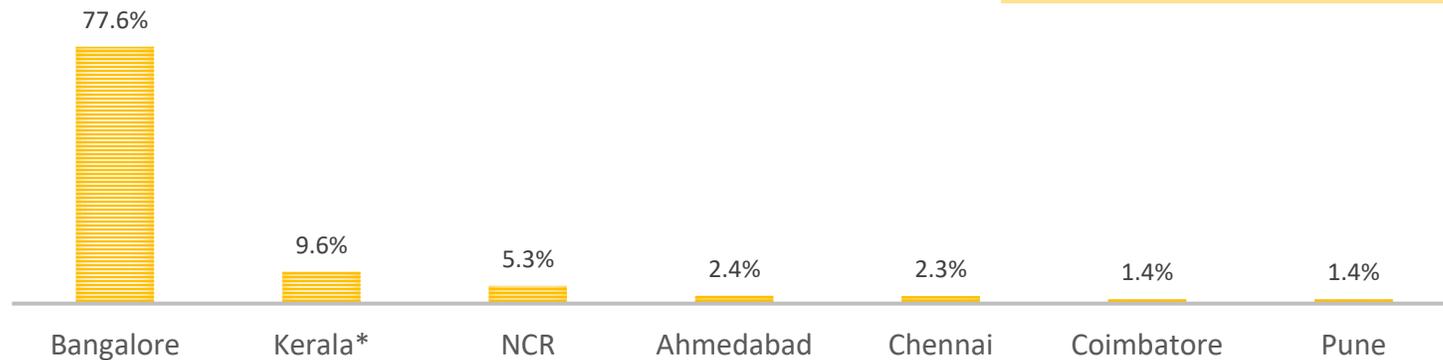
Real Estate Sales Performance - Q2 FY 2023

13% growth in sales value compared to Q2-FY22

Region	Area Sold (Sft)	Total Sales Value (Rs. Mn)	Sobha Share of Sales Value (Rs. Mn)	Average Price Realization (Rs. / Sft)
Bangalore	1,037,368	9,084	7,512	8,757
Kerala*	128,839	963	697	7,478
NCR	71,458	840	653	11,752
Ahmedabad	31,581	247	247	7,816
Chennai	30,132	150	144	4,966
Coimbatore	18,746	137	137	7,306
Pune	18,704	222	222	11,845
Total	1,336,828	11,642	9,610	8,709



City-wise distribution of volume

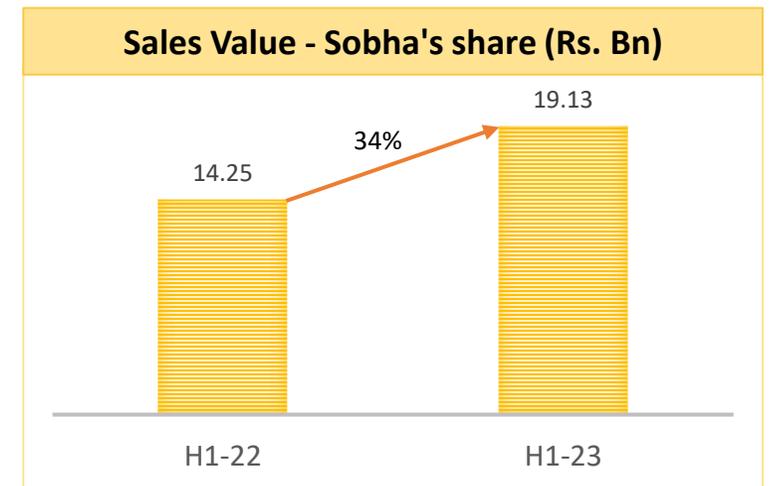
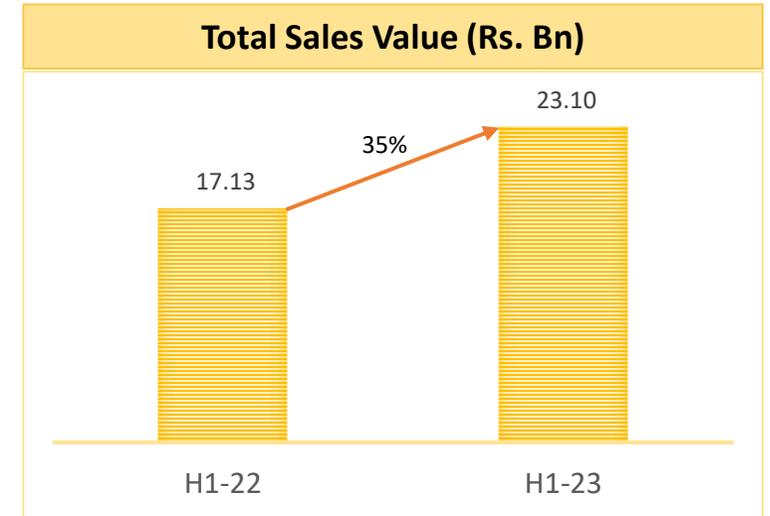


*Kerala includes Kochi, Thrissur, Calicut and Trivandrum

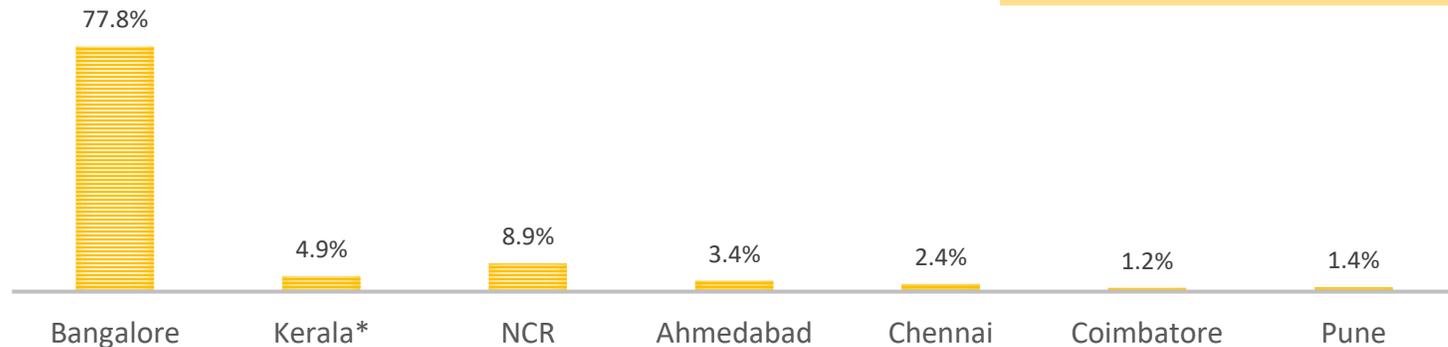
Real Estate Sales Performance - H1 FY 2023

35% growth in sales value; 20% growth in sales volume compared to H1-FY22

Region	Area Sold (Sft)	Total Sales Value (Rs. Mn)	Sobha Share of Sales Value (Rs. Mn)	Total Average Price Realization (Rs. / Sft)
Bangalore	2,097,541	17,661	14,847	8,420
Kerala*	132,140	1,130	751	8,551
NCR	240,359	2,688	1,915	11,182
Ahmedabad	92,861	675	675	7,272
Chennai	64,499	291	286	4,505
Coimbatore	31,252	235	235	7,505
Pune	36,887	418	418	11,335
Total	2,695,538	23,097	19,127	8,569



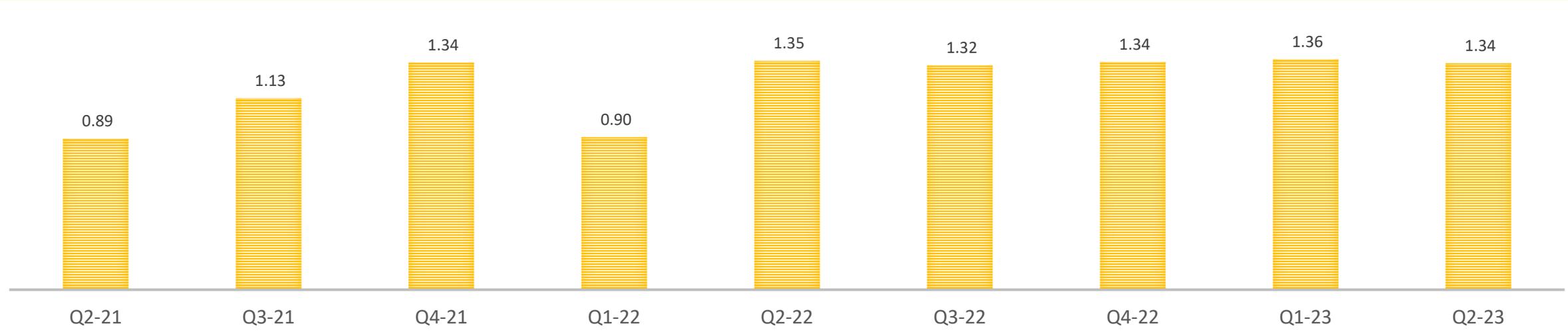
City-wise distribution of volume



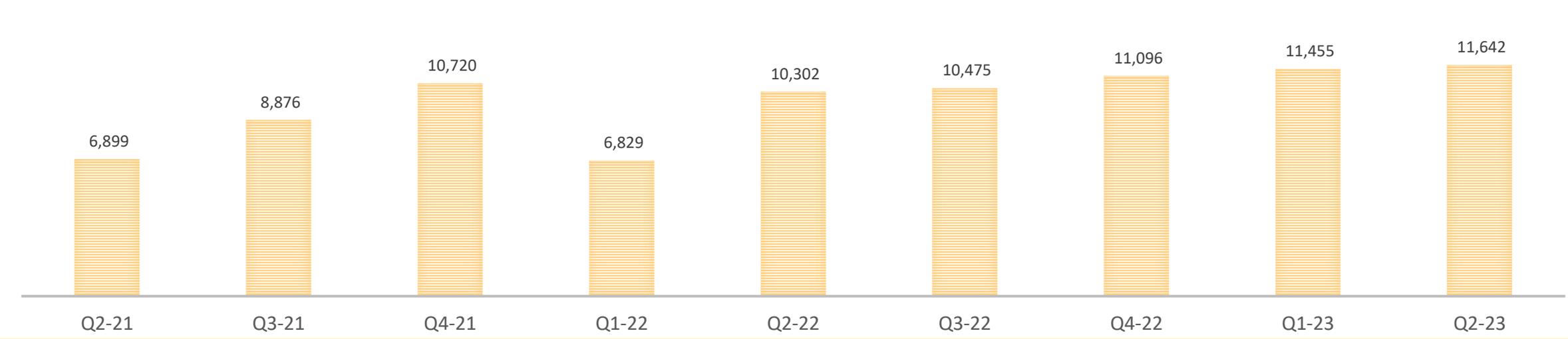
*Kerala includes Kochi, Thrissur, Calicut and Trivandrum

Consistent Sales Performance over the quarters

Quarterly Sales Volume (mn sft)

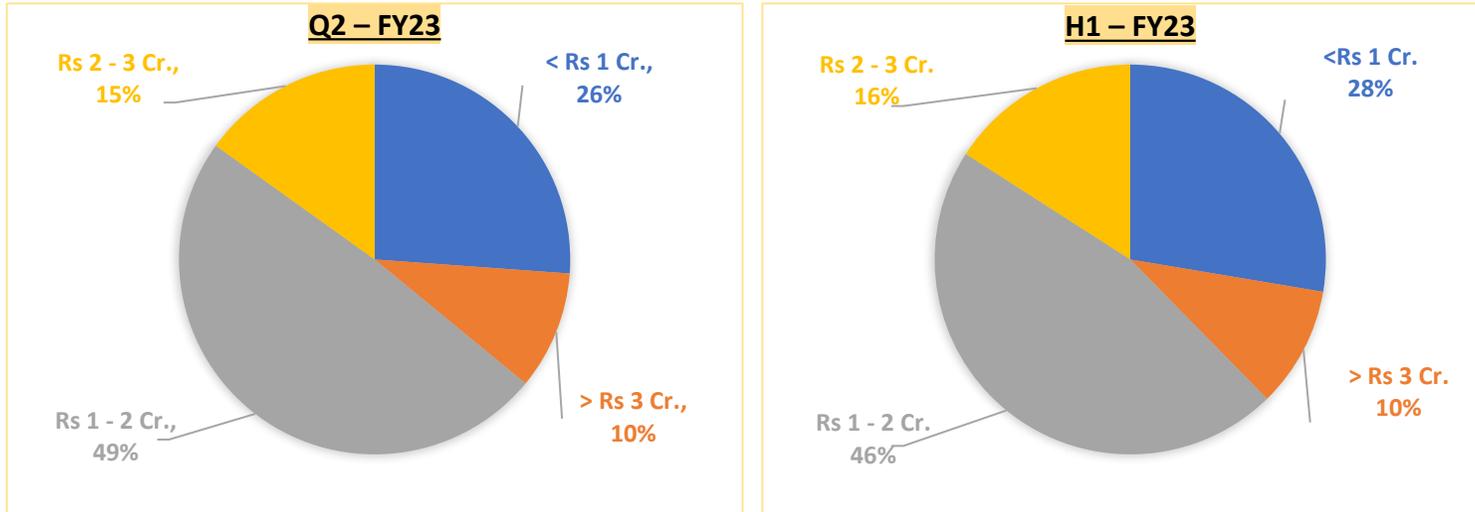


Quarterly Sales Value (Rs. Mn)



Sales Value classification (Q2 & H1 FY 2023) - Price Band & Region Wise

Price bucket wise contribution to sales value



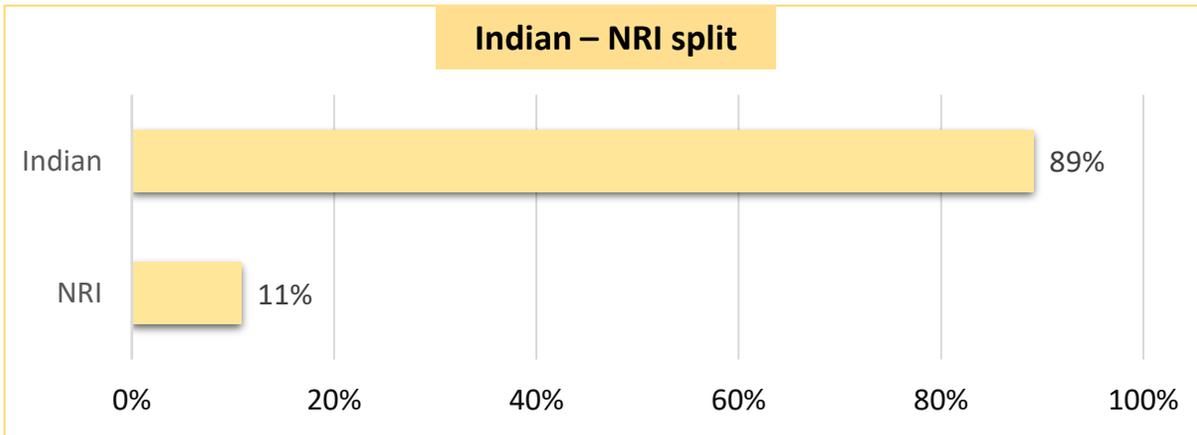
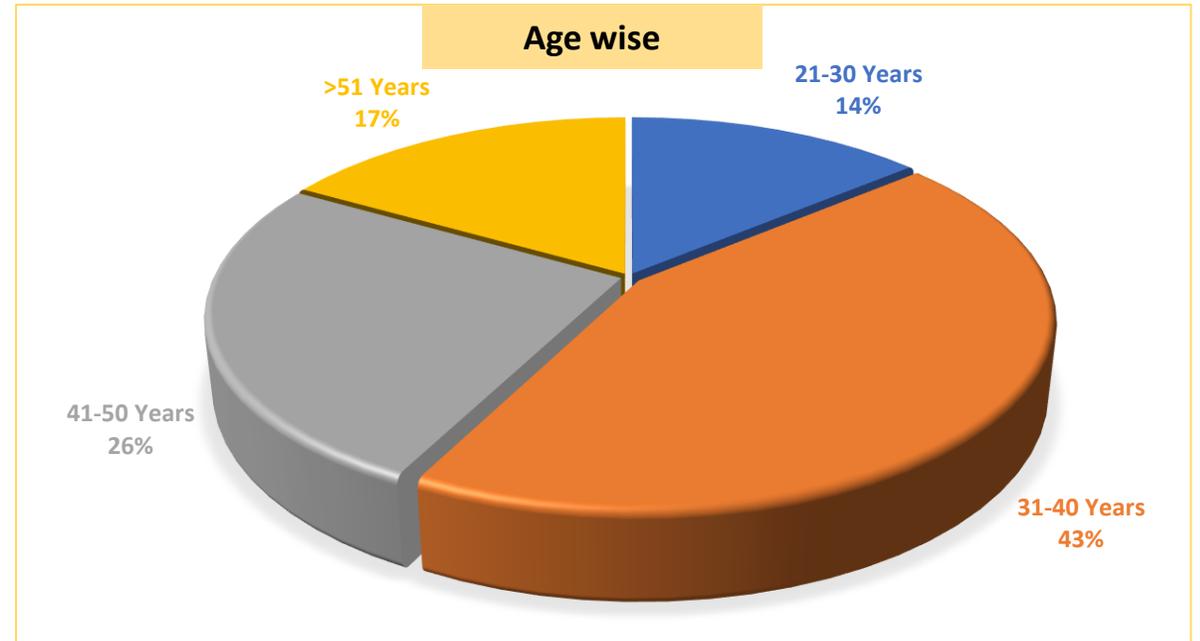
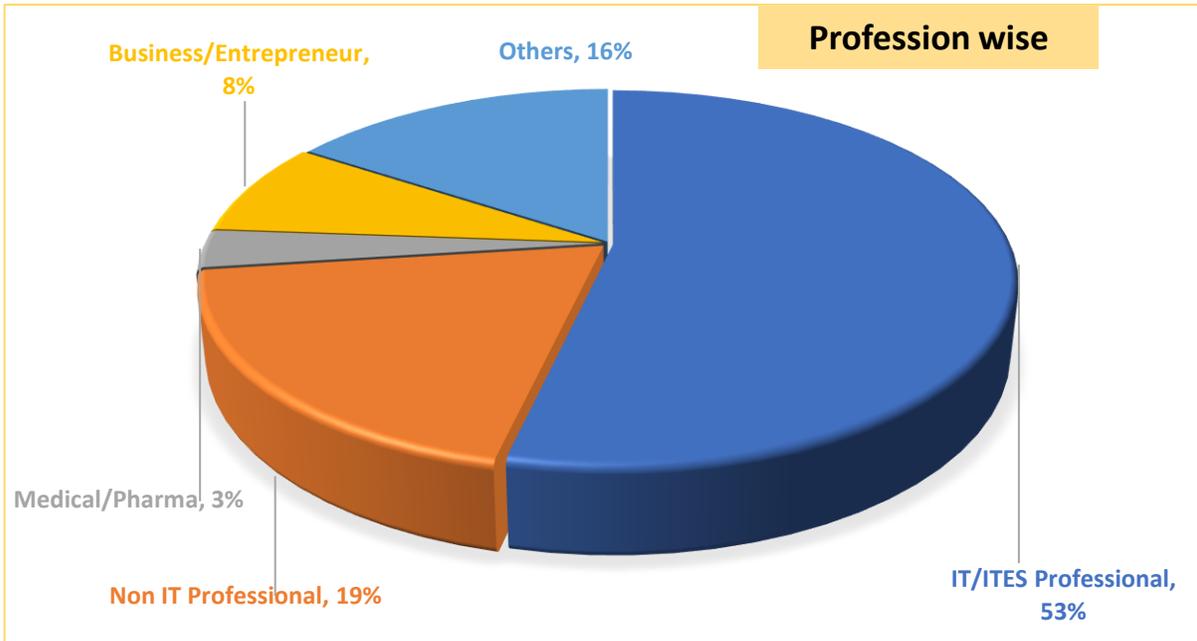
- Mid-Luxury segment (Rs 1 Cr. – Rs. 2 Cr.) contributes ~50% to overall sales - continued to witness steady demand despite rising interest rate through out H1-FY23
- Contribution from this segment has come down from 58% in H1-FY22 to 46% in H1-FY23, whereas Super Luxury segment (> Rs 3 Cr.) has improved contribution from 7% in H1-FY22 to 10% in H1-23
- This improvement is on account of sale of Row Houses @ Sobha Victoria Park (sold-out), Sobha Insignia (newly launched super luxury project), Villas in NCR – indicating strong demand for larger ticket size homes as well
- Sobha Dream Acres, Sobha Lake Gardens are major contributors to <Rs 1 Cr. segment

Region wise contribution to sales value

Region	Q2-FY23		H1-FY23	
	Sale Value	Contribution	Sale Value	Contribution
	Rs. Mn	%	Rs. Mn	%
Bangalore	9,084	78%	17,661	76%
Kerala*	963	8%	1,130	5%
NCR	840	7%	2,688	12%
Ahmedabad	247	2%	675	3%
Chennai	150	1%	291	1%
Coimbatore	137	1%	235	1%
Pune	222	2%	418	2%
Total	11,642	100%	23,097	100%

*Kerala includes Kochi, Thrissur, Calicut and Trivandrum

Buyer Profile (12 months rolling)



Contribution from share of IT/ITES increased on account of new launches in Bangalore

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

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

Inventory Visibility – Ongoing and Forthcoming Real Estate Projects

Forthcoming Projects

Location	No of Projects	Total Saleable Area (Mn sft)
Residential		
Bangalore	6	5.80
Hosur	1	1.31
Chennai	1	0.20
NCR	1	1.75
Ahmedabad	1	0.77
Hyderabad	1	0.65
Trivandrum	1	0.44
Sub Total	12	10.93
Commercial		
Bangalore	1	0.29
Thrissur	1	0.03
Sub Total	2	0.32
Grand Total	14	11.25

Total Residential Inventory – Ongoing and Forthcoming

Inventory Type	Mn sft
Unsold Area - Completed projects	0.19
Unsold Area - Ongoing projects - offered for sale	4.13
Unsold area - Ongoing projects - not offered for sale	7.98
Forthcoming projects	10.93
Total inventory visibility	23.23

Till 30-Sept-2022, a total of 113 projects have been applied and registered under RERA

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

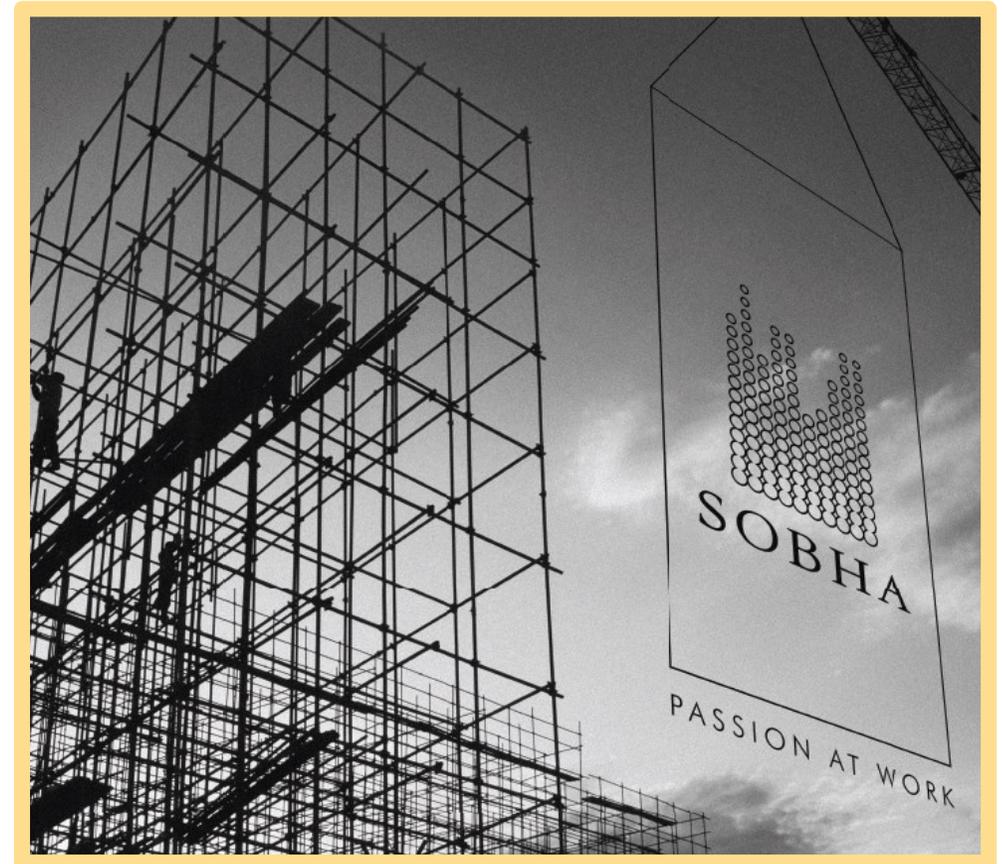
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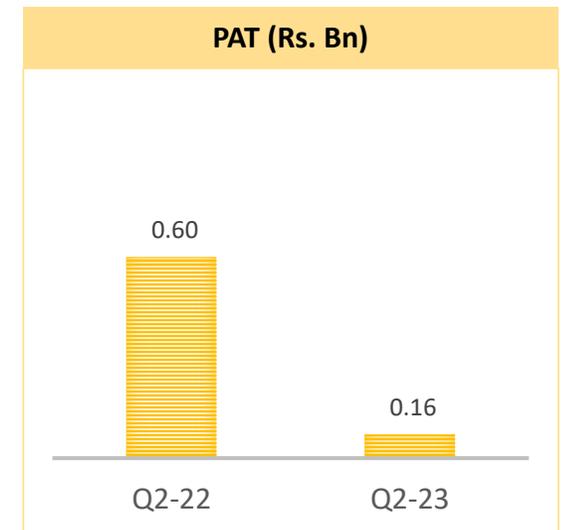
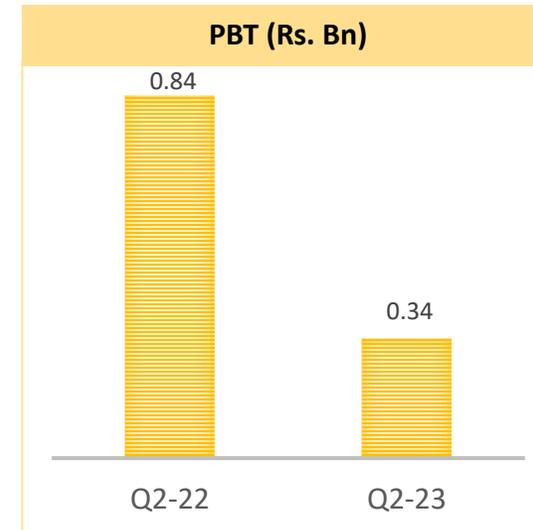
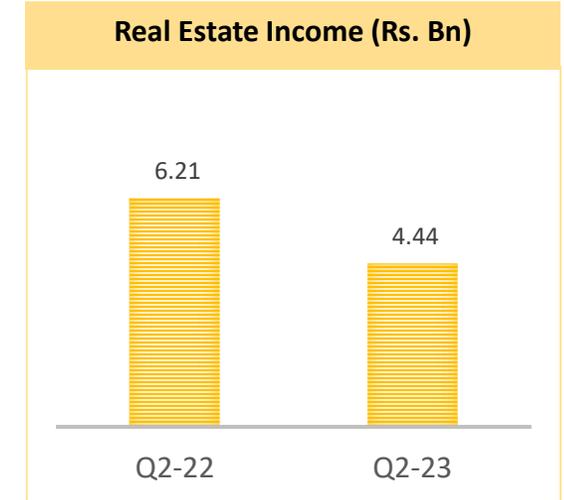
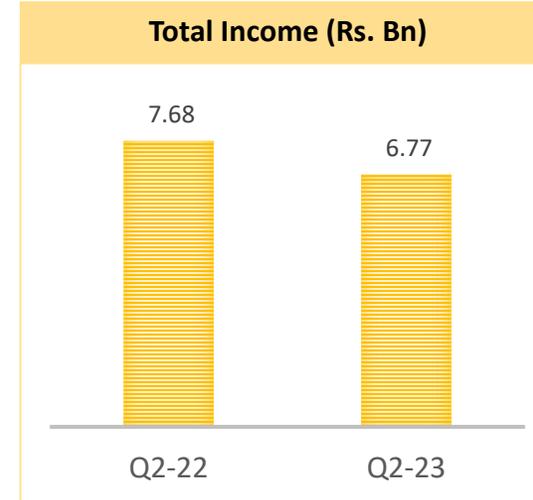
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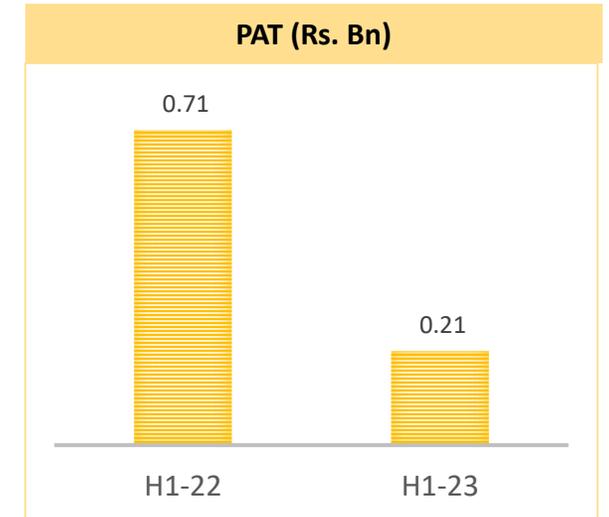
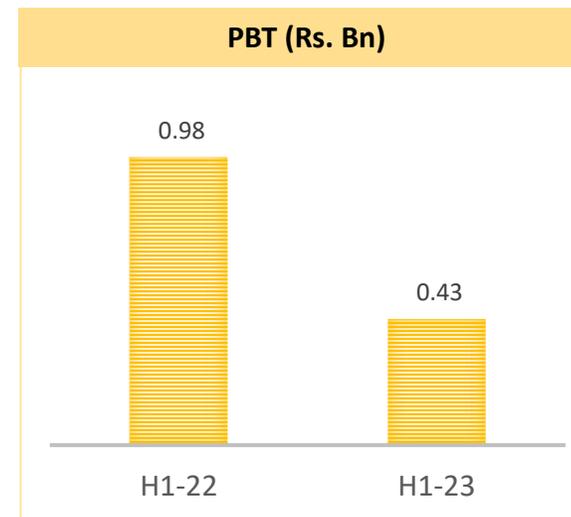
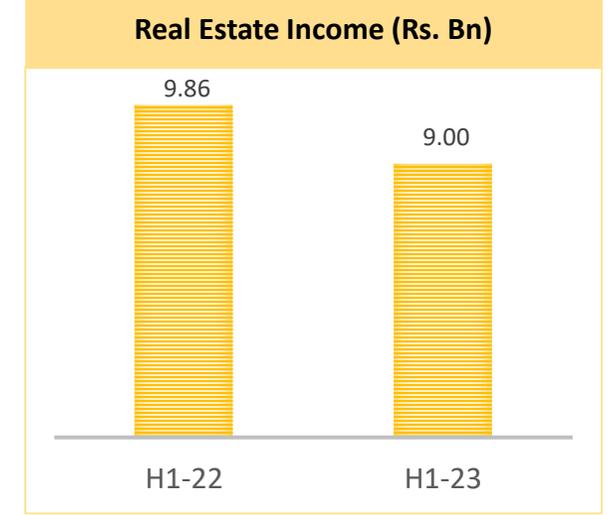
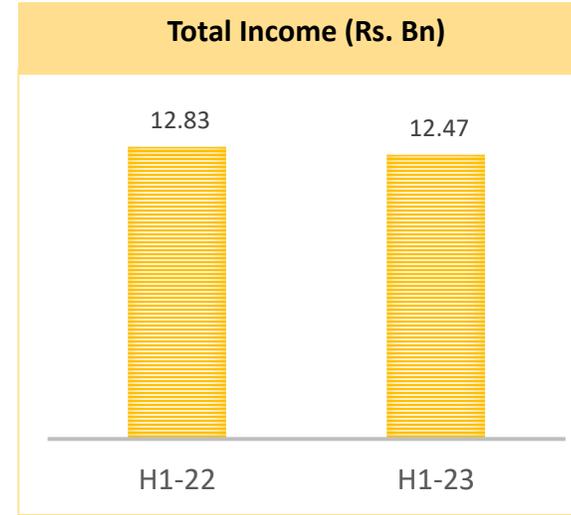
Financial & Operational Highlights - Q2 FY 2023

- ▶ The total revenue for Q2-FY23 is at Rs. 6.77 bn, including real estate revenue of Rs. 4.44 bn
- ▶ Completed projects of total 0.8 mn sft saleable area in Q2-FY23 –
 - ▶ Partial completion in Sobha HRC Pristine, Sobha Dream Acres, Sobha Forest Edge in Bangalore ; Sobha meadows (Plot development) in Mysore
 - ▶ Sobha Gardenia in Chennai partially completed
- ▶ Contractual & Manufacturing revenue is Rs. 2.23 bn, up by 106% from Q1-FY23 and 41% up compared to Q2-FY22. Collections have been Rs. 2.53 bn, inline with increased activity
- ▶ Achieved EBITDA of Rs. 1.02 bn with a margin of ~15%
- ▶ Profit before Tax is Rs. 0.34 bn (5%) and Profit after Tax is at Rs. 0.16 bn (2%)



Financial & Operational Highlights - H1 FY 2023

- ▶ The total revenue for H1-FY23 is at Rs. 12.47 bn; including real estate revenue of Rs. 9.00 bn
- ▶ Contractual & Manufacturing revenue was Rs. 3.32 bn, up by 8.7% over H1-FY22. Collections, for the half year has been Rs. 4.83 bn, up 34% compared to H1-FY22
- ▶ EBITDA for the half year was at Rs. 1.80 billion with a margin of 14%
- ▶ PBT for H1-FY23 was Rs. 0.43 bn (3%) and PAT of Rs. 0.21 billion (2%)
- ▶ Balance revenue to be recognized is Rs. 92.07 billion from sold residential units till 30.09.2022
- ▶ Higher spends on project construction expected to expedite project completion and increase revenue recognition in the coming quarters



Profit & Loss Statement - Q2 FY 2023

							<i>Rs Million</i>
Particulars	Q2-23	Q1-23	H1-23	H1-22	Q2-22	FY-22	
Real Estate Revenue	4,441	4,561	9,002	9,862	6,214	19,106	
Contractual & Manufacturing Revenue	2,232	1,086	3,317	3,052	1,585	7,095	
Other Income	102	50	152	(84)	(122)	617	
Total Income	6,775	5,696	12,471	12,830	7,677	26,817	
Total Expenditure	5,752	4,917	10,669	9,117	6,008	20,177	
EBIDTA	1,023	779	1,802	3,713	1,669	6,640	
<i>EBIDTA Margin</i>	<i>15%</i>	<i>14%</i>	<i>14%</i>	<i>29%</i>	<i>22%</i>	<i>25%</i>	
Depreciation	179	147	326	344	170	688	
Finance Expenses	501	547	1,048	2,390	662	3,735	
Profit Before Tax	343	85	428	978	837	2,218	
<i>PBT Margin</i>	<i>5%</i>	<i>1%</i>	<i>3%</i>	<i>8%</i>	<i>11%</i>	<i>8%</i>	
Tax Expenses	152	39	191	241	205	550	
PAT after share of associates	192	45	237	736	631	1,668	
Other comprehensive income (net of taxes)	(33)	8	(25)	(23)	(29)	(9)	
Net Profit	159	53	212	713	602	1,659	
<i>Net Profit Margin</i>	<i>2%</i>	<i>1%</i>	<i>2%</i>	<i>6%</i>	<i>8%</i>	<i>6%</i>	

Consolidated Balance Sheet as on 30-Sept-2022

		<i>Rs Million</i>			
ASSETS	30-Sep-22	30-Sep-21	EQUITY & LIABILITIES	30-Sep-22	30-Sep-21
Non-current assets			Equity		
Property, Plant and equipment	4,135	4,356	Equity Share Capital	948	948
Investment Property	3,875	3,732	Other Equity	23,456	22,361
Investment Property under construction	68	760	Total Equity (C)	24,404	23,309
Intangible assets	237	230			
Right of use assets	134	166	Non-Current Liabilities		
Financial assets			Financial Liabilities		
Investments	1,149	1,143	Borrowings	3,797	3,244
Trade Receivables	680	587	Lease liabilities	197	202
Other Non-current financial assets	1,423	1,323	Provisions	201	178
Other non-current assets	3,678	4,039	Deferred tax liabilities (net)*	(486)	(6)
Current tax assets (net)	120	112	TOTAL	3,709	3,618
Deferred tax assets (net)	28	25	Current Liabilities		
TOTAL (A)	15,527	16,473	Financial Liabilities		
Current Assets			Borrowings	18,304	24,998
Inventories	73,106	75,801	Lease liabilities	39	61
Financial Assets			Trade payables	6,469	5,090
Trade receivables	1,860	3,740	Other Current financial liabilities	6,406	6,567
Cash and cash equivalents	3,283	798	Other current liabilities	51,352	51,019
Bank balance other than Cash	423	674	Liabilities for current tax (net)	217	21
Other Current financial assets	5,194	5,464	Provisions	185	161
Other current assets	11,692	11,894	TOTAL	82,972	87,917
TOTAL (B)	95,558	98,371	Total Liabilities (D)	86,681	91,535
TOTAL ASSETS (A + B)	111,085	114,844	TOTAL EQUITY & LIABILITIES (C + D)	111,085	114,844

* Balance sheet format is not in complete accordance to Schedule III

Contracts Portfolio & Operational Overview - H1 FY 2023

Revenue & Collection

Rs Billion

Particulars	H1 - FY23	H1 - FY22
Revenue		
Contracts	1.64	1.88
Manufacturing	1.68	1.17
Total	3.32	3.05
Collections		
Contracts	2.61	2.21
Manufacturing	2.22	1.39
Total	4.83	3.60

Ongoing projects location-wise (30 Sept 2022)

Location	No. of projects	Built-up area (Mn sft)
Bangalore	4	3.86
Nagpur	2	0.41
Pune	1	0.07
Haryana	1	0.49
Total	8	4.83
<i>Non-Infosys contracts</i>		4.16
<i>Infosys contracts</i>		0.67

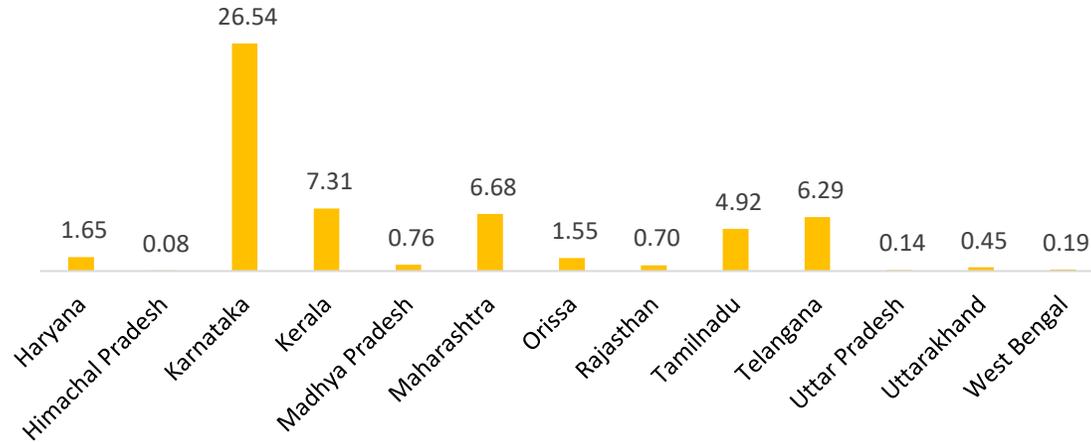
- ▶ Delivered 57.23 Mn sft of developable area since inception across 26 cities
- ▶ Added a new project under Non-Infosys contracts division in Q2-FY23 -
 - ▶ Development of ~1.74 mn sft area – Office towers in Karle SEZ HUB
 - ▶ Scope includes complete Civil works and common area finishes
 - ▶ Estimated value of contract is ~ Rs. 1.4 Billion



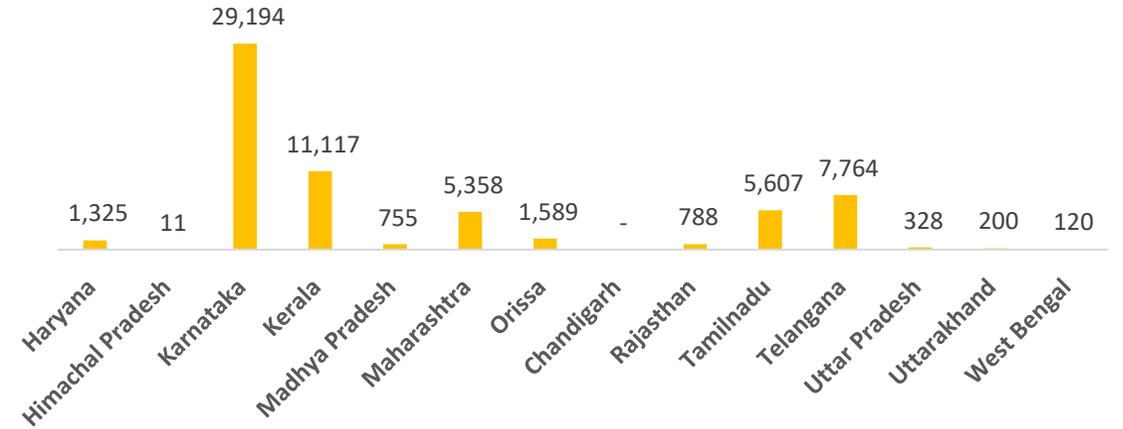
Artistic rendition of Karle SEZ HUB

Contracts - Completed Projects - Region wise contribution details

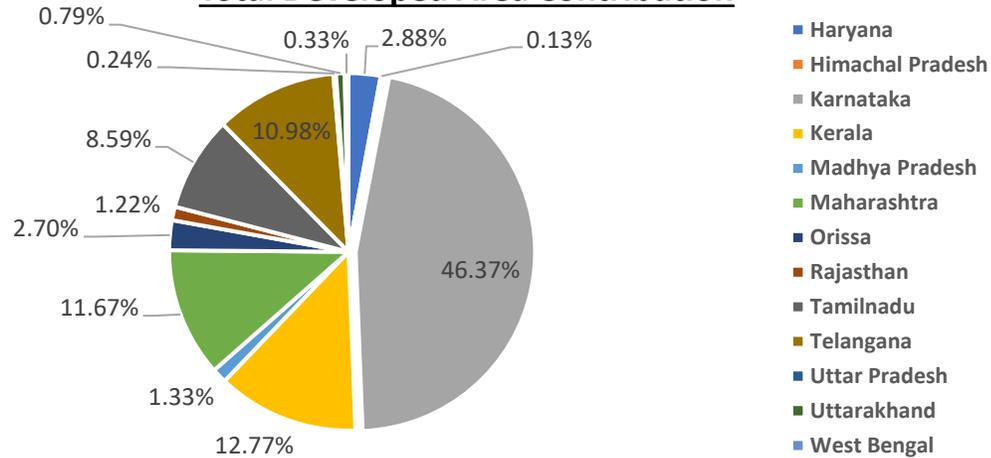
Total Developed Area (Mn Sft)



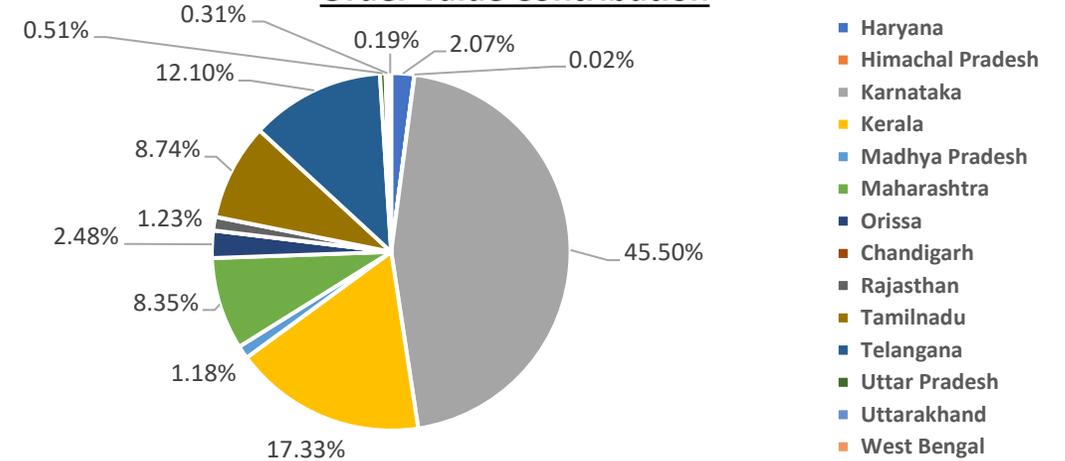
Order Value (Rs. Mn)



Total Developed Area Contribution



Order Value Contribution



Manufacturing Division – Performance - H1 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 Division		Interiors & Furnishing Division		Concrete Products Division	
Turnover	Rs. 0.96 bn	Turnover	Rs. 0.41 bn	Turnover	Rs. 0.31 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 such as doors, windows, paneling, cabinets, cupboards & loose furniture ▶ Manufacture of Economy, Deluxe, Super Deluxe & Premium Mattresses from furnishing division 		Products <ul style="list-style-type: none"> ▶ Manufacture of wide range of concrete products such as concrete blocks, pavers, kerbstones, water drainage channels, paving slabs and elite landscape products ▶ Glass Fiber Reinforced Concrete 	

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



Commercial portfolio: Completed & Forthcoming projects

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

Sobha City Mall, Thrissur



One Sobha, Bangalore



Contents

Robust Cashflows

Steady Sales Performance

Financials & Operations

Project Updates



Real Estate - Projects portfolio – Completed, Ongoing & Forthcoming

Total Developable / Leasable area (Mn sft)

CITY	Completed	Ongoing	Forthcoming
Bangalore	50.04	20.16	6.09
Mysore	1.58	-	-
NCR	2.80	2.77	1.75
Kerala*	2.90	6.77	0.47
Chennai	2.38	0.69	0.21
Coimbatore	3.73	0.32	-
Hosur	-	-	1.31
Ahmedabad	-	1.23	0.77
Pune	1.20	0.94	-
Hyderabad	-	-	0.65
Total	64.63	32.88	11.25

*Kerala includes Kochi, Thrissur, Calicut and Trivandrum

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.

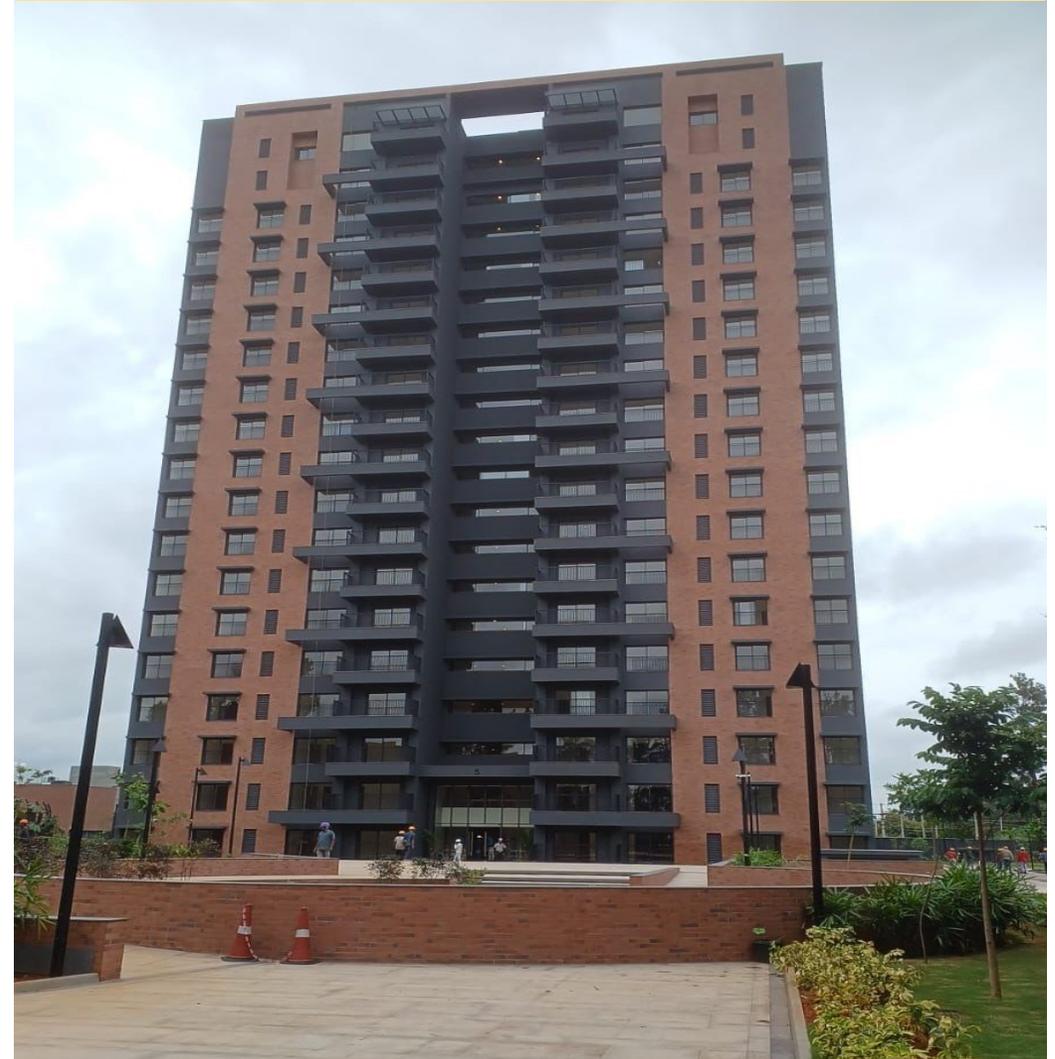
- ▶ Completed Real Estate projects located across 9 cities, with total development of 64.63 mn sft and Super Built-up Area of 48.61 mn sft
- ▶ Under construction projects located across 10 cities, with Total developable area of 32.88 mn sft and Super Built-up Area of 21.92 mn sft
- ▶ Forthcoming residential projects located across 7 cities, with and Super Built-up Area of 11.25 mn sqft. *(Includes Proposed Commercial projects in Bangalore and Thrissur with Total Leasable Area of 0.29 mn sft and 0.03 mn sft respectively)*

Completed residential projects during Q2 FY 2023

SOBHA Forest Edge – Wing 2



SOBHA HRC Pristine Phase III – Wing 5



Shot at project sites

Completed residential projects during Q2 FY 2023...continued

SOBHA Meadows (Mysore)



SOBHA Gardenia (Chennai)



SOBHA Dream Acres Tropical Greens – Wing 35&36



Shot at project sites

New Project Launches during Q2 FY 2023

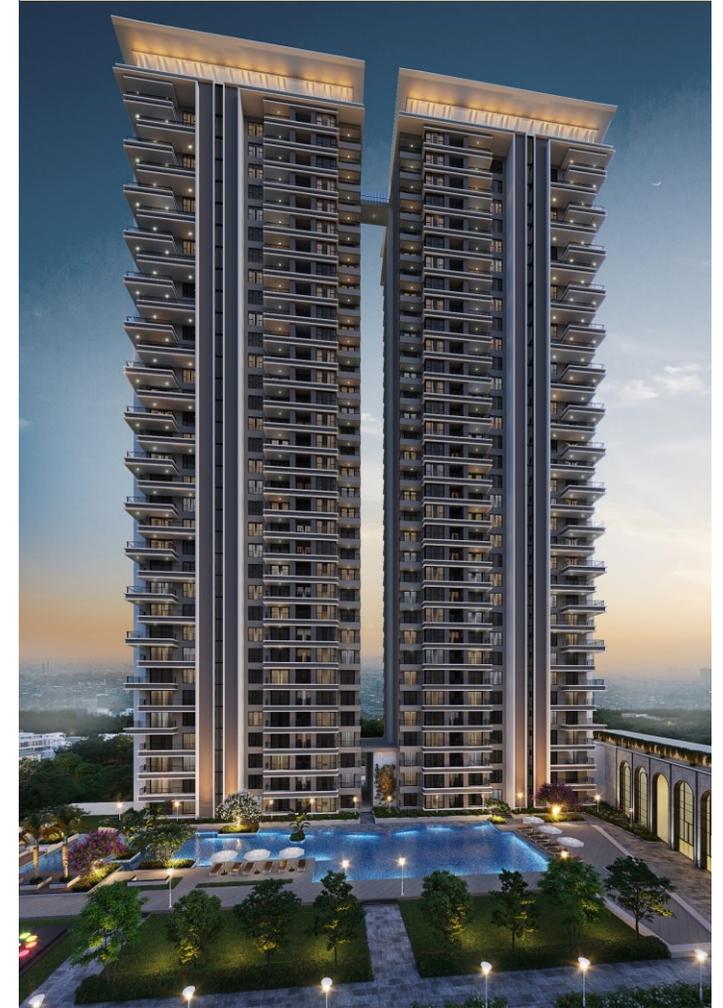
**SOBHA Insignia,
Bangalore**



**SOBHA Meadows – Whispering Hill,
Trivandrum**



**SOBHA Brooklyn Towers - Town Park,
Bangalore**



Artistic Impressions of projects. Not shot at site.

Ongoing Residential Projects

SOBHA Sentosa, Bangalore



SOBHA Royal Pavilion, Bangalore



SOBHA Nesara, Pune



SOBHA Avalon, Ahmedabad



SOBHA City, Gurgaon



Shot at project sites

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

			<i>Mn sft</i>
Developable area launched till Sept 2022	7.50	SBA launched for sale as on Sept 2022	6.03
		SBA released in Q2-FY23	0.18
Developable area completed till Sept 2022	5.87	SBA sold till Sept 2022	5.93

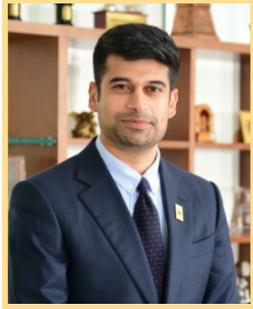
Dream Acres-Tropical Greens Wing 29 & 30



Dream Acres-Tropical Greens Wing 29 & 30, 50



Board of Directors



Ravi PNC Menon
Chairman

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



Jagadish Nangineni
Managing Director

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



R.V.S. Rao
Independent Director

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



Anup Shah
Independent Director

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



Srivathsala Kanchi Nandagopal
Independent Director

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



Raman Mangalorkar
Independent Director

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

Thank you



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