

SOBHA

Date: November 14, 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 and half year ended September 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 and half year ended September 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 | E-mail investors@sobha.com www.sobha.com

SOBHA

INVESTOR PRESENTATION
September 2024





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

241 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



139.03 mn

sft completed

553

Developments

7 mn

sft annual delivery
run rate

40.60 mn

sft under
development

27

Cities and 14 states
across India - footprint

25+

Acre manufacturing
facilities

4,050+

Professionals

12,800+

Technicians

Own training academy for continuous development programs

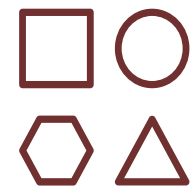
Strong credit ratings (ICRA AA- Stable, India Rating AA-)

FUELING FUTURE SUCCESS



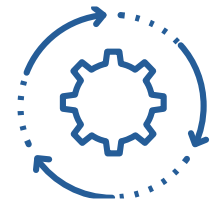
UNWAVERING COMMITMENT TO QUALITY

- 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 Q2 FY 2025



Woman Icon of The Year 2024

Awarded to Ms. Shanthi V,
Head – Project Management,
by UBS forums



Best Residential Project of the Year 2024

Sobha HRC Pristine (Bangalore)
awarded the Best Residential
Project in 2024 by BAM



Outstanding Growth In Indian Real Estate 2024

Recognized for outstanding
Growth management
by HURUN

Rights Issue of Rs. 19.99 bn successfully completed, Tranche I received in Q2 FY 2025

- Details on Rights Issue:
 - Size of the Issue: Rs. 1,999 Cr.
 - Application / Tranche I: Rs. 999.5 Cr.
 - Net proceeds (post Rights Issue expense): Rs. 1,986 Cr.
 - No. of shares issued: 12,107,981 of face value Rs. 10
 - Issue price: Rs. 1,651 per share
- Of this, 50% has been raised as Application Money, balance to be called in December 2024
- The Issue was oversubscribed by 1.39 times
- Promoter's shareholding increased to 52.77% (including partially paid shares) post the Issue

Utilization of Rights Issue Net proceeds (Rs. Mn)				
Particulars	Total Issue	Application Money / Tranche I	Utilization 30.09.2024	% utilization
Repayment or prepayment, in full or in part, of certain borrowings availed by our Company	9,050	4,860	4,860	100.0%
Funding certain project related expenses for Ongoing Projects and Forthcoming Projects	2,124	614	244	39.7%
Purchase of equipment and machinery	2,100	1,100	104	9.5%
Funding acquisition of unidentified land parcels and general corporate purposes	6,586	3,291	1,538	46.7%
Total	19,860	9,865	6,746	68.4%



01

ABOUT US



02

CASHFLOW



03

SALES PERFORMANCE



04

FINANCIALS & OPERATIONS



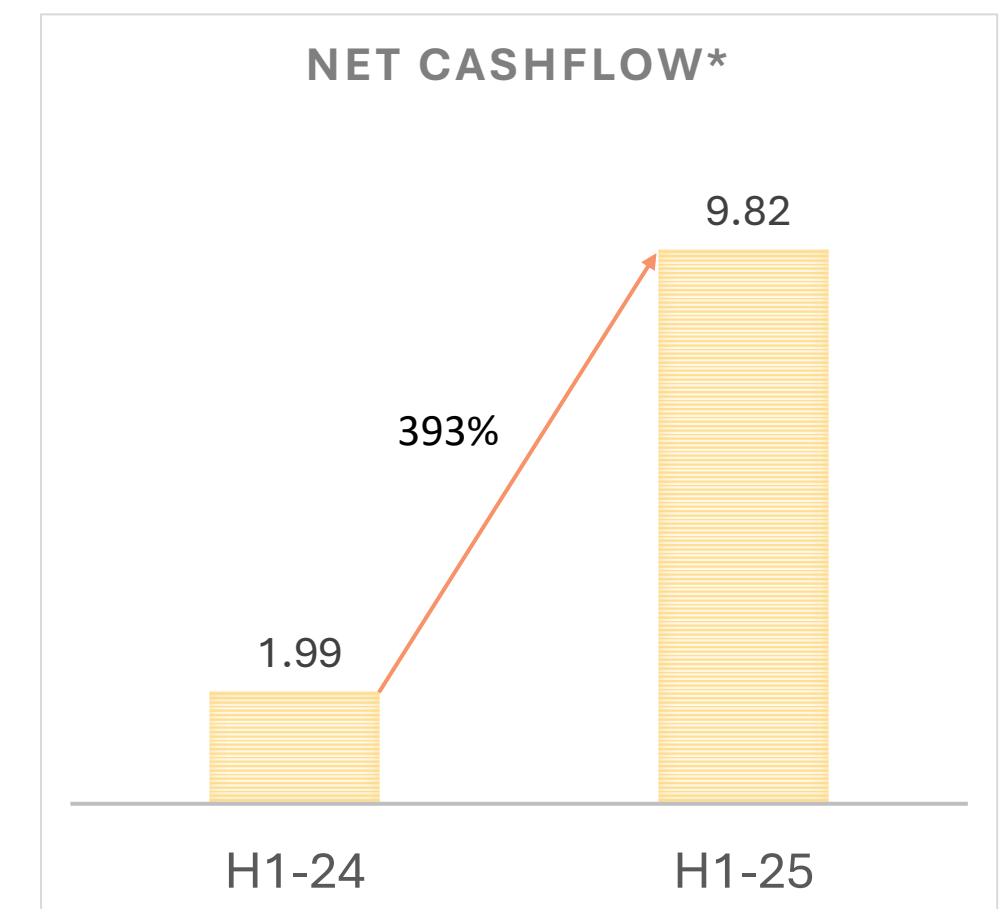
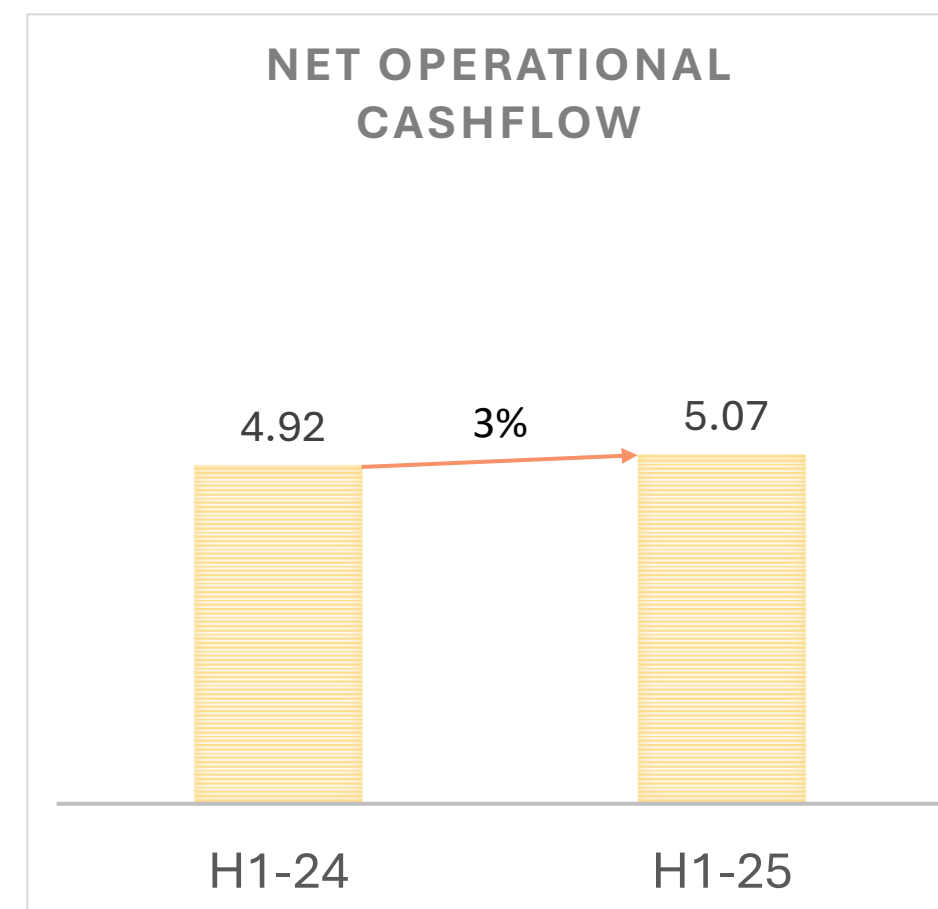
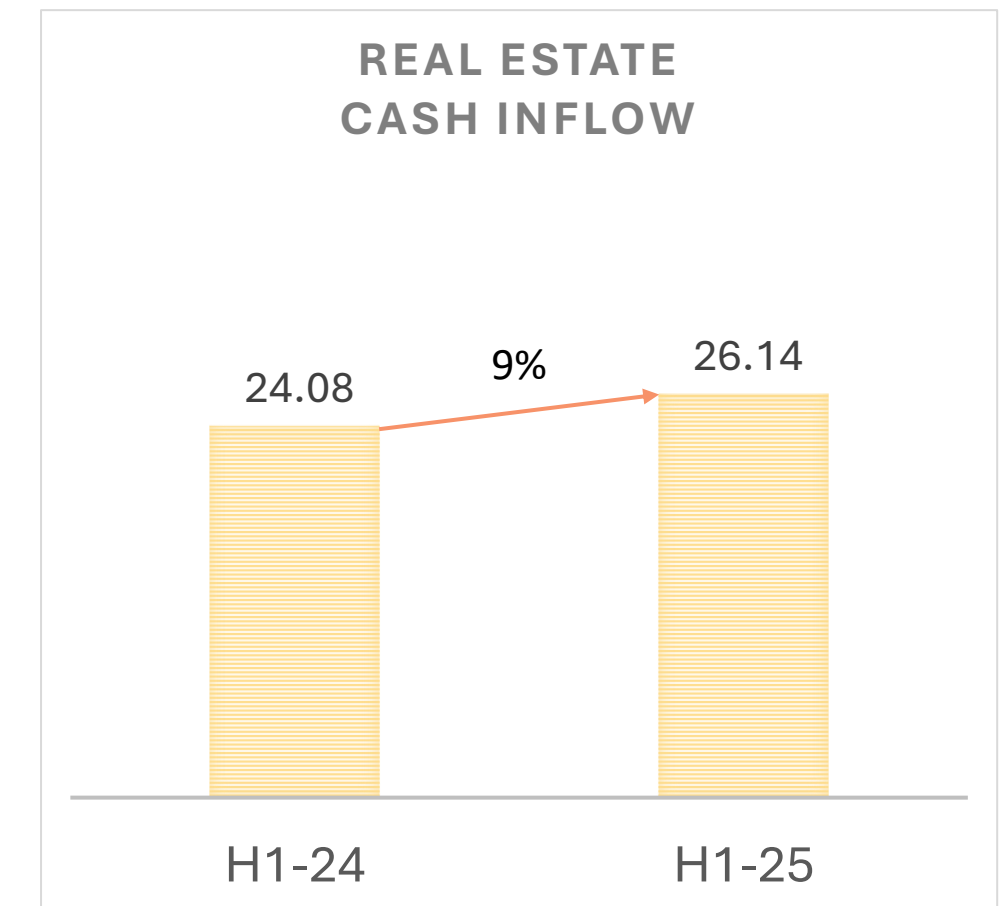
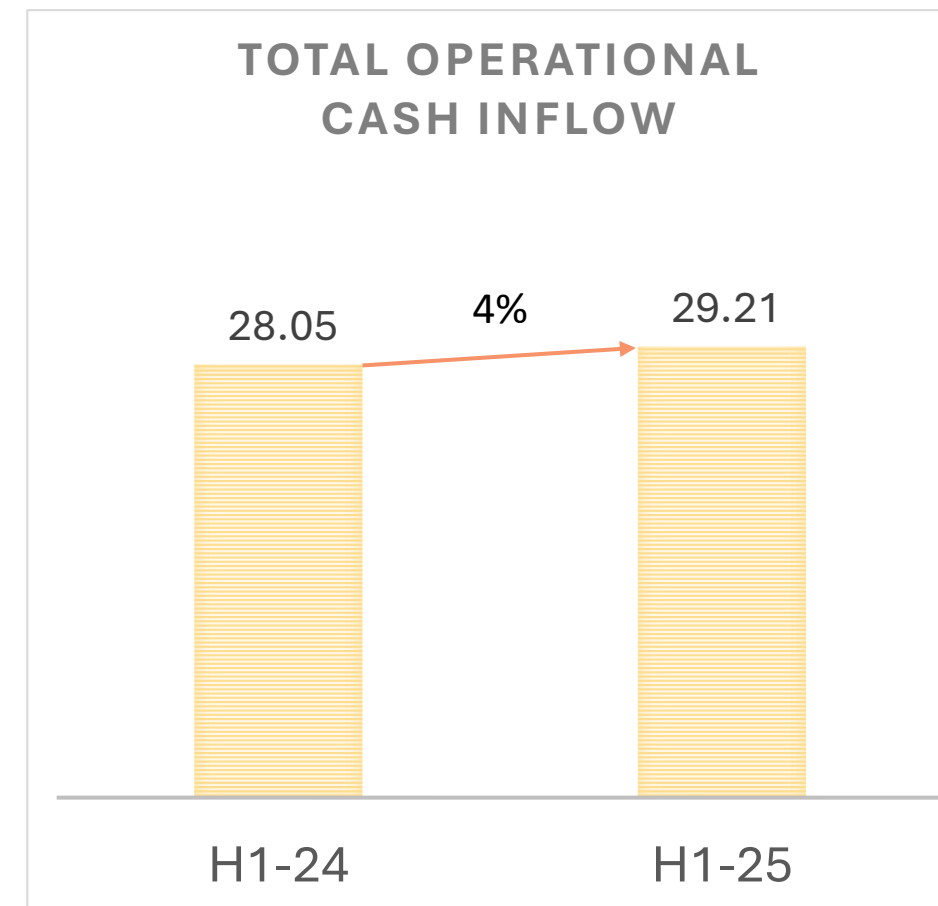
05

PROJECT UPDATES

Robust cashflow performance in H1 FY 2025...

- Total collections in H1-FY25 improved by 4.1% over H1-FY24
 - Real Estate contribution was Rs. 26.14 bn, growth of 8.6%
 - Contracts & manufacturing collections was at Rs. 3.07 bn
- Continuous improvement in Real Estate collections is result of improved sales over past quarters and faster project progress
- Capital expenditure for the quarter doubled compared to Q2-FY24 to Rs. 441 mn, due to increase in scale of project execution
- In line with our growth objectives, we had net land related outflows of Rs. 1.66 bn. In Q2-FY25, in H1-FY25 it was Rs. 3.27 bn compared to Rs. 1.12 bn in H1-FY24
- Reduced Net Debt by Rs. 9.82 bn in H1-FY25 to Rs. 2.80 bn post Rights issue, receipts, with Net Debt to Equity ratio falling to 0.08

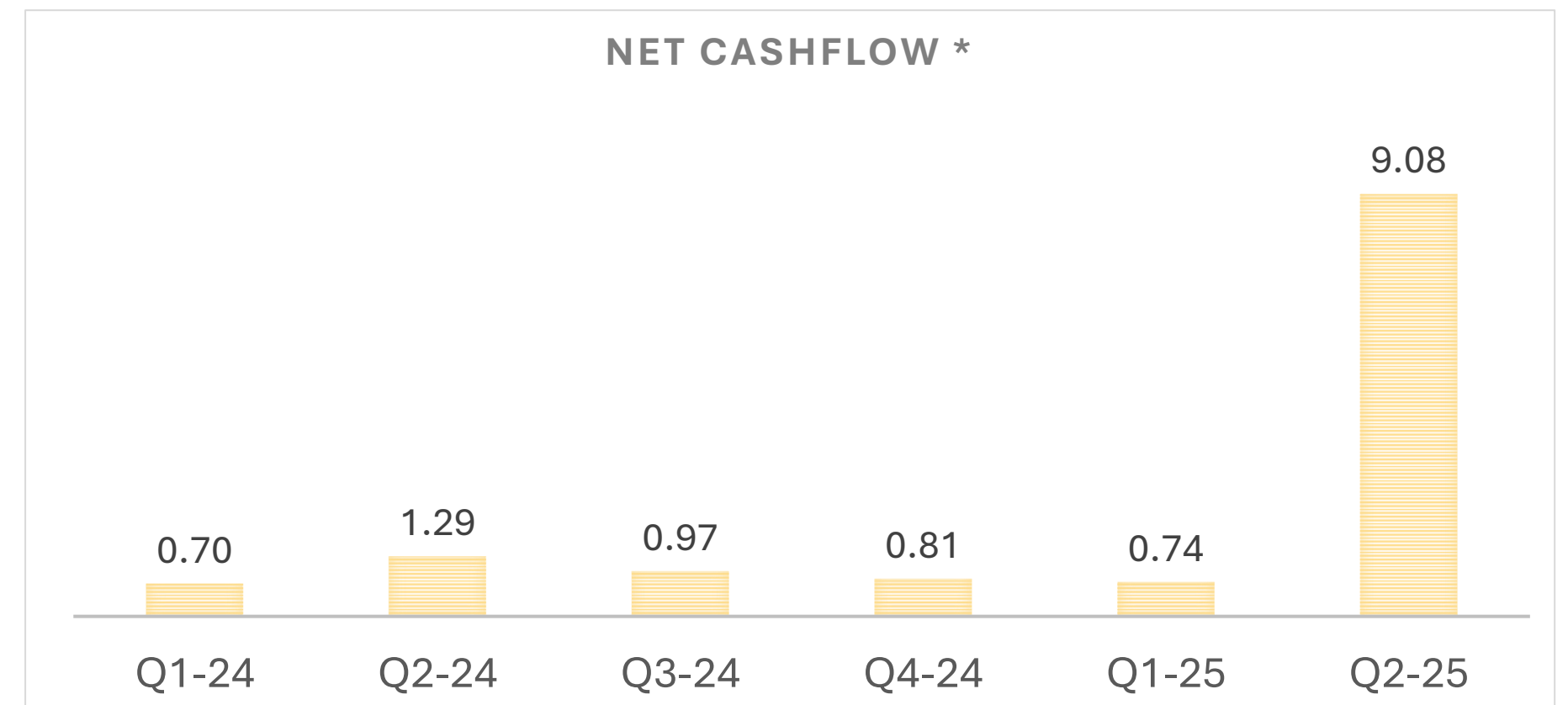
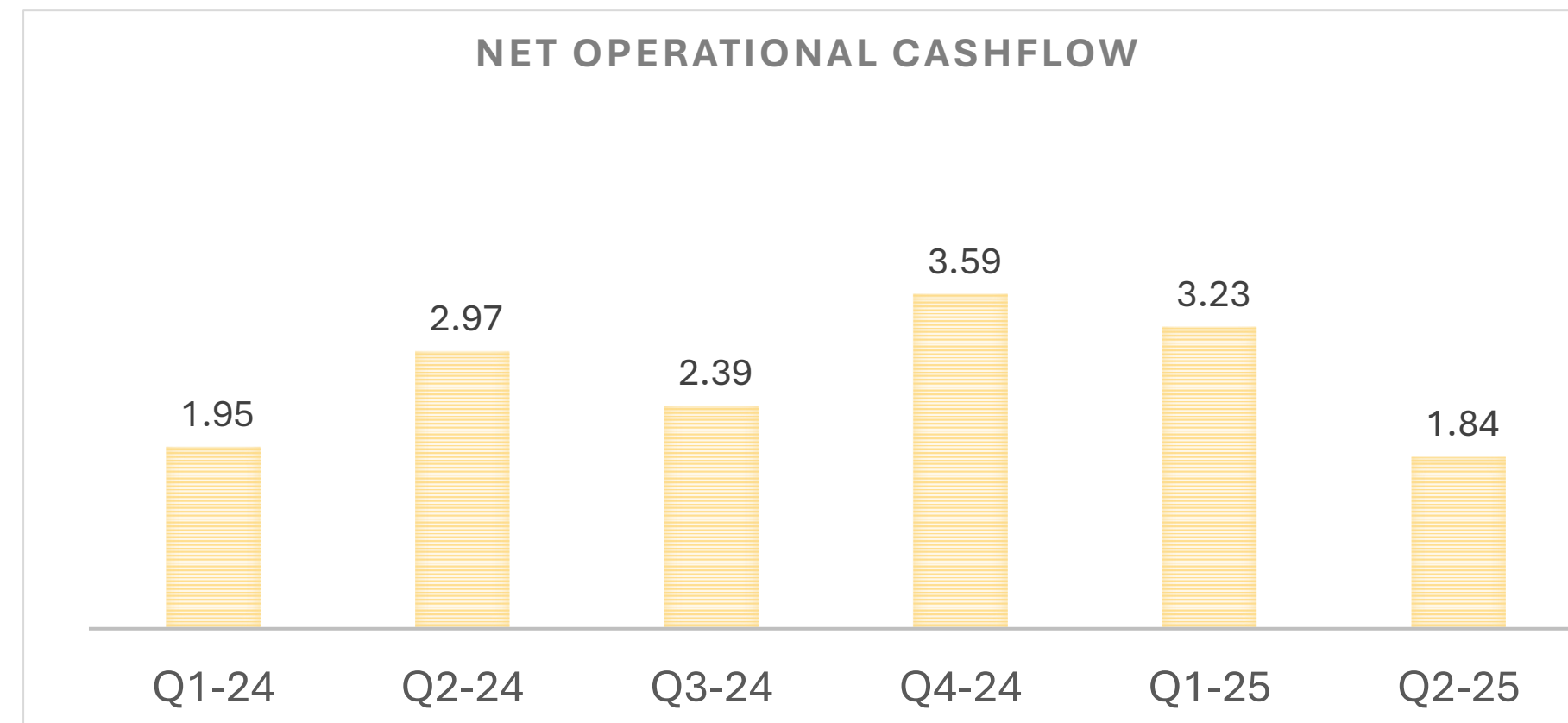
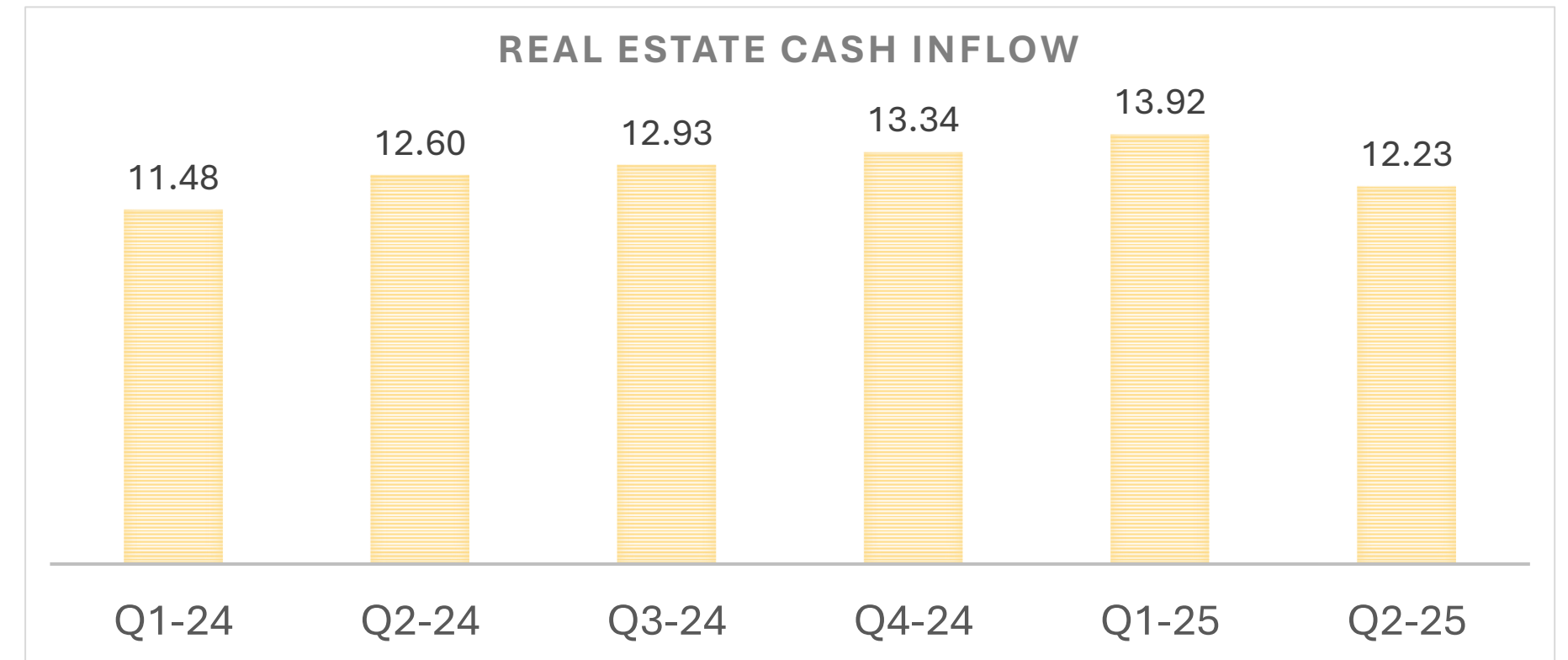
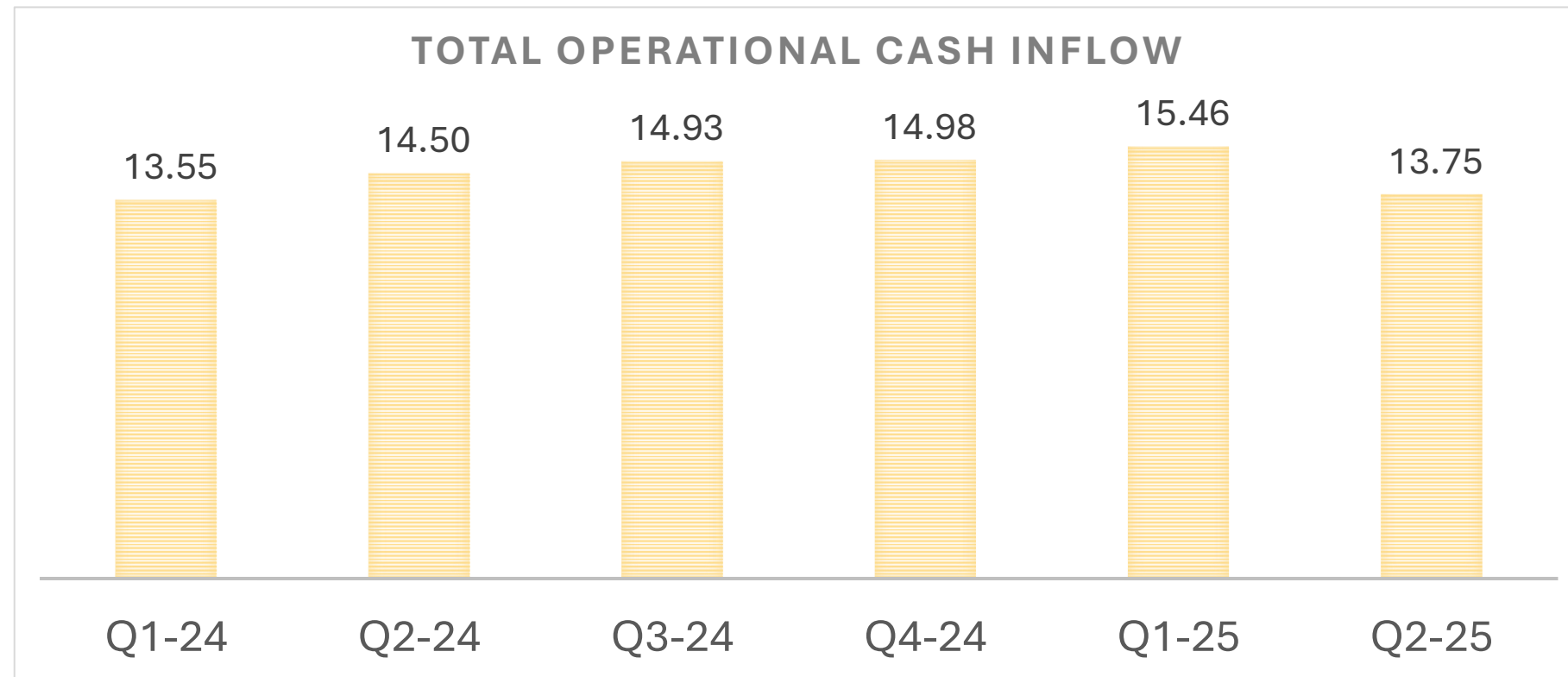
Rs Billion



* Rights Issue receipts included

...maintaining consistent cashflow generation every quarter

Rs Billion



* Rights Issue receipts included

Cashflow Statement – Q2 FY 2025

Rs Million

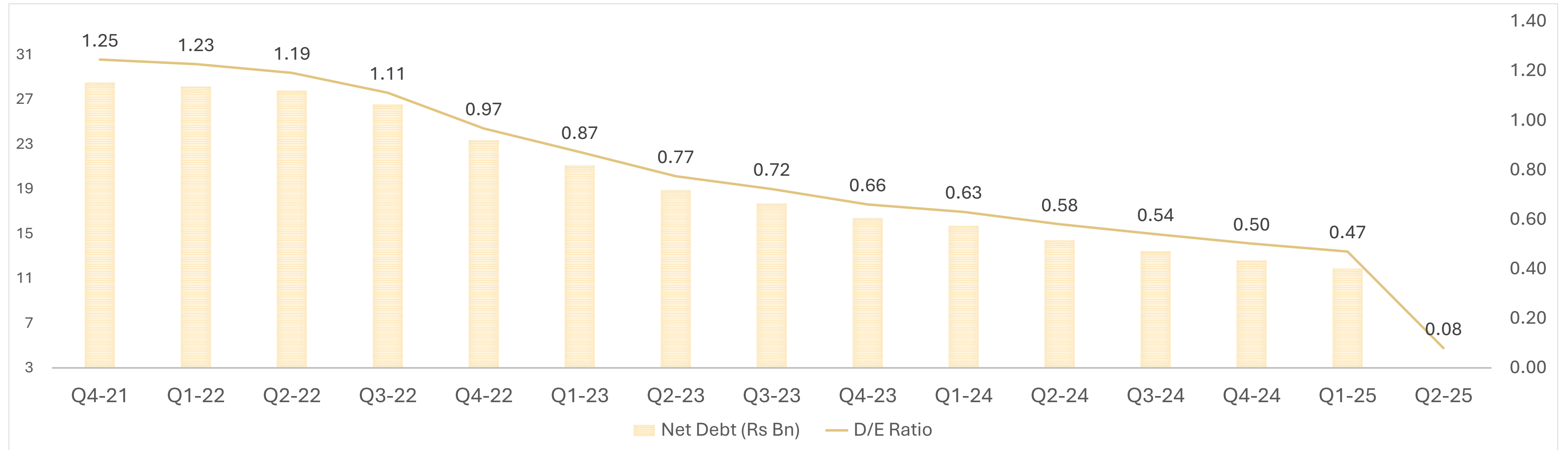
PARTICULARS	Q2-25	Q1-25	Q2-24	HI-25	HI-24	FY-24
Operational Cash Inflow						
Real Estate Operations	12,227	13,917	12,598	26,144	24,076	50,345
Contractual & Manufacturing	1,524	1,544	1,902	3,068	3,975	7,621
Total Operational Cash Inflow (A)	13,751	15,461	14,500	29,212	28,051	57,966
Operational Cash Outflow						
Real Estate project related outflow	5,938	6,118	5,359	12,055	10,679	21,900
Joint Development Partner payments	1,865	1,944	2,317	3,809	4,649	9,611
Contracts and Manufacturing	1,317	1,409	1,864	2,726	3,774	7,178
Facility management	268	397	318	665	573	1,229
Overheads	754	720	490	1,474	976	2,037
Sales & Marketing	364	335	354	699	620	1,318
CSR	46	22	40	68	98	151
Indirect Taxes	807	611	510	1,417	1,240	2,458
Income Tax (incl. TDS)	552	672	278	1,225	523	1,188
Total Operational Cash Outflow (B)	11,910	12,228	11,529	24,138	23,132	47,071
Net Operational Cashflow (C=A-B)	1,841	3,233	2,971	5,074	4,919	10,895

Cashflow Statement – Q2 FY 2025...continued

Rs Million

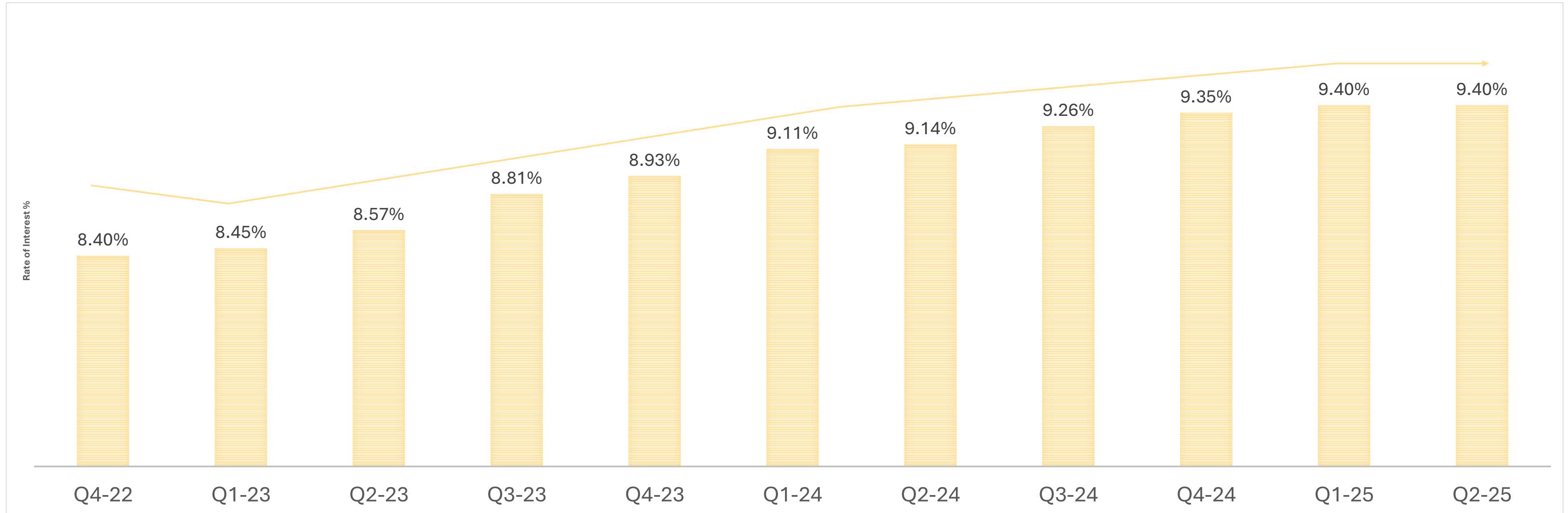
Particulars	Q2-25	Q1-25	Q2-24	HI-25	HI-24	FY-24
Financial Inflow						
Rights Issue Proceeds (D)	9,995	-	-	9,995	-	-
Financial Outflow						
Finance Related Outflow	352	478	490	830	972	1,951
Dividend	301	-	284	301	284	284
Total Financial Outflow (E)	653	478	774	1,131	1,257	2,235
Net Financial Cashflow (F=D-E)	9,342	478	774	8,864	1,257	2,235
Net Cashflow after Financing Activities (G=C+F)	11,183	2,755	2,197	13,938	3,662	8,660
Capital Outflow						
Net Land Payments / JD deposits	1,664	1,609	688	3,273	1,119	3,829
Capex	441	407	218	848	550	1,056
Total Capital Outflow (H)	2,105	2,016	906	4,121	1,669	4,885
Total Cash Inflow (A)	23,746	15,461	14,500	39,207	28,051	57,966
Total Cash Outflow (G =B+D+F)	14,668	14,722	13,209	29,390	26,058	54,191
Net Cashflow (A - G)	9,078	739	1,291	9,817	1,993	3,775

Significant dip in net debt this quarter is achieved through rights issue proceeds



<i>Rs Billion</i>															
Particulars	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	Q2-25
Gross Debt	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	15.21
(-) Cash equivalents	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	12.41
Net Debt	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	2.80
Net Cash Flow	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	9.08

Average cost of borrowing has been steady in past few quarters



Rs Million

<u>Finance related outflows</u>										
Q3-22	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	Q3-24	Q4-24	Q1-25	Q2-25
729	529	534	528	465	483	490	515	464	478	352

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

Particulars	Completed - with unsold inventory	Ongoing - Area offered for sale	Ongoing - Area not offered for sale	Total	Unit
Total Saleable area	20.40	24.79	1.44	46.63	Mn sft
Sobha's share of Saleable area	18.95	23.89	1.44	44.27	Mn sft
Total area sold till 30 th September 2024	18.76	16.64	-	35.40	Mn sft
Unsold area as on 30 th September 2024	0.19	7.25	1.44	8.88	Mn sft
Balance cost to incur as on 30 th September 2024	3.85	96.85	12.90	113.60	Rs. Bn
Outstanding receivables + Balance to be billed & collected on sold units* + Refundable deposit	1.08	79.94	0.22	81.25	Rs. Bn
Sales value of unsold stock ^	1.79	101.76	21.89	125.44	Rs. Bn
Marginal Cashflow – Completed & Ongoing Projects	(0.98)	84.86	9.21	93.09	Rs. Bn
Marginal Cashflow – Forthcoming Projects (19.29 mn sft)				68.13	Rs. Bn

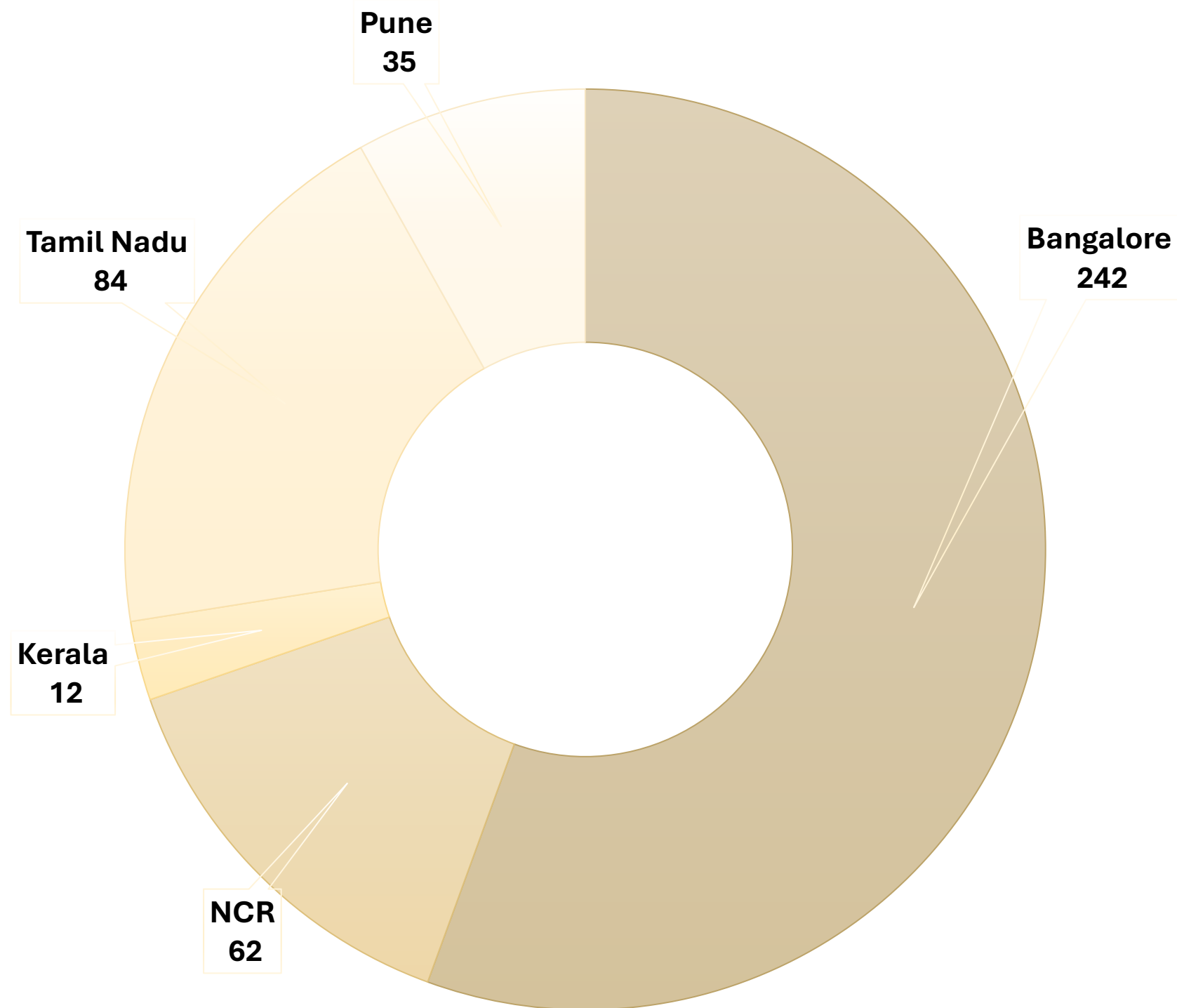
- Balance expected receivables from completed and ongoing released projects is more than adequate to cover the cost to completion
- The unsold stock value are projected at last sold price for respective projects
- Total estimated Marginal Cashflow from Ongoing and Forthcoming projects is Rs. 161.22 bn
- “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

Developable Land Bank for sustained growth

Developable Land Bank (Acres)



Regions*	Forthcoming Projects Land	Subsequent Projects Land	Total
Bangalore	114	127	242
NCR	62	-	62
Kerala	12	-	12
Tamil nadu	5	79	84
Pune	35	-	35
Total (Acres)	228	207	435
Development Potential (SBA in Mn sft)	20.83	26.26	48.25
Sobha share (%)	80.9%	86.8%	82.2%

* **Bangalore** includes Mysore; **Tamil Nadu** includes Chennai, Coimbatore, Hosur; **Kerala** includes Kochi, Trivandrum, Thrissur and Calicut; **NCR** includes Gurgaon and Greater Noida

- In addition to the above lands, a total of 1,878 Acres of land bank is under various stages of consolidation, monetization and self use
- ~43 acres in Hoskote is considered under Subsequent Projects Land

Note:

- For all above lands SOBHA Ltd. has direct land ownership / interest / rights
- Development potential is preliminary estimate and subject to change



01

ABOUT US



02

CASHFLOW



03

SALES PERFORMANCE



04

FINANCIALS & OPERATIONS

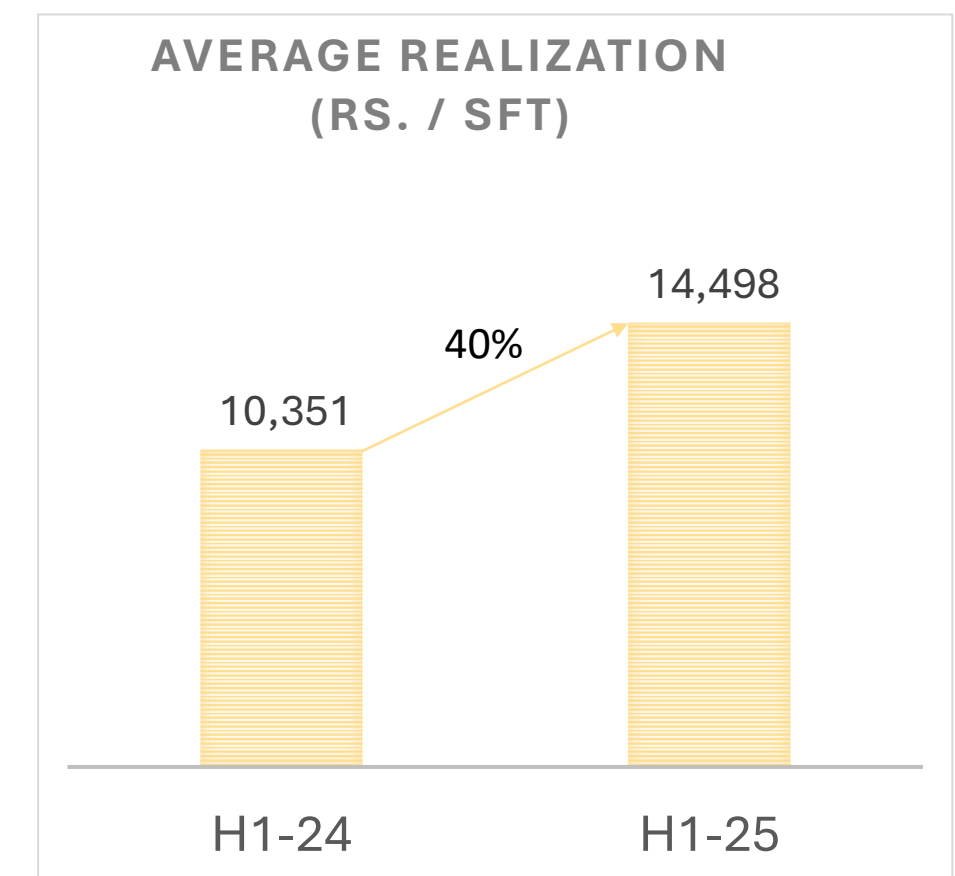
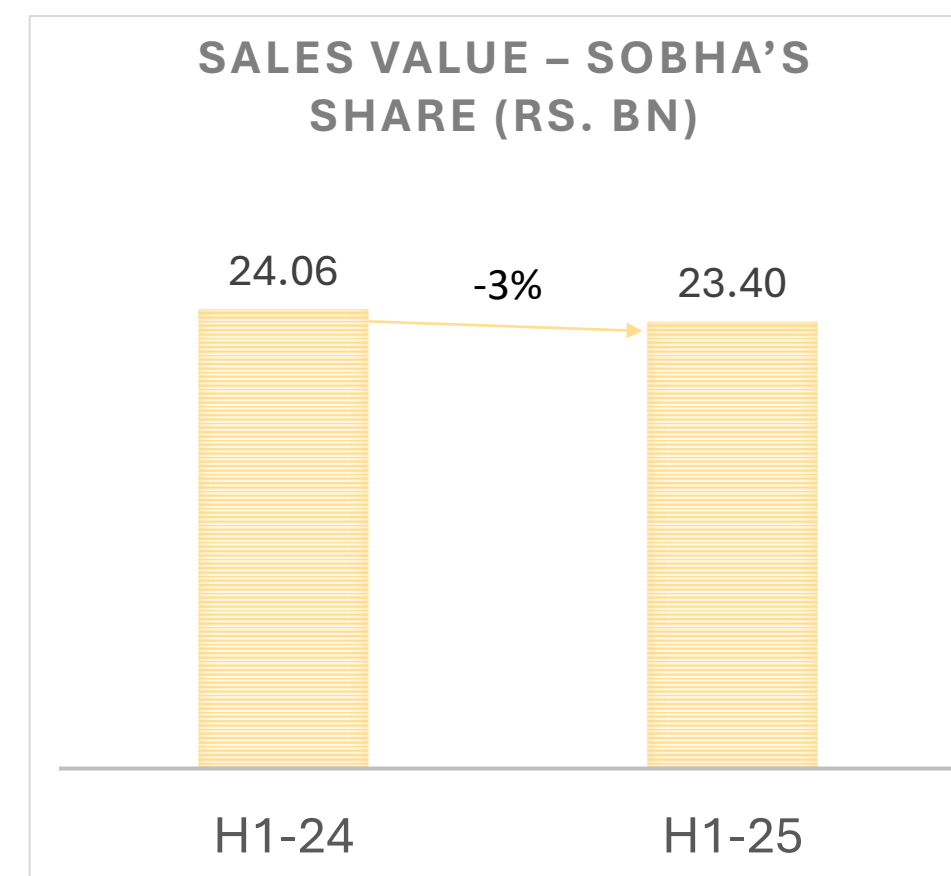
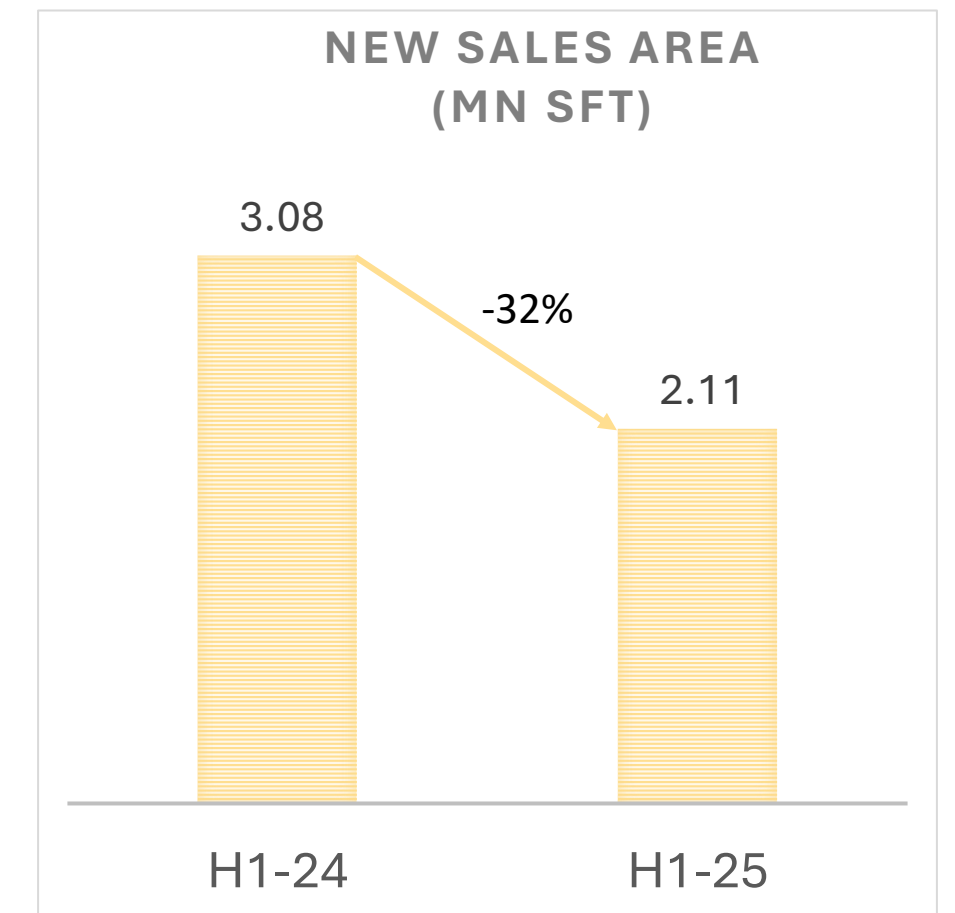
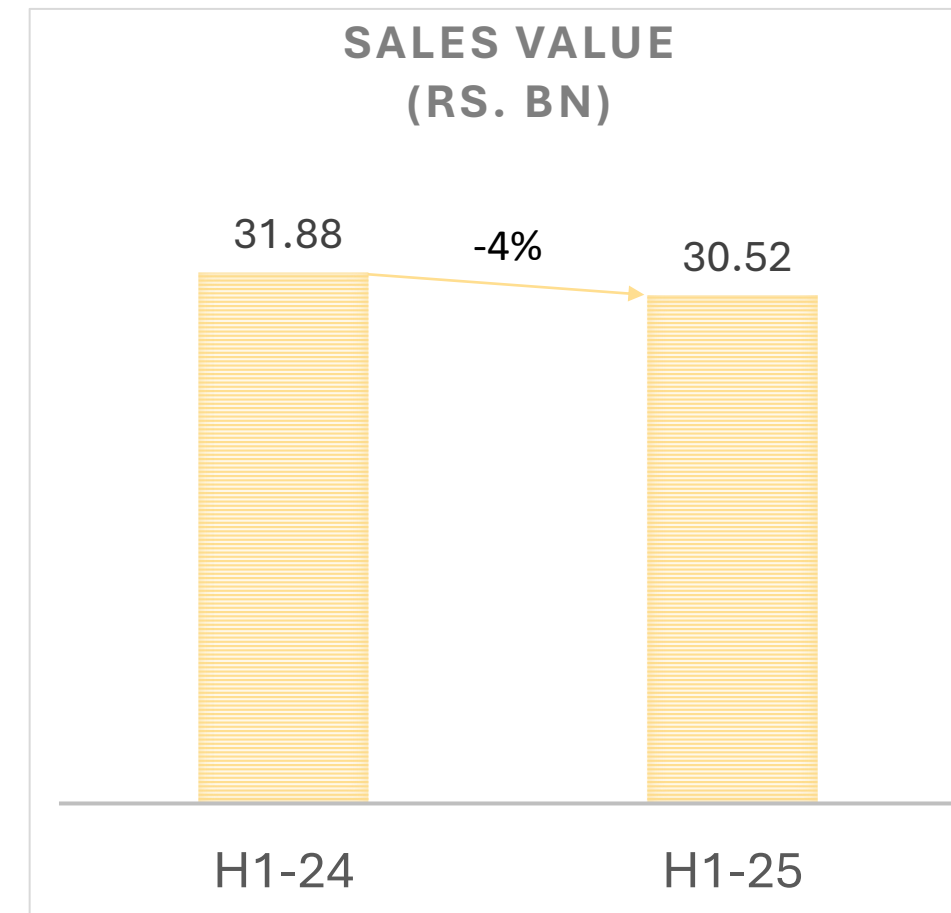


05

PROJECT UPDATES

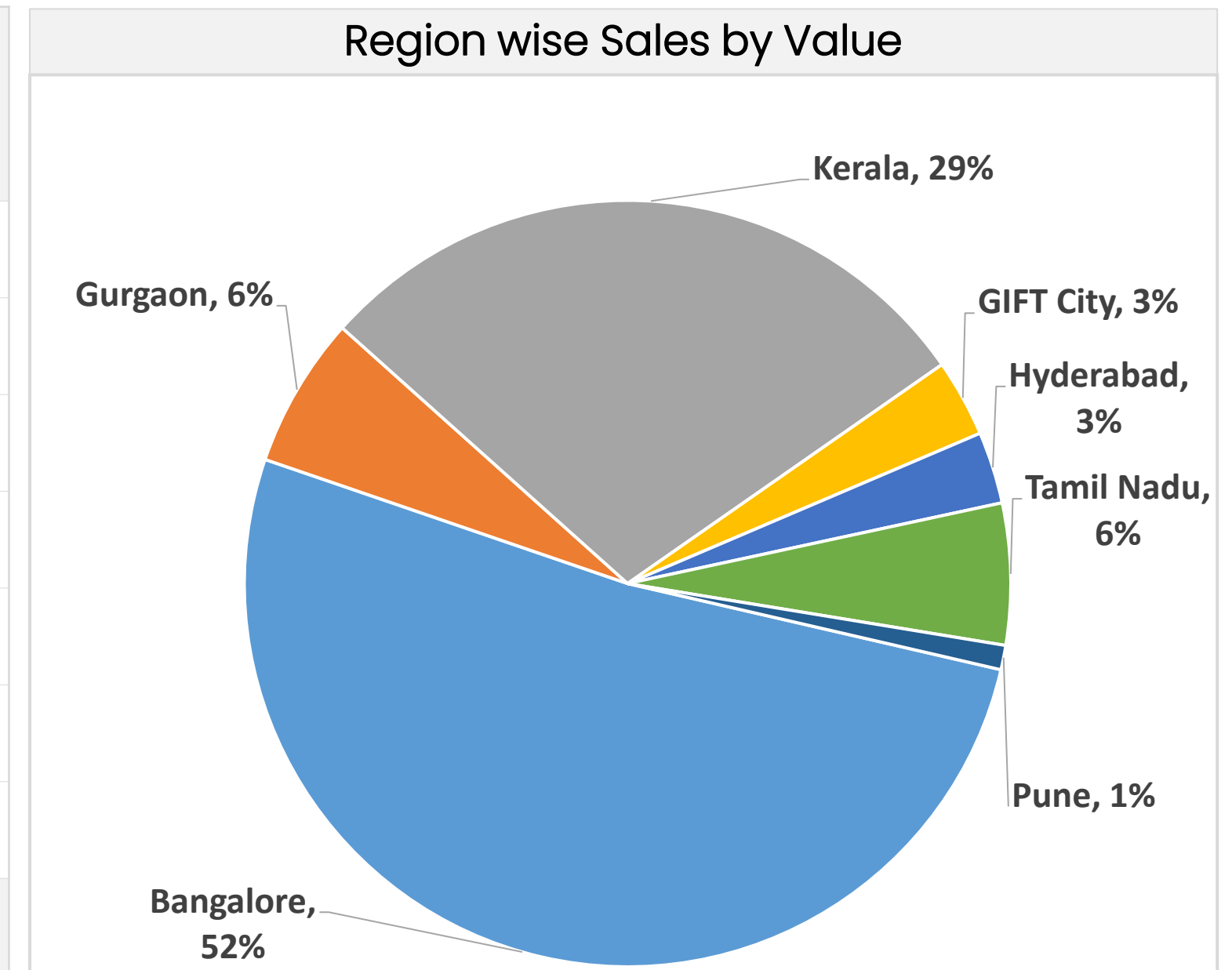
Sales performance in H1 and Q2 of FY 2025

- In H1-FY25 we sold 1,026 homes with area of 2,105,268 sft, achieving sales of Rs. 30.52 bn, at average realization of Rs. 14,498 per sft
- Bangalore contributed 40.5% and NCR contributed 30.4% to overall sales value in H1-FY25
- Average realization improved 32.7% compared to full year of FY24, supported by luxury project launches in Guragon and overall price increases across ongoing projects
- Kerala region sales grew by 17.4% compared to H1-FY24 with contribution of 19.0% to overall sales value
- Tamil Nadu has doubled its sale compared to previous quarter, supported by recent launches. Improved quarterly sales by 116.6% compared to Q1-FY25 and for the half year by 107.6% vs. H1-FY24
- We completed 1.79 mn sft (1,127 homes) of SBA during H1-FY25, grew by 7.9%



Region wise Real Estate sales performance – Q2 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	413,537	6,086	5,549	14,716
NCR	40,458	752	541	18,579
Kerala*	299,204	3,381	2,394	11,300
GIFT City	31,414	385	385	12,266
Hyderabad	24,563	357	357	14,550
Tamil Nadu*	110,300	703	481	6,375
Pune	10,431	121	121	11,603
Total	929,907	11,785	9,828	12,674

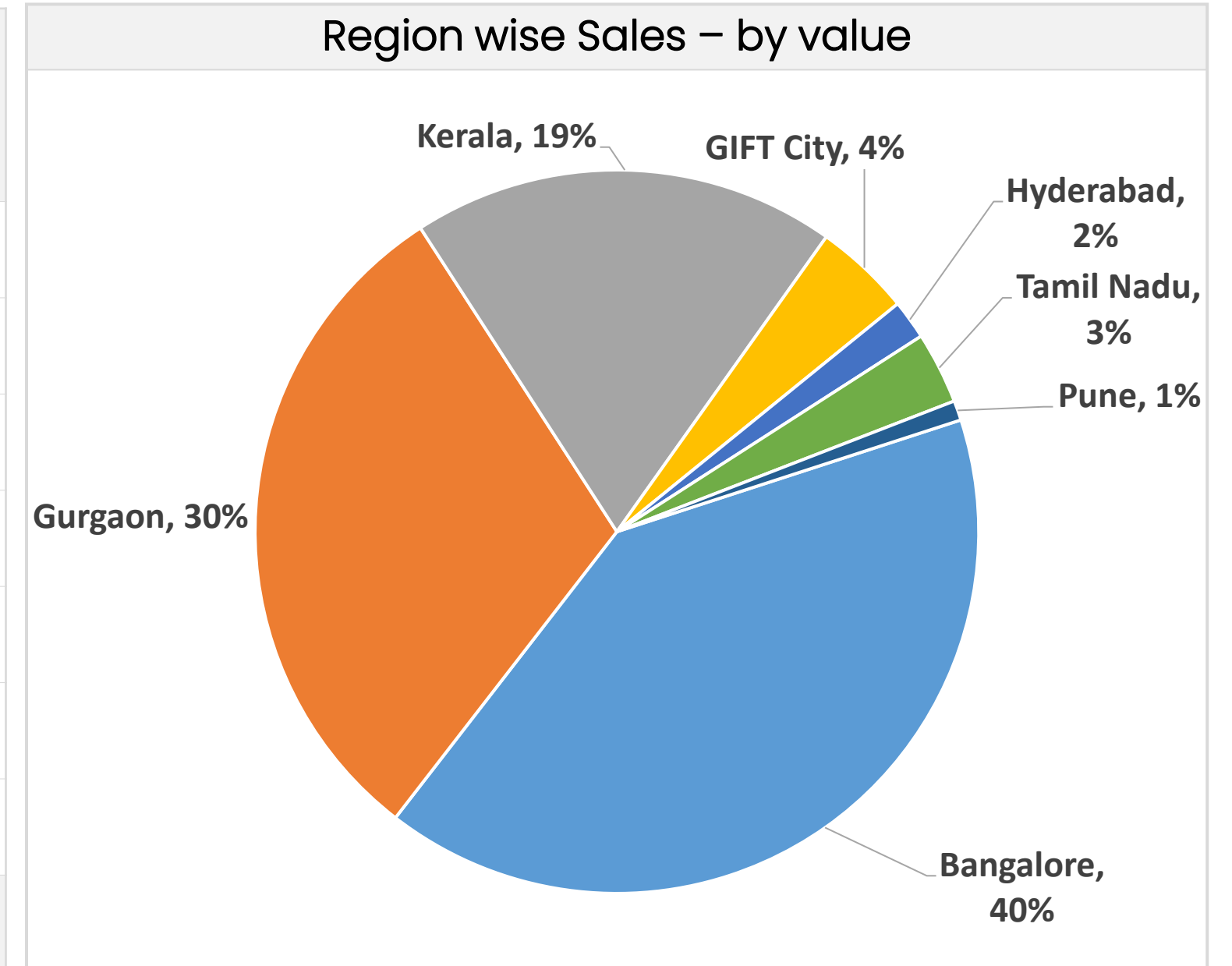


*Kerala includes Kochi, Thrissur, Calicut and Trivandrum ; Tamil Nadu includes Chennai and Coimbatore

- In Q2-FY25 we sold 464 homes with area of 929,907 sft across all regions, achieving Sales Value of Rs. 11.79 bn, realization of Rs. 12,674 per sft
- Kerala witnessed historic best quarterly sale with value of Rs. 3,381 mn. For H1-FY25, recorded best half yearly performance
- Hyderabad increased its value by 98.7% compared to Q1-FY25
- We completed 0.87 mn sft (563 homes) of SBA during the quarter

Region wise Real Estate sales performance – H1 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	880,608	12,356	11,435	14,031
NCR	377,774	9,273	4,975	24,545
Kerala*	518,910	5,789	4,220	11,157
GIFT City	106,804	1,318	1,318	12,336
Hyderabad	36,477	537	537	14,728
Tamil Nadu*	161,225	980	650	6,078
Pune	23,470	269	269	11,463
Total	2,105,268	30,522	23,404	14,498

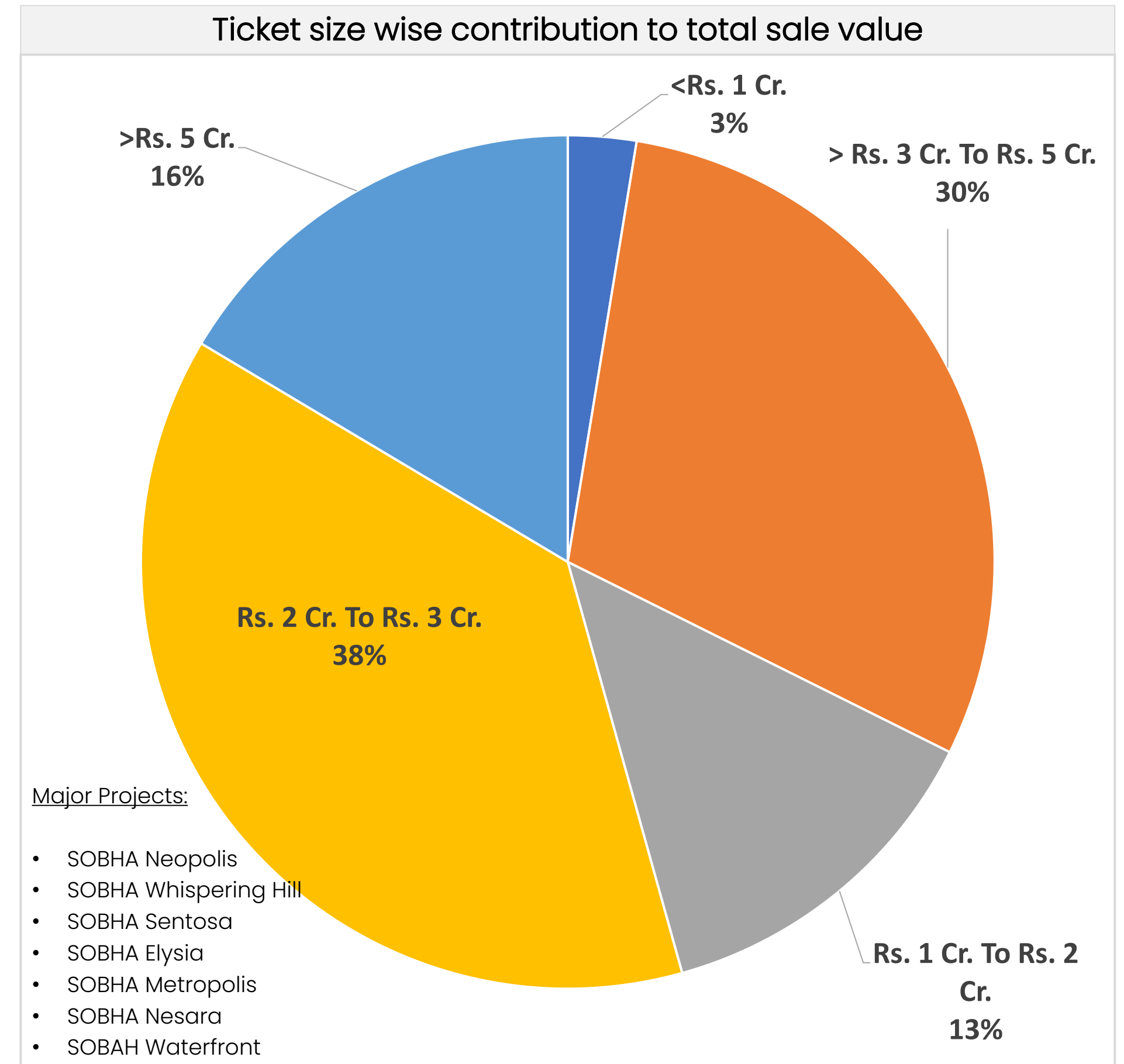


*Kerala includes Kochi, Thrissur, Calicut and Trivandrum ; Tamil Nadu includes Chennai and Coimbatore

- We launched 5 projects comprising 3.5 mn sft in H1-FY25 vis.a.vis no launches in previous year H1-FY24
- Average realization improved 40.1% compared to H1-FY24, supported by new launches
- Bangalore contributed 41.8% and Kerala 24.6% to the overall new sales area in H1-FY25

Price Band by Sales Value in Q2-FY25

- Due to inventory mix continuing to be skewed towards high ticket products over last 2 quarters, contribution from products > Rs. 3 Cr. was 46% compared to 59% in previous quarter due to launch of SOBHA Aranya
- Pan India average price realization improved by 24.0% compared to Q2-FY24, to Rs. 12,674 per sft
- We have products of > Rs. 5 cr. spread across Sobha Aranya, Sobha Altus, Sobha Crystal Meadows, Sobha Galera, Sobha Oakshire and Sobha infinia
- Homes ranging from Rs. 3 cr. to 5 cr. comprise of projects like Marina One (Kochi), Sobha Elysia (GIFT City), Sobha Infinia, Sobha Neopolis and Sobha Waterfront (Hyderabad)
- 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.
- Homes sold under less than Rs. 1 cr. contributed from Sobha Conserve, Sobha Mountain Mist and Sobha Dream Garden.



Inventory Visibility – Ongoing and Forthcoming Real Estate Projects

Forthcoming Projects		
Location	SBA (Mn sft)	No. of Projects
Bangalore	12.27	9
Gurgaon	3.46	3
Noida	0.69	1
Pune	0.77	1
Coimbatore	0.15	1
Kochi	0.92	1
Trivandrum	0.21	1
Calicut	0.81	1
Subtotal – Residential	19.29	18
Gurgaon	1.16	3
Thrissur	0.03	1
Subtotal – Commercial	1.19	4
Total	20.48	22

Residential Inventory visibility	
Inventory status	Mn sft
Completed projects	0.19
Ongoing projects - offered for sale	7.25
Ongoing projects - not offered for sale	1.44
Forthcoming projects	19.29
Total inventory visibility	28.17

- 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 80.1%

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

01

ABOUT US

02

CASHFLOW

03

SALES PERFORMANCE

04

FINANCIALS & OPERATIONS

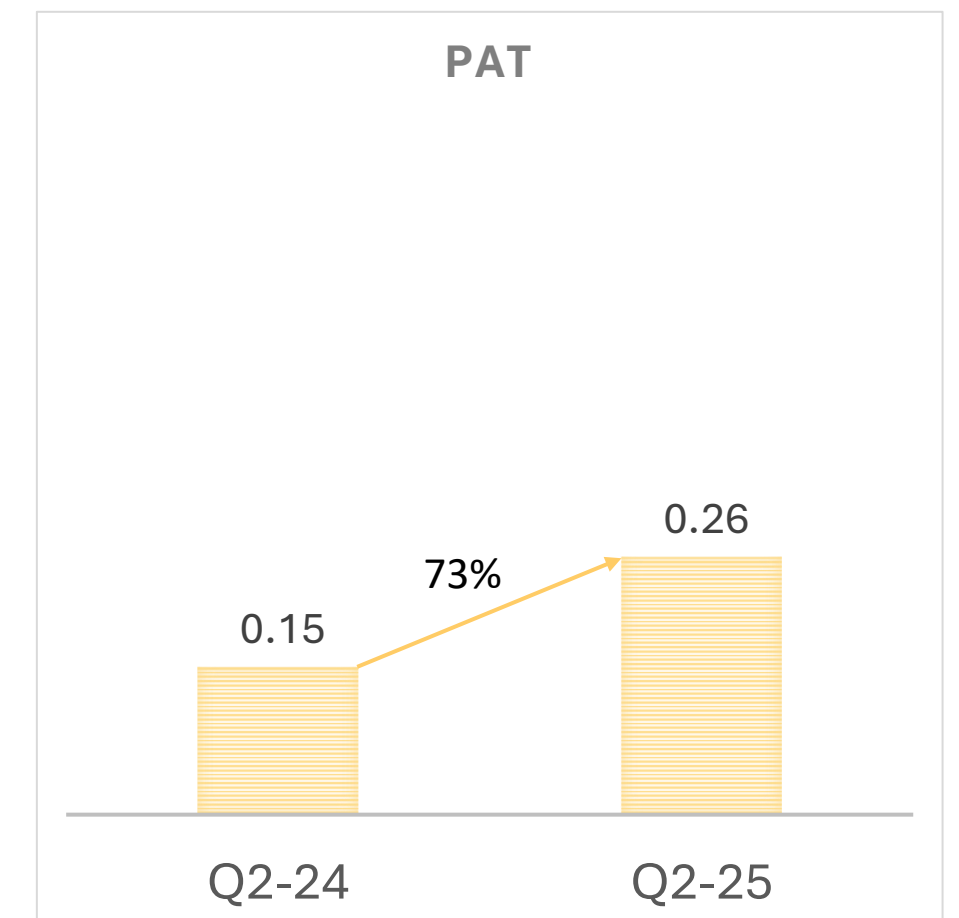
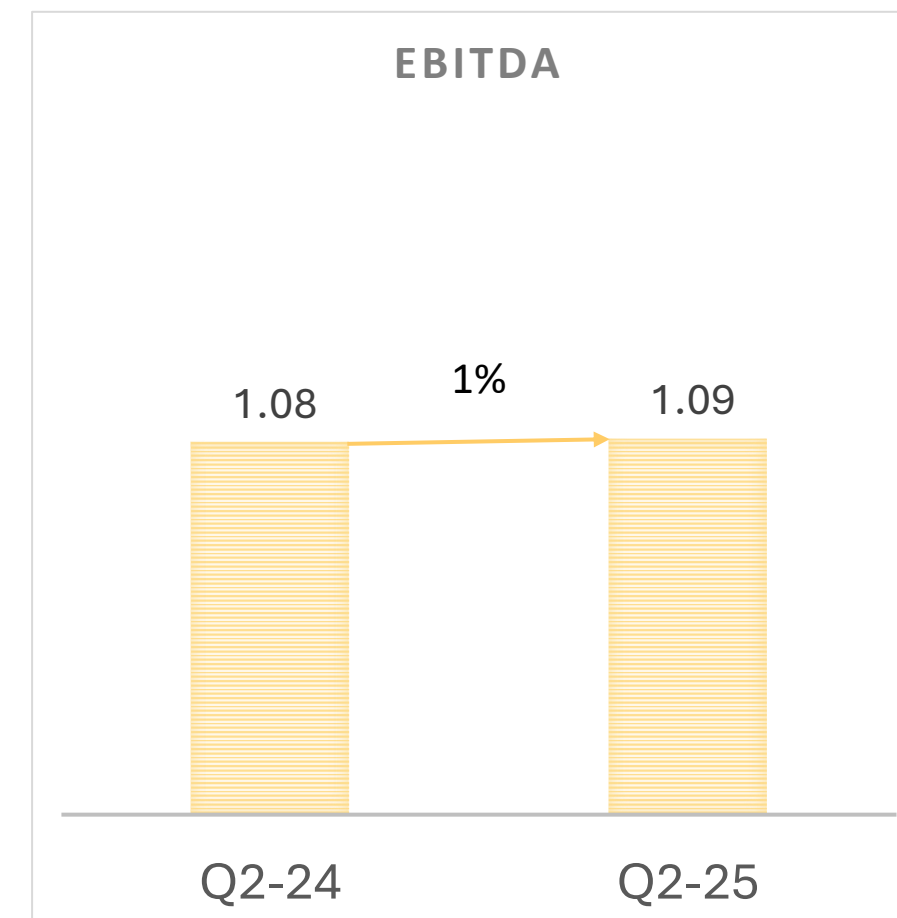
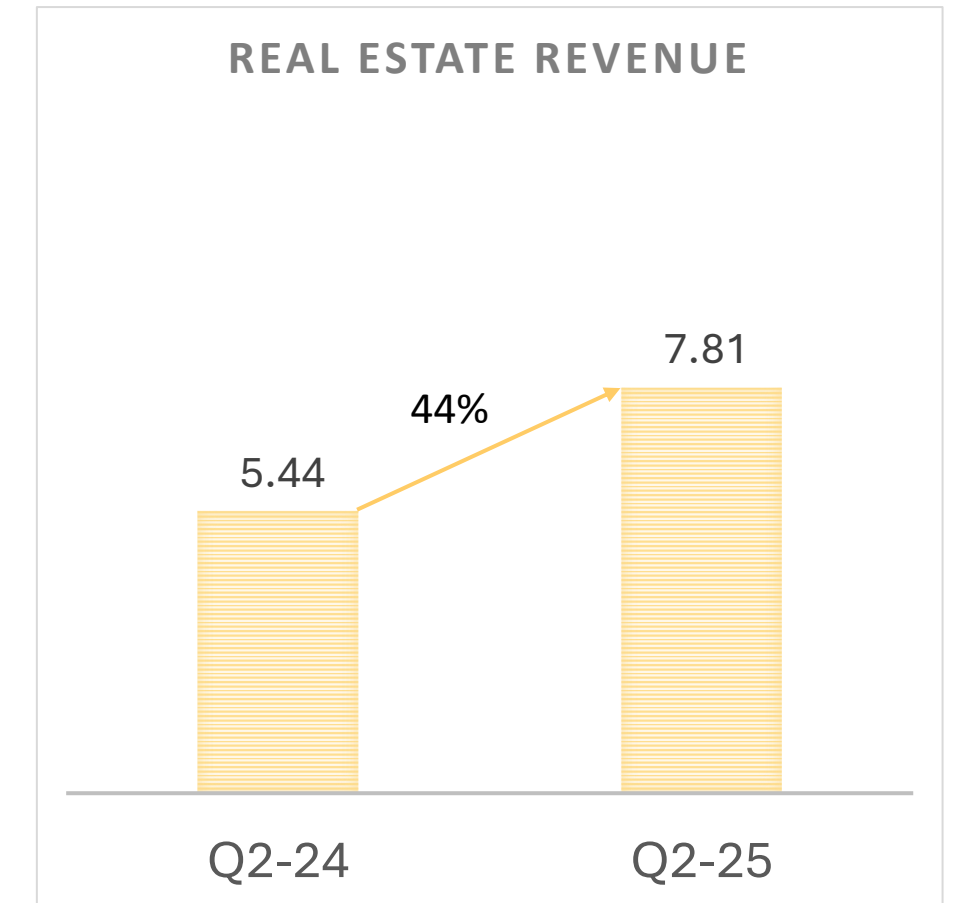
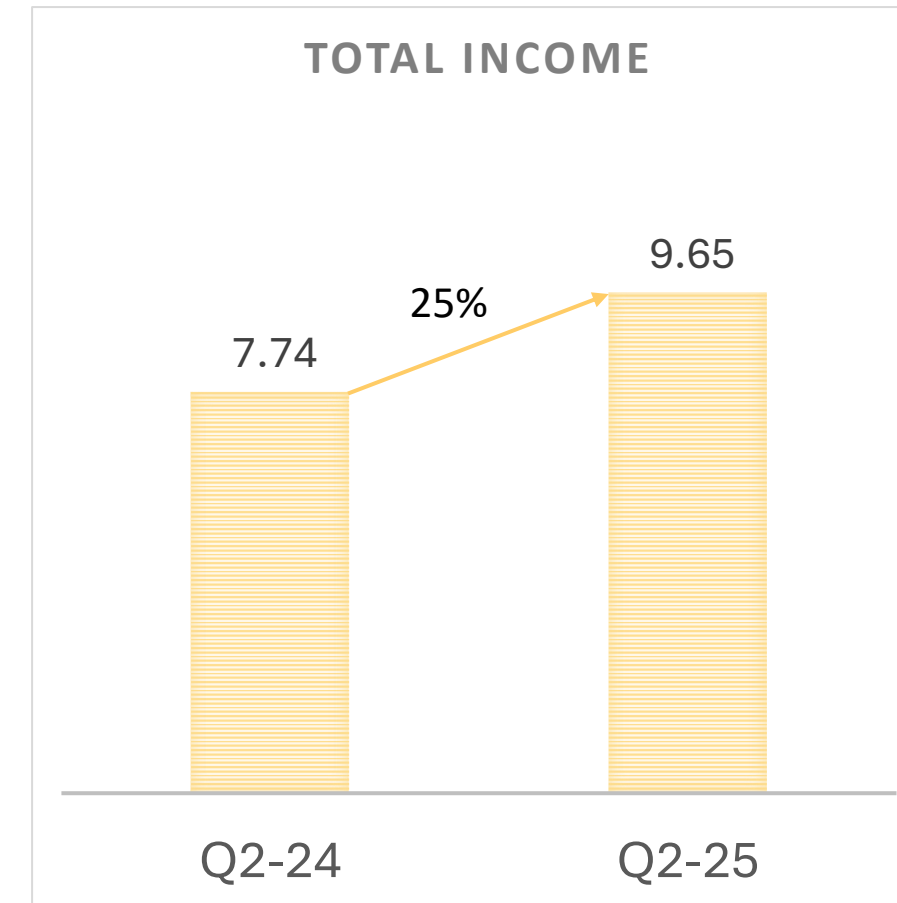
05

PROJECT UPDATES

Financial & Operational Highlights – Q2 FY 2025

- Total revenue recorded in Q2-FY25 was Rs. 9.65 bn,
 - Real estate business contributed Rs. 7.81 bn (80.9% of total)
 - Contractual & Manufacturing clocked Rs. 1.74 bn (15.8% of total)
- Handovers improved by 57.4% compared to previous quarter – 579 units comprising 1,056,656 sft of saleable area in Q2-FY25
- Revenue generated from contracting business was Rs. 0.73 bn
- Achieved EBITDA of Rs. 1.08 bn at a margin of 11.3%
- Generated PBT of Rs. 362 mn and PAT of Rs. 261 mn
- PAT improved 73.3% compared to Q2-FY24 and 4.3X of previous quarter.

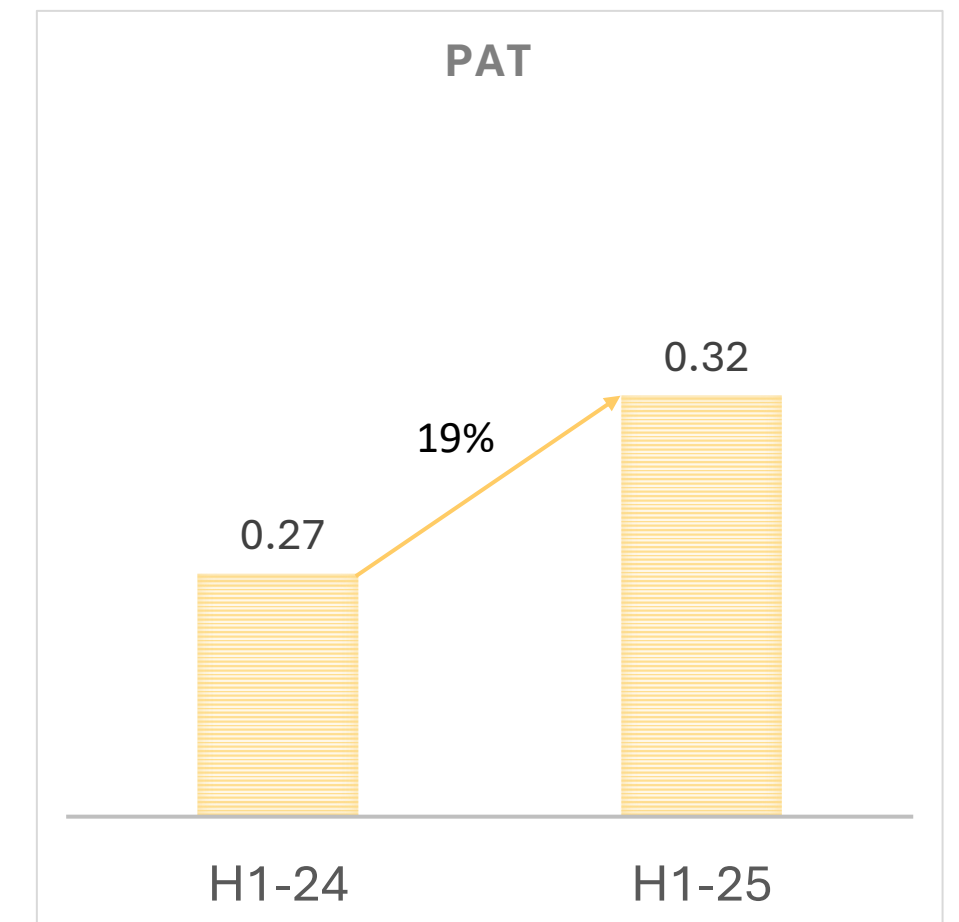
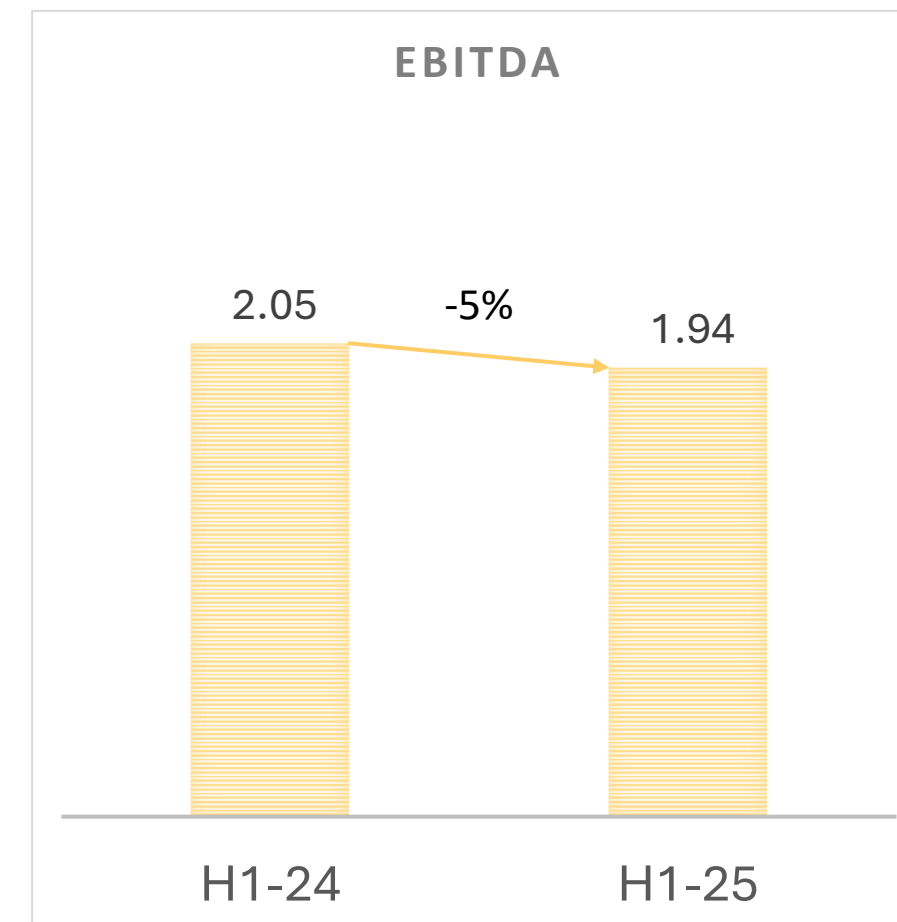
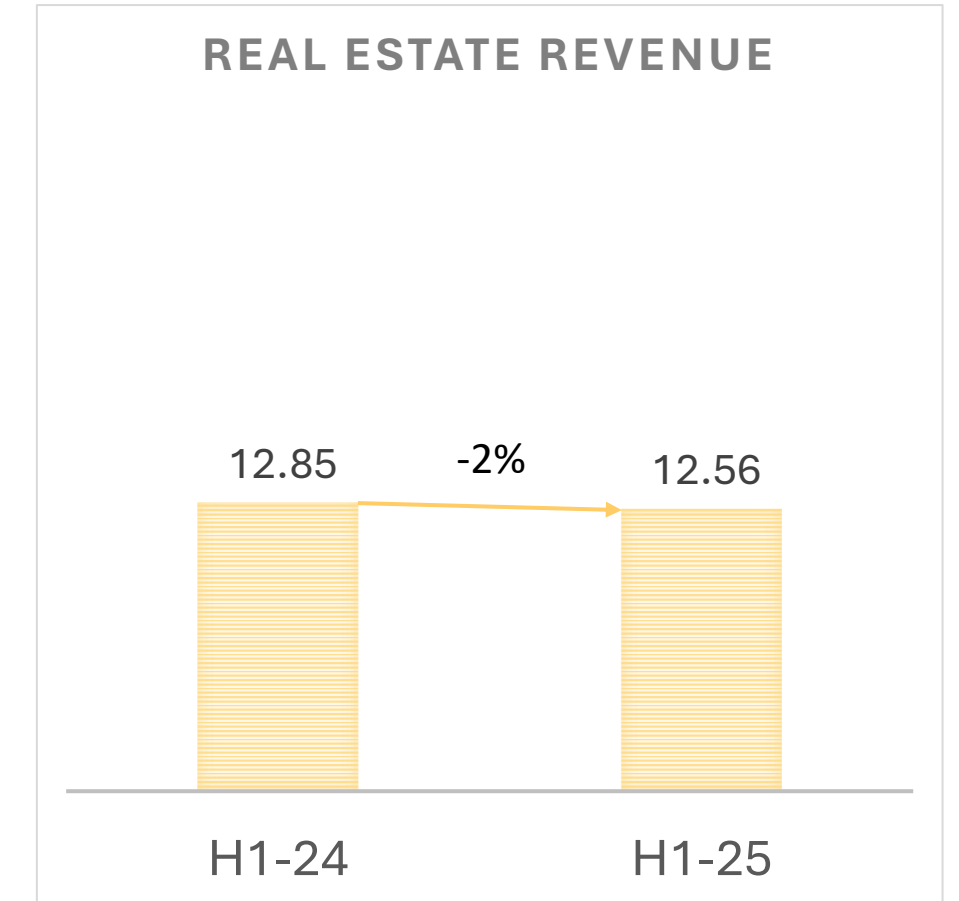
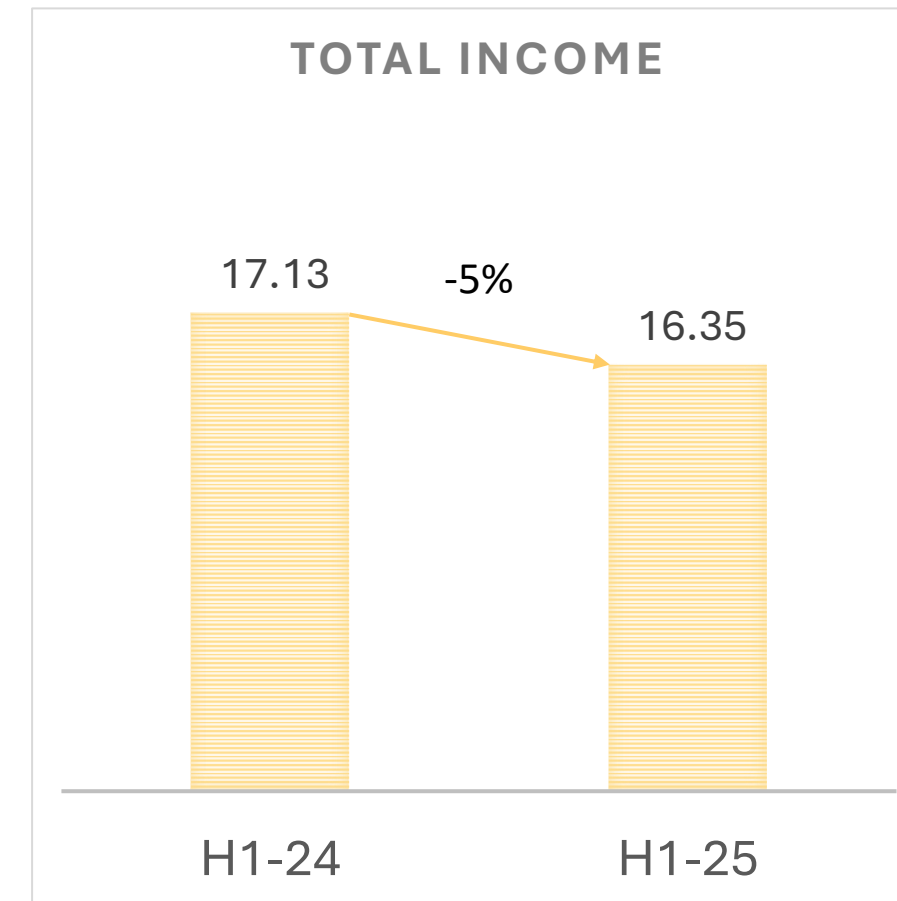
Rs Billion



Financial & Operational Highlights – H1 FY 2025

- Total revenue recorded in H1-FY25 was Rs. 16.35 bn
 - Real estate business contributed Rs. 12.56 bn (76.8% of total)
 - Contractual & Manufacturing clocked Rs. 3.17 bn (19.4% of total)
- Handed over 871 units comprising 1,592,656 sft of saleable area
- Revenue generated from contracting business was Rs. 1.64 bn, up by 0.3% from H1-FY24
- Achieved EBITDA of Rs. 1.94 bn at margin of 11.9%
- Generated PBT of Rs. 473 mn and PAT of Rs. 299 mn
- Balance Revenue to be recognized from sales completed till 30.09.2024 is Rs. 144.77 bn

Rs Billion



Profit & Loss Statement – Q2 FY 2025

Rs Million

Particulars	Q2-25	Q1-25	Q2-24	H1-25	H1-24	FY-24
Real Estate Revenue	7,814	4,751	5,436	12,564	12,846	24,138
Contractual & Manufacturing Revenue	1,522	1,653	1,976	3,176	3,645	6,831
Other Income	317	295	324	612	637	1,209
Total Income	9,653	6,699	7,736	16,351	17,129	32,179
Total Expenditure	8,565	5,845	6,658	14,410	15,083	28,199
EBIDTA	1,088	854	1,078	1,942	2,046	3,980
<i>EBIDTA Margin</i>	<i>11.3%</i>	<i>12.7%</i>	<i>13.9%</i>	<i>11.9%</i>	<i>11.9%</i>	<i>12.4%</i>
Depreciation	232	204	193	436	376	782
Finance Expenses	494	539	639	1,033	1,250	2,455
Profit Before Tax	362	111	247	473	420	742
<i>PBT Margin</i>	<i>3.8%</i>	<i>1.7%</i>	<i>3.2%</i>	<i>2.9%</i>	<i>2.4%</i>	<i>2.3%</i>
Tax Expenses	101	50	97	152	150	251
PAT	261	61	149	321	270	491
<i>PAT Margin</i>	<i>2.7%</i>	<i>0.9%</i>	<i>1.9%</i>	<i>2.0%</i>	<i>1.6%</i>	<i>1.5%</i>
Net Profit (after OCI)	235	64	131	299	254	479
<i>PAT after OCI</i>	<i>2.4%</i>	<i>1.0%</i>	<i>1.7%</i>	<i>1.8%</i>	<i>1.5%</i>	<i>1.5%</i>

Consolidated Balance Sheet as on 30th September 2024

Rs Million

<u>ASSETS</u>	30-Sep-24	30-Jun-24	<u>EQUITY & LIABILITIES</u>	30-Sep-24	30-Jun-24
Non-current Assets			Equity		
Property, Plant and equipment	4,886	4,733	Equity Share Capital	1,009	948
Investment Property	4,366	4,400	Other Equity	34,052	24,256
Investment Property under construction	76	76	Total Equity (C)	35,061	25,205
Intangible assets	52	55			
Goodwill	172	172	Non-Current Liabilities		
Right of use assets	105	121	Financial Liabilities		
Financial Assets			Borrowings	8,324	8,624
Investments	1,146	1,146	Lease liabilities	192	202
Trade Receivables	528	405	Provisions	1,117	239
Other Non-current financial assets	356	790	Deferred tax liabilities (net)	148	161
Other non-current assets	11,500	10,778	TOTAL	9,781	9,226
Current tax assets (net)	141	163	Current Liabilities		
Deferred tax assets (net)	1,715	1,658	Financial Liabilities		
TOTAL (A)	25,043	24,498	Borrowings	6,887	11,239
Current Assets			Lease liabilities	49	49
Inventories	110,137	105,865	Trade Payable	5,948	5,692
Financial Assets			Other Current financial liabilities	6,144	5,452
Trade receivables	2,257	1,955	Other current liabilities	97,912	94,557
Cash and cash equivalents	3,263	1,796	Provision	267	235
Bank balance other than Cash	9,734	6,381	Current tax liability (net)	232	203
Other Current financial assets	4,334	4,532	TOTAL	117,438	117,427
Other Current Assets	7,513	6,829	Total Liabilities (D)	127,220	126,653
TOTAL (B)	137,238	127,359	TOTAL EQUITY & LIABILITIES (C + D)	162,281	151,857
TOTAL ASSETS (A + B)	162,281	151,857			

Contracts Portfolio & Operational Overview – H1 FY 2025

Rs Billion

Particulars	H1-24	H1-25
Revenue		
Contracts	1.64	1.64
Manufacturing	2.01	1.53
Total	3.65	3.17
Collections		
Contracts	1.58	1.23
Manufacturing	2.39	1.84
Total	3.97	3.07

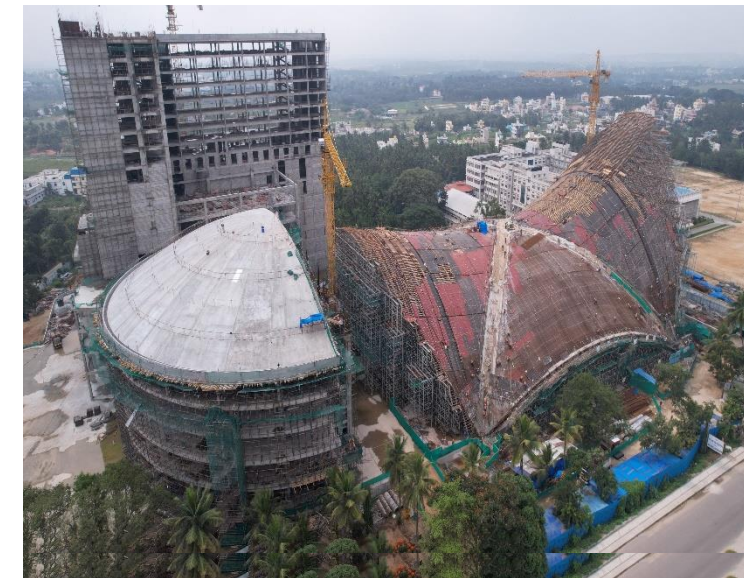


Ashoka University North Campus – Sonapat

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 by FY 2025



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 December 2024.



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.

Ongoing projects location-wise (30th September 2024)

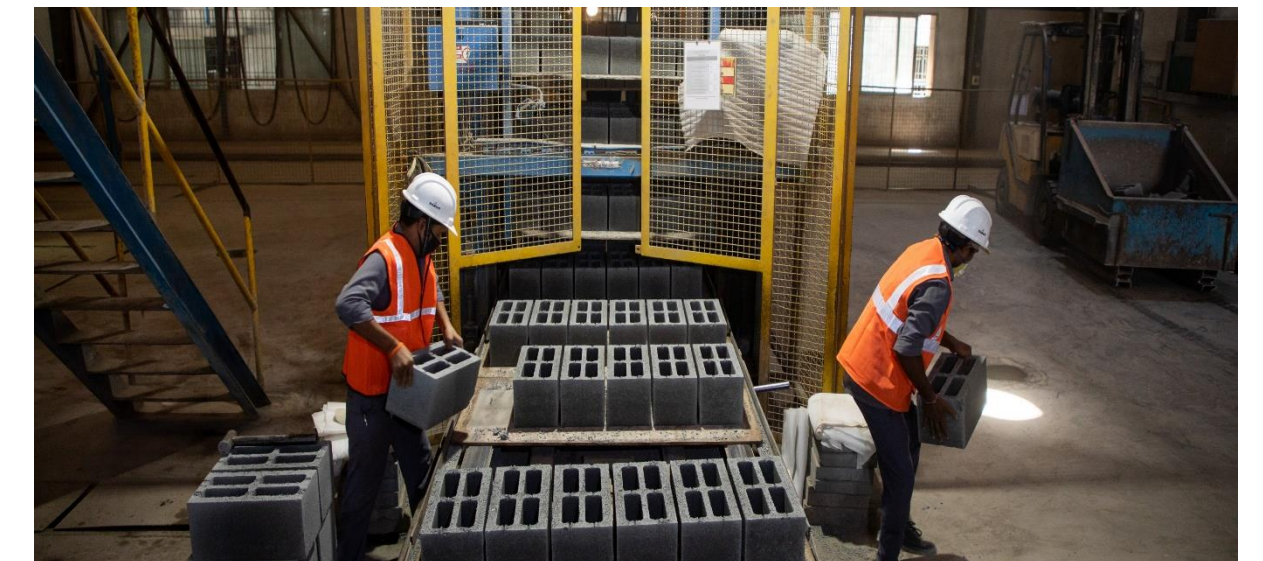
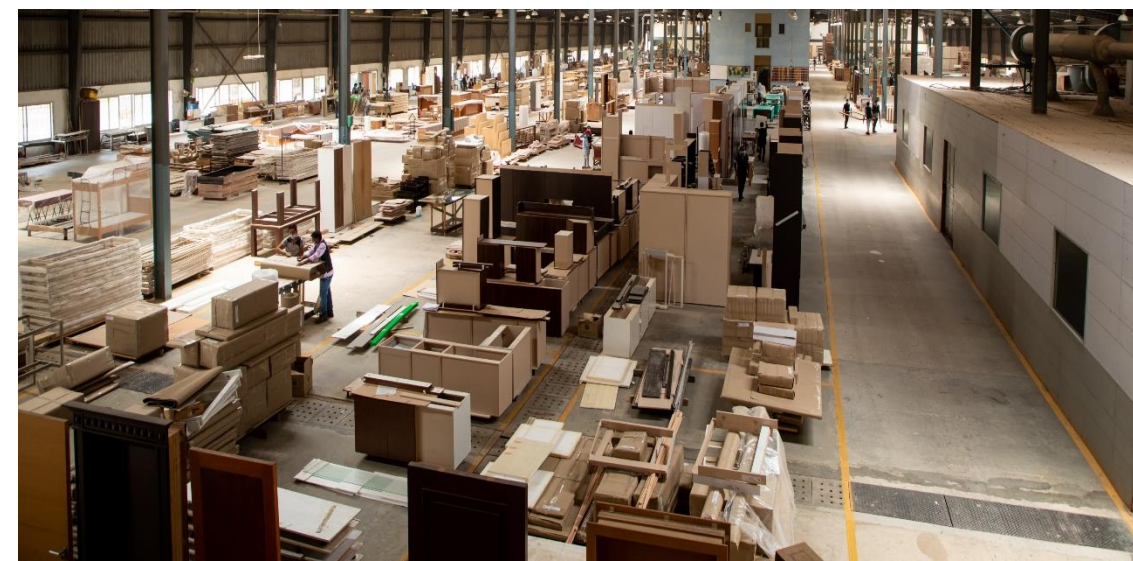
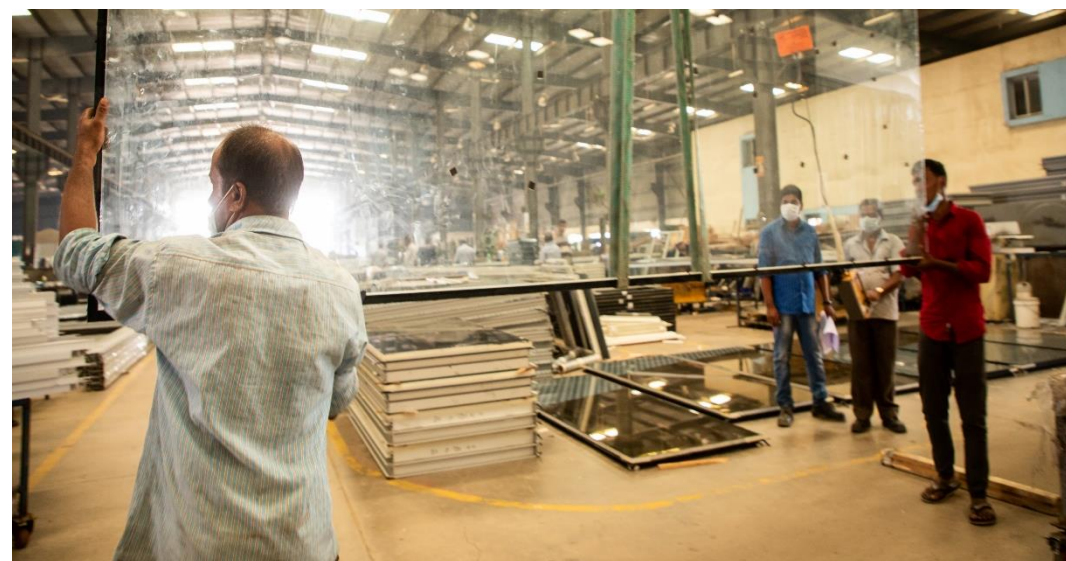
Location	No. of projects	Built-up area
		(Mn sft)
Bangalore	6	3.56
Sonapat	1	0.49
Total	7	4.05

Manufacturing & Retail Performance – H1 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	
HI-FY25 Turnover	Rs. 0.62 bn	HI-FY25 Turnover	Rs. 0.48 bn	HI-FY25 Turnover	Rs. 0.43 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	633,110	633,110
Sobha Altus Commercial	Forthcoming	172,636	109,624
Sector 106, Gurgaon	Forthcoming	355,000	225,425
Sub Total		1,188,353	995,766
Grand Total		1,768,581	1,459,858



Net Operating Income from commercial portfolio in H1-FY25 was Rs. 303 mn

01

ABOUT US

02

CASHFLOW

03

SALES PERFORMANCE

04

FINANCIALS & OPERATIONS

05

PROJECT UPDATES

New Project Launch – Sobha Infinia



Day Elevation



Night Elevation



Swimming Pool

Super Luxury Apartment located at Agara Lake Road, the project spans 4.70 acres, with easy connecting to junction of Koramangala – Sarjapura – Outer ring road

- Project has total saleable area of **477,003 sft** comprising 196 units including 20,000 sft (approx.) of club house
- Apartment spread across 3 wings of G + 11 / 12 / 13 floors
 - 3 BHK – 87 units at 1,720 sft to 2,257 sft
 - 4 BHK – 109 units at 2,165 sft to 3,176 sft
- The Project has amenities like cosmopolitan club, celebration court, pet park, reflexology path , swimming pool etc.

Projects completed in Q2 FY 2025

Project	Location	Product Type	No. of units	SBA (sft)
Sobha Rajvilas	Bangalore	Apartment	80	180,082
Sobha Dream Acres Oasis	Bangalore	Apartment	178	179,561
Sobha Royal Pavilion	Bangalore	Apartment	75	122,851
Sobha Lake Gardens	Bangalore	Apartment	75	121,907
Sobha City, Gurugram	Gurgaon	Apartment	72	111,407
Sobha Windsor	Bangalore	Apartment	70	109,410
Sobha Silver Estate	Thrissur	Villas	7	20,990
International City - Phase II	Gurgaon	Villas	3	15,724
Sobha Bela Encosta	Calicut	Villas	2	7,459
Sobha West Hill Part C	Coimbatore	Villas	1	2,829
Total			563	872,219

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*	62.25	45.54	18.44	13.50	12.27
Gurgaon	4.53	2.98	6.31	4.39	4.62
Noida	-	-	-	-	0.69
Kerala*	4.24	3.21	6.70	4.49	1.97
GIFT CITY	0.41	0.26	2.43	1.83	-
Tamil Nadu*	7.26	5.64	0.91	0.61	0.15
Hyderabad	-	-	0.81	0.65	-
Pune	1.20	0.88	0.94	0.64	0.77
Total	79.88	58.52	36.55	26.11	20.48

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 Q2 FY 2025



**Sobha Rajvilas Wing 2
Bangalore**

1 wing - G+ 25 floors
SBA - 180,082 sft (80 units)



**Sobha Dream Acres Oasis Wing 57 & 58
Bangalore**

2 wings - G+ 14 floors
SBA - 179,561 sft (178 units)



**Sobha Royal Pavilion Wing 9
Bangalore**

1 wing - G+ 18 floors
SBA - 122,851 sft (75 units)

Completed Residential Projects during Q2 FY 2025...Continued



**Sobha Lake Garden Wing 3
Bangalore**

1 wing - G+ 18 floors
SBA - 121,907 sft (75 units)



**Sobha Windsor Wing 4
Bangalore**

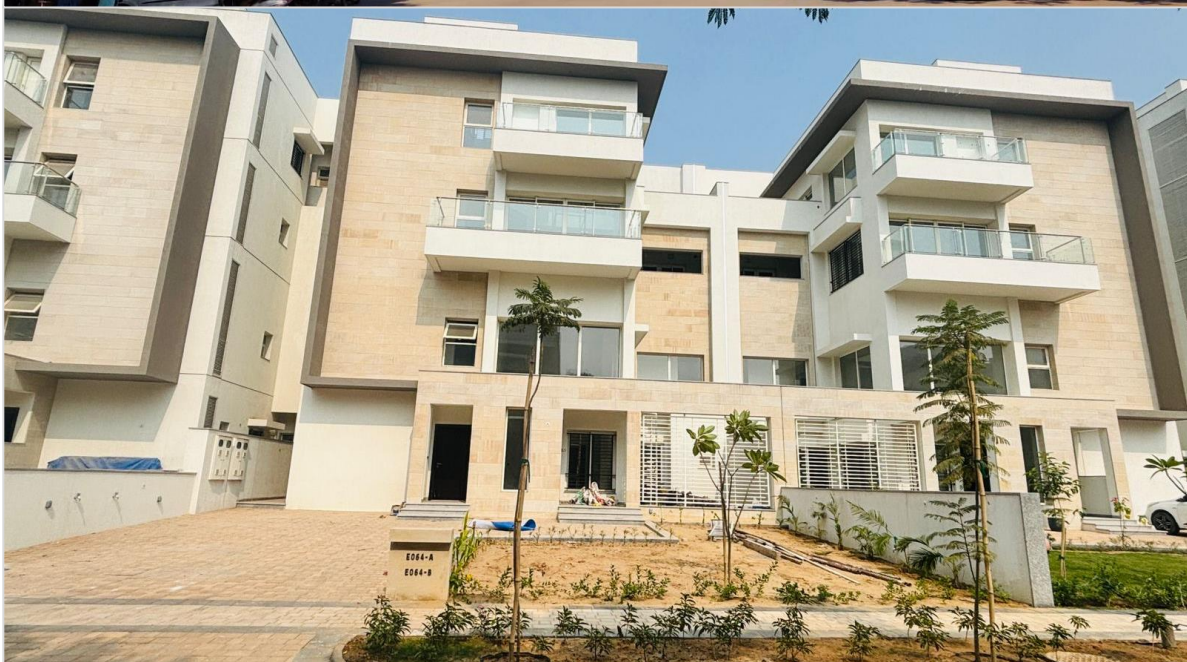
1 wing - G+ 17 floors
SBA - 1109,410 sft (70 units)



**Sobha City Tower A4
Gurgaon**

1 tower - S+ 18 floors
SBA - 111,407 sft (72 units)

Completed Residential Projects during Q2 FY 2025...Continued



**Internation City
Gurgaon**

3 villas - Duplex

SBA - 15,724 sft



**Sobha Silver Estate
Thrissur**

7 villas

SBA - 20,990 sft



**Sobha Bela Encosta
Calicut**

2 villas

SBA - 7,459 sft

Ongoing Projects



**Sobha Brooklyn Towers
Bangalore**

5 towers - 3S+ G+ 33 floors
657 units of 1/2/2.5/3/3.5/4 BHK
Total SBA - 1,002,666 sft



**Sobha Insignia
Bangalore**

1 wing - 2B+ G+ 8 floors
33 units of 3/4 BHK
Total SBA - 80,251 sft



**Sobha Royal Pavillion
Bangalore**

6 towers - 2B+ G+18 floors
491 units of 2/3/4 BHK
Total SBA - 863,813 sft

Ongoing Projects...continued



Sobha Dream Garden
Bangalore

5 towers – B+ G+17/23 floors
910 units of 1/2 BHK
Total SBA – 858,156 sft



Sobha Sentosa
Bangalore

4 wings – 2B+ G+ 17 floors
391 units of 1/3 BHK
Total SBA – 533,203 sft



Sobha Metropolis
Thrissur

6 towers – 3S+ 21/23/25 floors
504 units of 2/3/4 BHK
Total SBA – 1,134,545 sft

Ongoing Projects...continued



**Sobha Mountain Mist
Coimbatore**

Plotted development – 88 units
Total SBA – 118,518 sft



**Sobha Dream Heights
GIFT City**

1 tower – B+ 3S+ +30 floors
236 units of 1/2 BHK
Total SBA – 261,056 sft



**Sobha Atlantis
Kochi**

4 blocks – G+24 floors
384 units of 3/4 BHK
Total SBA – 890,040 sft

Ongoing Projects...continued



**Sobha Meadows Whispering Hill
Trivandrum**

2 blocks - G+12 floors
 98 units of 3 BHK
 Total SBA - 196,420 sft



**Sobha Conserve
Chennai**

Plotted development - 124 units
 Total SBA - 189,667 sft



**Sobha Aranya
Gurgaon**

5 towers - 2B+43/46 floors
 524 units of 3/4 BHK
 Total SBA - 1,927,458 sft

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



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



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



Subba Rao Amarthaluru, Independent Director

- 35+ years of experience across industries such as manufacturing, financial services and infrastructure
- He is a commerce graduate and CA, he has established and proven track record in finance leadership



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



Gopal B Hosur, Independent Director

- Mr. Gopal B Hosur is Retd IPS officer worked in various Karnataka Cadre over 4 decades.
- Winner of President Medal of Bravery
- Currently serving as CEO, Chinmaya Mission Hospital

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.