



Date: November 06, 2023

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

Sub: Investor Presentation for the quarter and half year ended September 30, 2023.

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

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

Yours sincerely,

FOR SOBHA LIMITED

**JAGADISH NANGINENI
MANAGING DIRECTOR**



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 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
- ▶ 3,700+ professionals and 9,000+ technician workforce
- ▶ SOBHA Academy for training construction professionals & technicians

Consistent delivery at scale

- ▶ 131.90 mn sft completed in 535 developments till date across 27 cities in 14 states: Real estate in 12 cities and Contractual in 26 cities
- ▶ Delivery run rate of 5 mn sft in the past five years with 35.56 mn sft currently under development

	<u>No. of Projects</u>	<u>Area (Mn sft)</u>	<u>No. of Cities</u>
Real Estate			
Completed	195	72.74	8
Ongoing	70	30.48	11
Contractual			
Completed	340	59.15	26
Ongoing	6	4.05	2

Trusted, recognized and evolving

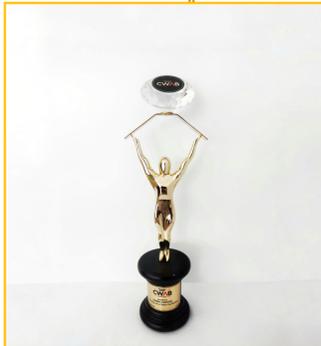
- ▶ ‘Passion at work’ reflected in consistent recognition for business excellence, Leadership, Sustainability and CSR with over 230 awards
- ▶ ‘Devotion at work’ is our CSR philosophy focused on comprehensive and sustainable social empowerment
- ▶ IPO in Dec 2006 oversubscribed 126x
- ▶ ICRA credit rating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

Awards and Recognitions received in Q2 FY 2024



13th Construction Week India Awards

SOBHA won 'Real Estate Company of the Year — South' at the 13th Construction Week India Awards 2023



18th Construction World Architect and Builder (CWAB) Awards

SOBHA honoured as 'One of India's Top Builders' at the 18th Construction World Architect and Builder (CWAB) Awards 2023

Contents

Cashflow

Sales Performance

Financials & Operations

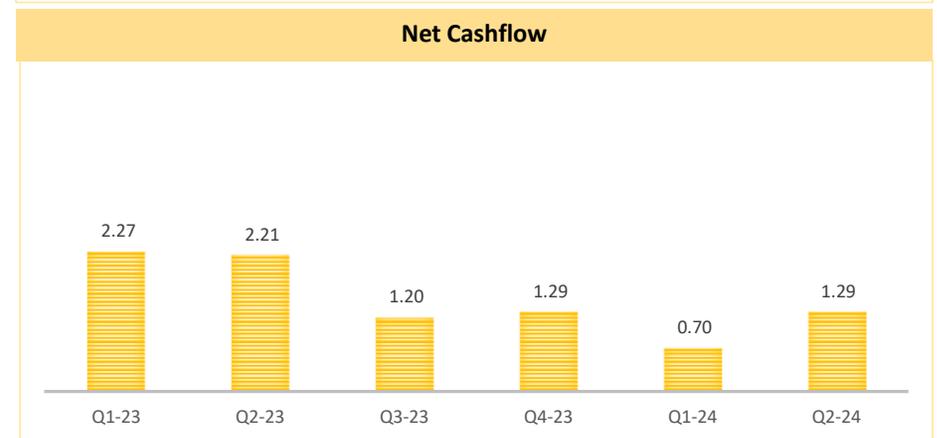
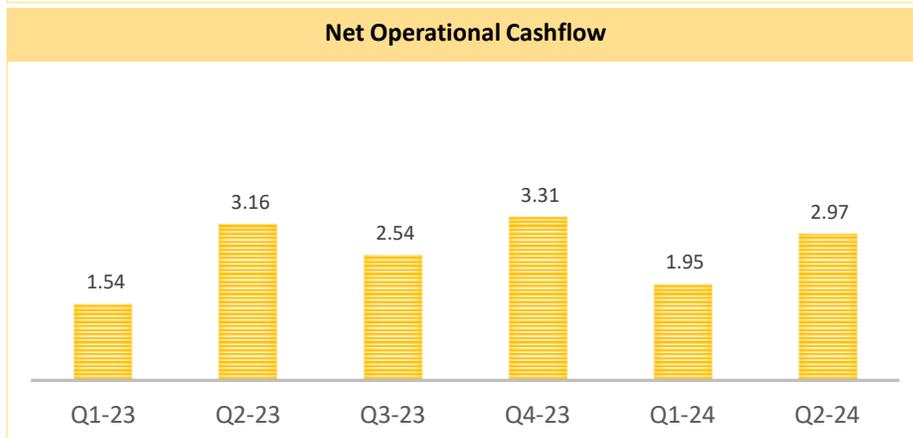
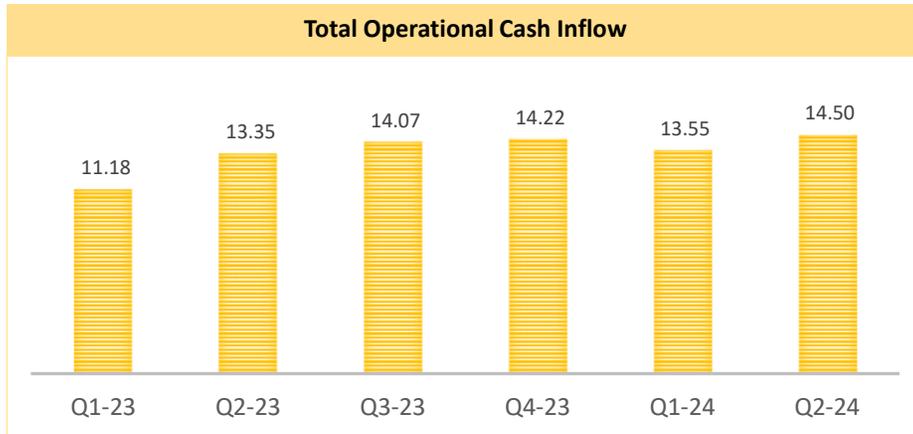
Project Updates



Consistent Cashflow performance continues

Highest ever inflows recorded in Q2-FY24, aided by strong growth in Real Estate collections

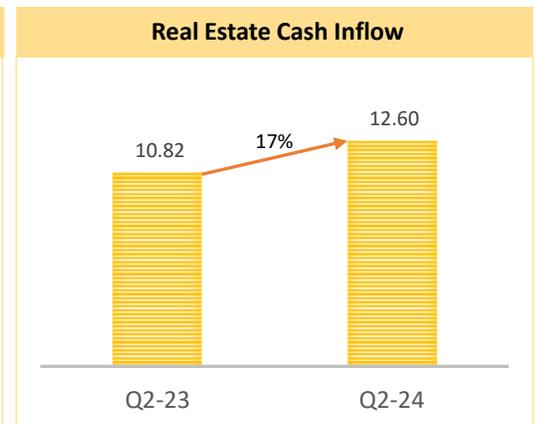
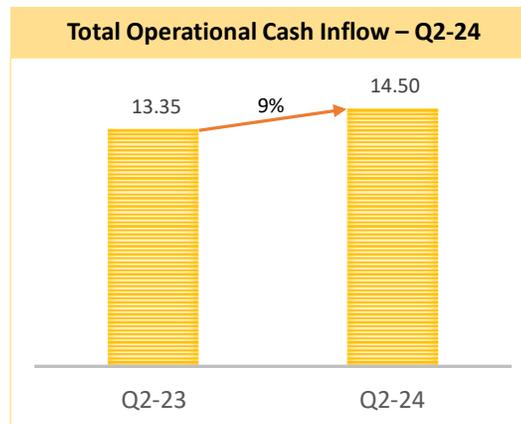
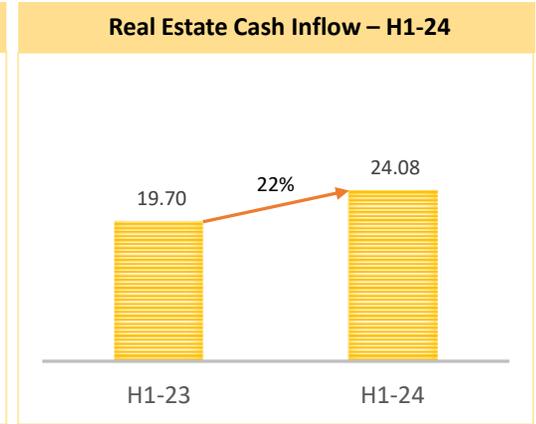
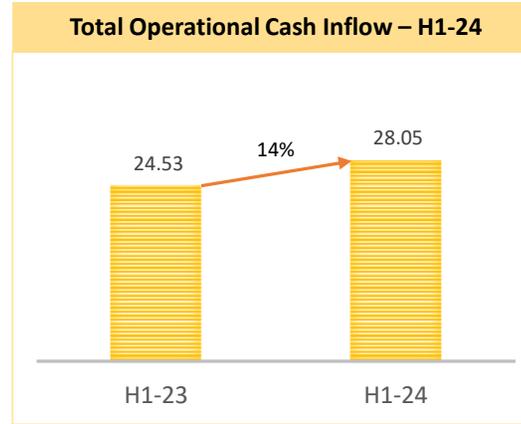
Rs Billion



Cashflows - Quarter and Half-yearly highlights

- ▶ Total collections for the half-year period improved by 14.4%, aided by highest ever collections from Real Estate business of Rs. 24.08 bn
- ▶ For the quarter, collections improved by 8.6% over Q2-FY23 to Rs. 14.50 bn. Contribution from Real Estate business was Rs. 12.60 bn, highest ever, with improvement of 16.5% compared to Q2-FY23
- ▶ Real Estate spends were increased by 29.6% to Rs. 10.68 bn compared to H1-FY23, enabling completion of 1.65 mn sft of area
- ▶ Net operational cashflow generated post dividend payment in Q2-FY24 was Rs. 2.68 bn, improved by 37.9% compared to Q1-FY24
- ▶ Land related payments in H1-FY24 was Rs. 1.12 bn, in comparison, in H1-FY23 we had net land inflow of Rs. 1.26 bn
- ▶ Net debt was reduced by Rs. 1.29 bn in Q2-FY24 and Rs. 1.99 bn in H1-FY24
- ▶ Net debt to equity has reduced to 0.58 from 0.66 in Q4-FY23

Rs Billion



Cashflow Statement – Q2 FY 2024

Rs Million

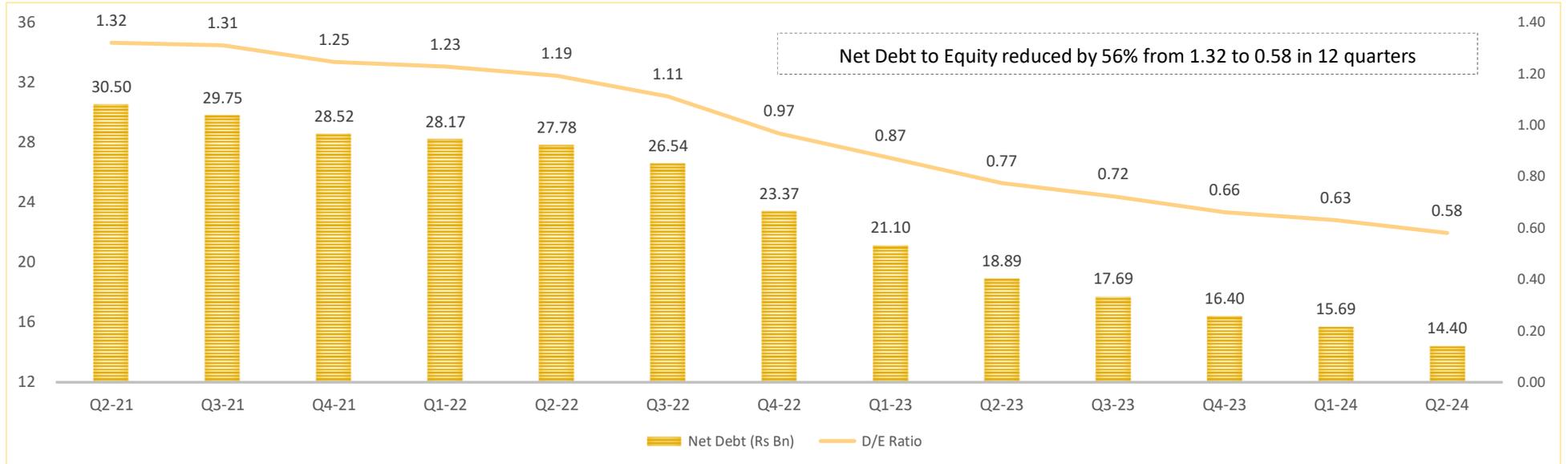
Particulars	Q2-24	Q1-24	Q2-23	H1-24	H1-23	FY-23
Operational cash inflows						
Real Estate Operations	12,598	11,478	10,817	24,076	19,700	43,058
Contractual & Manufacturing	1,902	2,073	2,534	3,975	4,827	9,765
Total Operational cash inflow (A)	14,500	13,551	13,350	28,051	24,526	52,823
Operational cash outflows						
Real Estate project outflow	5,359	5,320	4,369	10,679	8,238	18,369
Joint Development Partner payments	2,317	2,332	1,607	4,649	3,247	7,181
Contracts and Manufacturing	1,864	1,911	2,523	3,774	5,125	10,133
Net GST payments	510	730	303	1,240	620	1,404
Facilities management related outflow	318	255	131	573	261	618
Overheads	490	486	539	976	1,002	1,873
Advertising & Marketing	354	265	271	620	557	1,134
CSR	40	59	55	98	87	202
TDS payments	278	245	394	523	687	1,350
Total Operational cash outflow (B)	11,529	11,603	10,192	23,132	19,824	42,263
Net Operational Cashflow : (C = A - B)	2,971	1,948	3,159	4,919	4,703	10,559

Cashflow Statement – Q2 FY 2024...continued

Rs Million

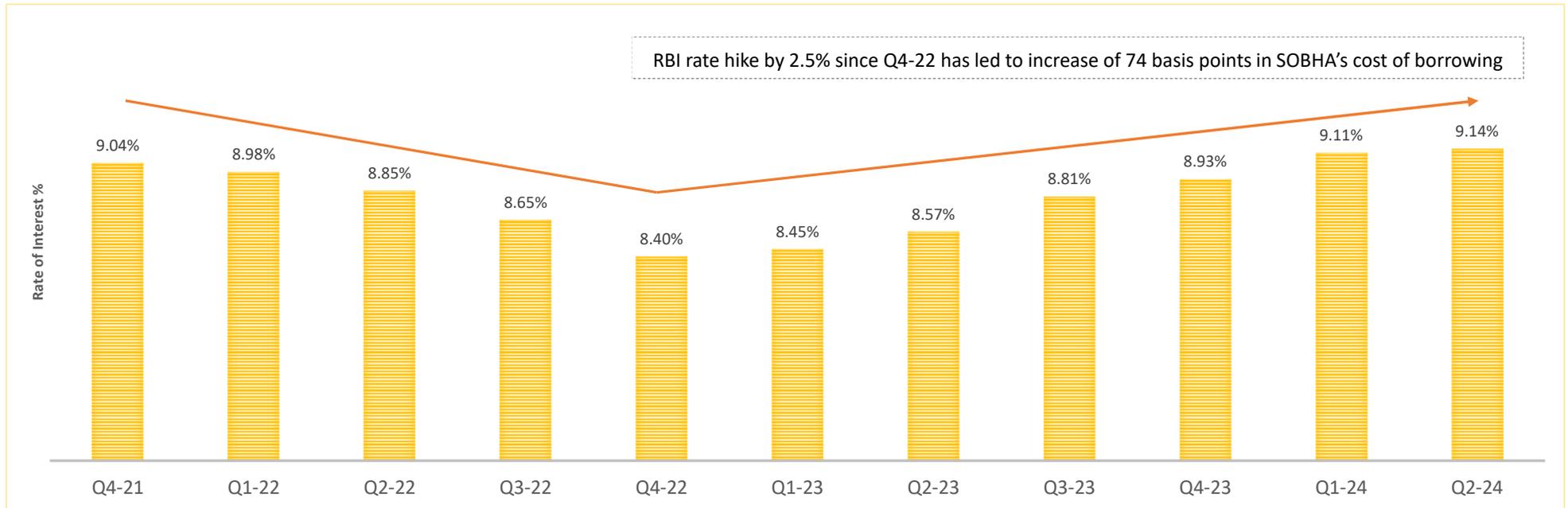
Particulars	Q2-24	Q1-24	Q2-23	H1-24	H1-23	FY-23
Financing related net cashflows						
Debt related net outflow	490	483	534	972	1,063	2,056
Dividend including taxes	284	-	285	284	285	285
Total Financing Outflows (D)	774	483	819	1,257	1,348	2,341
Net Cashflow after Financing & Tax Outflow : (E=C-D)	2,197	1,465	2,340	3,662	3,354	8,218
Capital outflows						
Land related payments (net)	688	431	70	1,119	(1,257)	918
Capex	218	332	58	550	128	328
Total Capital Outflow (F)	906	763	128	1,669	(1,129)	1,246
Total Cash Inflow: (A)	14,500	13,551	13,351	28,051	24,526	52,823
Total Cash Outflow: (G = B + D + F)	13,209	12,849	11,140	26,058	20,043	45,851
Net Cashflow (A - G)	1,291	702	2,211	1,993	4,483	6,972

Net Debt reduction of Rs 16.1 bn in the last 12 quarters



	<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
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
<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
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
Net Cash Flow	(0.28)	0.75	1.23	0.36	0.39	1.23	3.17	2.27	2.21	1.20	1.29	0.70	1.29

Cost of borrowing remains competitive at 9.14%



Rs. Million

Borrowings related outflows

Q4-21	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24
875	732	722	729	618	529	534	528	465	483	490

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

Particulars	Completed - with unsold inventory	Ongoing - Area offered for sale	Ongoing - Area not offered for sale	Total	Unit
Total Saleable area	15.92	20.22	0.18	36.32	Mn sft
Sobha's share of Saleable area	14.65	19.26	0.18	34.10	Mn sft
Total area sold till 30 th Sept 2023	14.48	16.08	-	30.55	Mn sft
Unsold area as on 30 th Sept 2023	0.17	3.19	0.18	3.55	Mn sft
Balance cost to incur as on 30 th Sept 2023	4.46	60.27	1.10	65.83	Rs. Bn
Outstanding receivables + Balance to be billed & collected on sold units* + Refundable deposit	0.53	70.35	-	70.88	Rs. Bn
Sales value of unsold stock ^	1.32	28.22	1.48	31.02	Rs. Bn
Marginal Cashflow – Completed & Ongoing Projects	(2.60)	38.30	0.38	36.08	Rs. Bn
Marginal Cashflow – Forthcoming Projects (15.23 mn sft)	-	-	-	73.34	Rs. Bn

- Balance receivables of Rs. 70.88 billion from sold units fully covers the balance cost of Rs. 64.73 bn to complete the ongoing projects offered for sale
- Estimated Marginal Cashflow from Ongoing and Forthcoming projects put together is Rs. 109.42 bn
- "Ongoing Projects" are the ones with RERA registration. Forthcoming Project will be reclassified as Ongoing project 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

Contents

Cashflow

Sales Performance

Financials & Operations

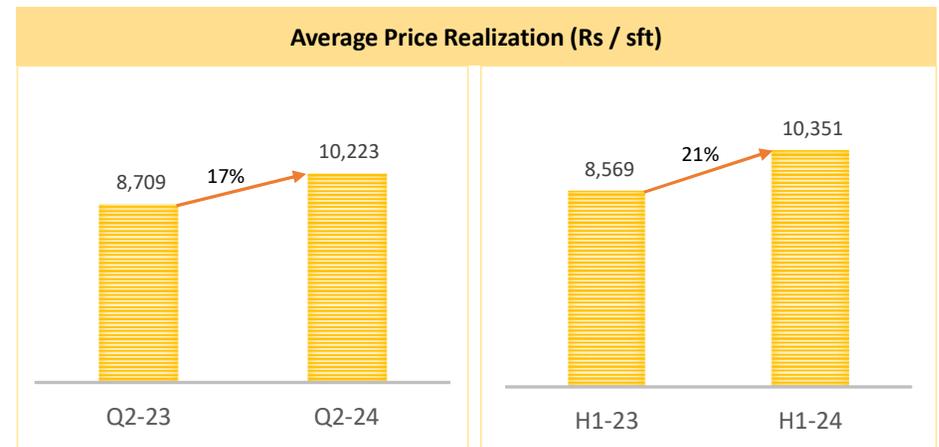
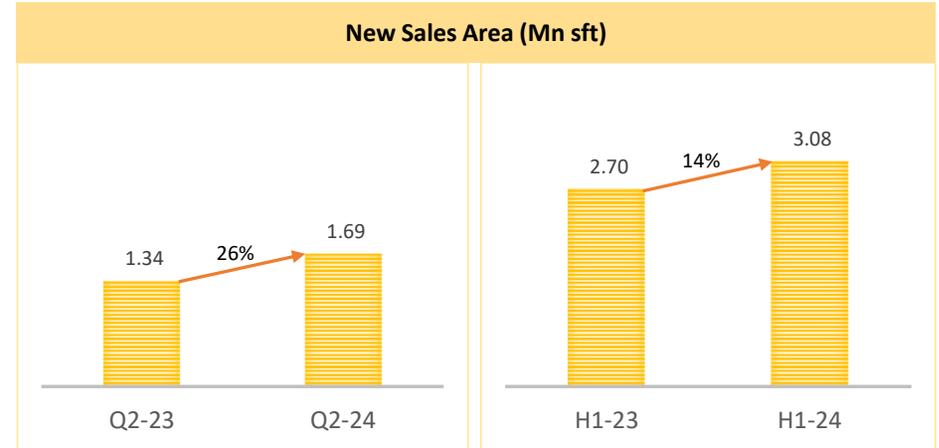
Project Updates



Historic best Sales performance achieved in Q2 FY 2024

Quarter & Half Year Sales highlights

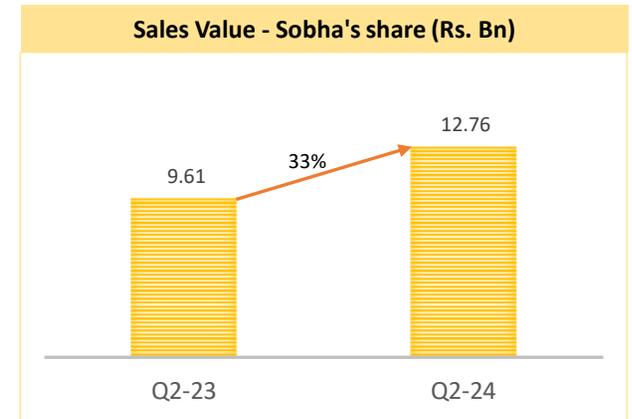
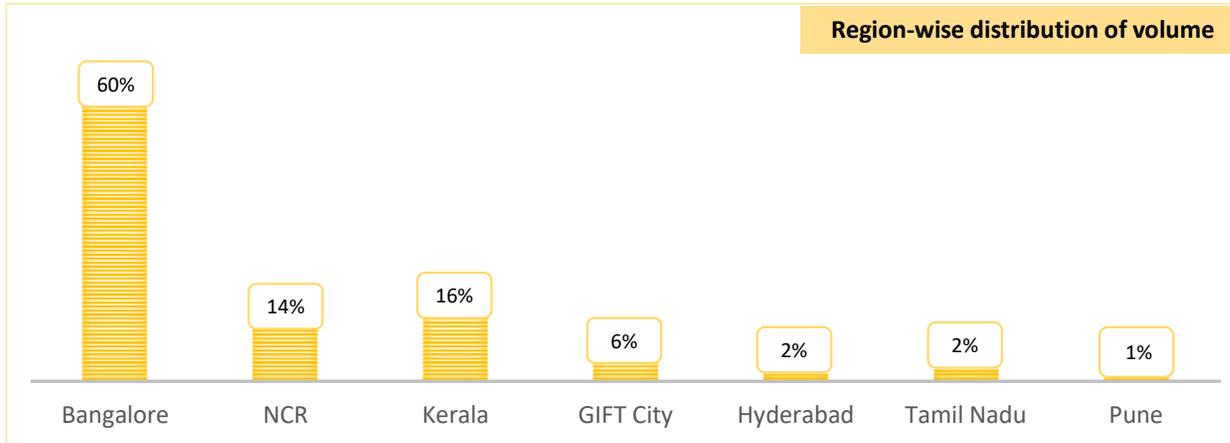
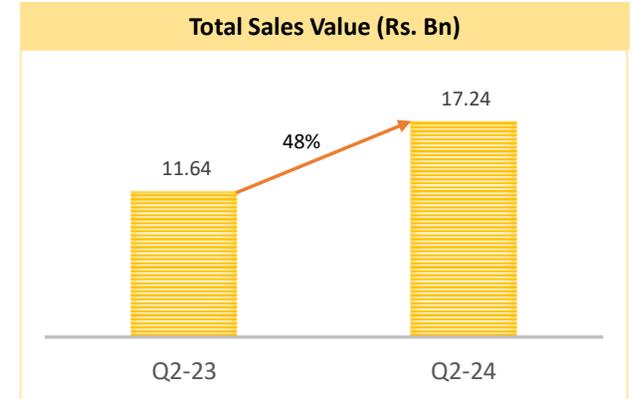
- ▶ Achieved sale value of Rs. 17.24 bn in Q2-24, registering growth of 48.1% over Q2-23, with a sale of 1,686,196 sft comprising 1,007 homes at average realization of Rs. 10,223 / sft.
- ▶ Bangalore touched new area sale of 1.01 mn sft recording highest ever sale value of Rs. 9.32 bn in Q2-24
 - SOBHA Brooklyn and Manhattan Towers contributed 53.9% of sales area and 51.7% of sales value of Bangalore region
 - SOBHA Dream Series contributed 25.2% to area and 24.2% to value
- ▶ NCR continued with its steady performance capitalizing on SOBHA's established presence in the city. Contributed 20.6% to overall sales value
- ▶ Kerala region has achieved higher sale value in H1-24 than all of FY 2023, aided by release of new towers in Kochi and Thrissur
- ▶ GIFT City witnessed remarkable growth recording their best ever quarter with sales value of Rs. 895 mn; New sales area grew by 64.7% compared to previous quarter to cross 1 lakh sft quarterly sale for first time



Region wise Real Estate Sales Performance in Q2 FY 2024

Highest ever quarterly sales performance achieved – driven by sustained demand for SOBHA homes across markets

Region	Area Sold (sft)	Total Sale Value (Rs. Mn)	Sobha's Share Value (Rs. Mn)	Average Price Realization (Rs. / sft)
Bangalore	1,007,103	9,320	7,003	9,255
NCR	227,795	3,556	2,325	15,613
Kerala*	265,876	2,654	1,777	9,984
GIFT City	107,725	895	895	8,310
Hyderabad	25,717	363	363	14,121
Tamil Nadu*	40,742	317	262	7,786
Pune	11,238	131	131	11,672
Total	1,686,196	17,238	12,756	10,223

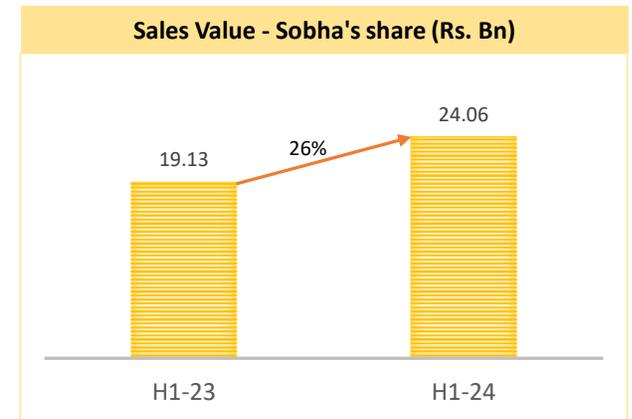
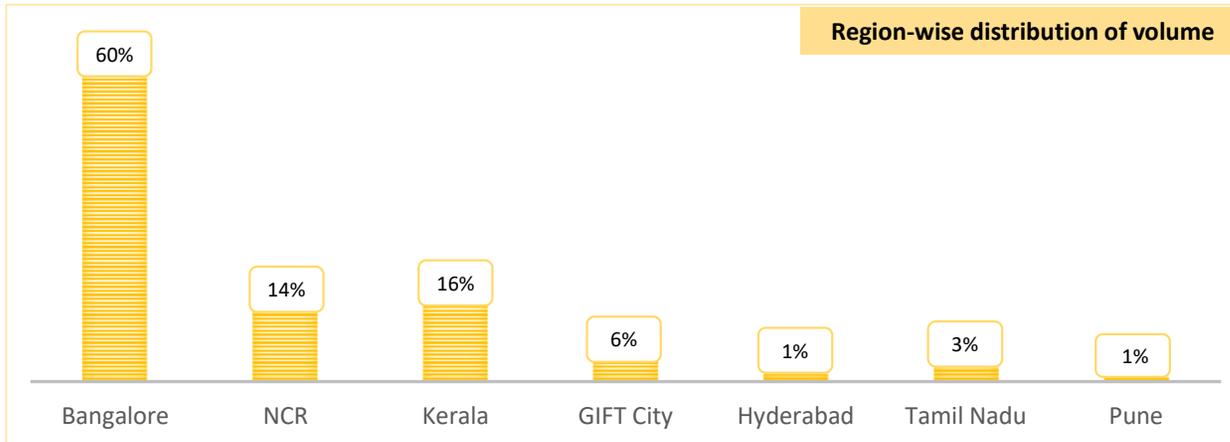
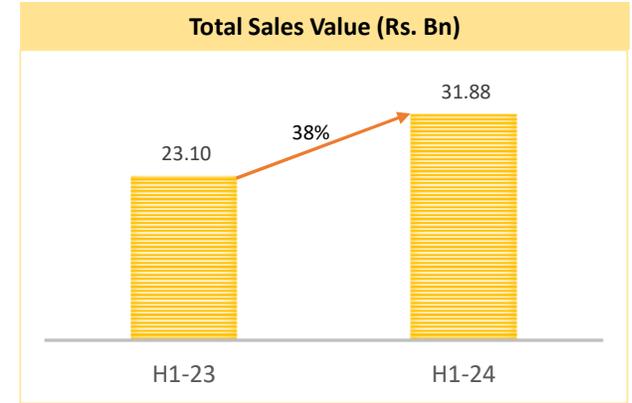


*Kerala includes Kochi, Thrissur, Calicut and Trivandrum ; Tamil Nadu includes Chennai and Coimbatore

Region wise Real Estate Sales Performance in H1 FY 2024

38% growth in sale value; 14% growth in new sale area compared to H1-FY23

Region	Area Sold (sft)	Total Sale Value (Rs. Mn)	Sobha's Share Value (Rs. Mn)	Average Price Realization (Rs. / sft)
Bangalore	1,846,475	17,280	13,580	9,358
NCR	440,781	6,814	4,400	15,460
Kerala*	477,766	4,931	3,302	10,320
GIFT City	173,125	1,410	1,410	8,142
Hyderabad	42,912	618	618	14,412
Tamil Nadu*	77,670	578	496	7,436
Pune	21,584	254	254	11,775
Total	3,080,313	31,885	24,060	10,351



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

Consistent sales performance aided by high operational focus & sustained demand

Quarterly New Sales Area (Mn sft)



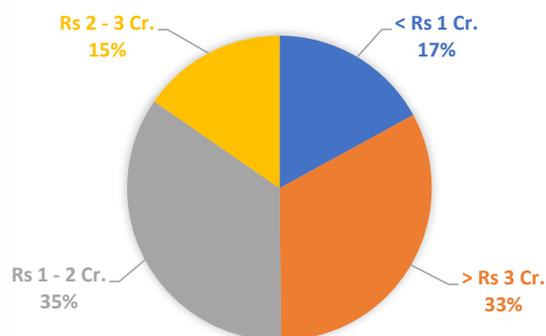
Quarterly Sales Value (Rs. Mn)



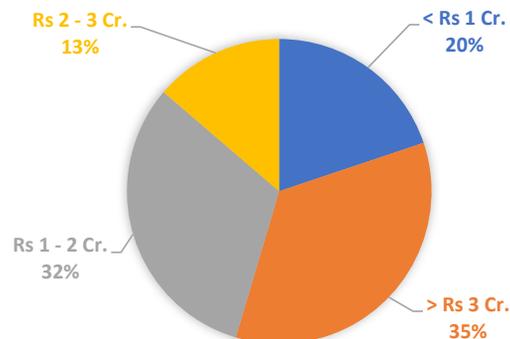
Sales Value classification (Q2 & H1 FY 2024) - Price Band & Region Wise

Price bucket wise contribution to sales value

Q2 – FY24



H1 – FY24



Region wise contribution to sales value

Region	Q2-24		H1-24	
	Sale Value	Contribution	Sale Value	Contribution
	Rs. Mn	%	Rs. Mn	%
Bangalore	9,320	54%	17,280	54%
Kerala*	2,654	15%	4,931	15%
NCR	3,556	21%	6,814	21%
GIFT City	895	5%	1,410	4%
Hyderabad	363	2%	618	2%
Tamil Nadu*	317	2%	578	2%
Pune	131	1%	254	1%
Total	17,238	100%	31,885	100%

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

- Demand for larger residential homes continued with work-from-home becoming mainstay in services sector
- As a result, contribution from luxury segment (> Rs. 2 Cr.) has increased from 26% in H1-FY23 to 48% in H1-FY24.
- Contribution of > Rs 3 Cr. products has increased from 10% in H1-FY23 to 35% in H1-FY24; aided by new towers in SOBHA City Gurgaon and Marina One (Kochi), also supported by sales in SOBHA Oakshire, SOBHA Gallera, and our Villa projects across regions
- SOBHA Dream Acre project, spread over 81 acres with 6,262 units got fully sold out. This was also a contributory factor to our product mix gyrating towards high ticket size
- Contribution of < Rs. 2 Cr. products came down from 74% in H1-23 to 52% in H2-FY24. Major projects in this category are SOBHA Metropolis (Thrissur), SOBHA Dream Gardens, SOBHA Dream Heights

Inventory Visibility – Ongoing and Forthcoming Real Estate Projects

Forthcoming Projects

Location	SBA (Mn sft)	No. of Projects
Residential	15.23	18
Bangalore	6.85	6
NCR	4.09	3
GIFT City	0.77	1
Kochi	1.37	2
Trivandrum	0.46	1
Thrissur	0.40	1
Calicut	0.81	1
Coimbatore	0.28	2
Chennai	0.22	1
Commercial	0.83	3
NCR	0.80	2
Thrissur	0.03	1
Grand Total	16.06	21

Total Residential Inventory – Ongoing and Forthcoming

Inventory status	Mn sft
Unsold Area - Completed projects	0.17
Unsold Area - Ongoing projects - offered for sale	3.19
Unsold area - Ongoing projects - not offered for sale	0.18
Forthcoming projects	15.23
Total inventory visibility	18.77

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

Contents

Cashflow

Sales Performance

Financials & Operations

Project Updates

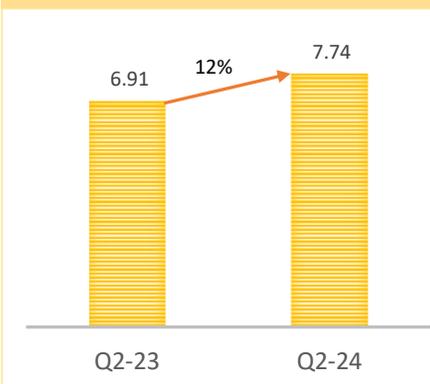


Financial & Operational Highlights – Q2 FY 2024

Key quarterly highlights

- ▶ Total income for the quarter was Rs. 7.74 bn, registering growth of 12.0% compared to same period in FY23, supported by 21.2% growth in Real Estate
- ▶ In Q2-FY24 we have handed over 462 homes comprising total saleable built up area of 671,213 sft,
- ▶ Contractual & manufacturing revenue was steady at Rs. 1.98 bn
- ▶ EBITDA for the quarter was Rs. 1.08 bn with margin of 13.9%
- ▶ PAT was at Rs. 131 mn with margin of 1.7%
- ▶ Balance revenue to be recognized from sold residential units till 30.09.2023 is Rs. 111.86 bn

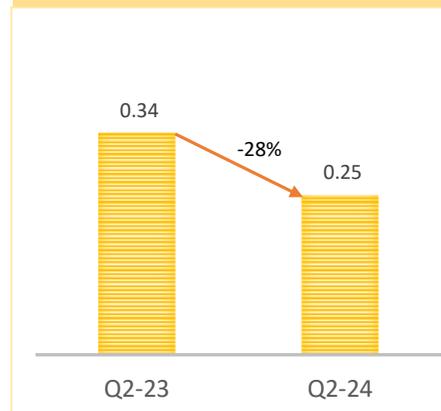
Total Income (Rs. Bn)



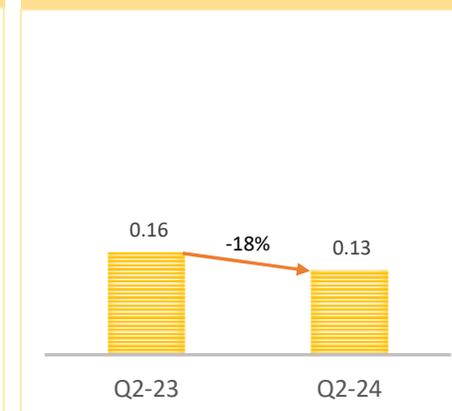
Real Estate Income (Rs. Bn)



PBT (Rs. Bn)



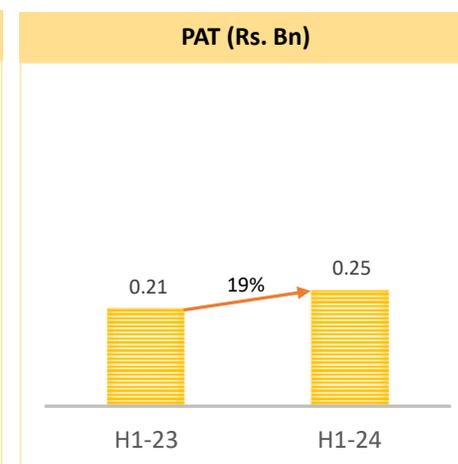
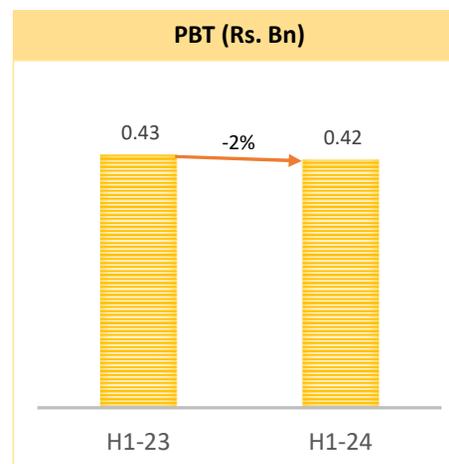
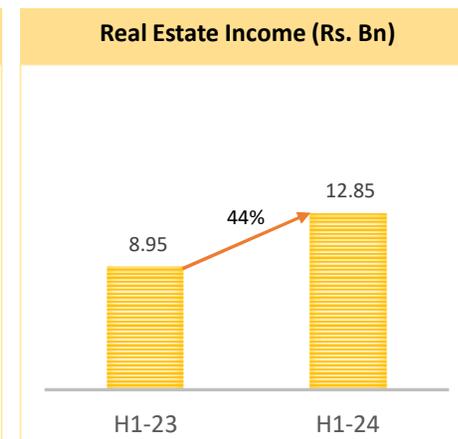
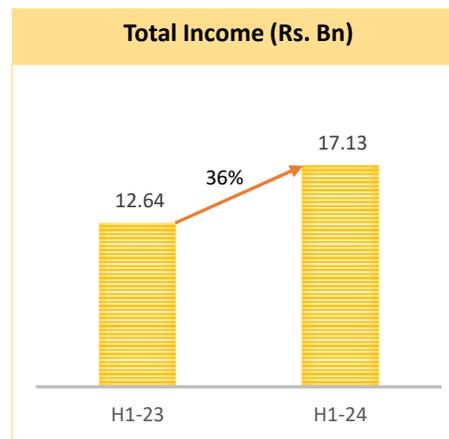
PAT (Rs. Bn)



Financial & Operational Highlights – H1 FY 2024

Key half-yearly highlights

- ▶ Total income in H1-FY24 was Rs. 17.13 bn, registering growth of 35.5% compared to same period in FY23
- ▶ Real Estate segment contributed Rs. 12.85 bn (74.7% of total income), improving by 43.6% compared to same period in FY23
- ▶ The growth in real estate revenue was supported by handover of 1,182 homes comprising 1.71 mn sft of SBA, which was 36.8% more than H1-FY23
- ▶ Contractual & manufacturing revenue was Rs. 3.65 bn, growth of 8.0% compared to H1-FY24
- ▶ EBITDA for the H1-FY24 was Rs. 2.04 bn with margin of 11.9%, improved by 3.7% over the same period in FY23
- ▶ PAT was at Rs. 254 mn with margin of 1.5%, registering growth of 18.7% compared to H1-FY23



Profit & Loss Statement – Q2 FY 2024

Rs Million

Particulars	Q2-24	Q1-24	Q2-23	H1-24	H1-23	FY-23
Real Estate Revenue	5,436	7,410	4,484	12,846	8,946	25,238
Contractual & Manufacturing Revenue	1,976	1,669	2,216	3,645	3,375	7,863
Other Income	324	313	205	637	323	923
Total Income	7,736	9,392	6,906	17,129	12,643	34,024
Total Expenditure	6,658	8,425	5,752	15,083	10,670	29,406
EBIDTA	1,078	967	1,153	2,046	1,973	4,618
<i>EBIDTA Margin</i>	13.9%	10.3%	16.7%	11.9%	15.6%	13.6%
Depreciation	193	183	179	376	325	678
Finance Expenses	639	611	631	1,250	1,219	2,490
Profit Before Tax	247	173	343	420	429	1,450
<i>PBT Margin</i>	3.2%	1.8%	5.0%	2.4%	3.4%	4.3%
Tax Expenses	97	52	152	150	190	408
PAT after share of associates	149	121	192	270	239	1,042
Other comprehensive income	(18)	3	(33)	(16)	(25)	(40)
Net Profit	131	123	159	254	214	1,002
<i>Net Profit Margin</i>	1.7%	1.3%	2.3%	1.5%	1.7%	2.9%

Consolidated Balance Sheet as on 30-Sept-2023

ASSETS (Rs. Mn)	30-Sept-23	30-June-23	EQUITY & LIABILITIES (Rs. Mn)	30-Sept-23	30-June-23
Non-current Assets			Equity		
Property, Plant and equipment	4,273	4,139	Equity Share Capital	948	948
Investment Property	4,451	4,486	Other Equity	23,969	24,123
Investment Property under construction	93	78	Total Equity (C)	24,917	25,071
Intangible assets	227	192	Non-Current Liabilities		
Right of use assets	101	96	Financial Liabilities		
Financial Assets			Borrowings	7,283	8,124
Investments	1,149	1,149	Lease liabilities	204	198
Trade Receivables	660	701	Provisions	241	227
Other Non-current financial assets	359	351	Deferred Tax Liability	143	62
Other non-current assets	9,074	9,251	TOTAL	7,872	8,611
Current tax assets (net)	158	224	Current Liabilities		
Deferred tax assets (net)	480	221	Financial Liabilities		
TOTAL (A)	21,025	20,888	Borrowings	12,711	12,717
Current Assets			Lease liabilities	28	28
Inventories	89,874	86,701	Trade Payable	6,256	6,193
Financial Assets			Other Current financial liabilities	8,786	7,302
Trade receivables	1,701	1,520	Other current liabilities	69,826	65,913
Cash and cash equivalents	1,559	1,834	Liabilities for current tax (net)	220	0
Bank balance other than Cash	4,908	3,687	Provisions	73	198
Loans	1	1	TOTAL	97,900	92,351
Other Current financial assets	4,031	4,349	Total Liabilities (D)	105,772	100,962
Other Current Assets	7,589	7,053	TOTAL EQUITY & LIABILITIES (C + D)	130,689	126,033
TOTAL (B)	109,664	105,145			
TOTAL ASSETS (A + B)	130,689	126,033			

Contracts Portfolio & Operational Overview

Revenue & Collection

Rs Billion

Particulars	H1-24	H1-23
Revenue		
Contracts	1.64	1.69
Manufacturing	2.01	1.68
Total	3.65	3.37
Collections		
Contracts	1.58	2.61
Manufacturing	2.39	2.22
Total	3.97	4.83

Ongoing projects location-wise (30th Sep 2023)

Location	No of projects	Built-up area (Mn sft)
Bangalore	5	3.55
Sonepat	1	0.49
Total	6	4.05

Ongoing Projects



Ashoka University North Campus - Haryana

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 November 2023.



Janaseva Trust Param - Bangalore

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

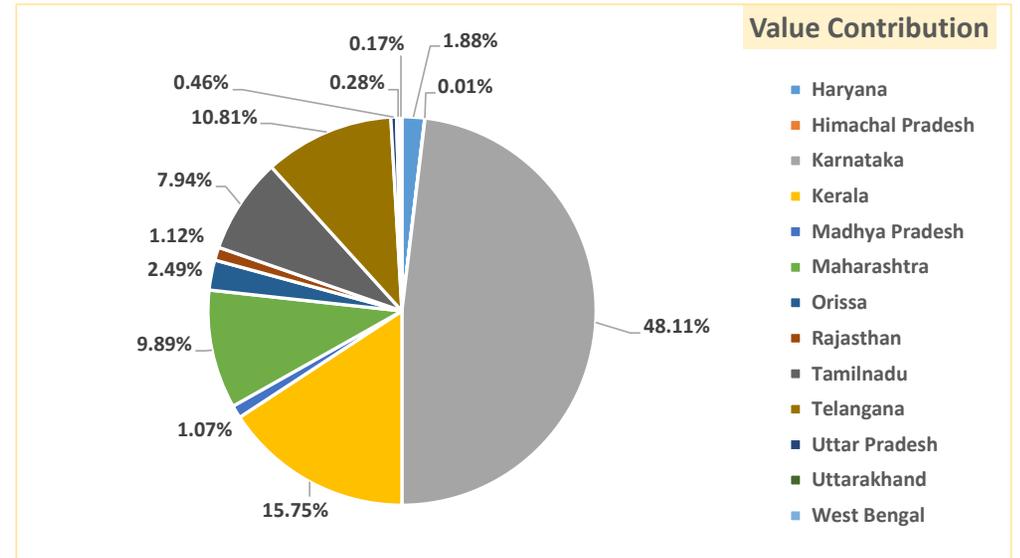
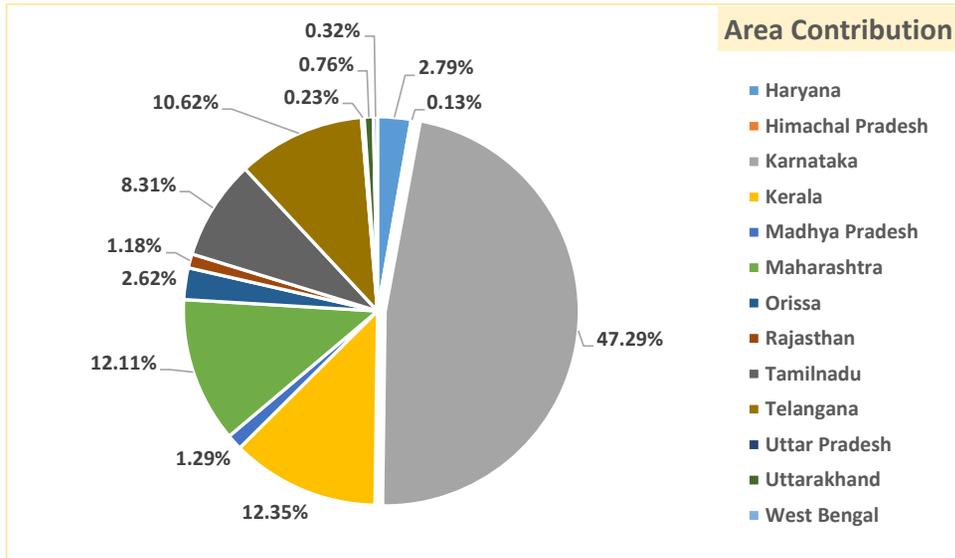


Karle HUB 05 SEZ & Karle NWCM - Bangalore

Total SBA of 2,840,917 sft and order value of Rs. 2.4 bn.
Scope of work - Civil, Structural including finishing work.
Expected date of completion in September 2025

Contracts - Completed Projects - Region wise contribution details

States >>	Karnataka	Kerala	Telangana	Maharastra	Tamil Nadu	Orissa	Haryana	Rajasthan	Madhya Pradesh	Uttar Pradesh	Uttarakhand	West Bengal	Himachal Pradesh	Total
Developed Area (Mn Sft)	27.97	7.31	6.29	7.16	4.92	1.55	1.65	0.70	0.76	0.14	0.45	0.19	0.08	59.15
Order Value (Rs. Bn)	33.97	11.12	7.63	6.99	5.61	176	1.33	0.79	0.76	0.33	0.20	0.12	0.11	70.60

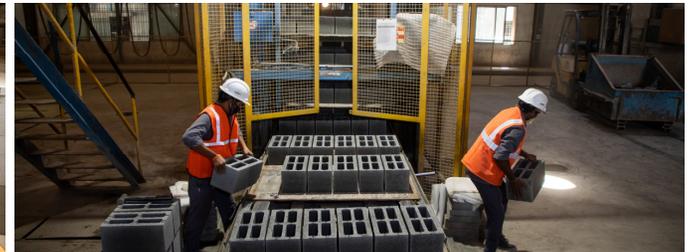


Manufacturing & Retail Performance – H1 FY 2024

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

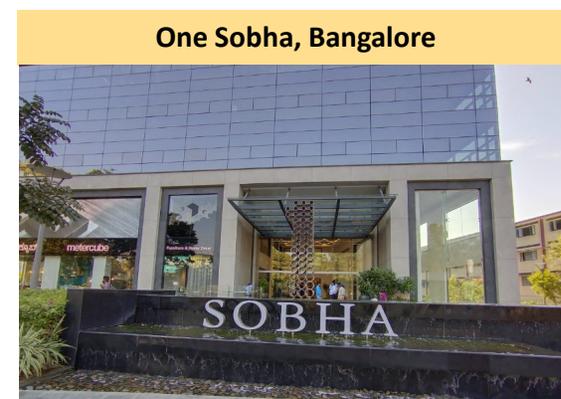
Glazing & Metal Works		Interiors, Mattresses & metercube		Concrete Products	
Turnover H1-24	Rs.0.97 bn	Turnover H1-24	Rs. 0.62 bn	Turnover H1-24	Rs. 0.42 bn
Factory Area	0.30 Mn sft	Factory Area	0.80 Mn sft	Factory Area	0.40 Mn sft
Products <ul style="list-style-type: none"> ▶ Metal/Steel fabrication 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	195,987
Sub Total		550,308	476,785
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	117,000
Sub Total		823,214	760,214
Grand Total		1,402,385	1,265,862



Contents

Cashflow

Sales Performance

Financials & Operations

Project Updates



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*	57.41	42.76	16.85	11.49	6.85
Gurgaon	3.45	2.06	3.54	2.35	4.88
Kerala*	3.50	2.72	6.57	4.34	3.06
GIFT CITY	-	-	1.23	0.84	0.77
Tamil Nadu*	7.19	5.50	0.55	0.35	0.49
Hyderabad	-	-	0.80	0.65	-
Pune	1.20	0.88	0.94	0.64	-
Total	72.74	53.92	30.48	20.66	16.06

Note:

- ▶ Real Estate product mix includes Multi Storied Apartments, Row Houses, Villas, Plotted Developments & Club House Facilities etc.
- ▶ Developed / Developable area includes super built-up area (SBA) / saleable area to the customer plus common area, car parking area, service area, storage area, internal roads and common amenities.
- ▶ Forthcoming projects include opportunities which are at various stages from Concept design to Approvals.

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

Real Estate completion in Q2 FY 2024

438 homes (with SBA of 0.68 mn sft) delivered across 6 cities

Project	Location	Product Type	No. of units	SBA (sft)
Sobha Dream Gardens Phase 2 - Wing 5	Bangalore	Apartments	182	152,768
Sobha Lake Gardens Phase 1 - Wing 5	Bangalore	Apartments	75	122,013
Sobha Royal Pavilion - Wing 4	Bangalore	Apartments	75	118,757
International City Gurgaon – Phase II	NCR	Villas	2	11,553
Sobha Bela Encosta	Calicut	Villas	1	5,325
Sobha Silver Estate	Thrissur	Villas	4	14,305
Sobha Verdure	Coimbatore	Row Houses	17	37,882
Sobha Westhill	Coimbatore	Row Houses	1	2,908
Marina One - Wing 4	Kochi	Apartments	81	217,483
Total			438	682,994

Completed Residential Projects during Q2 FY 2024

**SOBHA Royal Pavilion – Wing 4
Bangalore**



Wing 4 comprising 1 Tower of G+18 floors
Total SBA completed in Q2-FY24 – 118,757 sft (75 Units)

**SOBHA Dream Garden - Wing 5
Bangalore**



Wing 5A and 5B comprising 1 tower of G+23 floors
Total SBA completed in Q2-FY24 – 152,768 sft (192 Units)

Shot at project sites

Completed Residential Projects during Q2 FY 2024...continued

**Sobha Lake Gardens - Tower 5
Bangalore**



Tower 5 comprising of G+18 floors

Total SBA completed in Q2-FY24 – 122,013 sft (75 Units)

**SOBHA Verdure
Coimbatore**



17 Villas completed in Q2-FY24

Total SBA completed – 37,882 sft (17 units)

**International City Gurgaon
NCR**



2 Villas completed in Q2-FY24

Total SBA completed in Q2-FY24 – 11,553 sft (2 units)

Shot at project sites

Completed Residential Projects during Q2 FY 2024...continued

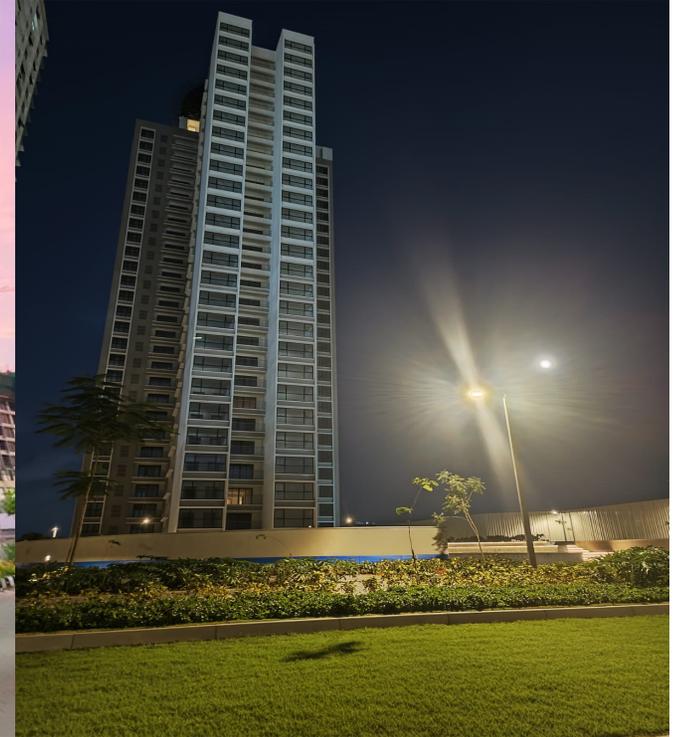
**Sobha Silver Estate
Thrissur**



4 Villas completed in Q2-FY24

Total SBA completed in Q2-FY24 – 14,305 sft (4 Units)

**Marina One – East Wing 4
Kochi**



East Wing 4 comprising 3 towers of G+26 floors

Total SBA completed in Q2-FY24 – 217,483 sft (81 Units)

Shot at project sites

Ongoing Residential Projects

SOBHA Lake Gardens Ph II - Bangalore



Development details

Towers of G+13/18 floors with 597 units (1/2/2.5/3BHK)
Total SBA of 420,233 sft

SOBHA Royal Pavilion – Bangalore (Wing 3 & 13)



Development details

16 towers of G+18 floors with 1,057 units (2/3/4 BHK)
Total SBA of 1,726,545 sft

SOBHA Oakshire - Bangalore



Development details

Total 80 Rowhouses SBA of 275,486 sft

Shot at project sites

Ongoing Residential Projects...continued

SOBHA Manhattan – Bangalore (Tower 4)



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 Sentosa Wing 5 - Bangalore



Development details

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

10/11/23
10:07 AM

SOBHA Victoria Park Wing 2 & 3 - Bangalore



Development details

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

Shot at project sites

Ongoing Residential Projects continued

SOBHA Marina One - Kochi



Development details

7 Towers with G+25/27/28 floors with 779 units (2.5/3/3.5/4 BHK)
Total SBA of 2,077,242 sft

SOBHA Meadows Whispering Hills - Trivandrum



Development details

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

SOBHA 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 City Gurgaon - NCR



Development details

14 Towers of G+17/23 floors with 972 units (2/3 BHK)
Total SBA of 2,107,287 sft

SOBHA Metropolis – Thrissur (Wing 1 & 3)



Development details

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

SOBHA Atlantis – Kochi (Tower C & D)



Development details

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

Shot at project sites

SOBHA Dream Acres – SOLD OUT !

			Area in mn sft
Developable area launched till Sept 2023	8.17	SBA launched for sale as on 30 th June 2023	6.50
		SBA released in Q2-FY24	-
Developable area completed till Sept 2023	6.87	SBA sold till 30 th Sept 2023	6.50

SOBHA Dream Acres Tropical Green



Total Project spanning 81 Acre, with saleable built up area of 6.5 mn sft is comprised of 6,262 units distributed across 27 phases and 58 wings. Project was launched on January 31st, 2015 and officially closed sales in Q2-FY24.

So far, 5,315 units have already been handed over to buyers and pending 947 units are under construction. RERA completion date for full project is September 30, 2026.

Our initial launch price of Rs. 4,175 per sft. appreciated to Rs. 8,380 per sft, by the time we sold our last unit, amounting to appreciation of over 100% over the span of the project.

Notably, the project achieved its highest quarterly sales in Q1-CY15, with 453,232 sft sold during that period.

The total sale value generated from this extensive project was Rs. 4,407.69 crores

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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