



Date: August 08, 2024

The Deputy Manager Department of Corporate Services BSE Limited PJ Towers, Dalal Street Mumbai – 400 001 Scrip Code: 532784 & 890205	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 & SOBHAPP
--	---

Dear Sirs/Madam(s),

Sub: Investor Presentation for the quarter ended June 30, 2024.

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 financial result of the Company for the quarter ended June 30, 2024.

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

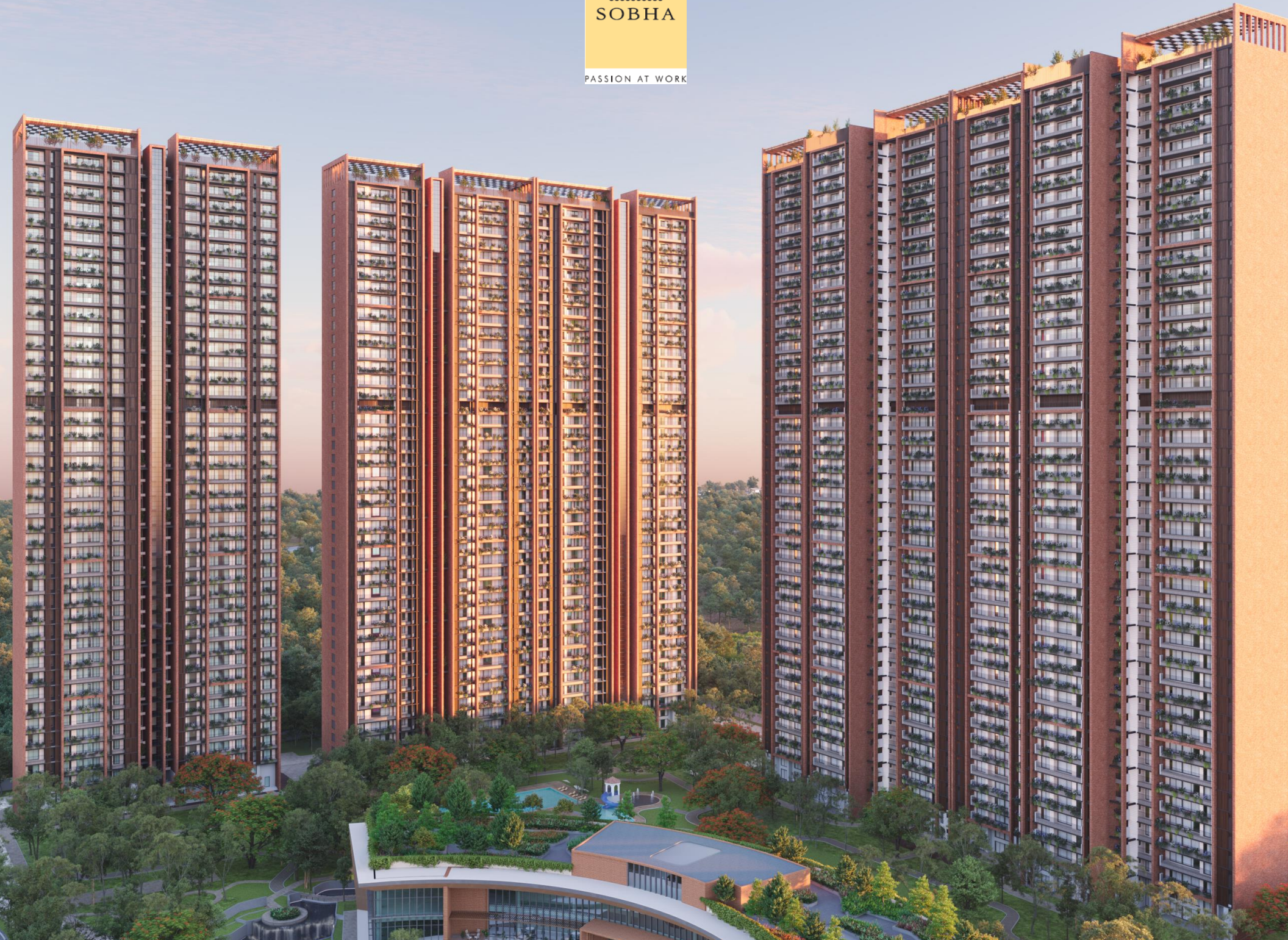
FOR SOBHA LIMITED

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

SOBHA LIMITED

REGD & CORPORATE OFFICE: 'SOBHA', SARJAPUR – MARATHALLI OUTER RING ROAD, BELLANDUR POST,
BANGALORE – 560103, INDIA

CIN: L45201KA1995PLC018475 | TEL.: +91 80-49320000 | FAX: +91 80 49320444 | www.sobha.com



INVESTOR PRESENTATION
June 2024

Artistic Impression of SOBHA Aranya, Gurgaon

01

ABOUT US

02

CASHFLOW

03

SALES PERFORMANCE

04

FINANCIALS & OPERATIONS

05

PROJECT UPDATES

LEGACY OF QUALITY

Established in 1995 by **Mr. PNC Menon**, with a vision to transform the way people perceive 'Quality'

29 years of delivering international quality spaces

Bangalore headquartered **Real Estate & Construction** firm with focus on residential real estate

Certified for Quality: ISO 9001:2015;
Environmental - 14001:2015 and Occupational Health & Safety - OHSAS 45001:2018

In-house quality control and **design-to-delivery** capabilities

'**Devotion at Work**' drives comprehensive social empowerment initiatives through CSR

237 awards for business excellence, leadership, sustainability, and CSR initiatives

IPO in Dec 2006 oversubscribed 126x

Diverse portfolio

Real estate

- Residential
- Retail

Contracting

- Institutional
- Commercial

Manufacturing

- Glazing & Metal Works
- Interiors
- Concrete Products

Retail

- Mattresses
- metercube



EXCELLENCE AT SCALE



137.68 mn

sft completed

550

Developments

7 mn

sft annual delivery
run rate

41.25 mn

sft under
development

27

Cities and 14 states
across India - footprint

25+

Acre manufacturing
facilities

4,050+

Professionals

11,600+

Technicians

Own training academy for continuous development programs

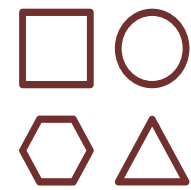
Strong credit ratings (ICRA A+, India Rating AA-)

FUELING FUTURE SUCCESS



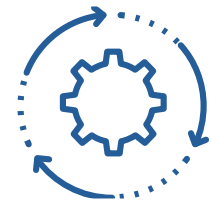
UNWAVERING COMMITMENT TO QUALITY

- Continuous investments in research in innovative construction techniques and building material
- Ensures lasting value and customer satisfaction



DIVERSIFICATION FOR RESILIENCE AND GROWTH

- Multiple revenue streams with geographical diversification supports business resilience across cycles
- Strong business fundamentals with efficient processes to enable sustainable growth



SELF-RELIANT EXECUTION AS DIFFERENTIATOR

- Design to delivery in-house capabilities to enables faster delivery, cost efficiency, and tight quality control
- India's only developer with backward integrated business model



CUSTOMER- FOCUSED EXCELLENCE

- Customer-centric design philosophy, on-time delivery and post-delivery maintenance and support



SUSTAINABILITY- LED RESPONSIBLE GROWTH

- Integrating sustainability into all aspects of design and operations, from material selection to energy efficiency
- Commitment to align with evolving customer preferences for long-term business success

Awards and recognition in Q1 FY 2025



'Best Child and Women Development Initiatives' award!



SOBHA (CSR Wing – Sri Kurumba Educational and Charitable Trust) has been recognized for its outstanding work with the 'Best Child and Women Development Initiatives of the Year 2024'. This prestigious accolade was presented at the 'Global CSR, Sustainability, and ESG Awards 2024' on June, 2024.

Sri Kurumba Educational and Charitable trust

Formed in 1994, by Mr. PNC Menon and Mrs. Sobha Menon, the trust runs various philanthropic projects along with the CSR program of Sobha Limited. Education for girls, Women Empowerment, Healthcare, Community Home Project, Orphans Home are some of the areas where the trust is actively working. Most of the initiatives are spread across rural areas of Palakkad district in Kerala.

The Sobha Academy



Education for Girls



Dowry Free Wedding



Community Feeding





01

ABOUT US



02

CASHFLOW



03

SALES PERFORMANCE



04

FINANCIALS & OPERATIONS



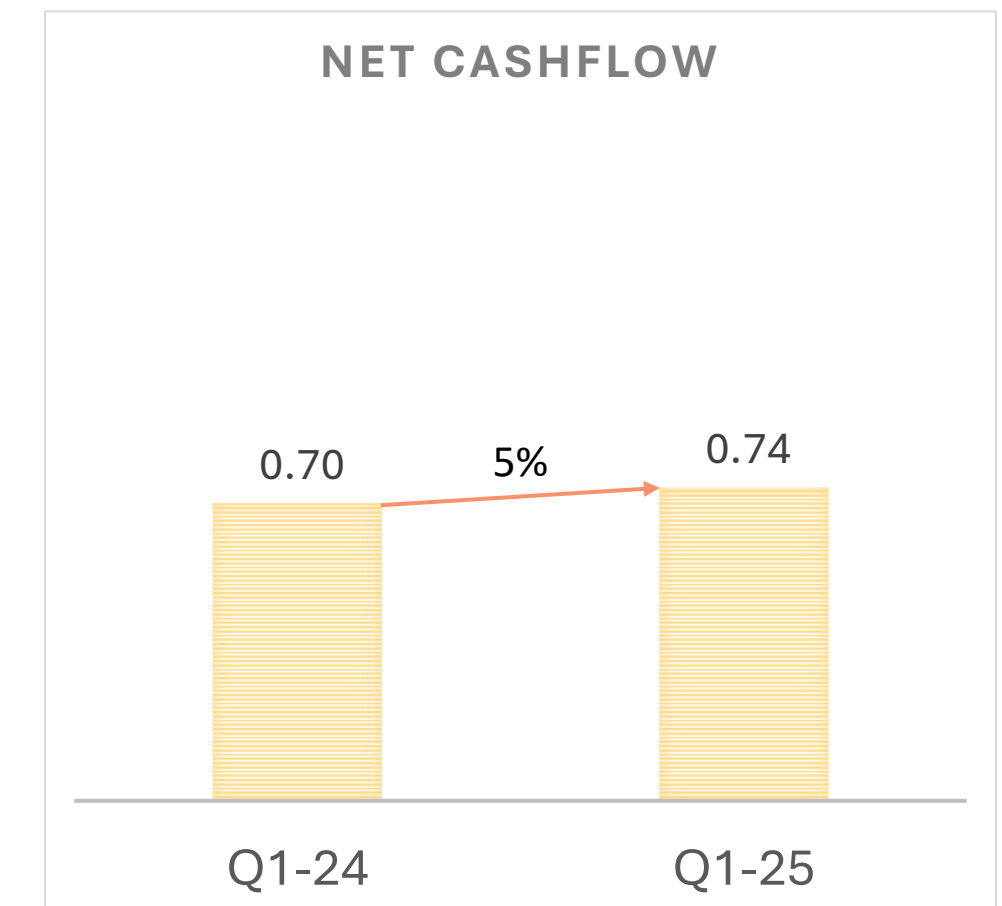
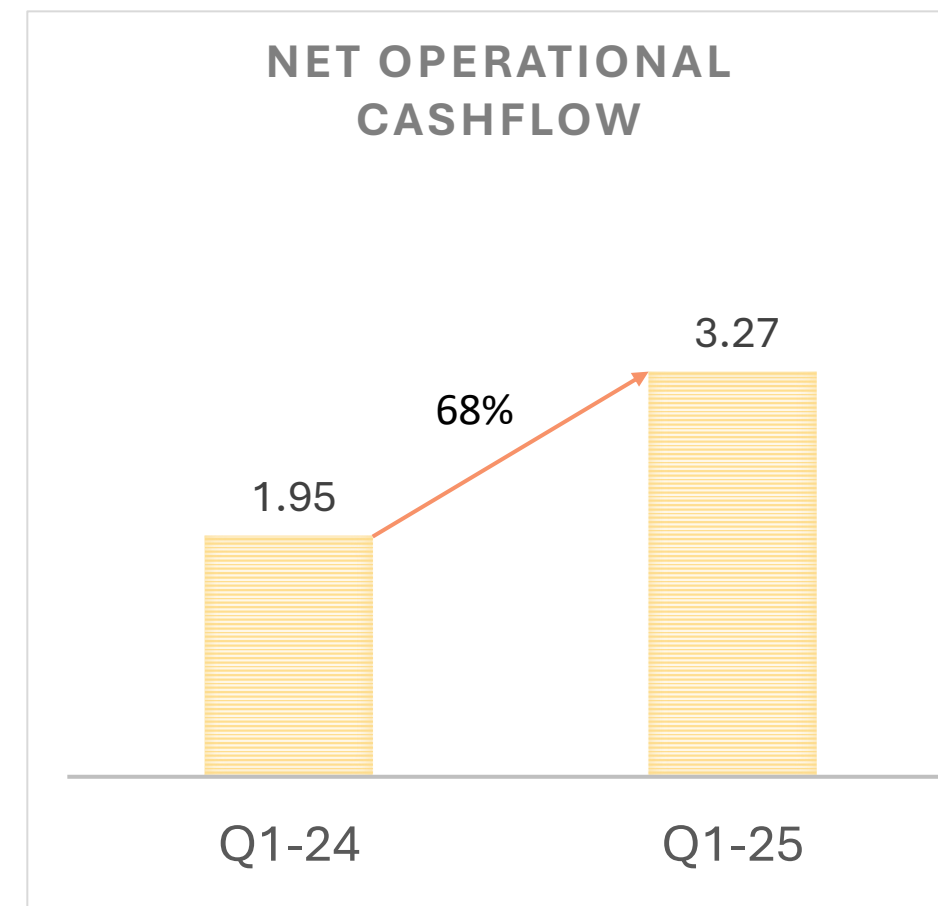
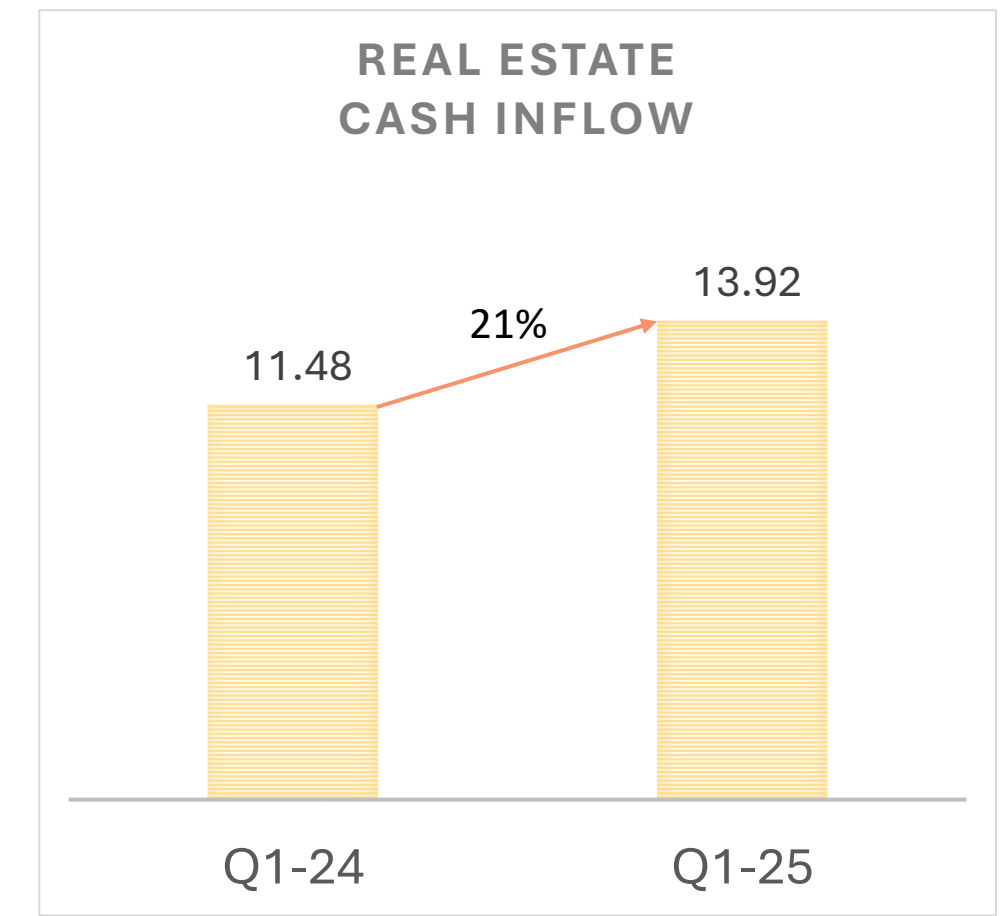
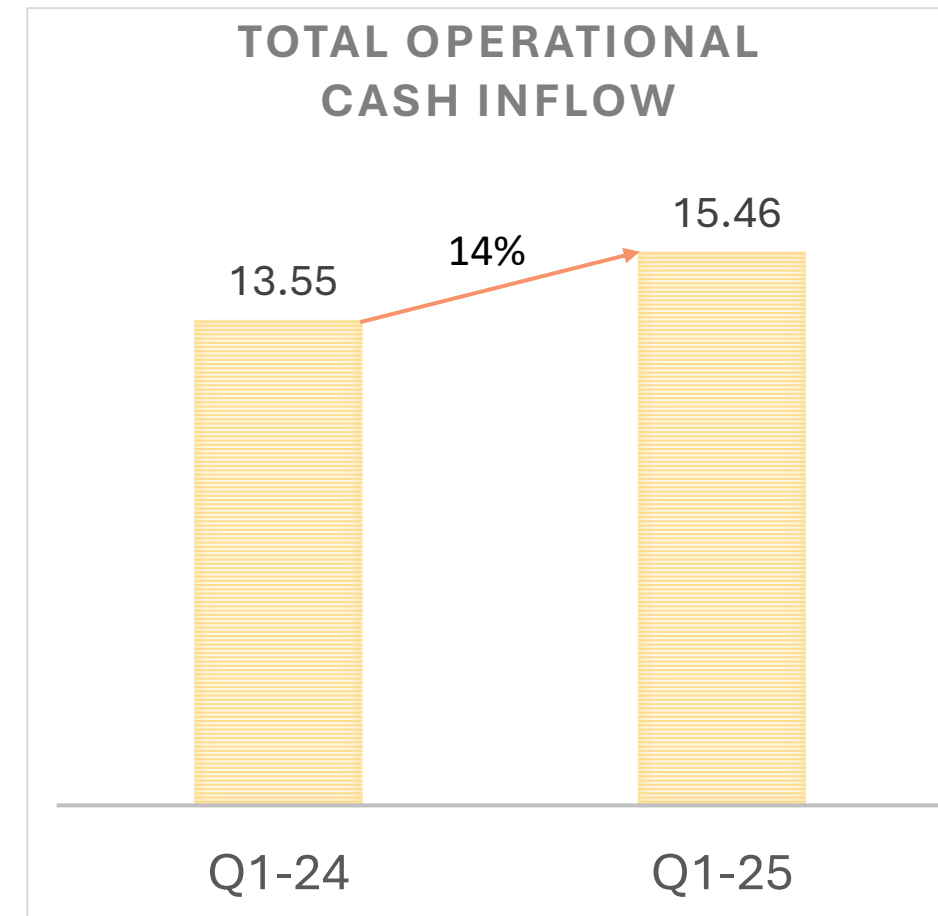
05

PROJECT UPDATES

Highest ever quarterly Collections achieved in Q1-FY25, crossed milestone of Rs.1,500 Cr.

Rs Billion

- Total collections in Q1-FY25 improved marginally by 3.2% from previous quarter and by 14.1% compared to Q1-FY24 to Rs. 15.46 bn
 - Real Estate contribution was Rs. 13.92 bn, growth of 21.2% YoY, highest ever quarterly recorded
 - Contracts & manufacturing collections was at Rs. 1.54 bn
- Continuous improvement in collections is result of increasing spends on expediting project delivery. Related outflow for the quarter was Rs. 6.12 bn, up by 15.0% compared to Q1-FY24 and 10.1% more compared to previous quarter
- Capital expenditure for the quarter increased to Rs. 445 mn, due to increased scale on back of recent launches
- In line with our growth focus, we increased our land related investment for the quarter to Rs. 1.61 bn, 3.7X of Q1-FY24
- Reduced Net Debt by Rs. 739 mn in Q1-FY25, to Rs. 11.88 bn, with Net Debt to Equity ratio falling to 0.47



Cashflow Statement – Q1 FY 2025

Rs Million

PARTICULARS	Q1-25	Q1-24	Q4-24	FY-24
Operational cash inflows				
Real Estate Operations	13,917	11,478	13,339	50,345
Contractual & Manufacturing	1,544	2,073	1,644	7,621
Total Operational cash inflow (A)	15,461	13,551	14,983	57,966
Operational cash outflows				
Real Estate project related outflow	6,118	5,320	5,559	21,900
Joint Development Partner payments	1,944	2,332	1,863	9,611
Contracts and Manufacturing	1,409	1,911	1,671	7,178
Facility management	397	255	331	1,229
Overheads	682	486	546	2,037
Sales & Marketing	335	265	352	1,318
CSR	22	59	30	151
Indirect Taxes	611	730	614	2,458
Income Tax (incl. TDS)	672	245	429	1,188
Total Operational cash outflow (B)	12,189	11,603	11,395	47,071
Net Operational Cash flow : (C=A-B)	3,272	1,948	3,588	10,895

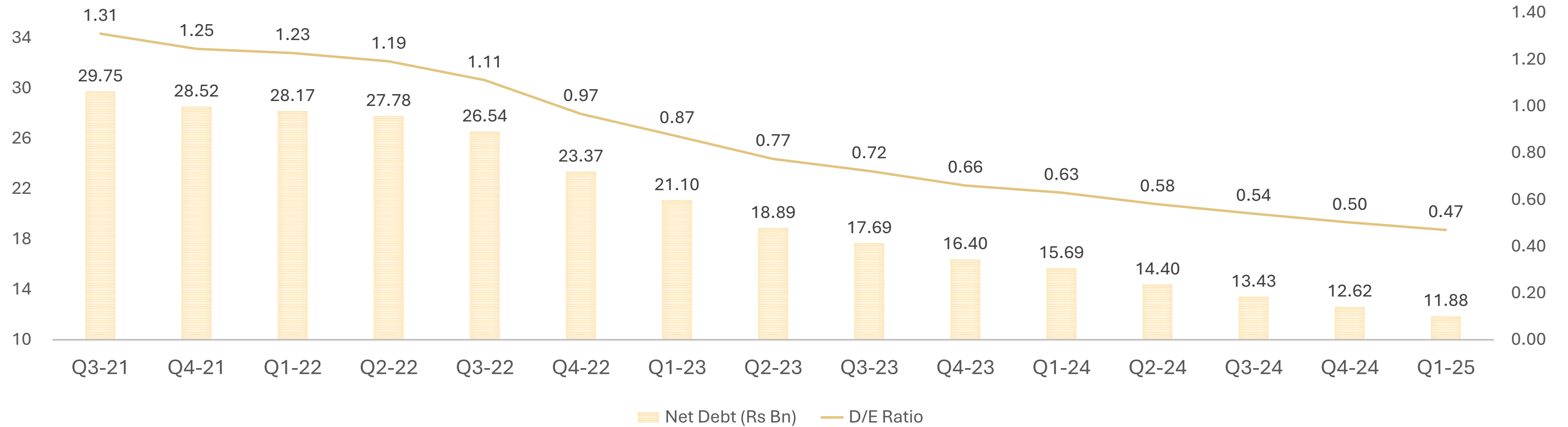
Cashflow Statement – Q1 FY 2025...continued

Rs Million

Particulars	Q1-25	Q1-24	Q4-24	FY-24
Financial Outflows				
Finance outflow	478	483	464	1,951
Dividend including taxes	-	-	-	284
Total Financial Outflows (D)	478	483	464	2,235
Net Cashflow after Financial & Tax Outflow : (E=C-D)	2,793	1,465	3,125	8,660
Capital Outflows				
Land related payments / JD deposits	1,609	431	2,105	3,829
Capex	445	332	209	1,056
Total Capital Outflow (F)	2,054	763	2,313	4,885
Total Cash Inflow: (A)	15,461	13,551	14,984	57,966
Total Cash Outflow: (G =B+D+F)	14,722	12,849	14,173	54,191
Net Cashflow (A - G)	739	702	811	3,775

❖ The steady improvement in cashflows over last few years reflect our continuous efforts in refining financial efficiency, driven by constant monitoring

Net Debt reduction continued, aided by robust internal accruals

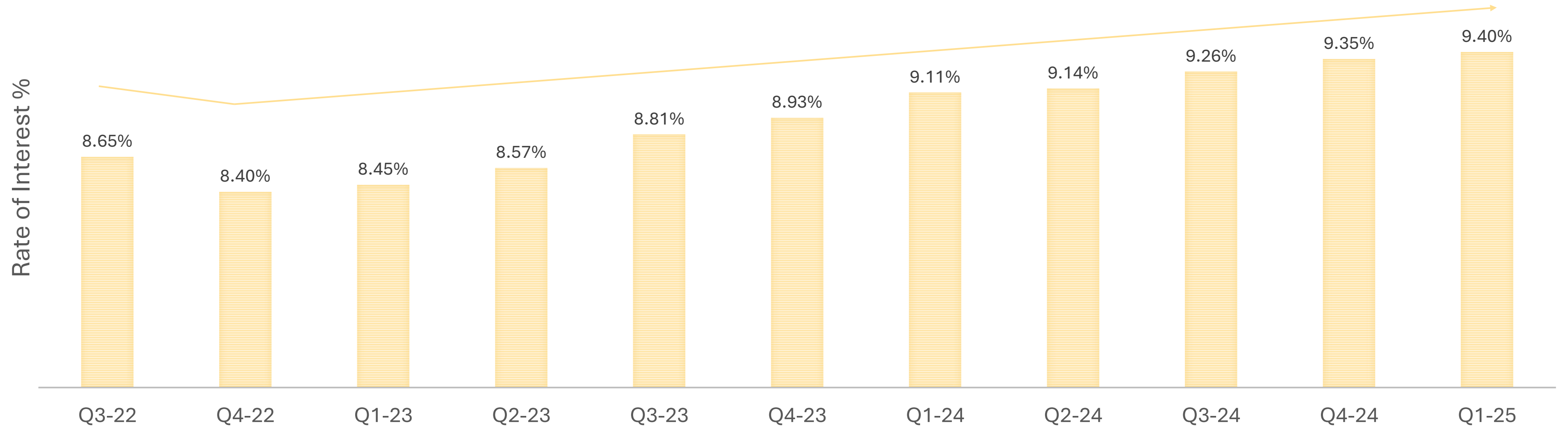


Rs Billion

Particulars	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	Q3-24	Q4-24	Q1-25
Gross Debt	31.34	30.62	30.21	29.33	28.04	25.33	22.00	22.10	20.07	20.04	20.84	19.99	18.98	19.14	19.86
(-) Cash equivalents	1.59	2.10	2.04	1.55	1.50	1.96	0.90	3.22	2.39	3.64	5.15	5.59	5.54	6.51	7.98
Net Debt	29.75	28.52	28.17	27.78	26.54	23.37	21.10	18.89	17.69	16.40	15.69	14.40	13.43	12.62	11.88
Net Cash Flow	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	0.81	0.74

Average cost of borrowing in Q1 FY 2025 was at 9.40%

Marginal increase in borrowing cost compared to previous quarter



Rs Million

<u>Finance related outflows</u>										
Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	Q3-24	Q4-24	Q1-25
729	618	529	534	528	465	483	490	515	464	478

Residential Real Estate Portfolio: Projected Cashflow as on 30th June 2024

Particulars	Completed - with unsold inventory	Ongoing - Area offered for sale	Ongoing - Area not offered for sale	Total	Unit
Total Saleable area	19.46	24.41	2.28	46.16	Mn sft
Sobha's share of Saleable area	18.14	23.49	2.28	43.92	Mn sft
Total area sold till 30 th June 2024	17.96	16.53	-	34.49	Mn sft
Unsold area as on 30 th June 2024	0.18	6.96	2.28	9.42	Mn sft
Balance cost to incur as on 30 th June 2024	4.12	92.35	19.85	116.32	Rs. Bn
Outstanding receivables + Balance to be billed & collected on sold units* + Refundable deposit	0.69	86.45	0.19	87.33	Rs. Bn
Sales value of unsold stock [^]	1.92	92.33	34.68	128.93	Rs. Bn
Marginal Cashflow – Completed & Ongoing Projects	(1.51)	86.43	15.03	99.94	Rs. Bn
Marginal Cashflow – Forthcoming Projects (17.93 mn sft)				62.10	Rs. Bn

- Balance expected receivables from completed and ongoing released projects is more than adequate to cover the cost to completion
- The unsold stock value are projected at last sold price for respective projects
- Estimated Marginal Cashflow from Ongoing and Forthcoming projects put together is Rs. 162.04 bn
- “Ongoing Projects” are the ones with RERA registration. Forthcoming Project will be reclassified as Ongoing once RERA approval 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



01

ABOUT US



02

CASHFLOW



03

SALES PERFORMANCE



04

FINANCIALS & OPERATIONS

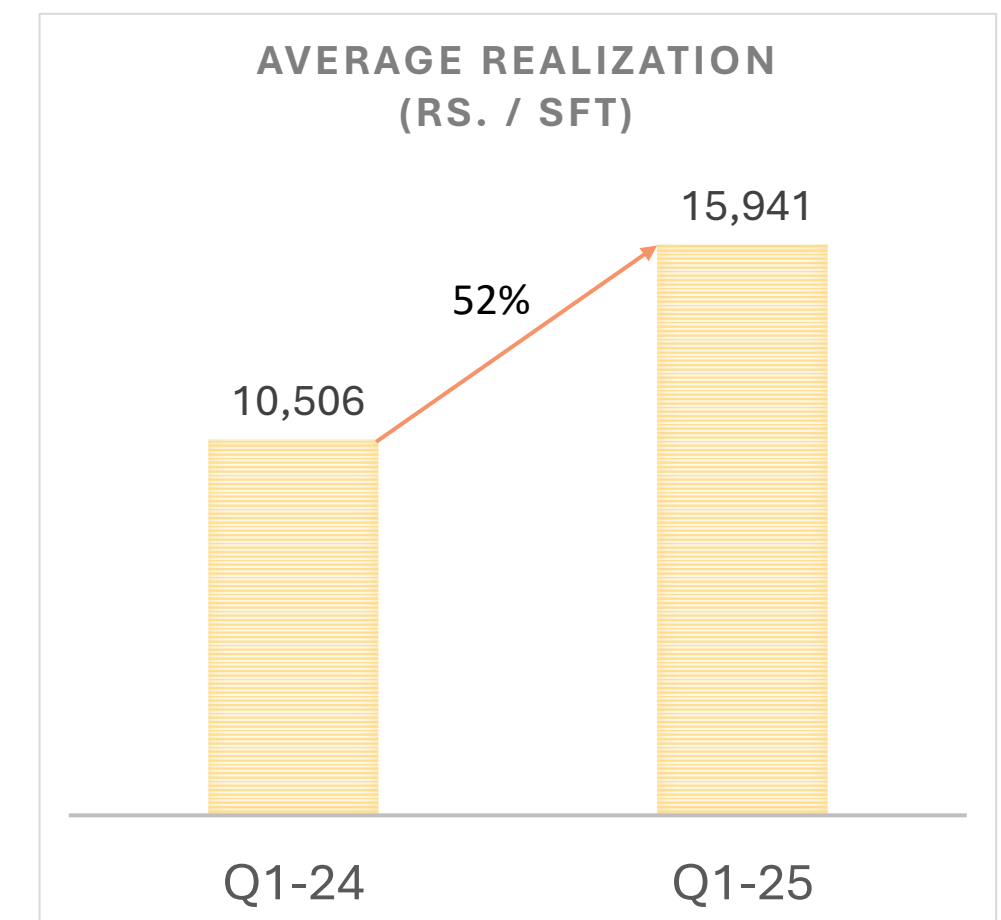
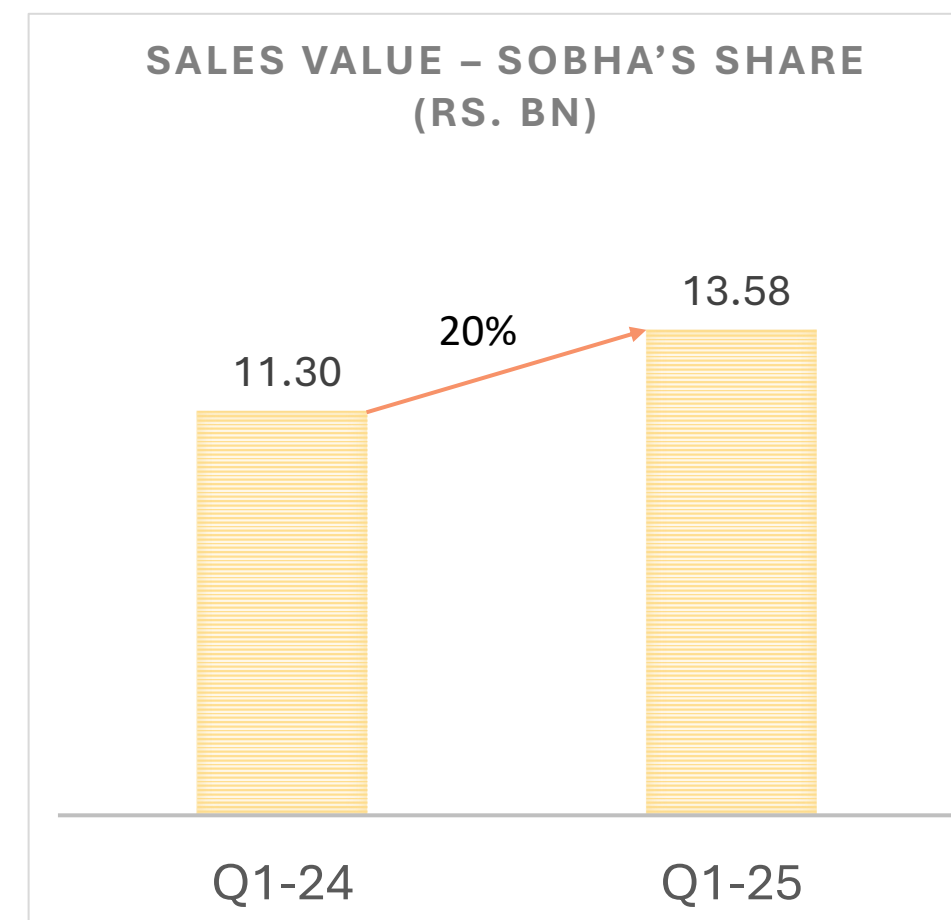
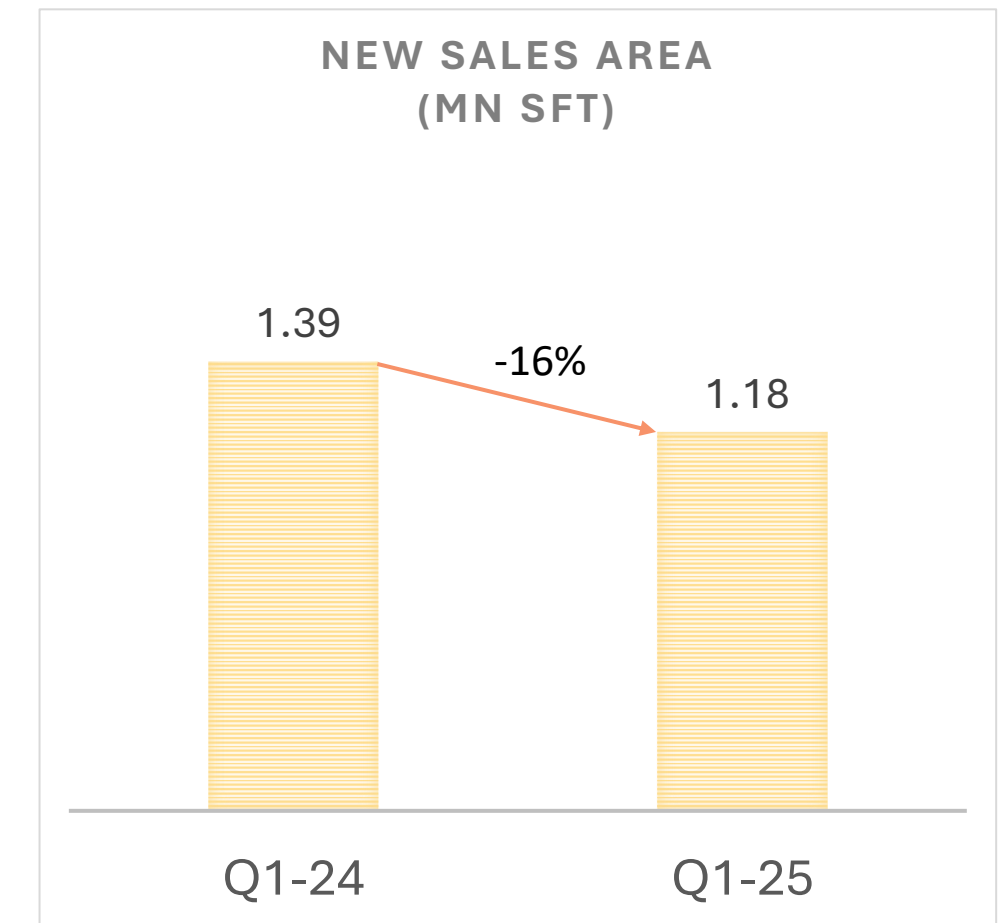
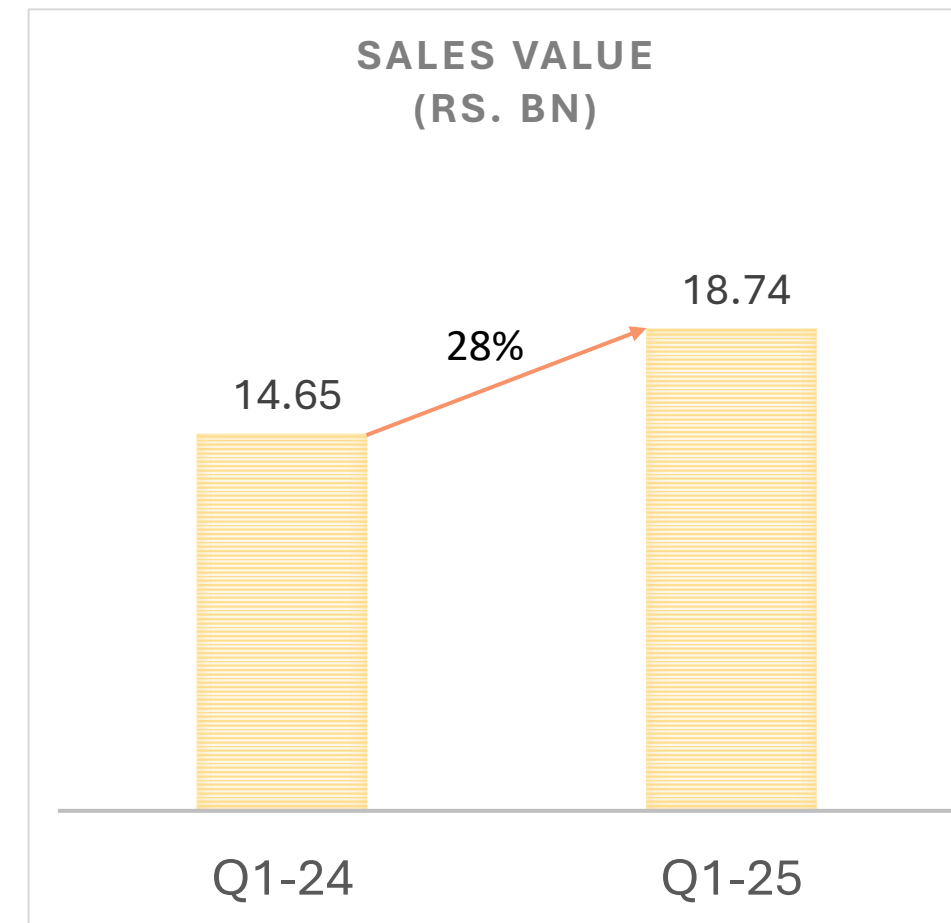


05

PROJECT UPDATES

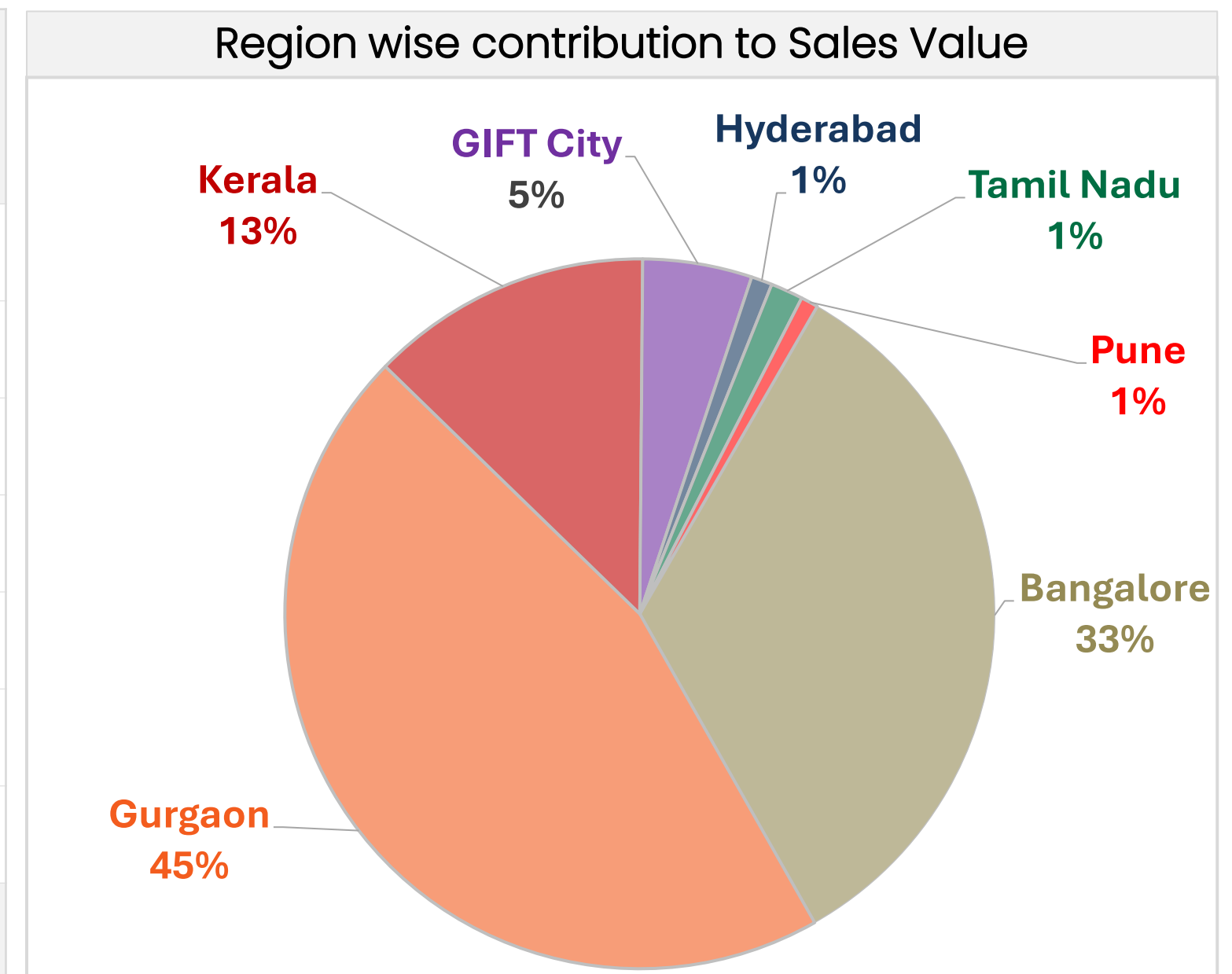
Robust sales performance backed by new luxury residential project launches

- In Q1-FY25 we sold 562 homes with area of 1,175,361 sft across all regions, achieving Sales Value of Rs. 18.74 bn, with growth of 24.6% over Q4-FY24, at average realization of Rs. 15,941 per sft
- Sobha's share grew by 6.6% over Q4-FY24 to Rs. 13,576 mn (72.5% of total sales value)
- Bangalore contributed 39.7% of overall new sales area, with Sobha Neopolis sale of 318,949 sft (68.3% of Bangalore)
- Gurgaon was 28.7% of overall new sales area, supported by newly launched Sobha Aranya sale of 296,933 sft (88.0% of Gurgaon)
- GIFT City recorded highest ever quarterly sales value of Rs. 0.93 bn, at average realization of Rs. 12,365 per sft contributed by Sobha Elysia, launched towards end of Q4-FY24
- We launched 4 new residential projects with total saleable area of 3,043,733 sft
- In Q1-FY25, 47.6% of sales value was contributed from sale of products with ticket size greater than Rs. 5 cr.



Region wise Real Estate sales performance - Q1 FY 2025

Region	Area sold (sft)	Total Sales Value (Rs. Mn)	Sobha's Share of Sales Value (Rs.Mn)	Average Price Realization (Rs. / sft)
Bangalore	467,071	6,271	5,886	13,425
Gurgaon	337,316	8,521	4,435	25,261
Kerala*	219,705	2,408	1,826	10,962
GIFT City	75,390	932	932	12,365
Tamil Nadu*	50,926	277	169	5,435
Pune	13,039	148	148	11,351
Hyderabad	11,914	180	180	15,095
Total	1,175,361	18,737	13,576	15,941

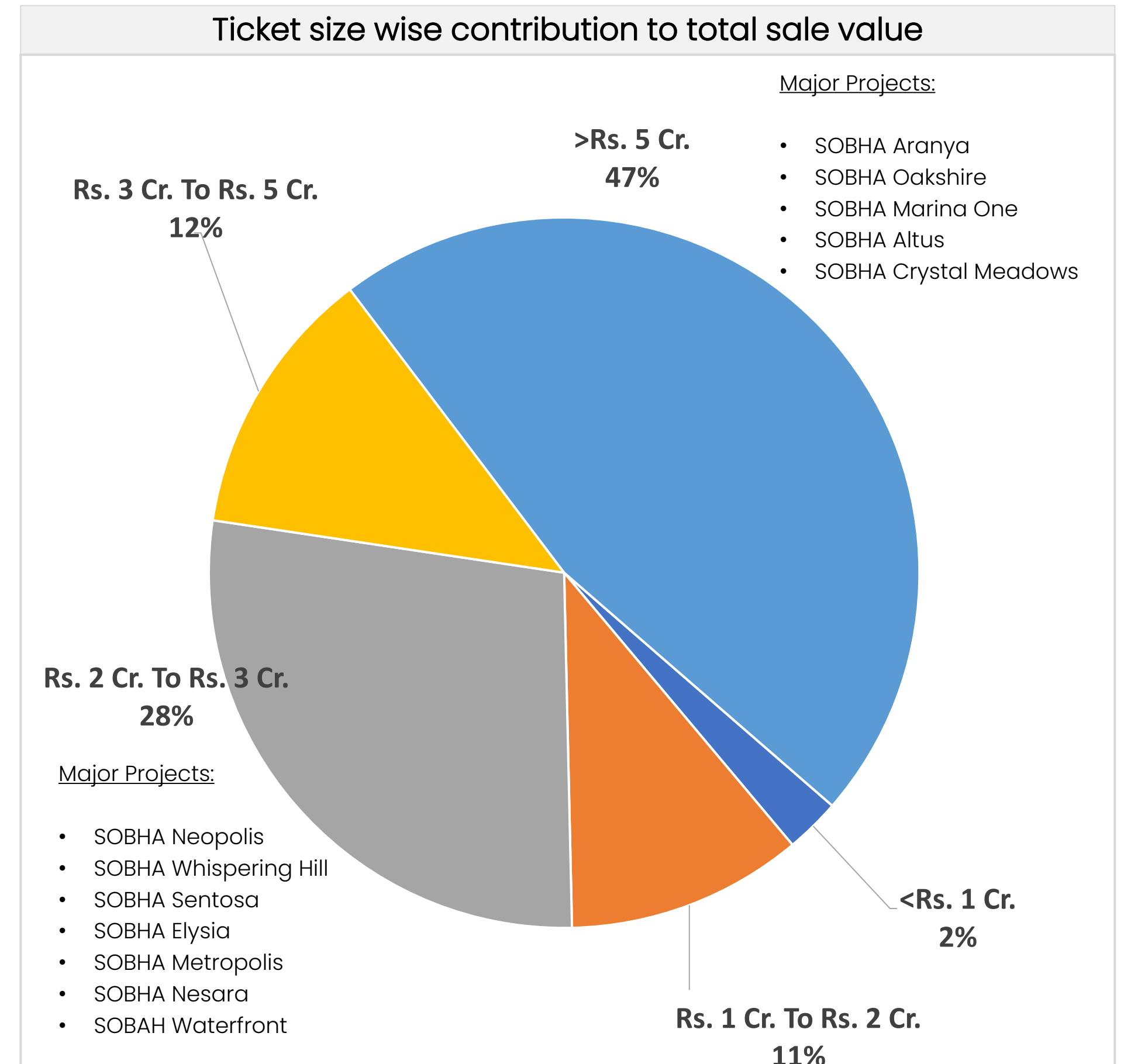


*Kerala includes Kochi, Thrissur, Calicut and Trivandrum ; Tamil Nadu includes Chennai and Coimbatore

- Overall sale was driven by demand for high ticket size products in Q1-FY25, supported by our recent luxury project launches since Q4-FY24
- Gurgaon contributed 45.5% (highest ever) to the quarterly sales value with Rs. 8.52 billion, surpassing Bangalore for first time in a quarter
- Bangalore sales were also steady contributing Rs. 6.27 bn to the overall sales value in Q1-FY25
- Kerala region saw growth by 5.8% compared to Q1-FY24, contributing 12.8% to overall sales value

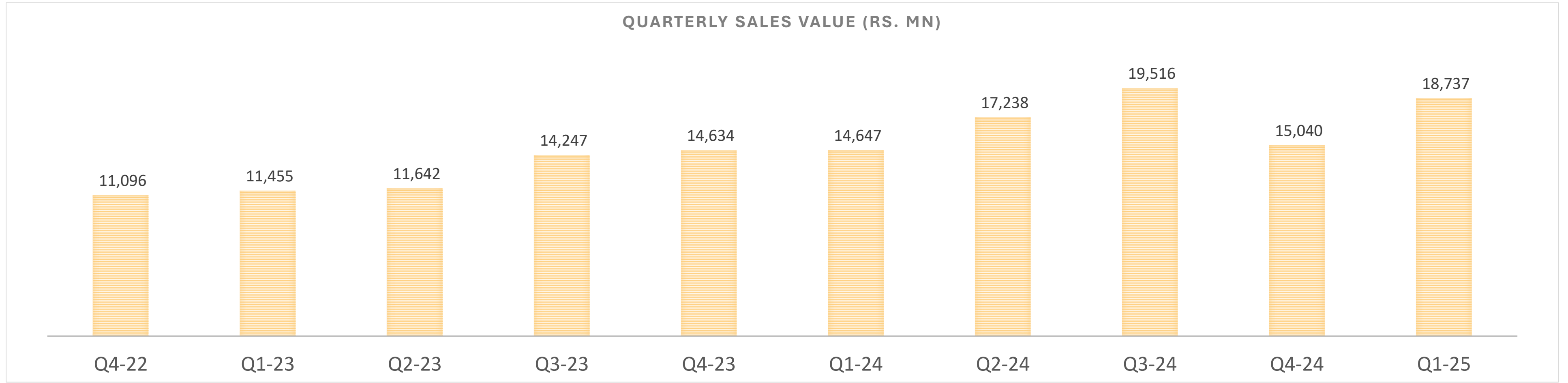
Homes > Rs. 5 Cr. contributed 47% of sale in Q1-FY25

- Notable shift in product mix in sales was witnessed in Q1-FY25, due to inventory mix gyrating towards high ticket products over last 2 quarters
- Pan India average price realization improved by 51.7% compared to Q1-FY24, to Rs. 15,941 per sft
- A significant part of the increase can be attributed to:
 - Completion of sales in affordable category projects like Sobha Dream Acres, Sobha Dream Heights last year. Sobha Dream Garden is also in its last leg
 - Shift is further highlighted by our recent launches of luxury projects in Gurgaon and Bangalore.
- Homes sold under Rs. 1 cr. comprised projects like Sobha Conserve (plots), Sobha Mountain Mist (plots), 1 BHKs in Sobha Neopolis and few remaining units in Sobha Dream Garden
- Rs 1 cr. – Rs. 2 cr. category comprised of 1 B studio apartments in Sobha Altus, Sobha Arbor, Sobha Elysia, Sobha Meadows – Whispering Hill, Sobha Metropolis, Sobha Royal Crest etc.

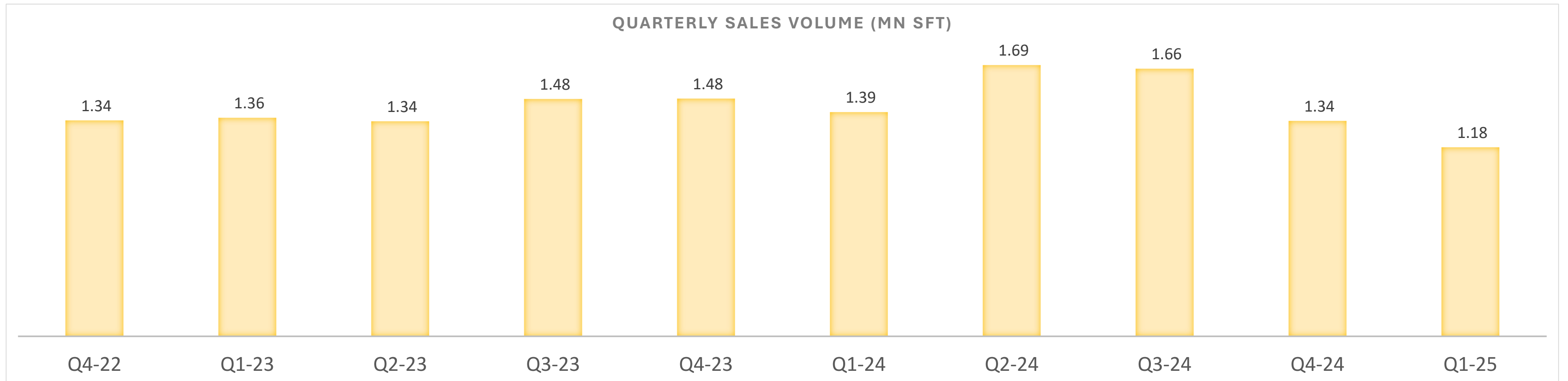


Cumulative Quarterly Growth Rate of 5.99% over last 10 quarters

QUARTERLY SALES VALUE (RS. MN)



QUARTERLY SALES VOLUME (MN SFT)



Inventory Visibility – Ongoing and Forthcoming Real Estate Projects

Forthcoming Projects		
Location	SBA (Mn sft)	No. of Projects
Bangalore	11.37	8
Gurgaon	3.46	3
Pune	1.00	1
Coimbatore	0.15	1
Kochi	0.92	1
Trivandrum	0.21	1
Calicut	0.81	1
Subtotal – Residential	17.93	16
Gurgaon	0.79	2
Thrissur	0.03	1
Subtotal – Commercial	0.82	3
Total	18.74	19

Residential Inventory visibility	
Inventory status	Mn sft
Completed projects	0.18
Ongoing projects - offered for sale	6.96
Ongoing projects - not offered for sale	2.28
Forthcoming projects	18.74
Total inventory visibility	28.16

- Ongoing Projects – not offered for sale comprises of unreleased towers in Sobha Altus & Sobha Aranya (Gurgaon) and Sobha Neopolis (Bangalore)
- Currently Sobha Neopolis, Sobha Crystal Meadows and Sobha Elysia (Gift City) have >1 mn sft of inventory opened for sale
- Forthcoming projects are expected to be launched over next 6-8 quarters.
- Sobha's effective share in forthcoming projects inventory is 76.7%

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



01

ABOUT US



02

CASHFLOW



03

SALES PERFORMANCE



04

FINANCIALS & OPERATIONS



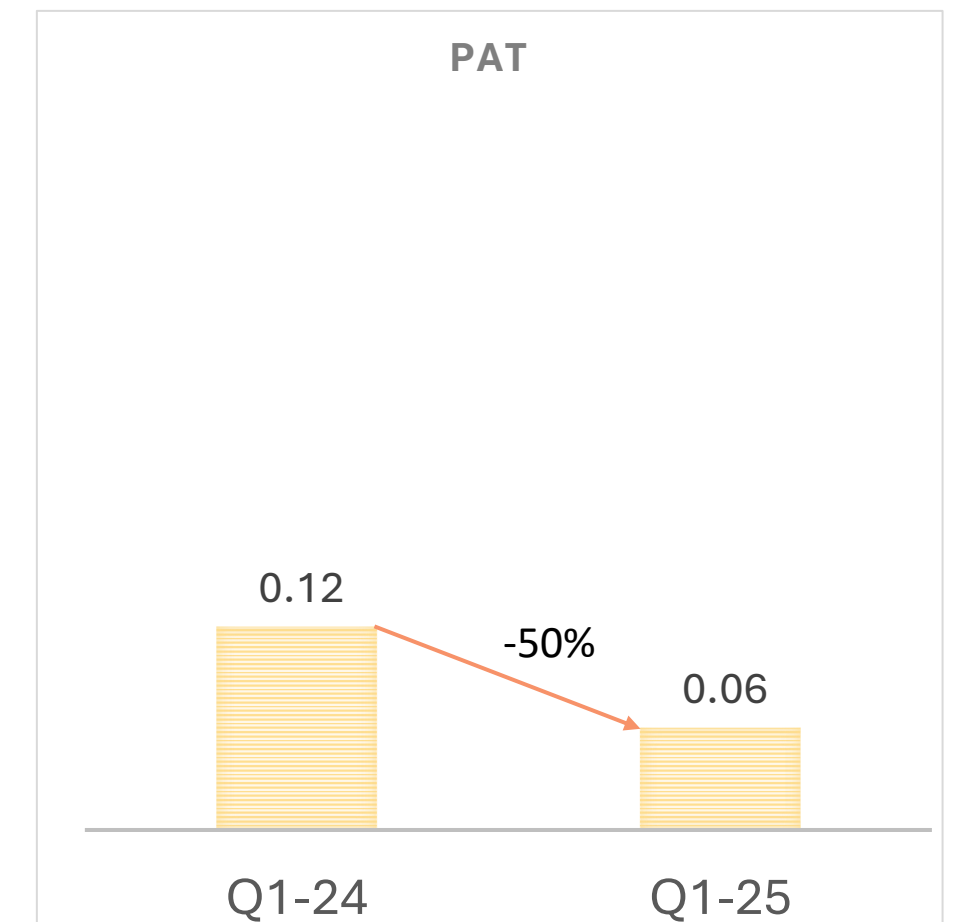
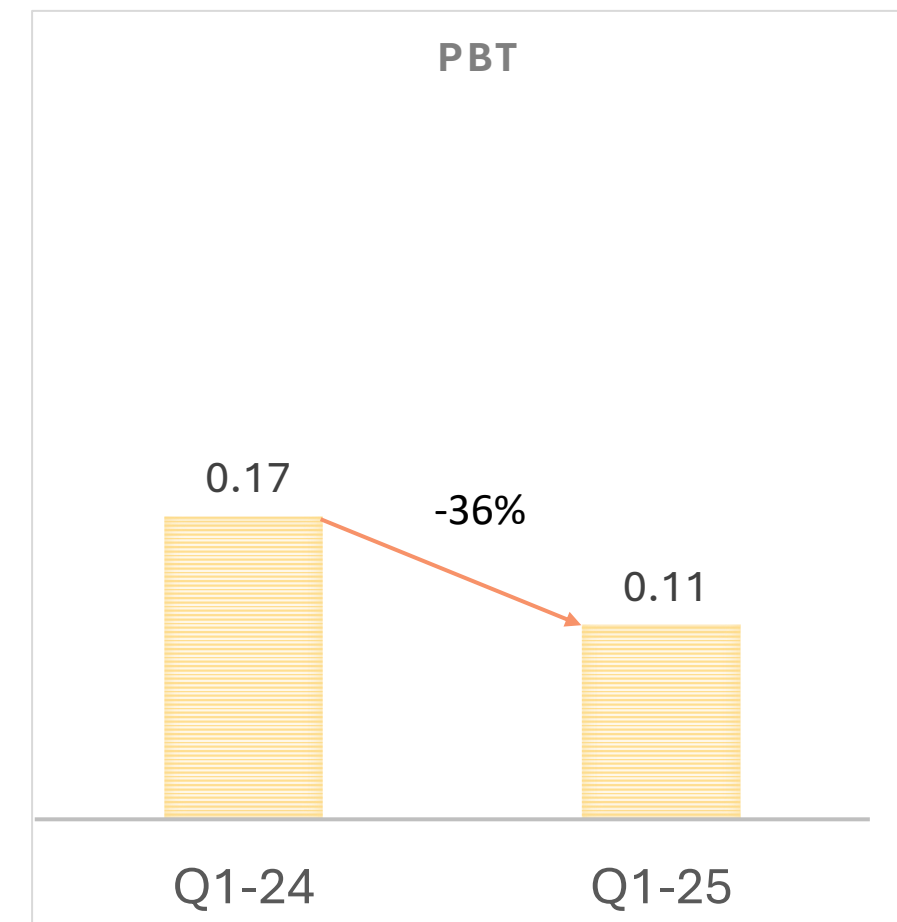
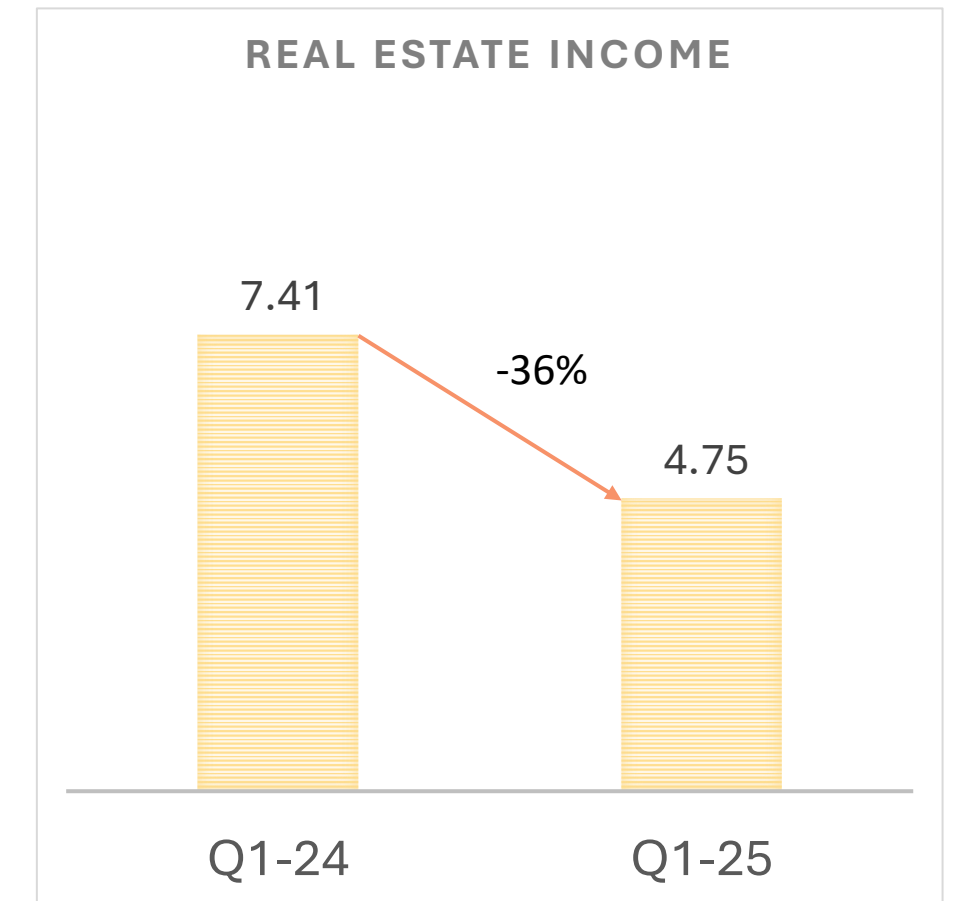
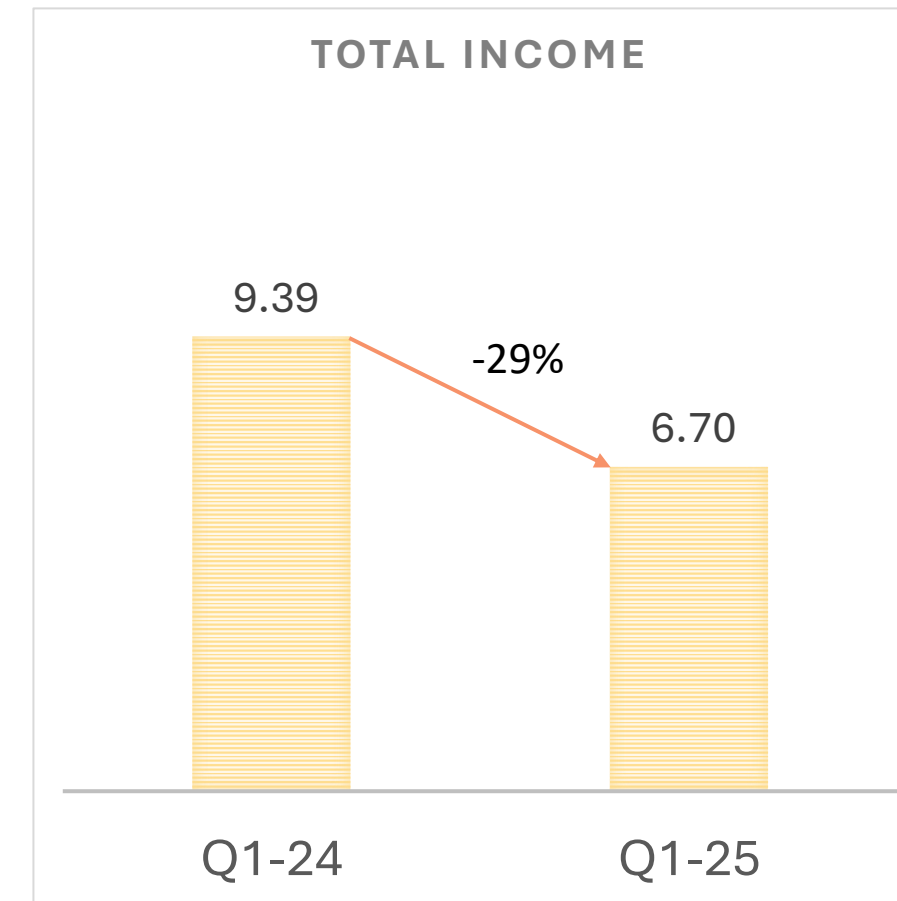
05

PROJECT UPDATES

Financial & Operational Highlights – Q1 FY 2025

- Total revenue recorded in Q1-FY25 was Rs. 6.70 bn,
 - Real estate business contributed Rs. 4.75 bn (70.9% of overall revenue)
 - Contractual & Manufacturing clocked Rs. 1.65 bn (24.7% of total revenue)
- Handed over 292 units comprising 535,962 sft of saleable area in Q1-FY25, lower by 35.7% compared to Q4-FY24, resulting in lower revenue recognition
- Revenue generated from contracting business was Rs. 0.91 bn, up by 23.0% from Q4-FY24 and 26.7% compared to Q1-FY24
- Achieved EBITDA of Rs. 0.85 bn; margin improved by 240 bps compared to Q1-FY24 to 12.7 %
- Generated PBT of Rs. 111 mn and PAT of Rs. 61 mn

Rs Billion



Profit & Loss Statement – Q1 FY 2025

Rs Million

Particulars	Q1-25	Q1-24	Q4-24	FY-24
Real Estate Revenue	4,751	7,410	6,080	24,138
Contractual & Manufacturing Revenue	1,653	1,669	1,549	6,831
Other Income	295	313	284	1,209
Total Income	6,699	9,392	7,913	32,179
Total Expenditure	5,845	8,425	7,008	28,199
EBIDTA	854	967	905	3,980
<i>EBIDTA Margin</i>	<i>12.7%</i>	<i>10.3%</i>	<i>11.4%</i>	<i>12.4%</i>
Depreciation	204	183	205	782
Finance Expenses	539	611	590	2,455
Profit Before Tax	111	173	109	742
<i>PBT Margin</i>	<i>1.7%</i>	<i>1.8%</i>	<i>1.4%</i>	<i>2.3%</i>
Tax Expenses	50	52	39	251
PAT	61	121	70	491
<i>PAT Margin</i>	<i>3</i>	<i>3</i>	<i>1</i>	<i>(13)</i>
Other comprehensive income (net of taxes)	64	123	72	479
<i>PAT after OCI</i>	<i>1.0%</i>	<i>1.3%</i>	<i>0.9%</i>	<i>1.5%</i>

Consolidated Balance Sheet as on 30th June 2024

Rs Million

<u>ASSETS</u>	30-Jun-24	31-Mar-24	<u>EQUITY & LIABILITIES</u>	30-Jun-24	31-Mar-24
Non-current Assets			Equity		
Property, Plant and equipment	4,733	4,653	Equity Share Capital	948	948
Investment Property	4,400	4,433	Other Equity	24,256	24,192
Investment Property under construction	76	68	Total Equity (C)	25,205	25,141
Intangible assets	55	57			
Goodwill	172	172	Non-Current Liabilities		
Right of use assets	121	135	Financial Liabilities		
Financial Assets			Borrowings	8,624	7,163
Investments	1,146	1,149	Lease liabilities	202	213
Trade Receivables	405	393	Provisions	239	246
Other Non-current financial assets	790	907	Deferred tax liabilities (net)	161	149
Other non-current assets	10,778	10,782	TOTAL	9,226	7,771
Current tax assets (net)	163	532	Current Liabilities		
Deferred tax assets (net)	1,658	1,256	Financial Liabilities		
TOTAL (A)	24,498	24,537	Borrowings	11,239	11,972
Current Assets			Lease liabilities	49	49
Inventories	105,865	93,764	Trade Payable	5,692	6,165
Financial Assets			Other Current financial liabilities	5,452	6,002
Trade receivables	1,955	1,645	Other current liabilities	94,557	78,985
Cash and cash equivalents	1,796	1,137	Provision	235	223
Bank balance other than Cash	6,381	5,596	Current tax liability (net)	203	657
Other Current financial assets	4,532	4,161	TOTAL	117,427	104,052
Other Current Assets	6,829	6,124	Total Liabilities (D)	126,653	111,824
TOTAL (B)	127,359	112,427	TOTAL EQUITY & LIABILITIES (C + D)	151,857	136,965
TOTAL ASSETS (A + B)	151,857	136,965			

Contracts Portfolio & Operational Overview - Q1 FY 2025

Rs Billion

Particulars	Q1-25	Q1-24
Revenue		
Contracts	0.91	0.72
Manufacturing	0.74	0.95
Total	1.65	1.67
Collections		
Contracts	0.56	0.86
Manufacturing	0.98	1.21
Total	1.54	2.07



Ashoka University North Campus - Sonapat

Total order value of Rs. 2.4 bn to construct 493,000 sft of built-up area across buildings.

Scope includes Civil , MEP, PHE , Glazing and finishing work.

Expected date of completion in September 2024.



Janaseva Trust Param - Bangalore

Total order value of Rs. 0.73 bn to construct 5,23,000 sft of built-up area.

Scope includes complete Civil works, building a world largest thin shell structure.

Expected date of completion in September 2024.

Ongoing projects location-wise (30th June 2024)

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



Karle SEZ HUB - Bangalore

Total order value of Rs. 2.7 bn to construct 2,840,917 sft of built-up area across the project.

Scope of work included Civil, Structural and finishing work.

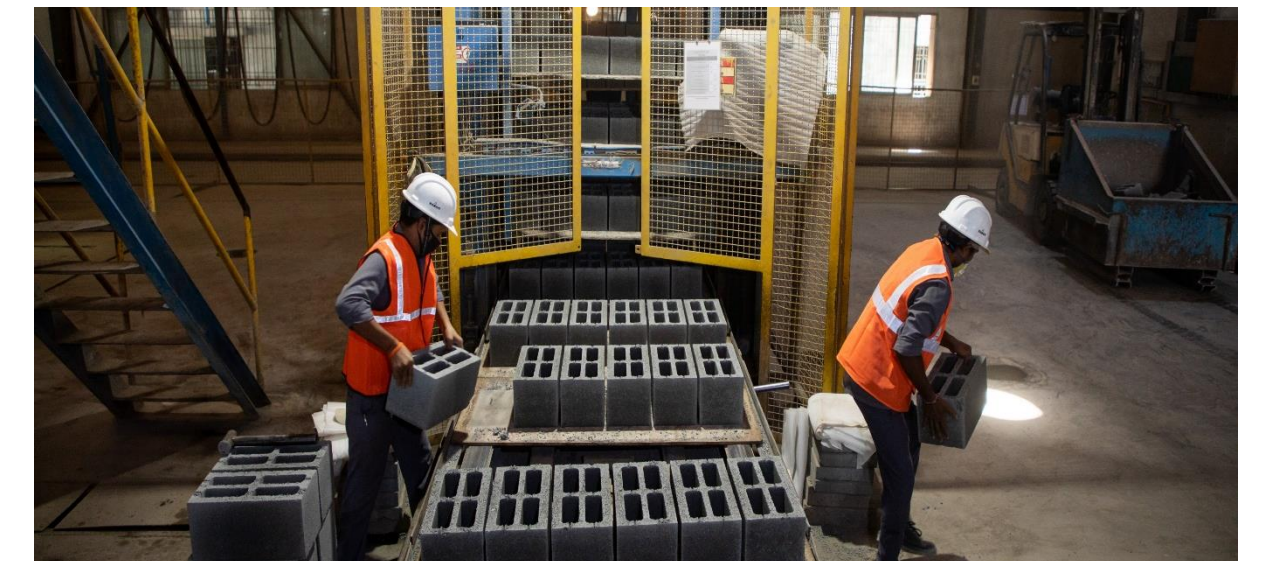
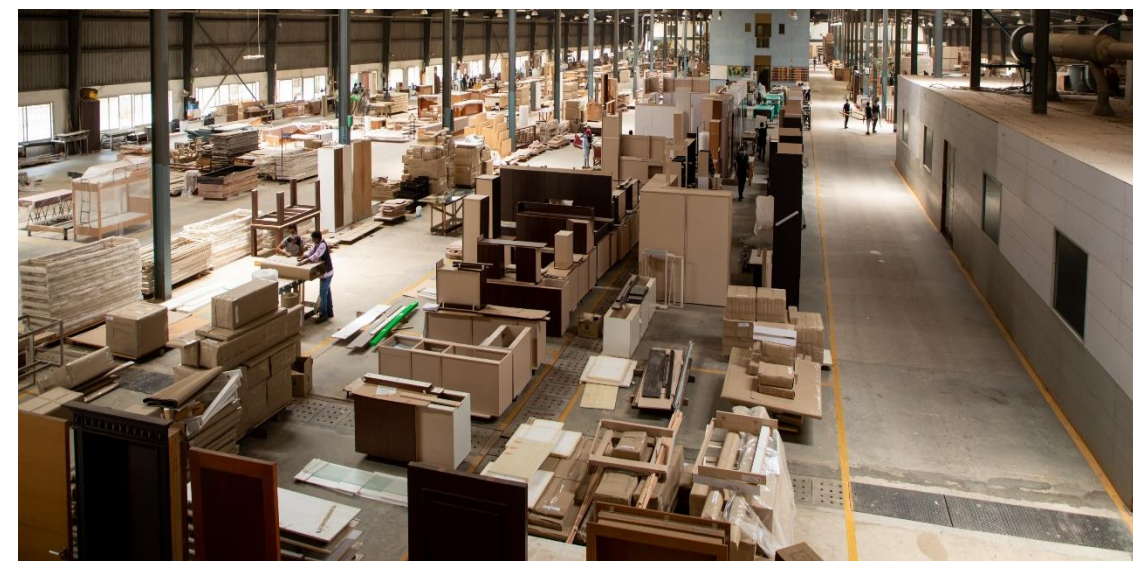
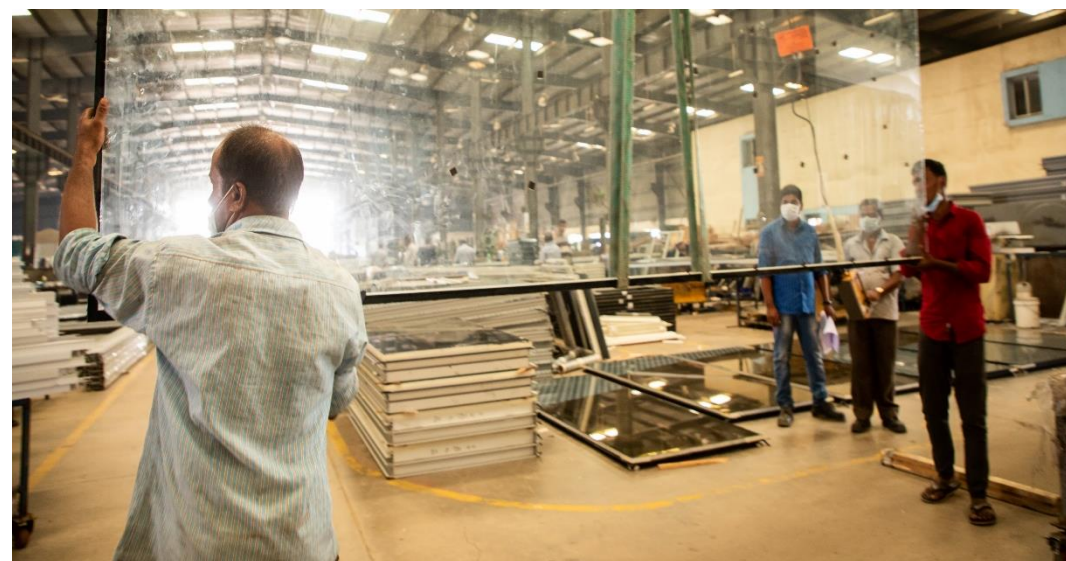
Expected date of completion in September 2025.

Manufacturing & Retail Performance – Q1 FY 2025

- SOBHA 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	
Q1-FY25 Turnover	Rs. 0.30 bn	Q1-FY25 Turnover	Rs. 0.23 bn	Q1-FY25 Turnover	Rs. 0.21 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 ▶ Wide range of home furniture and furnishing 		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 external revenue excluding captive sales & GST



Commercial Portfolio: Completed, Ongoing & Forthcoming projects

Project Name	Status	Total	Sobha Share
		Leasable Area (sft)	Leasable area (sft)
Sobha City Mall, Thrissur	Operational	3,23,017	280,798
One Sobha, Bangalore	Operational	2,28,348	1,54,431
Sub Total		551,365	435,229
Sobha City, 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
Sector 106, Gurgaon	Forthcoming	172,636	109,624
Sub Total		815,850	752,838
Grand Total		1,396,078	1,216,930



Net Operating Income from commercial portfolio in Q1-FY25 was Rs. 121 mn

01

ABOUT US

02

CASHFLOW

03

SALES PERFORMANCE

04

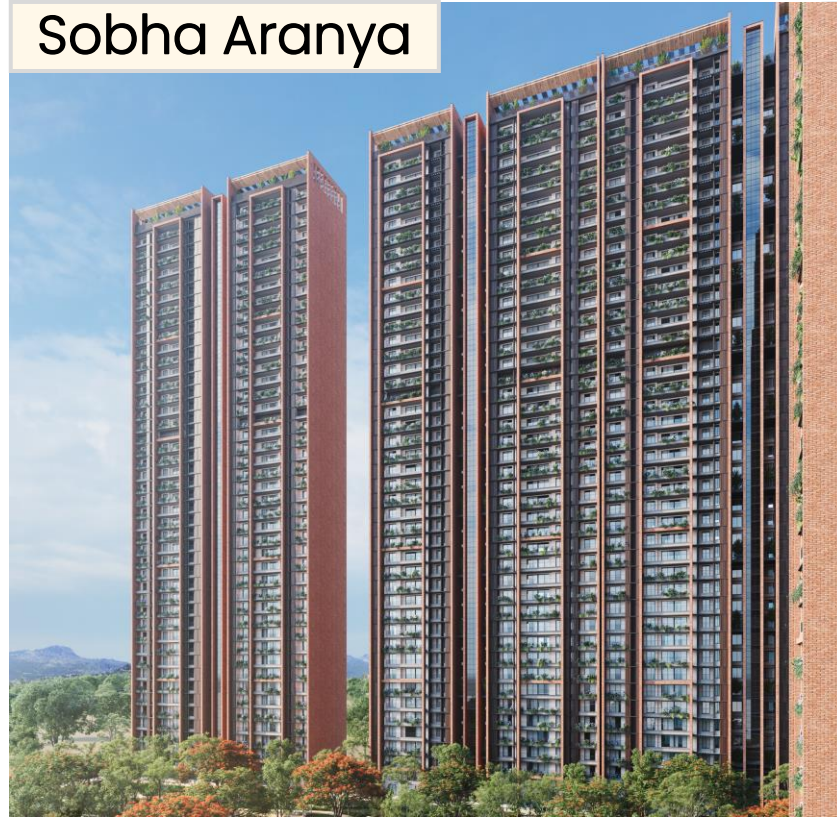
FINANCIALS & OPERATIONS

05

PROJECT UPDATES

Launched 3.04 mn sft of Residential Projects in Q1 FY 2025

Sobha Aranya



Uber Luxury Project located in Sector 80, Gurgaon, spans across 31.28 acres of land parcel, which is located within a huge 270 Acre biodiversity park of Karma Lakelands

- Total saleable area of **1,927,458 sft** across 3 and 4 BHK configurations, with a sprawling 75,000 sft club house
- Apartment spread across 5 towers 2B + 46 / 43 floors
 - 3 BHK – 92 units of 2,850 sft
 - 4 BHK – 432 units 3,400 sft to 4,200 sft
- SOBHA Aranya amenities plan for a 6-lane olympic size pool, 75,000 sq.ft. clubhouse, camping grounds, celebration lawn, zen-themed hanging garden, forest grove, pet park, reflexology pavilion, kids' pool, fountain deck & many more.

Super Luxury Apartment located at Sector 106, the project spans 5.51 acres, with easy connectivity to Delhi – Jaipur Express way and Dwarka link road.

- Project has total saleable area of **808,235 sft** comprising 293 units including 46,080 sft of club house
- Apartment spread across 3 towers of 3B + G + 28 floors and 1B + S + 11 floors
 - 1 B Studio – 85 units at 677 sft – 770 sft
 - 3 BHK – 108 units at 3,044 sft to 3,433 sft
 - 4 BHK – 98 units at 3,914 sft to 4,077 sft
- The Project has dedicated green cover around the periphery, it has amenities like Indoor game lounge, party lawn, BBQ deck, café, 2 banquet halls, yoga lawn and many more.

Sobha Altus



We also launched 2 plotted developments – Sobha Conserve in Chennai and Sobha Mountain Mist in Coimbatore with total SBA of **308,041 sft**

Projects completed in Q1 FY 2025

Project	Location	Product Type	No. of units	SBA (sft)
Sobha Windsor	Bangalore	Apartment	140	283,379
Sobha Dream Garden	Bangalore	Apartment	182	182,586
Sobha Royal Pavilion	Bangalore	Apartment	76	125,880
Sobha Sentosa	Bangalore	Apartment	71	117,734
Sobha Lake Gardens	Bangalore	Apartment	75	114,793
International City - Phase II	Gurgaon	Villas	10	51,984
Sobha Silver Estate	Thrissur	Villas	5	15,582
Sobha Gardenia Annex	Chennai	Villas	4	15,519
Sobha Lifestyle	Bangalore	Villas	1	7,946
Total			564	915,402

Real Estate – Project portfolio – Completed, Ongoing and Forthcoming

Region	Completed		Ongoing		Forthcoming
	Developable Area	Saleable Built-up Area	Developable Area	Saleable Built-up Area	
Bangalore*	61.16	44.00	18.83	13.73	11.37
Gurgaon	4.32	2.81	6.52	4.52	4.62
Kerala*	4.19	3.16	6.75	4.52	1.97
GIFT CITY	0.41	0.26	2.43	1.83	-
Tamil Nadu*	7.25	5.62	0.92	0.61	0.15
Hyderabad	-	-	0.81	0.65	-
Pune	1.20	0.88	0.94	0.64	1.00
Total	78.53	56.74	37.20	26.51	19.11

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 / saleable area (SBA) plus common area, car parking area, service area, storage area, internal roads and common amenities.
- Forthcoming projects include opportunities, where there is clear visibility for launch within next 6-8 quarters; are at advance stages of design & various stages of approval process.
- Forthcoming projects also include future commercial projects

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

Completed Residential Projects during Q1 FY 2025



**Sobha Windsor Wing 1 & 2
Bangalore**

2 wings - G+17 floors

SBA - 283,379 sft (140 units)



**Sobha Dream Garden Wing 8A and 8B
Bangalore**

2 wings - G+23 floors

SBA - 182,586 sft (182 units)



**Sobha Royal Pavilion Wing 8
Bangalore**

1 tower - G+18 floors

SBA - 125,880 sft (76 units)

Completed Residential Projects during Q1 FY 2025..Continued



**Sobha Sentosa Wing 6
Bangalore**

1 wing - G+17 floors
SBA - 117,734 sft (71 units)



**Sobha Lake Garden Wing 4
Bangalore**

1 wing - G+18 floors
SBA - 1114,793 sft (75 units)



**Sobha Lifestyle Legacy
Bangalore**

1 villa - Duplex
SBA - 7,946 sft

Completed Residential Projects during Q1 FY 2025...Continued



**Internation City
Gurgaon**

10 villas - Duplex
SBA - 51,984 sft



**Sobha Silver Estate
Thrissur**

15 villas - Duplex
SBA - 15,582 sft



**Sobha Gardenia Annex
Chennai**

4 villas - Duplex
SBA - 15,519 sft

Ongoing Projects



**Sobha Manhattan Towers
Bangalore**

4 wings - G+35/36 floors
560 units of 1/2/3/3.5/4 BHK
Total SBA - 875,256 sft



**Sobha Rajvilas
Bangalore**

1 wing - G+25 floors
80 units of 3/4 BHK
Total SBA - 180,082 sft



**Sobha Athena
Bangalore**

1 wing - G+19 floors
72 units of 3 BHK
Total SBA - 121,606 sft

Ongoing Projects...continued



**Sobha Victoria Park
Bangalore**

Phase I – 5 towers – G+9 floors – 300 units,

Total SBA of 538,26 sft

Phase II – 19 Row houses – Total SBA of 50,425 sft



**Sobha Neopolis
Bangalore**

19 wings – G+18 floors

1,875 units of 1/3/4 BHK

Total SBA – 3,440,634 sft



**Sobha Oakshire
Bangalore**

80 Row Houses – 4BHK

Total SBA – 275,486 sft

Ongoing Projects...continued



**Sobha Nesara
Pune**

3 towers - G+23 floors
293 units of 2/3/4/4.5 BHK
Total SBA - 524,240 sft



**Sobha Avlon
GIFT City**

2 towers - G+27 floors
268 units of 1/1.5/2/3 BHK
Total SBA - 320,667 sft



**Marina One
Kochi**

6 wings - G+25/27/28 floors
586 units of 2.5/3/3.5/4 BHK
Total SBA - 1,689,661 sft

Ongoing Projects...continued



**Sobha Ridge Whispering Hill
Trivandrum**

2 blocks - G+12 floors
110 units of 3 BHK
Total SBA - 200,657 sft



**Sobha Arbor
Chennai**

7 wings - G+5 floors
163 units of 3/4 BHK
Total SBA - 286,689 sft



**Sobha City
Gurgaon**

11 towers - G+17/23 floors
804 units of 2/3 BHK
Total SBA - 1,761,087sft

BOARD OF DIRECTORS



Ravi PNC Menon, Chairman

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



Anup Shah, Independent Director

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



Jagadish Nangineni, Managing Director

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



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



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



Raman Mangalorkar, Independent Director

- 31+ 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



SOBHA Corporate Office

'SOBHA', Sarjapur-Marathahalli Outer Ring Road (ORR), Devarabisanahalli, Bellandur Post, Bangalore-560103
Phone: +91-80- 49320000

www.sobha.com

Investor's Contact

Mr. Soumyadeep Saha
Investor Relations

Tel: +91-80-49320000 Ext. 5024

Email: soumyadeep.s@sobha.com

Disclaimer:

The information in this presentation contains certain forward-looking statements and publicly available data from various recourses such as research reports, publications etc. These include statements regarding outlook on future development schedules, business plans and expectations of Capital expenditure. These statements are based on current expectations that involve a number of risks and uncertainties which could cause actual results to differ from projections made by the company.