

# SOBHA

**Date: February 06, 2025**

Department of Corporate Services BSE Limited PJ Towers, Dalal Street Mumbai – 400 001 <b>Scrip Code: 532784 &amp; 890205</b>	The National Stock Exchange of India Limited Exchange Plaza, Plot No C/1, G Block Bandra Kurla Complex Mumbai – 400 051 <b>Scrip Code: SOBHA &amp; SOBHAPP</b>
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**Dear Sirs/Madam(s),**

**Sub: Investor Presentation for the quarter ended December 31, 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 results of the Company for the quarter ended December 31, 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

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# SOBHA



**INVESTOR PRESENTATION**  
**December 2024**

*Artistic Impression of SOBHA Ayana, Bangalore*





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ABOUT US



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# 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

**245 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



141.74 mn

sft completed

561

Developments

7 mn

sft annual delivery  
run rate

39.34 mn

sft under  
development

27

Cities and 14 states  
across India - footprint

25+

Acre manufacturing  
facilities

4,150+

Professionals

12,000+

Technicians

**Own training academy** for continuous development programs

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

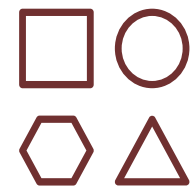


# FUELING FUTURE SUCCESS



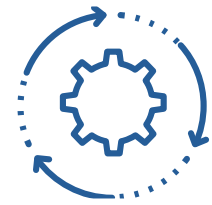
## UNWAVERING COMMITMENT TO QUALITY

- 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

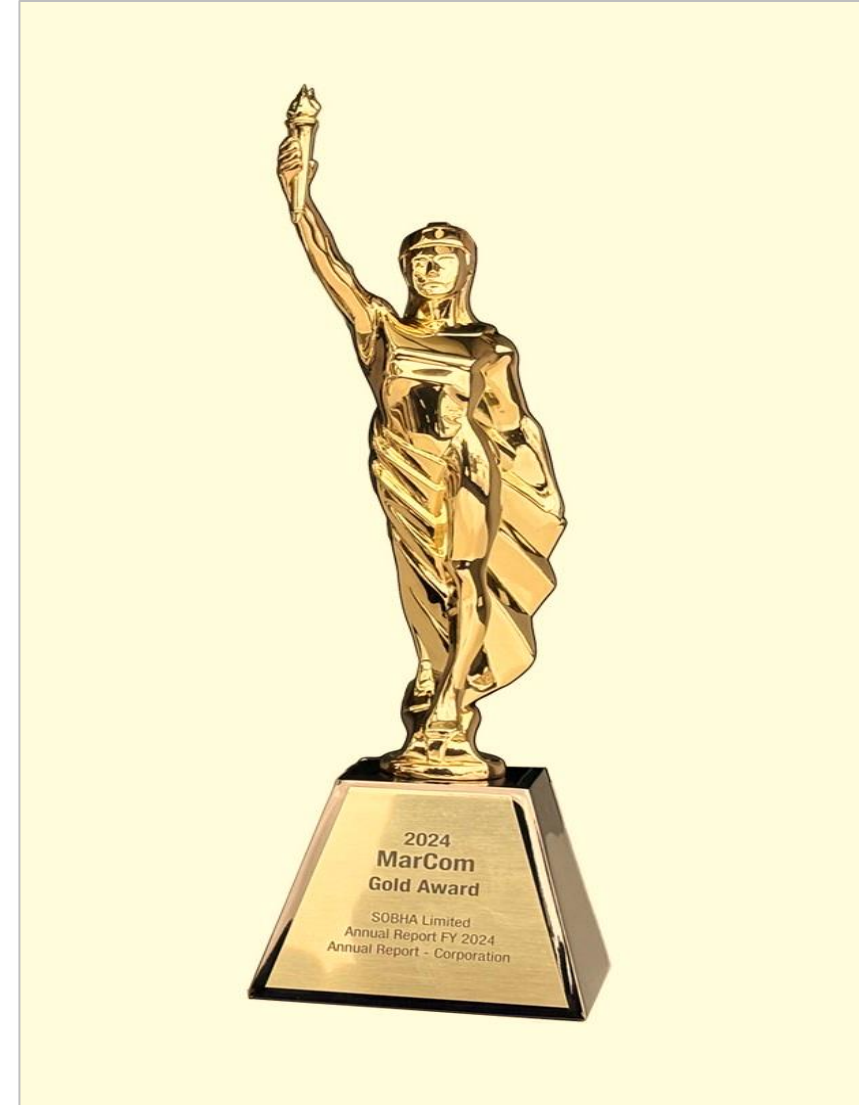


# Awards and recognition in Q3 FY 2025



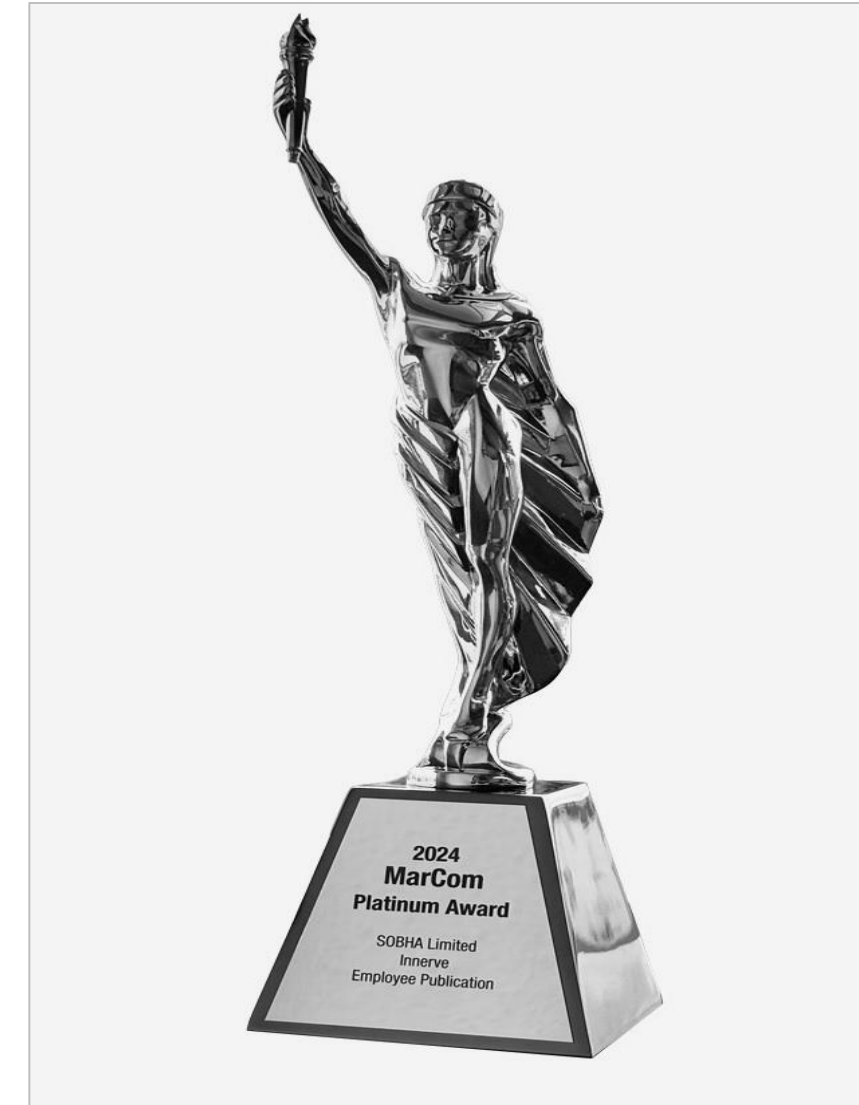
🌿 **Ultra Luxury Lifestyle Project of the Year 2024** 🌿

Sobha Atlantis (Kochi) awarded the Ultra Luxury Project in 2024 by Realty Conclave Excellence Award



🌿 **MarCom Awards for Annual Report 2024** 🌿

Received Gold Award for "Annual Report 2024"



🌿 **MarCom Awards for INNERVE** 🌿

- Received Platinum Award for —
  - INNERVE - an internally designed publication, showcasing various activities and updates related to the company
  - STOREYS - a lifestyle e-magazine, crafted in-house by SOBHA



🌿 **MarCom Awards for STOREYS** 🌿



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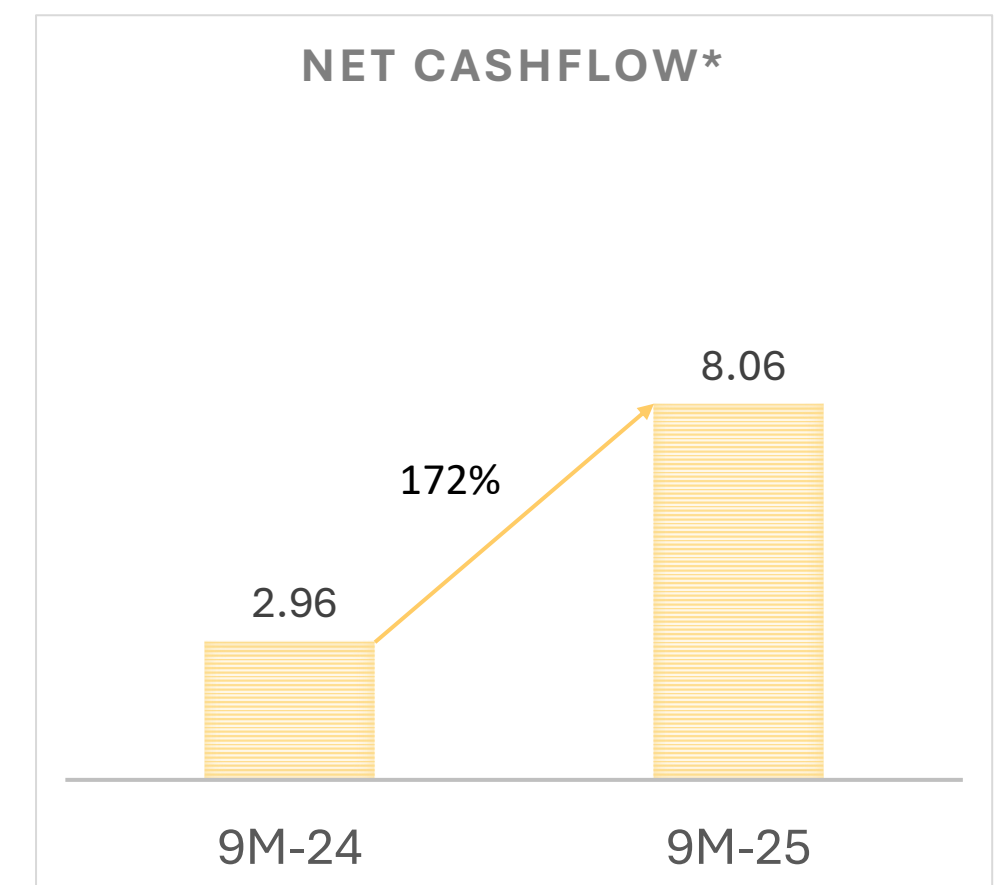
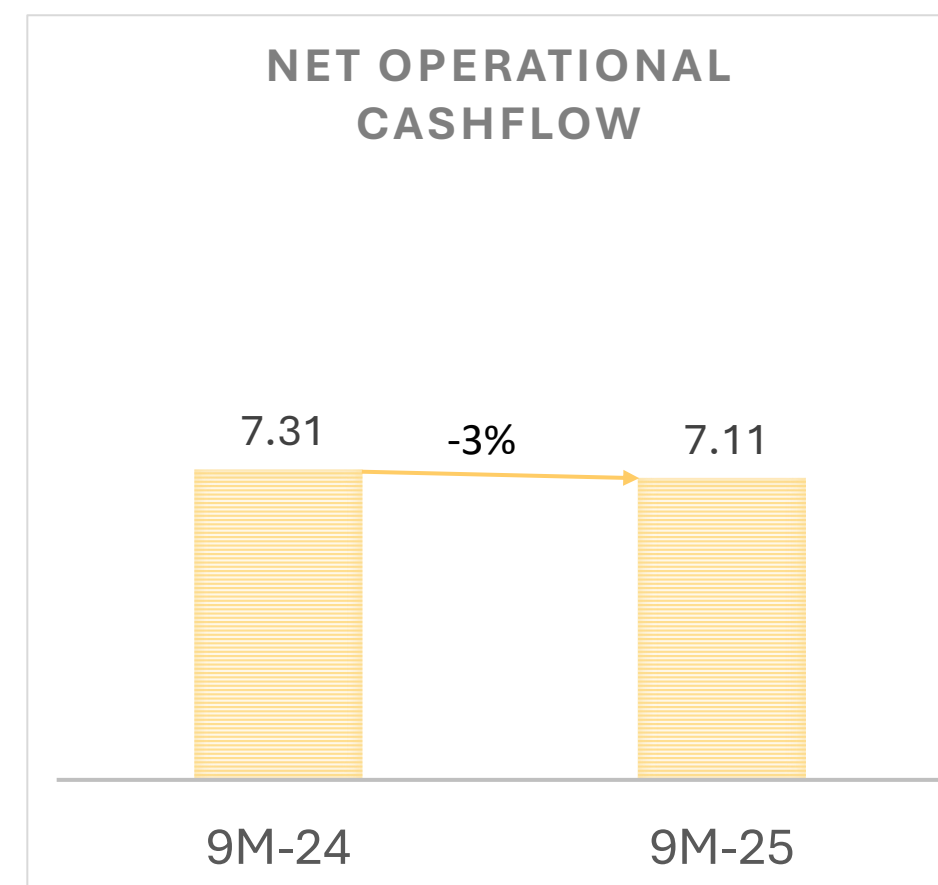
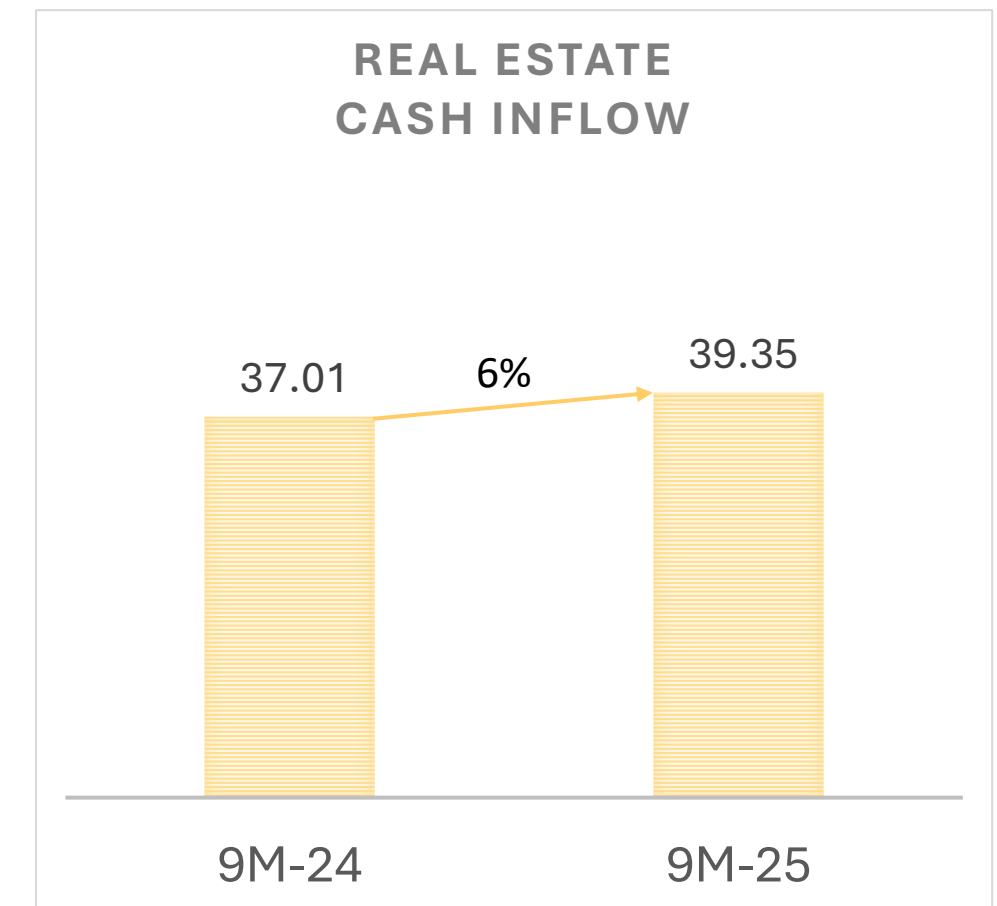
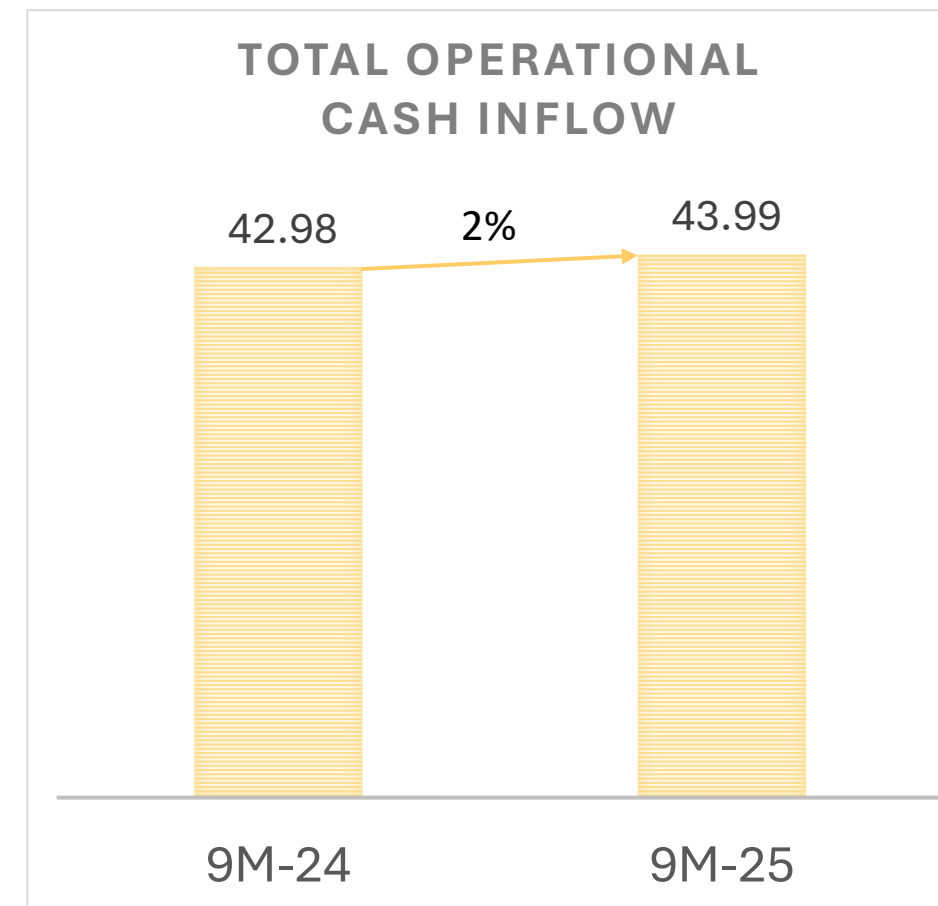


# Operational cash inflow of Rs.43.99 bn in the first 9M FY 25

## Key Highlights for 9M and Q3:

- Total collections in 9M-FY25 increased by 2.4% over 9M-FY24
  - Real Estate contribution was Rs. 39.35 bn, up 6.3% over 9M-FY24
  - Contracts & manufacturing collections stands at Rs. 4.64 bn
- Robust Real Estate collections are result of consistent strong sales and faster construction. Project related outflows increased by 15.1%
- Capital expenditure in Q3-FY25 saw an uptick of 32.3% vs Q2-FY24 reaching Rs. 394 mn, driven by increase in area under development
- We increased our land investments in Q3-FY25, with net land related outflows of Rs. 3.05 bn. For 9M period, the net outflow was Rs. 6.33 bn, compared to Rs. 1.73 bn in same period last year
- Net debt at the end of the quarter was Rs. 4.56 bn. with Net Debt to Equity ratio of 0.13

Rs Billion

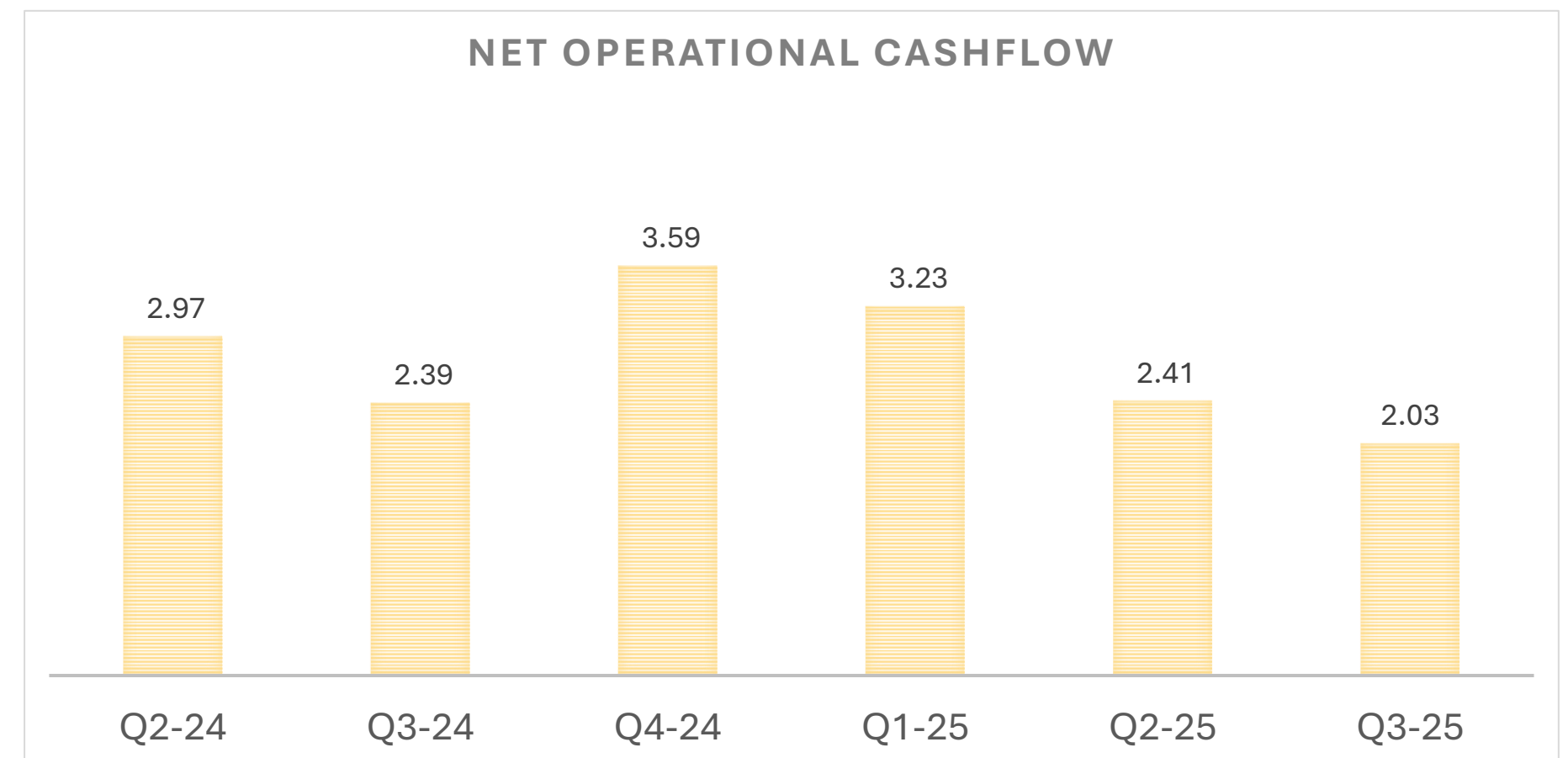
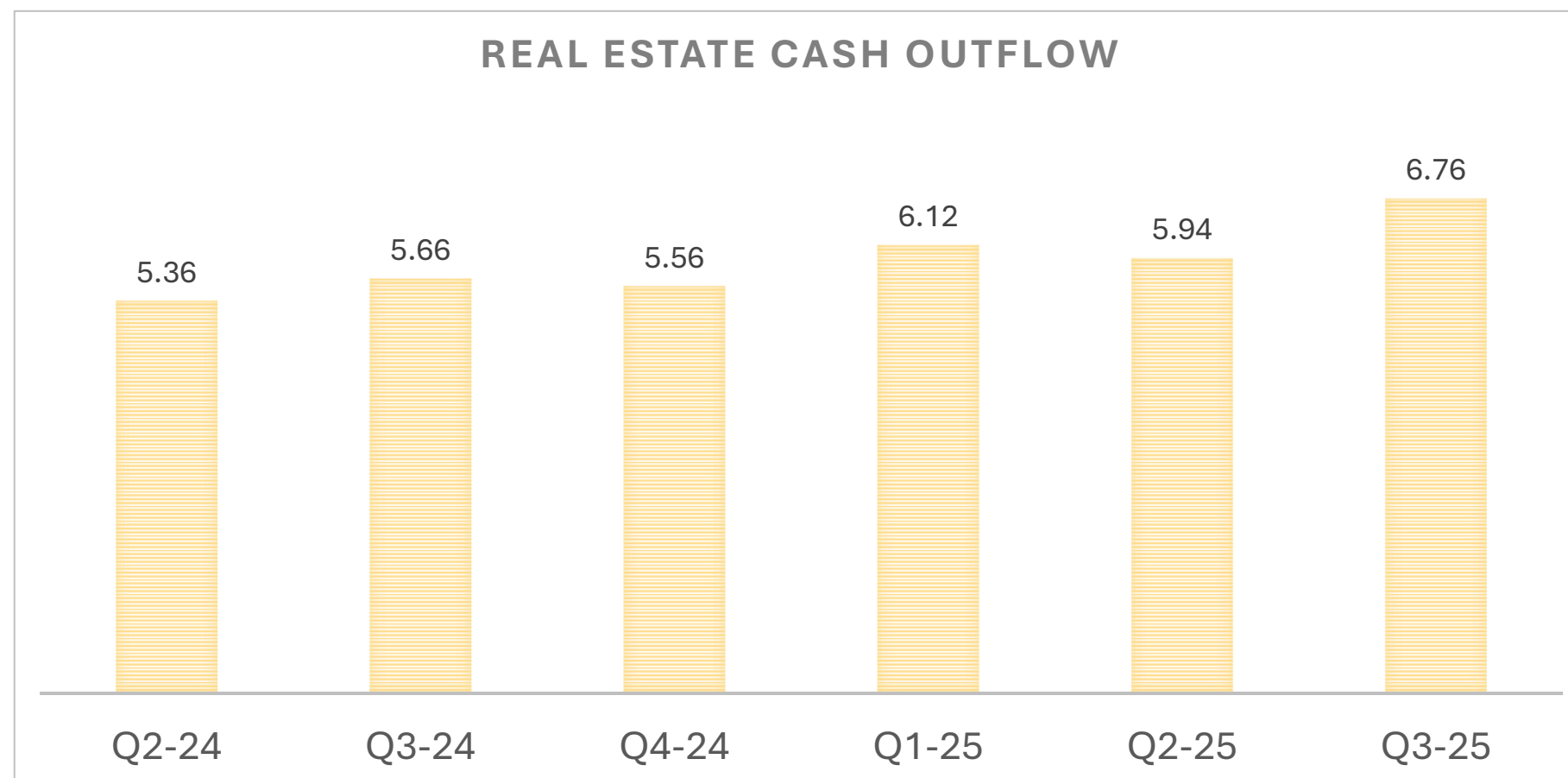
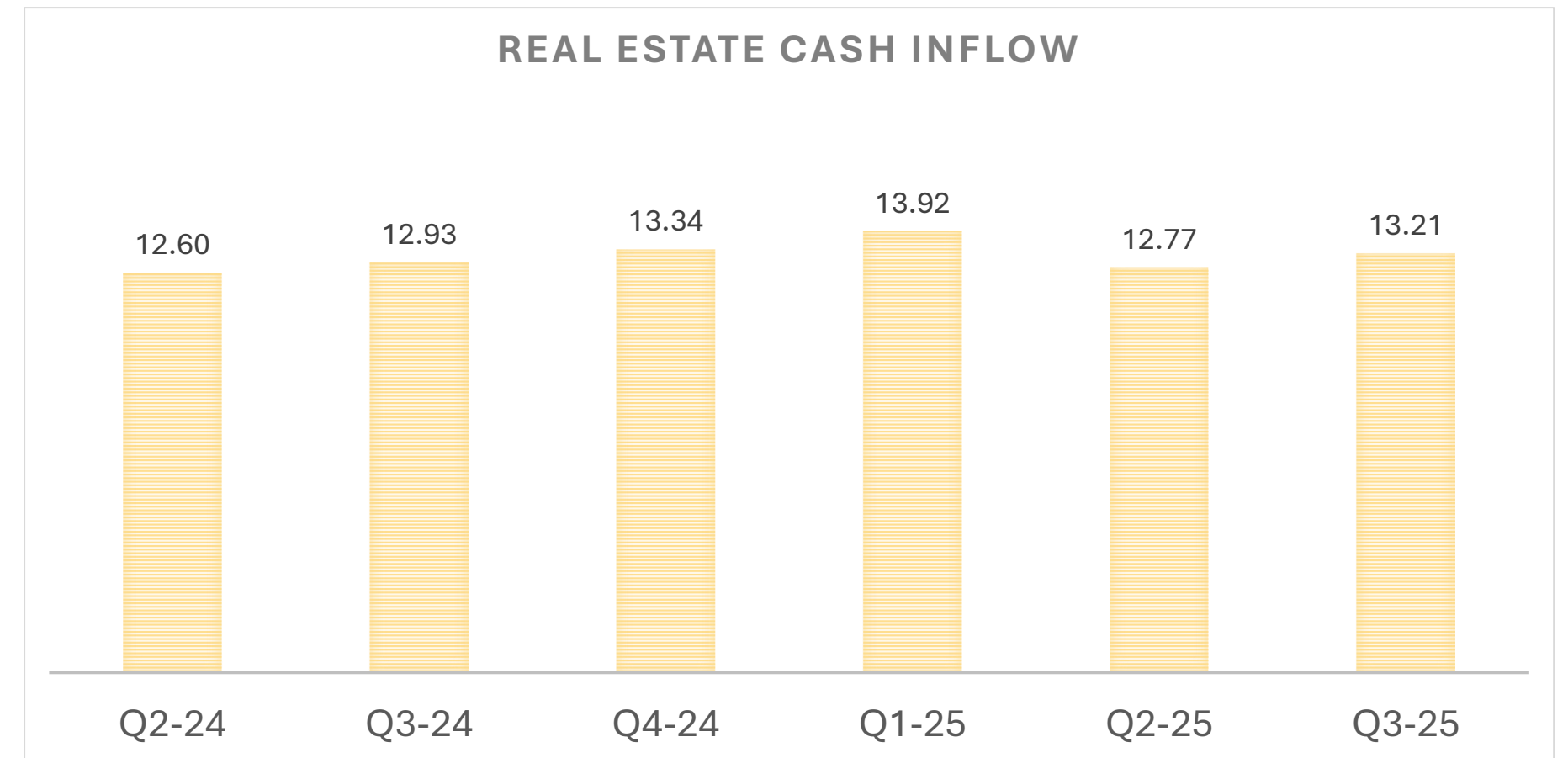
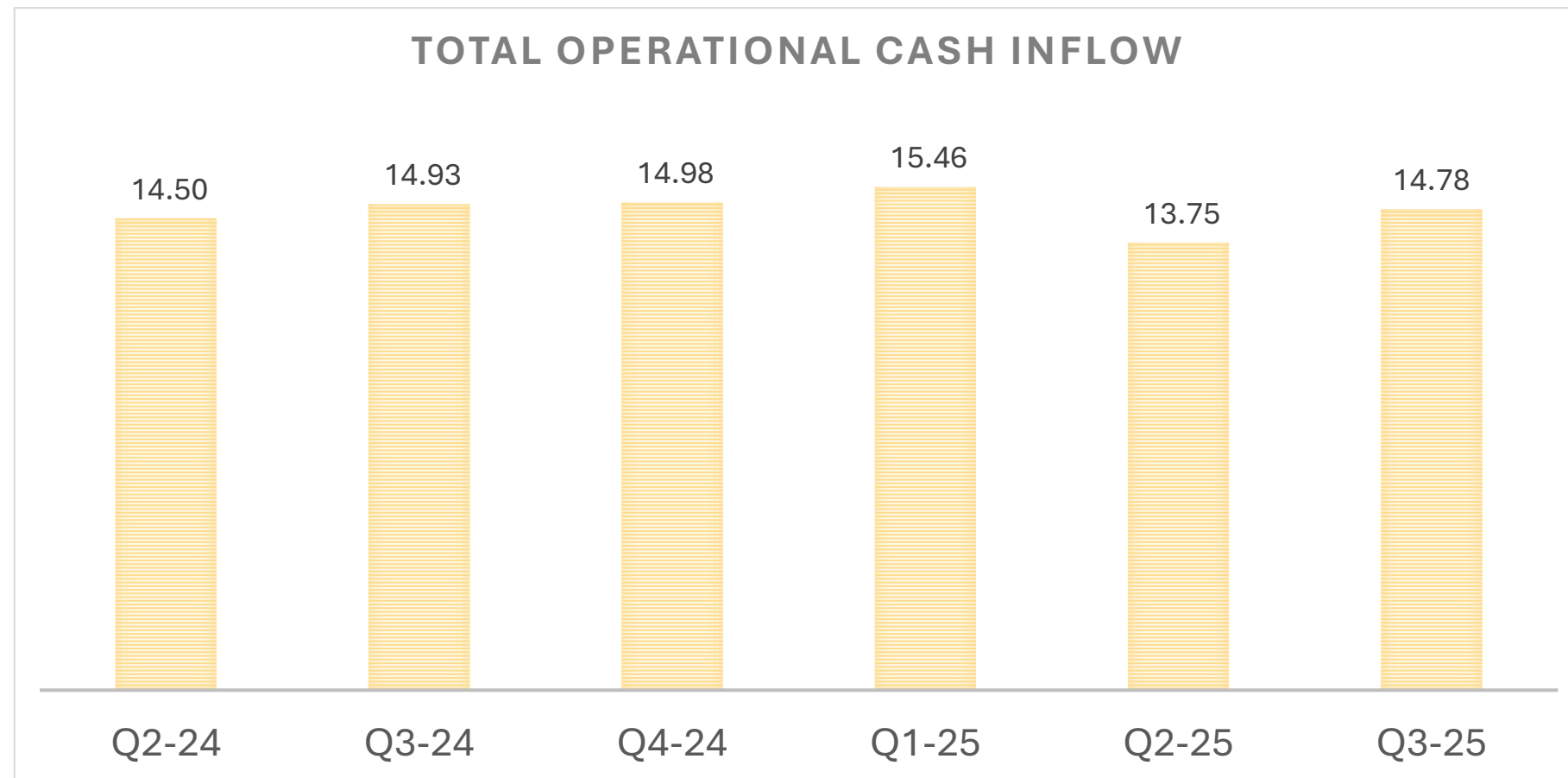


\* Rights Issue receipts included



# Consistent operational net cashflow generated over the quarters

Rs Billion





# Cashflow Statement – Q3 FY 2025

Rs Million

PARTICULARS	Q3-25	Q2-25	Q3-24	9M-25	9M-24	FY-24
<b>Operational Cash Inflow</b>						
Real Estate Operations	13,206	12,227	12,929	39,350	37,005	50,345
Contractual & Manufacturing	1,575	1,524	2,002	4,643	5,977	7,621
<b>Total Operational Cash Inflow (A)</b>	<b>14,781</b>	<b>13,751</b>	<b>14,931</b>	<b>43,993</b>	<b>42,982</b>	<b>57,966</b>
<b>Operational Cash Outflow</b>						
Real Estate project related outflow	6,758	5,938	5,662	18,813	16,341	21,900
Joint Development Partner payments	1,837	1,865	3,099	5,646	7,748	9,611
Contracts and Manufacturing	1,535	1,317	1,733	4,262	5,507	7,178
Facility management	149	268	325	814	898	1,229
Overheads	661	754	515	2,135	1,491	2,037
Sales & Marketing	566	364	347	1,264	966	1,318
CSR	27	46	23	95	121	151
Indirect Taxes	577	807	605	1,994	1,844	2,458
Income Tax (incl. TDS)	639	552	236	1,864	759	1,188
<b>Total Operational Cash Outflow (B)</b>	<b>12,749</b>	<b>11,910</b>	<b>12,543</b>	<b>36,888</b>	<b>35,676</b>	<b>47,071</b>
<b>Net Operational Cashflow (C=A-B)</b>	<b>2,032</b>	<b>1,841</b>	<b>2,388</b>	<b>7,105</b>	<b>7,307</b>	<b>10,895</b>



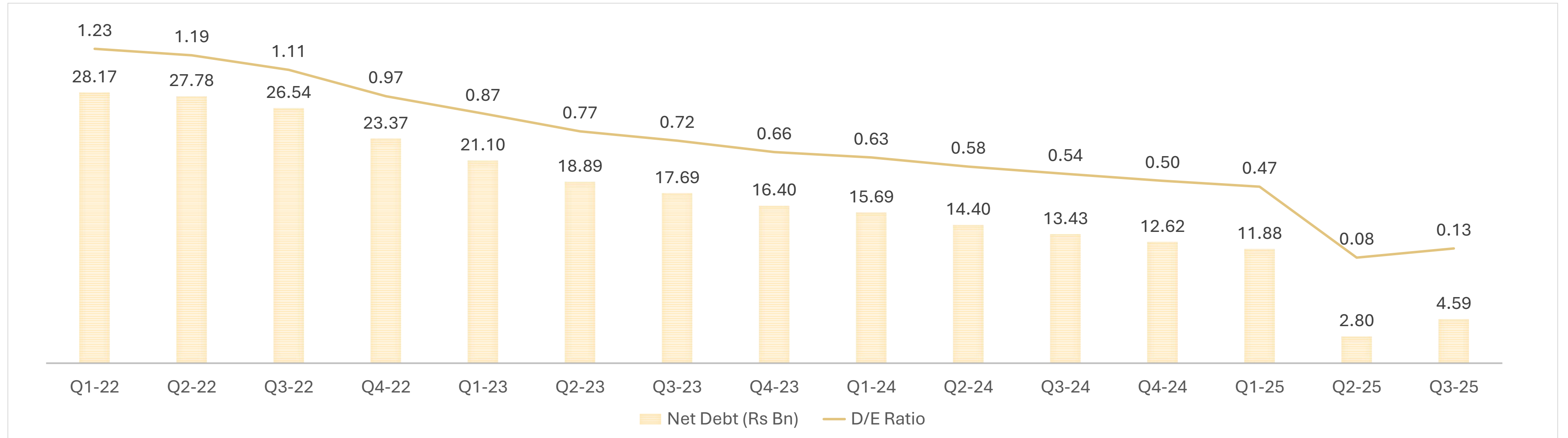
# Cashflow Statement – Q3 FY 2025...continued

Rs Million

PARTICULARS	Q3-25	Q2-25	Q3-24	9M-25	9M-24	FY-24
<b>Financial Inflow</b>						
Rights Issue Proceeds (D)	-	9,995	-	9,995	-	-
<b>Financial Outflow</b>						
Finance Related Outflow	338	352	515	1,168	1,487	1,951
Dividend	-	301	-	301	284	284
<b>Total Financial Outflow (E)</b>	<b>338</b>	<b>653</b>	<b>515</b>	<b>1,469</b>	<b>1,771</b>	<b>2,235</b>
<b>Net Financial Cashflow (F=D-E)</b>	<b>(338)</b>	<b>9,342</b>	<b>(515)</b>	<b>8,526</b>	<b>(1,771)</b>	<b>(2,235)</b>
<b>Net Cashflow after Financing Activities (G=C+F)</b>	<b>1,694</b>	<b>11,183</b>	<b>1,873</b>	<b>15,632</b>	<b>5,535</b>	<b>8,660</b>
<b>Capital Outflow</b>						
Net Land Payments	3,058	1,664	605	6,331	1,725	3,829
Capex	394	441	298	1,241	847	1,056
<b>Total Capital Outflow (H)</b>	<b>3,452</b>	<b>2,105</b>	<b>903</b>	<b>7,572</b>	<b>2,572</b>	<b>4,885</b>
<b>Total Cash Inflow (A)</b>	<b>14,781</b>	<b>23,746</b>	<b>14,931</b>	<b>53,988</b>	<b>42,982</b>	<b>57,966</b>
<b>Total Cash Outflow (G =B+D+F)</b>	<b>16,539</b>	<b>14,668</b>	<b>13,961</b>	<b>45,929</b>	<b>40,019</b>	<b>54,191</b>
<b>Net Cashflow (A - G)</b>	<b>(1,758)</b>	<b>9,078</b>	<b>970</b>	<b>8,060</b>	<b>2,964</b>	<b>3,775</b>



# Slight increase in Net Debt with deployment of Rights Issue capital

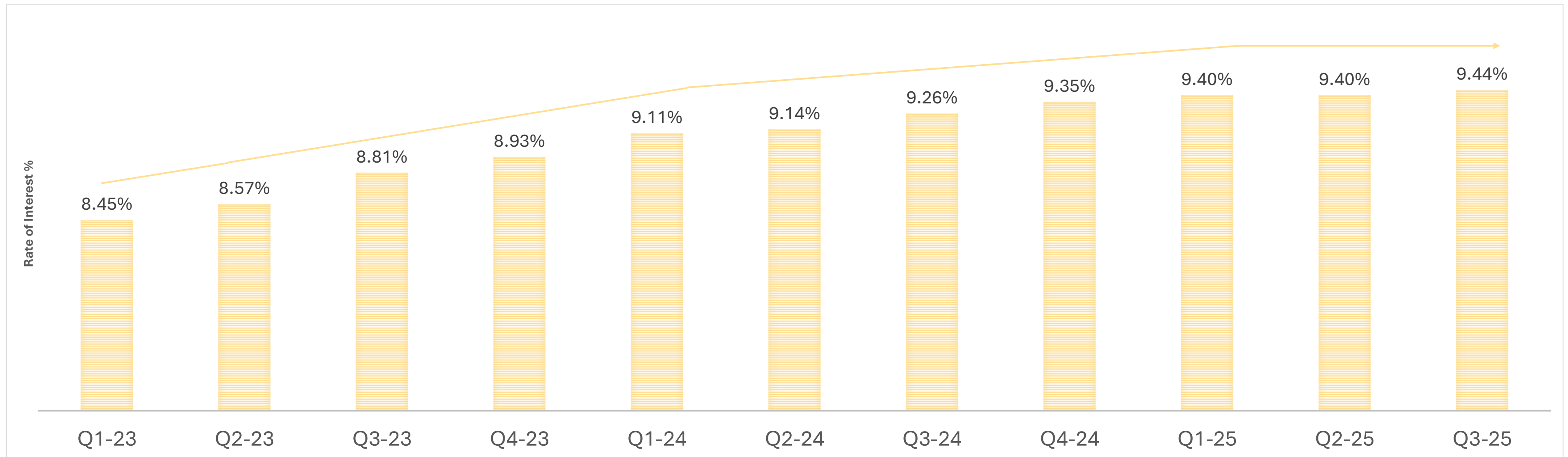


Rs Billion

Particulars	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	Q3-25
Gross Debt	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	15.76
(-) Cash equivalents	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	11.20
Net Debt	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	4.56
Net Cash Flow	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	-1.76



# Average cost of borrowing has been steady in past few quarters



*Rs Million*

<u>Finance related outflows</u>										
Q3-22	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	Q3-24	Q4-24	Q1-25	Q2-25	Q3-25
729	534	528	465	483	490	515	464	478	352	338



# Projected Marginal Cashflow for Residential Projects as on 31<sup>st</sup> December 2024

Particulars	Unit	Completed Projects	Ongoing - Area offered for sale	Ongoing - Area not offered for sale	Total
Total Saleable area	Mn sft	15.68	22.39	2.96	41.02
Sobha's share of Saleable area	Mn sft	14.61	21.73	2.95	39.29
Total area sold till 31 <sup>st</sup> December 2024	Mn sft	14.40	15.98	-	30.38
Unsold area as on 31 <sup>st</sup> December 2024	Mn sft	0.21	5.75	2.95	8.92
Balance cost to incur as on 31 <sup>st</sup> December 2024	Rs. Bn	3.02	85.15	26.50	114.68
Outstanding receivables + Balance to be billed & collected on sold units* + Refundable deposit	Rs. Bn	1.05	92.65	0.13	93.84
Sales value of unsold stock ^	Rs. Bn	1.86	73.32	46.19	121.37
<b>Marginal Cashflow – Completed &amp; Ongoing Projects</b>	Rs. Bn	<b>(0.11)</b>	<b>80.82</b>	<b>19.82</b>	<b>100.53</b>
<b>Marginal Cashflow – Forthcoming Projects (21.22 mn sft)</b>	Rs. Bn				<b>70.60</b>

- Balance expected receivables from completed and ongoing released projects is more than adequate to cover the cost to completion
- The unsold stock value is projected at last sold price for respective projects
- Total estimated future marginal cashflow from Ongoing and Forthcoming projects is Rs. 171.13 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



# Inventory Visibility – Ongoing and Forthcoming Real Estate Projects

Forthcoming Projects		
Location	No. of Projects	SBA (Mn sft)
Bangalore	8	11.23
Gurgaon	3	3.56
Noida	1	0.69
Pune	1	0.85
Coimbatore	1	0.15
Chennai	1	1.84
Hosur	1	0.94
Kochi	1	0.92
Trivandrum	1	0.21
Calicut	1	0.81
<b>Subtotal – Residential</b>	<b>19</b>	<b>21.22</b>
Gurgaon	3	1.16
Thrissur	1	0.03
<b>Subtotal – Commercial</b>	<b>4</b>	<b>1.19</b>
<b>Total</b>	<b>23</b>	<b>22.41</b>

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

Residential Inventory visibility	
Inventory status	Mn sft
Completed projects	0.21
Ongoing projects - offered for sale	5.75
Ongoing projects - not offered for sale	2.95
Forthcoming projects	21.22
<b>Total inventory visibility</b>	<b>30.13</b>

- Ongoing Projects – not offered for sale comprises of unreleased towers in Sobha Altus & Sobha Aranya (Gurgaon), Sobha Neopolis , Sobha Ayana & Sobha Crystal Meadows (Bangalore)
- Currently Sobha Neopolis, 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 79.2%

# Commercial Portfolio: Completed, Ongoing & Forthcoming projects

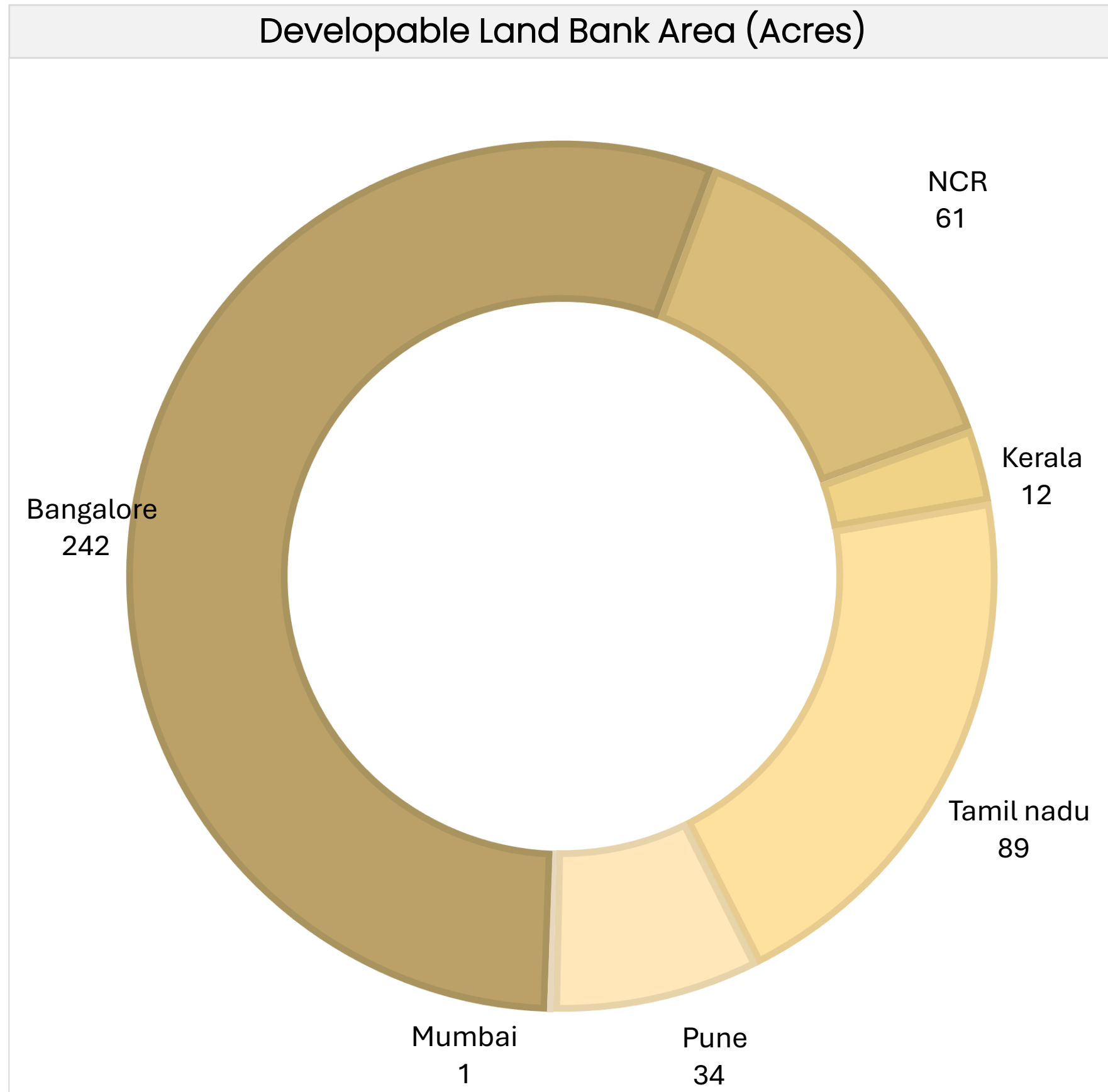
Project Name	Status	Total	Sobha Share
		Leasable Area (sft)	Leasable area (sft)
Sobha City Mall, Thrissur	Operational	3,23,017	280,798
One Sobha, Bangalore	Operational	2,28,348	1,54,431
<b>Sub Total</b>		<b>551,365</b>	<b>435,229</b>
Sobha City, Bangalore	Ongoing	28,863	28,863
<b>Sub Total</b>		<b>28,863</b>	<b>28,863</b>
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
<b>Sub Total</b>		<b>1,188,353</b>	<b>995,766</b>
<b>Grand Total</b>		<b>1,768,581</b>	<b>1,459,858</b>



Net Operating Income from commercial portfolio in 9M-FY25 was Rs. 408 mn



# Developable Land Bank to support sustained growth



Regions*	Forthcoming Projects Land	Subsequent Projects Land	Total
Bangalore	108	134	242
NCR	61	-	61
Kerala	12	-	12
Tamil Nadu	52	37	89
Pune	7	27	34
Mumbai	-	1	1
<b>Total Land (Acres)</b>	<b>240</b>	<b>198</b>	<b>438</b>
<b>Development Potential (SBA in Mn sft)</b>	<b>22</b>	<b>21</b>	<b>43</b>
<b>Sobha share (%)</b>	<b>79.3%</b>	<b>87.2%</b>	<b>83.4%</b>

\* 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 1,795 Acres of land bank is under various stages of consolidation, monetization and self use
- ~44 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



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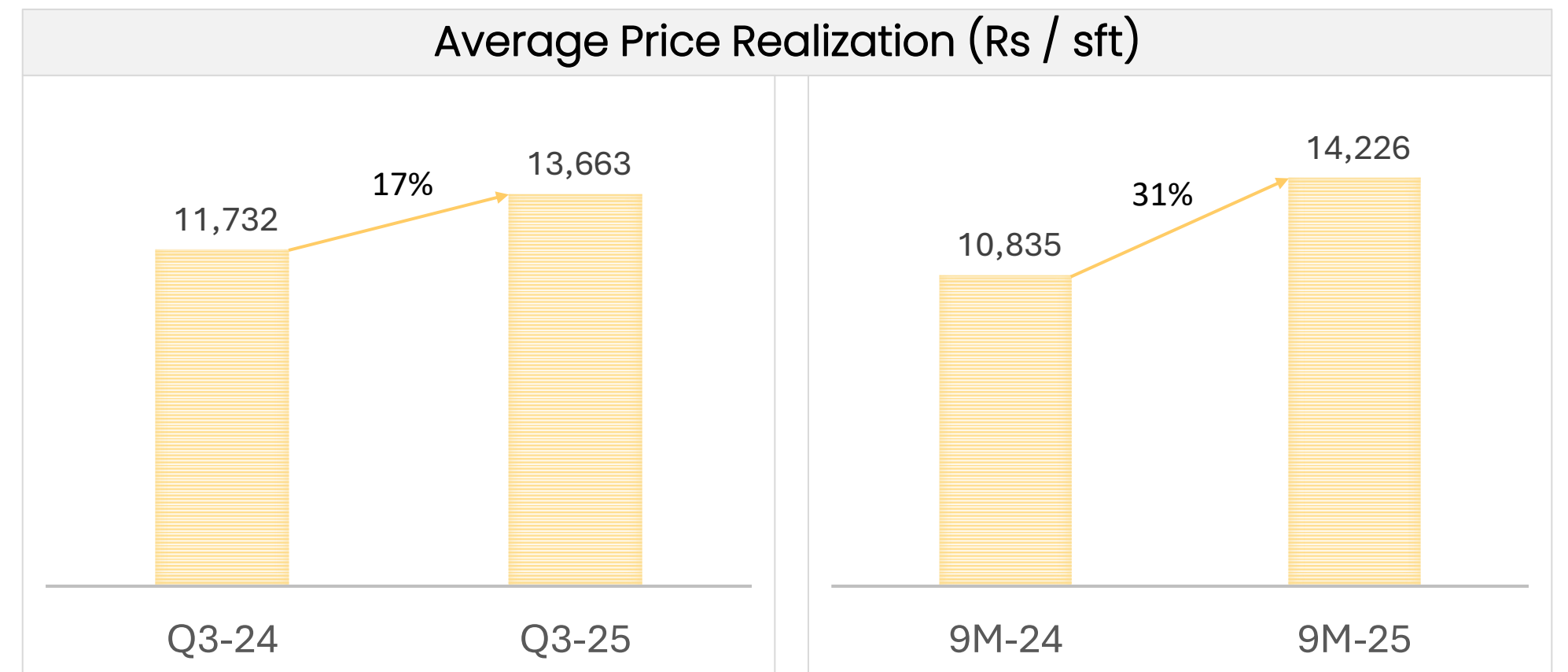
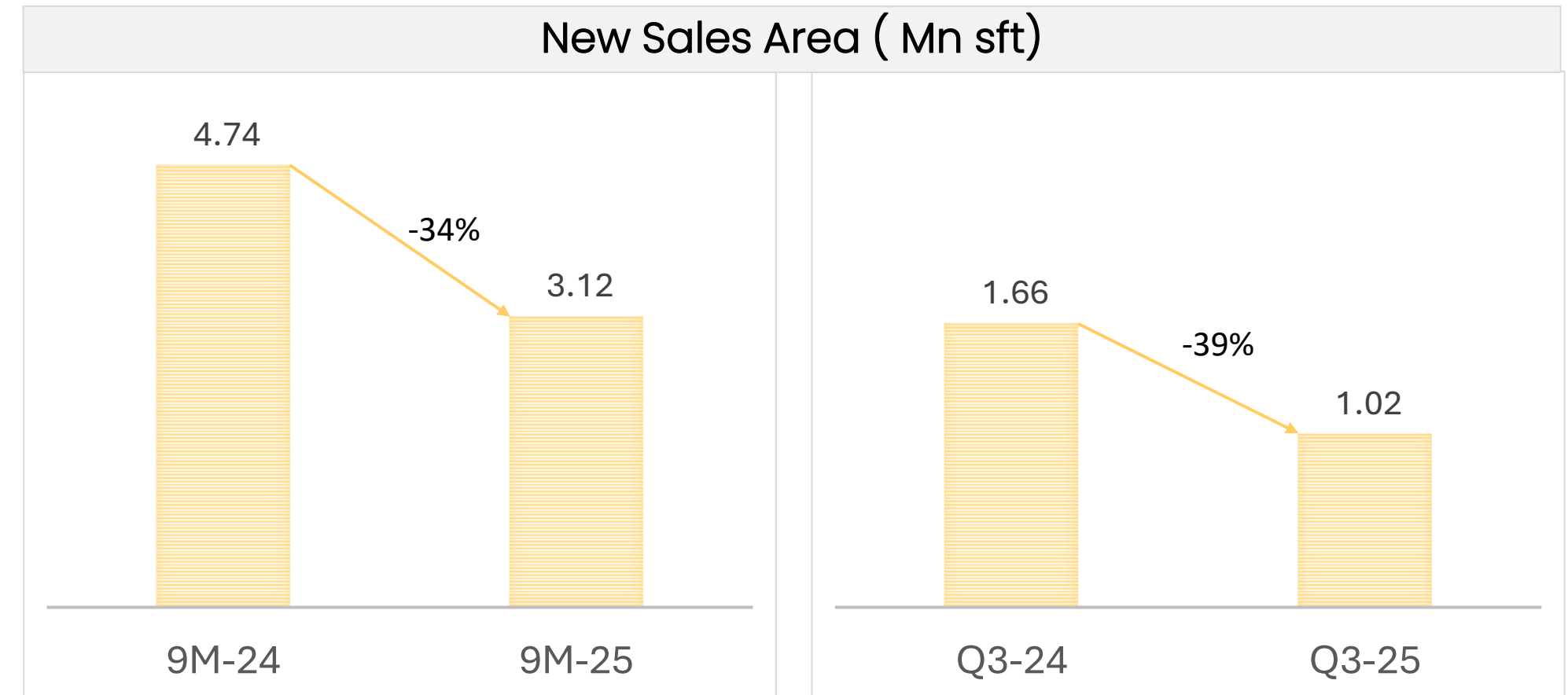
PROJECT UPDATES



# Real Estate Sales performance in Q3 and 9M of FY 2025

## Key Highlights:

- In Q3-FY25, we sold 544 homes with total saleable built-up area of 1,016,367 sft, clocking sales value of Rs. 13.89 bn (growth of 17.8% compared to Q2-FY25), at an average realization of Rs. 13,663 / sft
- For the period of 9M-FY25 we sold 1,570 homes comprising 3,121,635 sft, with sales value of Rs. 44.41 bn
- 9M-FY25 Average realization of Rs. 14,226 per sft. improved by 31.3% over same period last year, aided by price increases in ongoing projects and higher realization in the new project launches
- We launched SOBHA Ayana (1.13 mn sft) in Bangalore, during the quarter, taking our total launches for 9M-FY25 to 4.66 mn sft
- SOBHA Ayana contributed to more than 50% of overall Bangalore sales value in Q3-FY25
- We completed 1.64 mn sft (970 homes) during Q3-FY25. For 9M we completed 3.43 mn sft (2,097 homes), compared to 2.70 mn sft for same period last year; improved by 27.1%

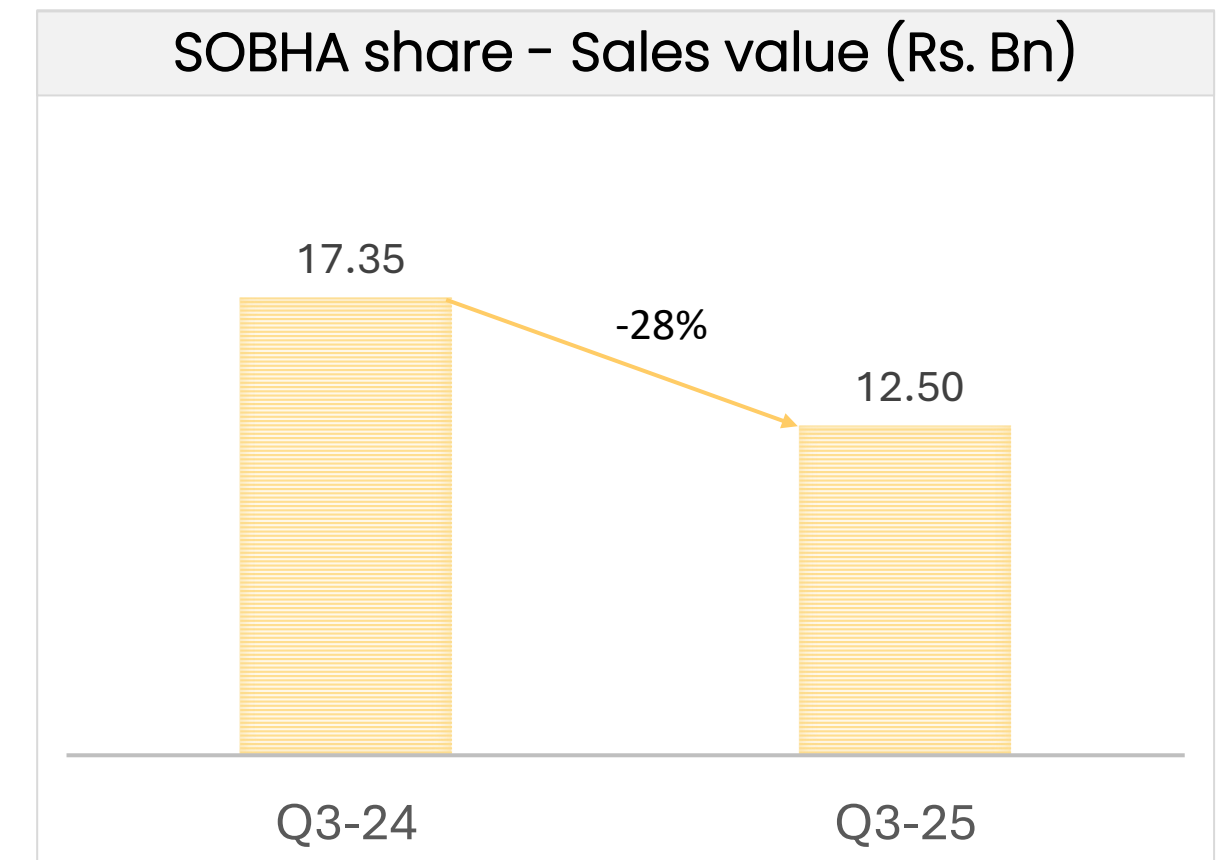
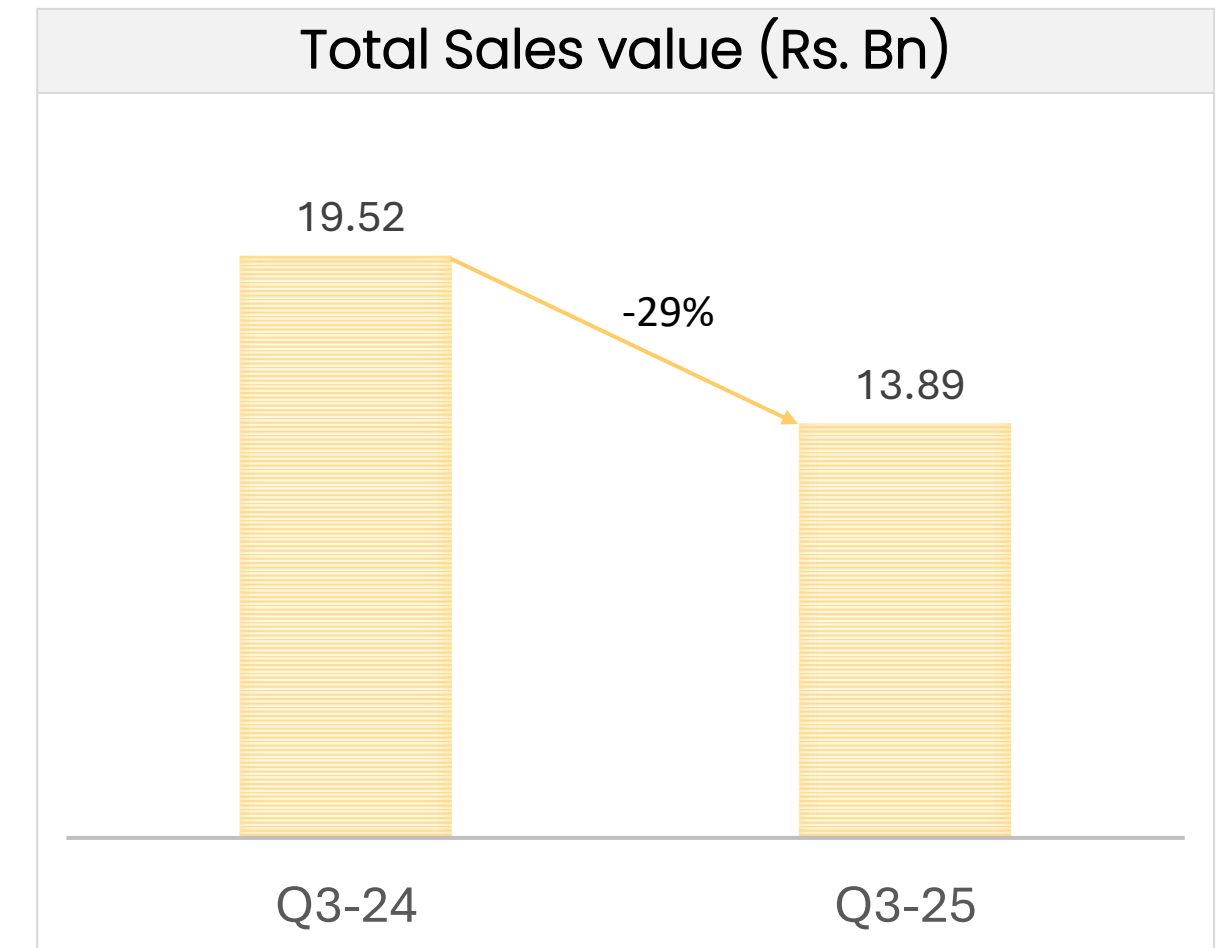


# Region wise Real Estate sales performance – Q3 FY 2025

Region	New Sale Area (sft)	Sales Value (Rs. Mn)	Sobha's Share (Rs. Mn)	Realization (Rs. / sft)
Bangalore	722,886	10,012	9,544	13,850
Gurgaon	59,127	1,429	877	24,174
Kerala*	118,267	1,303	1,026	11,020
GIFT City	14,714	174	174	11,823
Hyderabad	20,571	289	289	14,057
Tamil Nadu*	52,263	349	259	6,682
Pune	28,539	330	330	11,551
<b>Total</b>	<b>1,016,367</b>	<b>13,886</b>	<b>12,499</b>	<b>13,663</b>

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

- Sobha's Share in Q3-FY25 of 90.0% of total sales value was highest ever percentage share, due to contribution from SOBHA Ayana and SOBHA Neopolis, both being developed on own land
- Bangalore clocked sales value of Rs. 10.01 bn, improved by 64.5% compared to Q2-FY25, aided by successful launch of SOBHA Ayana in mid-November 2024
- Gurgaon sales picked up over previous quarter, contributing 10.3% to PAN India sales value
- Pune region also gained traction, with one tower of SOBHA Nesara getting close to completion, thereby increasing customer confidence in the product



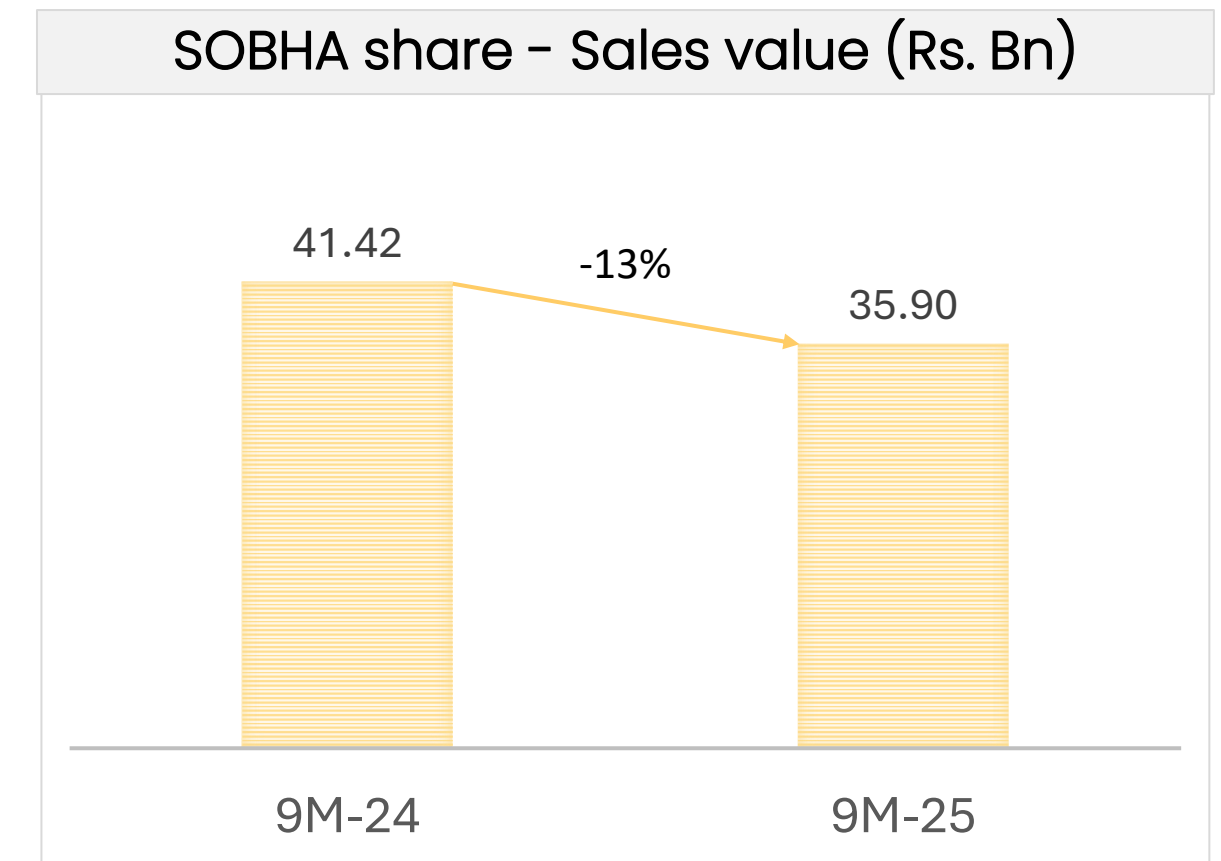
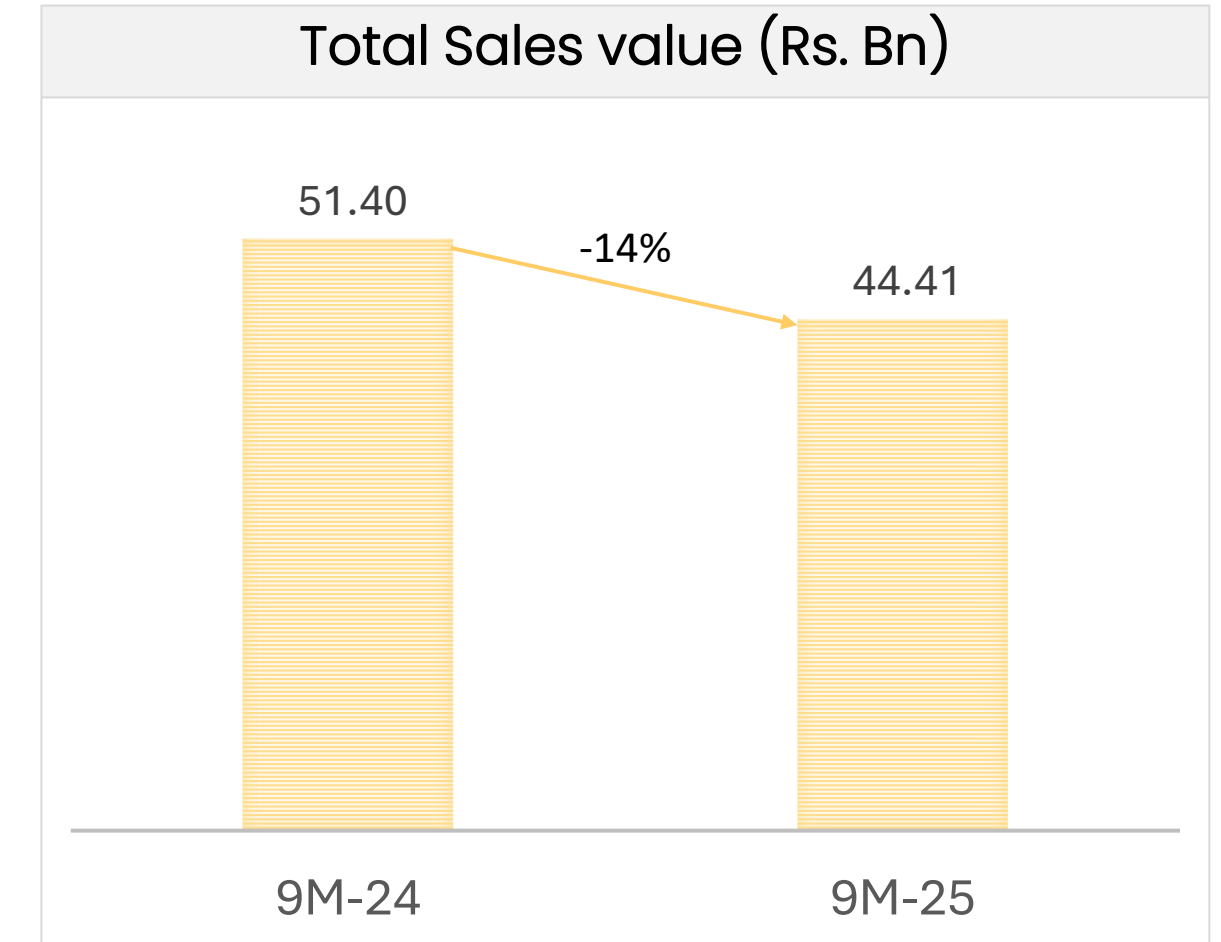


# Region wise Real Estate sales performance – 9M FY 2025

Region	New Sale Area (sft)	Sales Value (Rs. Mn)	Sobha's Share (Rs.. Mn)	Realization (Rs. / sft)
Bangalore	1,603,494	22,368	20,978	13,949
Gurgaon	436,901	10,702	5,853	24,495
Kerala*	637,177	7,093	5,246	11,132
GIFT City	121,518	1,491	1,491	12,274
Hyderabad	57,048	826	826	14,486
Tamil Nadu*	213,488	1,329	909	6,226
Pune	52,009	599	599	11,511
<b>Total</b>	<b>3,121,635</b>	<b>44,408</b>	<b>35,903</b>	<b>14,226</b>

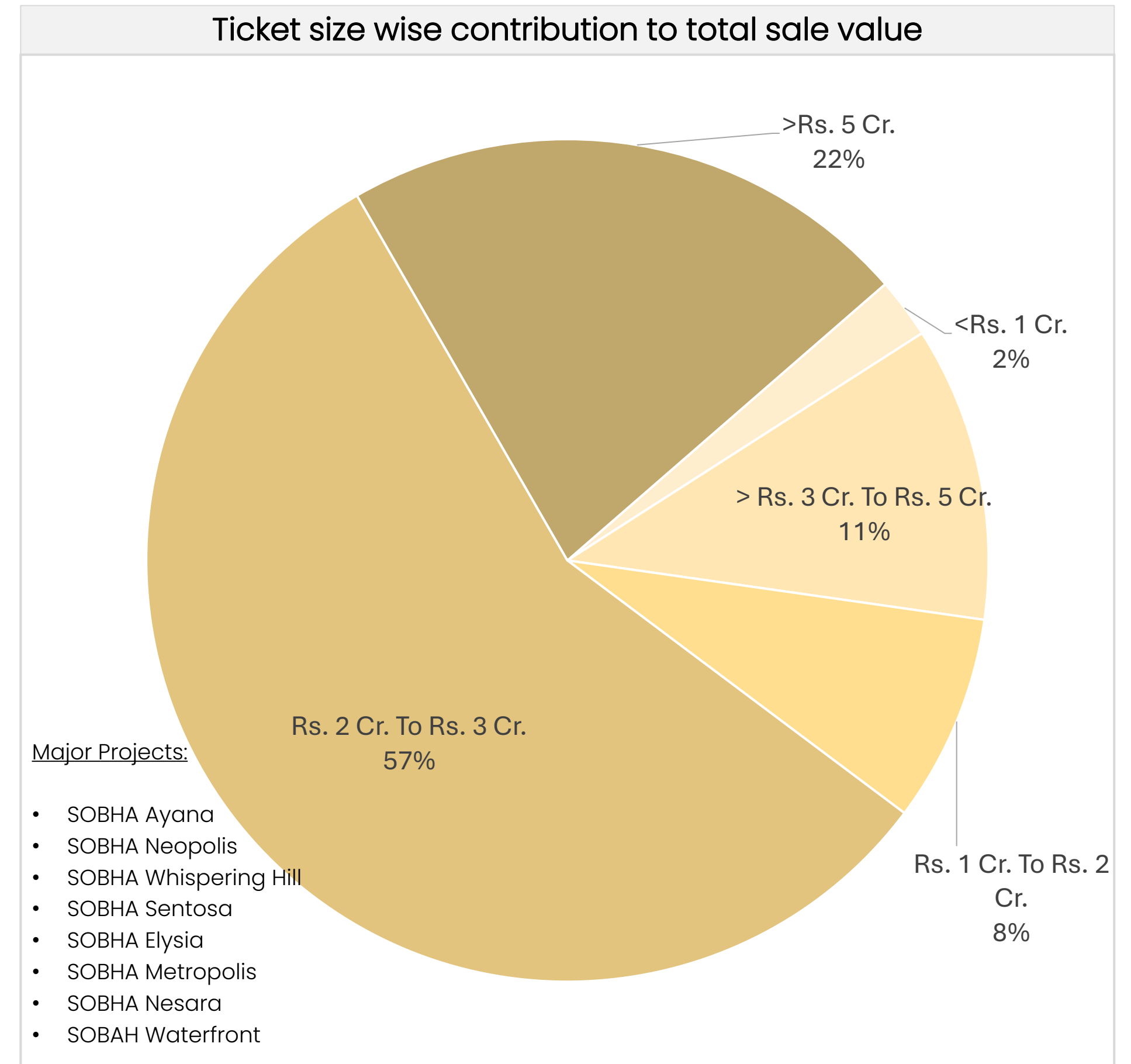
\*Kerala includes Kochi, Thrissur, Calicut and Trivandrum ; Tamil Nadu includes Chennai and Coimbatore

- Tamil Nadu region sales grew by 79.4% compared to 9M-FY24, due to the new launches and good project progress
- Kerala & Hyderabad's performance was steady in the first nine months, given the inventory in these regions.
- We launched 6 projects comprising 4.66 mn sft in 9M-FY25 across 4 cities



# Price Band by Sales Value in Q3-FY25

- The launch of SOBHA Ayana during the quarter resulted in a shift in product mix, with the contribution from homes of Rs. 2 cr. to Rs. 3 cr. ticket size increasing from 38% in Q2-FY25 to 57% in Q3-FY25
- Products > Rs. 5 cr. size are mainly from SOBHA Altus, SOBHA Aranya, SOBHA Oakshire and SOBHA Infinia have contributed 22% to the overall sales value
- SOBHA Oakshire, witnessed strong demand. We completed sale of remaining 34 Row Houses in Q3-FY25, with a value of Rs. 1.74 bn
- Homes ranging from Rs. 3 cr. to 5 cr. comprise of projects such as Marina One (Kochi), SOBHA Elysia (GIFT City), SOBHA Infinia, SOBHA Neopolis, SOBHA Nesara (Pune) & SOBHA Waterfront (Hyderabad)
- Rs 1 cr. – Rs. 2 cr. category comprised apartments in SOBHA Arbor (Chennai), SOBHA Meadows – Whispering Hill (Trivandrum), SOBHA Metropolis (Thrissur), SOBHA Royal Crest etc.
- Products less than Rs. 1 cr. was contributed from Sobha Conserve (Chennai), Sobha Mountain Mist (Coimbatore) and Sobha Dream Garden (Bangalore)





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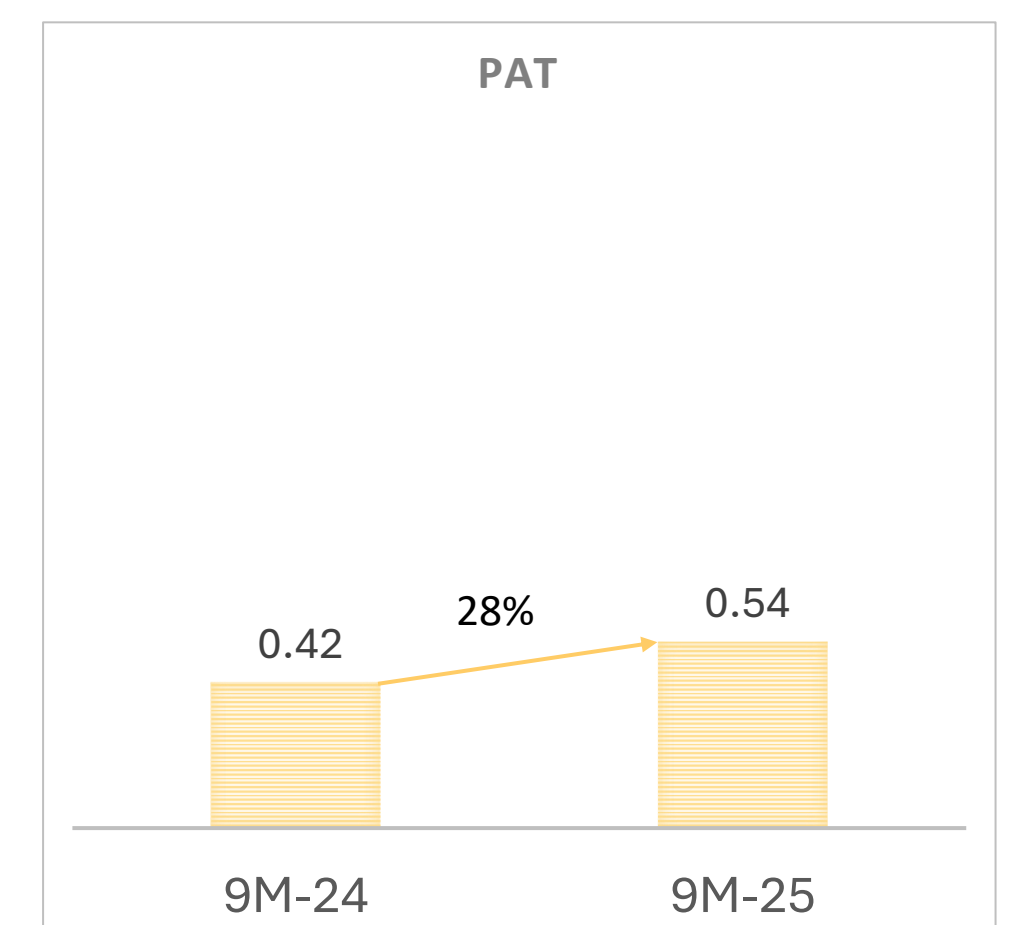
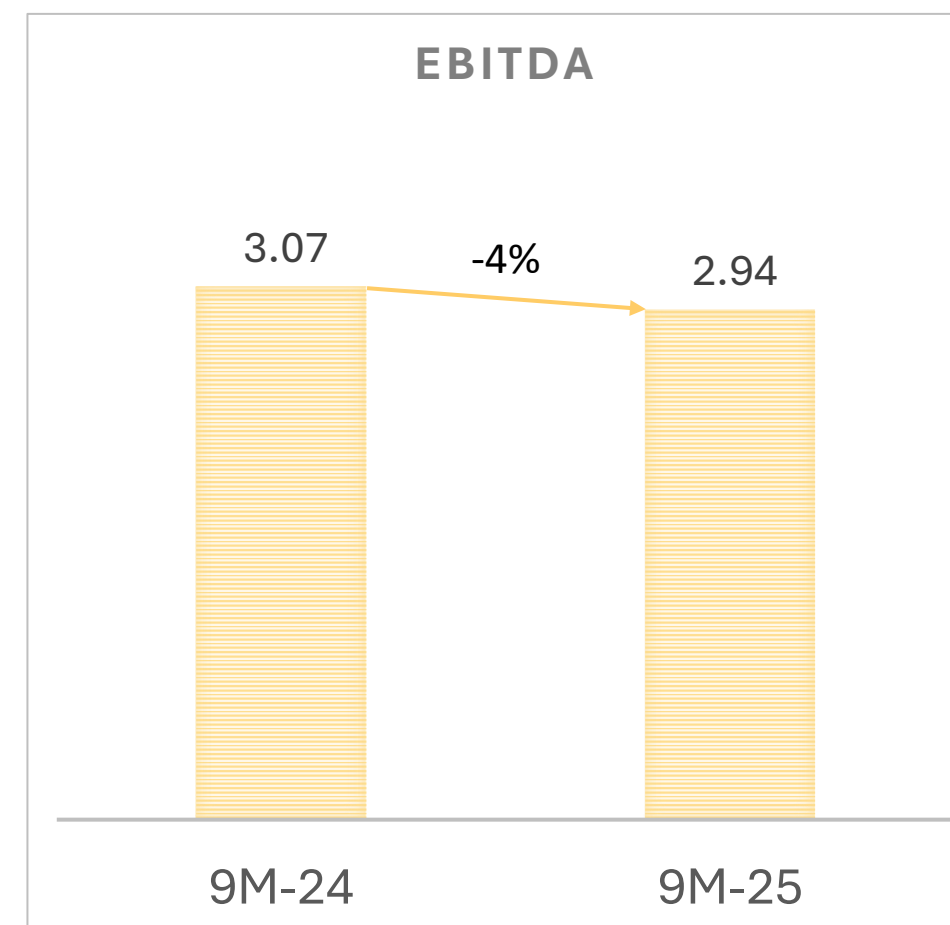
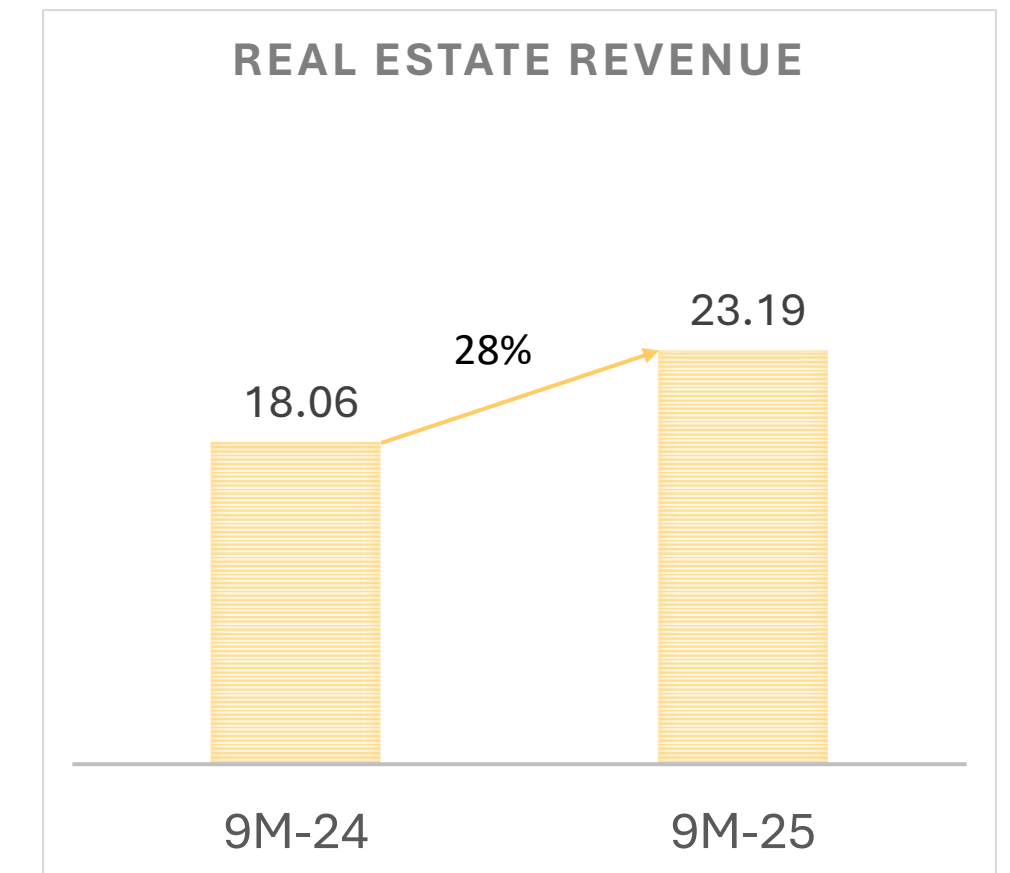
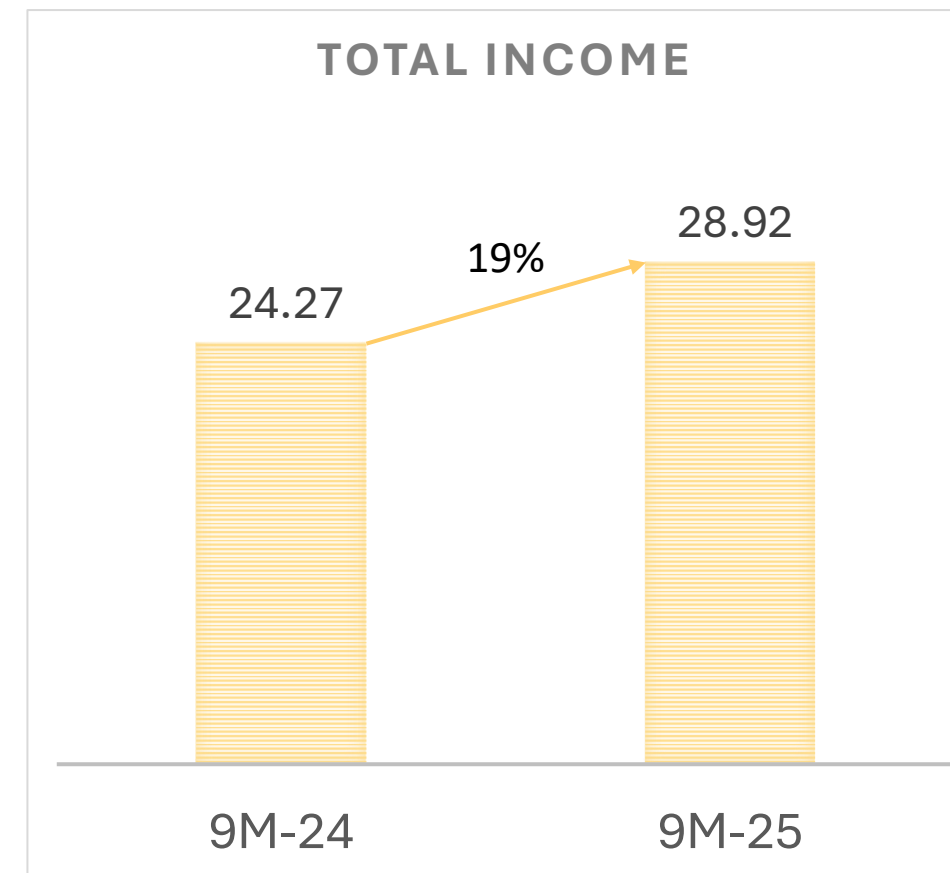
PROJECT UPDATES



# Financial & Operational Highlights – 9M FY 2025

Rs Billion

- Total revenue for 9M-FY25 was Rs. 28.92 bn, rising 19.2% compared to same period last year –
  - Real estate business contributed Rs. 23.9 bn (81.9% of total)
  - Contractual & Manufacturing was at Rs. 4.27 bn (15.1% of total)
- Handovers saw a 42.3% increase compared to same period last year, with 2,130 units totalling 3,398,093 sft of saleable area being handed over in 9M-FY25
- We achieved an EBITDA of Rs. 2.94 bn with margin of 10.2%
- PAT for the said period stands at Rs. 0.53 Mn, up by 27.9% compared to the same period last year
- Revenue to be recognized from already sold units as on 31.12.2024 stands at Rs. 153.61 bn

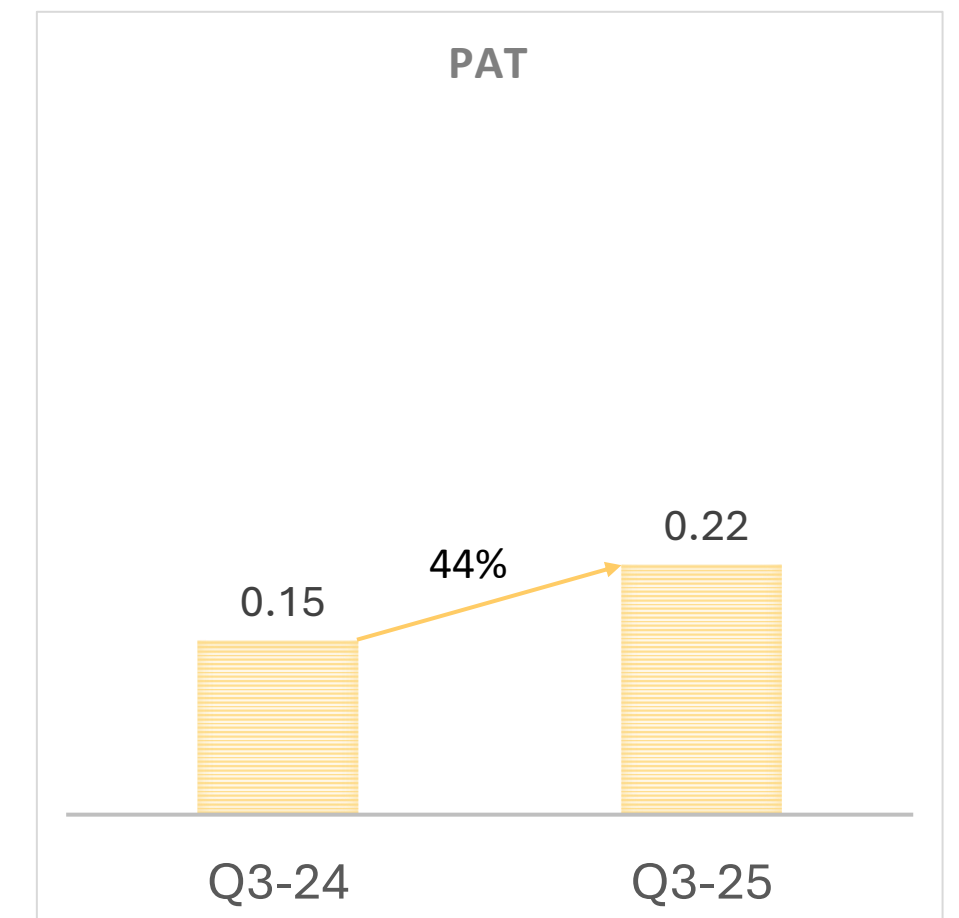
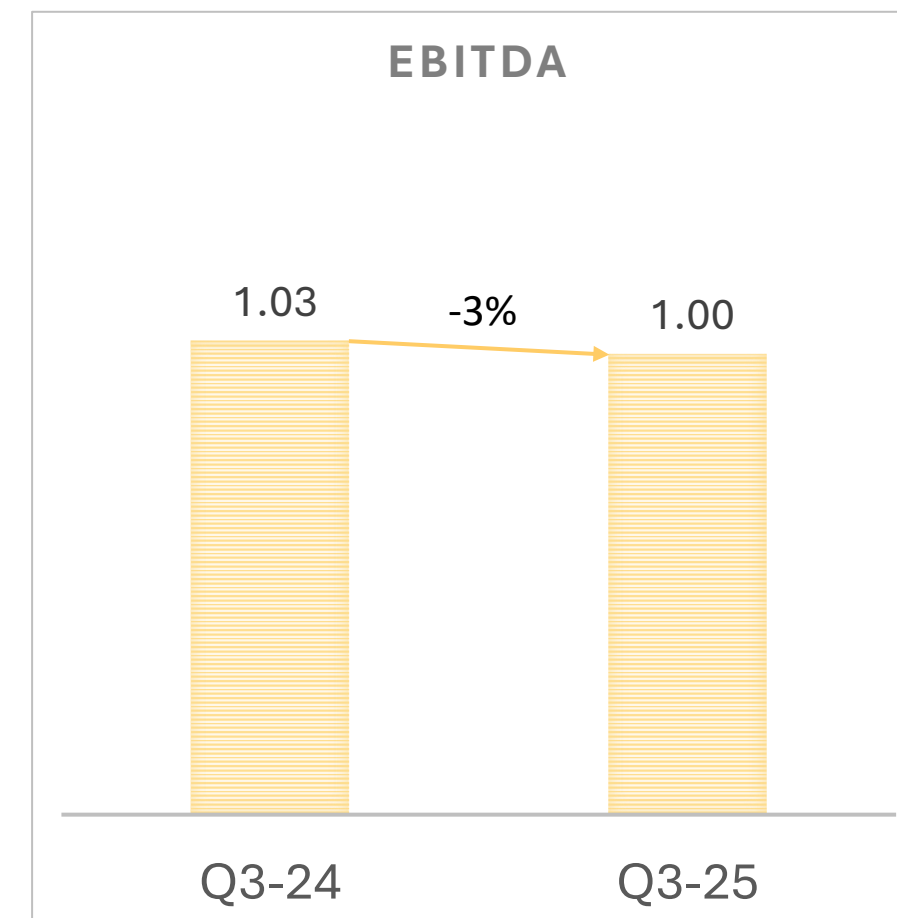
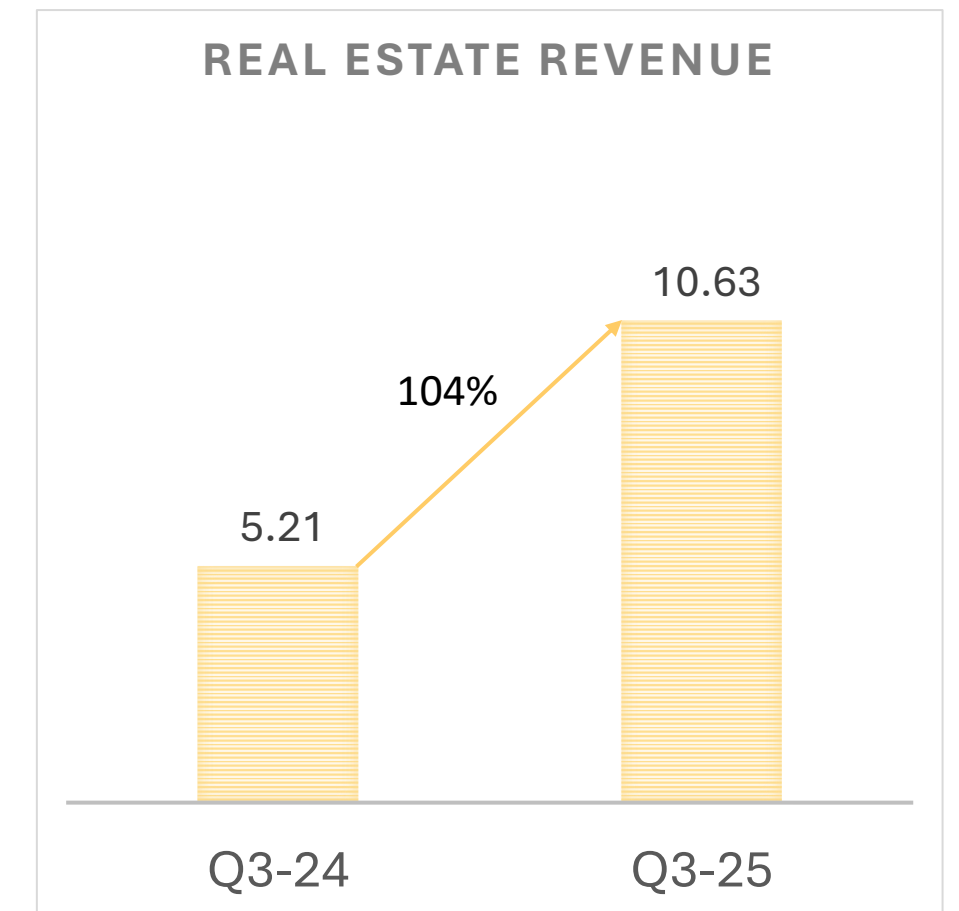
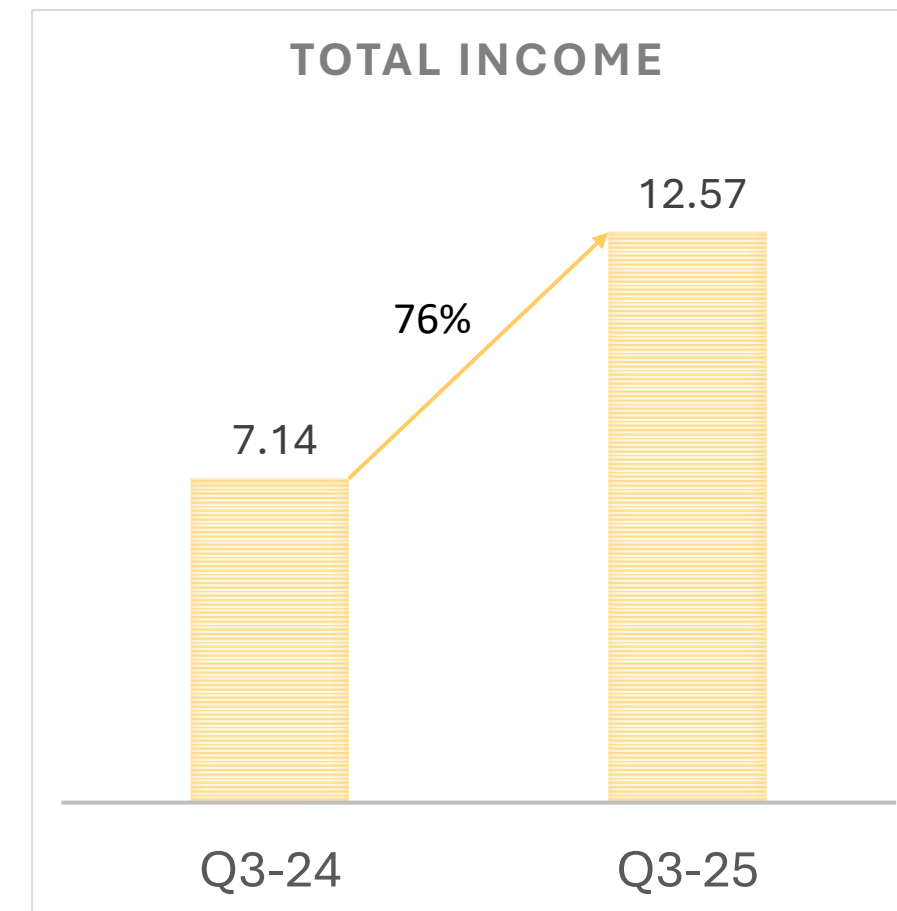




# Financial & Operational Highlights – Q3 FY 2025

- Total revenue recorded in Q3–FY25 stands at Rs. 12.57 bn, improved 76.1% compared to Q3–FY24 –
  - Real estate business contributed Rs. 10.63 bn (84.6% of total)
  - Contractual & Manufacturing recorded Rs. 1.61 bn (12.8% of total)
- Handed over 1,259 units totalling 1,805,475 sft of saleable area in Q3–FY25, improved by 117.4% compared to previous quarter
- For Q3–FY25 revenue generated from contracting business stands at Rs. 0.73 bn
- We have achieved and EBITDA of Rs. 1.00 bn at a margin of 8.0%
- PAT for the said period stands at Rs. 0.21 bn, down by 16.9% compared to previous quarter, but up by 43.7% compared to Q3 FY24

Rs Billion



# Profit & Loss Statement – Q3 & 9M FY 2025

Rs Million

Particulars	Q3-25	Q2-25	Q3-24	9M-25	9M-24	FY-24
Real Estate Revenue	10,627	7,814	5,212	23,191	18,058	24,138
Contractual & Manufacturing Revenue	1,614	1,522	1,638	4,789	5,283	6,831
Other Income	328	317	288	939	925	1,209
<b>Total Income</b>	<b>12,569</b>	<b>9,653</b>	<b>7,137</b>	<b>28,920</b>	<b>24,266</b>	<b>32,179</b>
Total Expenditure	11,538	8,565	6,108	25,948	21,191	28,199
<b>EBIDTA</b>	<b>1,000</b>	<b>1,088</b>	<b>1,029</b>	<b>2,942</b>	<b>3,075</b>	<b>3,980</b>
<i>EBIDTA Margin</i>	<i>8.0%</i>	<i>11.3%</i>	<i>14.4%</i>	<i>10.2%</i>	<i>12.7%</i>	<i>12.4%</i>
Depreciation	233	232	201	669	577	782
Finance Expenses	473	494	614	1,506	1,865	2,455
<b>Profit Before Tax</b>	<b>295</b>	<b>362</b>	<b>214</b>	<b>768</b>	<b>633</b>	<b>742</b>
<i>PBT Margin</i>	<i>2.3%</i>	<i>3.8%</i>	<i>3.0%</i>	<i>2.7%</i>	<i>2.6%</i>	<i>2.3%</i>
Tax Expenses	78	101	63	230	212	251
<b>PAT</b>	<b>217</b>	<b>261</b>	<b>151</b>	<b>538</b>	<b>421</b>	<b>491</b>
<i>PAT Margin</i>	<i>1.7%</i>	<i>2.7%</i>	<i>2.1%</i>	<i>1.9%</i>	<i>1.7%</i>	<i>1.5%</i>
<b>Net Profit (after OCI)</b>	<b>221</b>	<b>235</b>	<b>153</b>	<b>520</b>	<b>407</b>	<b>479</b>
<i>PAT after OCI</i>	<i>1.8%</i>	<i>2.4%</i>	<i>2.1%</i>	<i>1.8%</i>	<i>1.7%</i>	<i>1.8%</i>



# Consolidated Balance Sheet as on 31<sup>st</sup> December 2024

Rs Million

<u>ASSETS</u>	31-Dec-24	30-Sep-24	<u>EQUITY &amp; LIABILITIES</u>	31-Dec-24	30-Sep-24
<b>Non-current Assets</b>			<b>Equity</b>		
Property, Plant and equipment	4,978	4,886	Equity Share Capital	1,009	1,009
Investment Property	4,340	4,366	Other Equity	34,258	34,052
Investment Property under construction	69	76	<b>Total Equity (C)</b>	<b>35,267</b>	<b>35,061</b>
Intangible assets	47	52			
Goodwill	172	172	<b>Non-Current Liabilities</b>		
Right of use assets	153	105	Financial Liabilities		
Financial Assets			Borrowings	8,711	8,324
Investments	1,146	1,146	Lease liabilities	192	192
Trade Receivables	449	528	Provisions	1,136	1,117
Other Non-current financial assets	319	356	Deferred tax liabilities (net)	135	148
Other non-current assets	11,385	11,500	<b>TOTAL</b>	<b>10,174</b>	<b>9,781</b>
Current tax assets (net)	390	141	<b>Current Liabilities</b>		
Deferred tax assets (net)	1,739	1,715	Financial Liabilities		
<b>TOTAL (A)</b>	<b>25,188</b>	<b>25,043</b>	Borrowings	7,050	6,887
<b>Current Assets</b>			Lease liabilities	336	49
Inventories	111,675	110,137	Trade Payable	6,368	5,948
Financial Assets			Other Current financial liabilities	5,692	6,144
Trade receivables	2,120	2,257	Other current liabilities	97,462	97,912
Cash and cash equivalents	5,151	3,263	Provision	257	267
Bank balance other than Cash	6,616	9,734	Current tax liability (net)	-	232
Other Current financial assets	4,189	4,334	<b>TOTAL</b>	<b>117,166</b>	<b>117,438</b>
Other Current Assets	7,667	7,513	<b>Total Liabilities (D)</b>	<b>127,339</b>	<b>127,220</b>
<b>TOTAL (B)</b>	<b>137,418</b>	<b>137,238</b>	<b>TOTAL EQUITY &amp; LIABILITIES (C + D)</b>	<b>162,606</b>	<b>162,281</b>
<b>TOTAL ASSETS (A + B)</b>	<b>162,606</b>	<b>162,281</b>			

# Contracts Portfolio & Operational Overview – 9M FY 2025

Rs Billion

Particulars	9M-25	9M-24
<b>Revenue</b>		
Contracts	2.38	2.35
Manufacturing	2.41	2.94
<b>Total</b>	<b>4.79</b>	<b>5.29</b>
<b>Collections</b>		
Contracts	1.76	2.50
Manufacturing	2.88	3.47
<b>Total</b>	<b>4.64</b>	<b>6.97</b>

## Completed Infosys Bangalore Metro station Project in Q3 FY 2025



- Project was started with a strategic goal of seamlessly connecting Infosys campus, located in Electronic City, Bangalore, to the upcoming metro line on Hosur Road
- Total order value was of Rs. 500 million
- Project scope included interior, glazing, and finishing work of built-up area of 188,371 sft
- Work on the said project commenced in August 2021 and got completed in December 2024

## Ongoing projects location-wise (31st December 2024)

Location	No. of projects	Built-up area (Mn sft)
Bangalore	5	3.37
Sonepat	1	0.49
<b>Total</b>	<b>6</b>	<b>3.86</b>

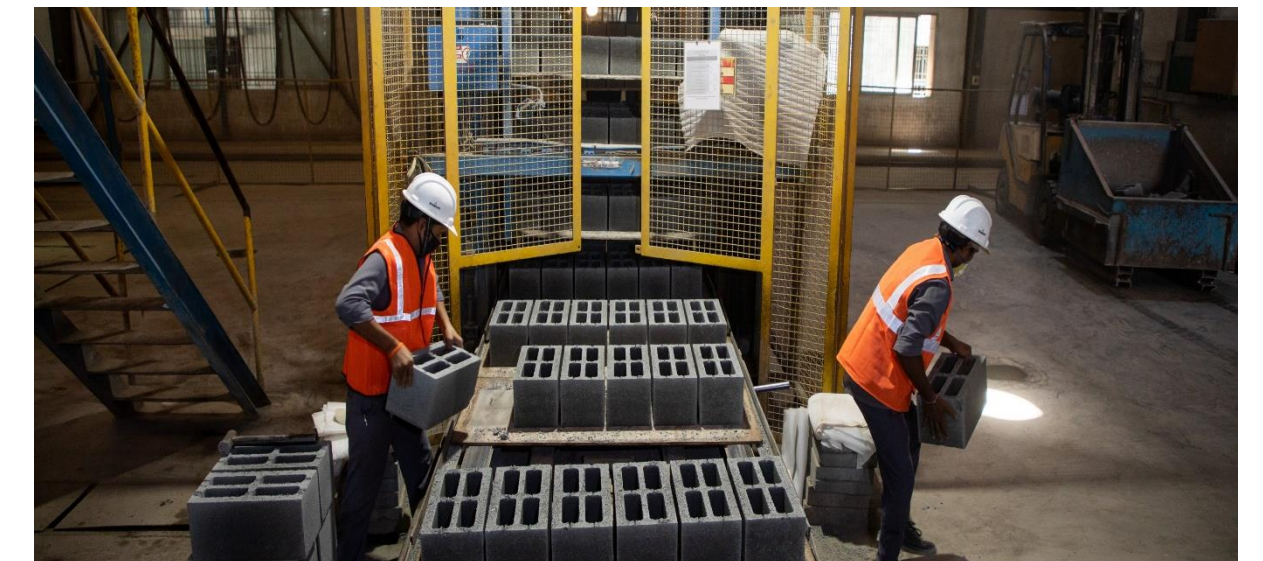
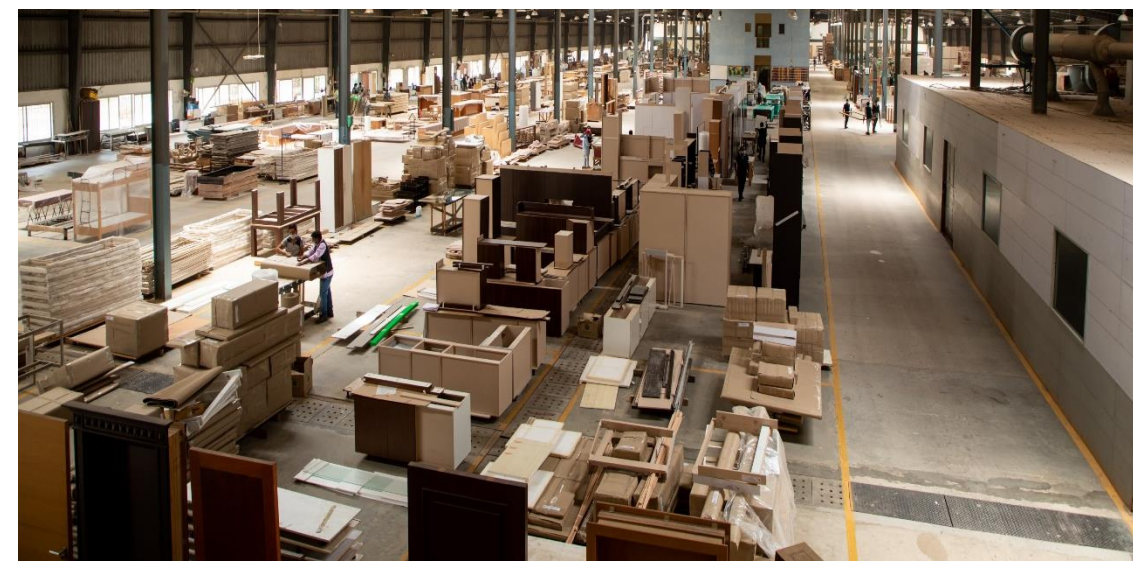
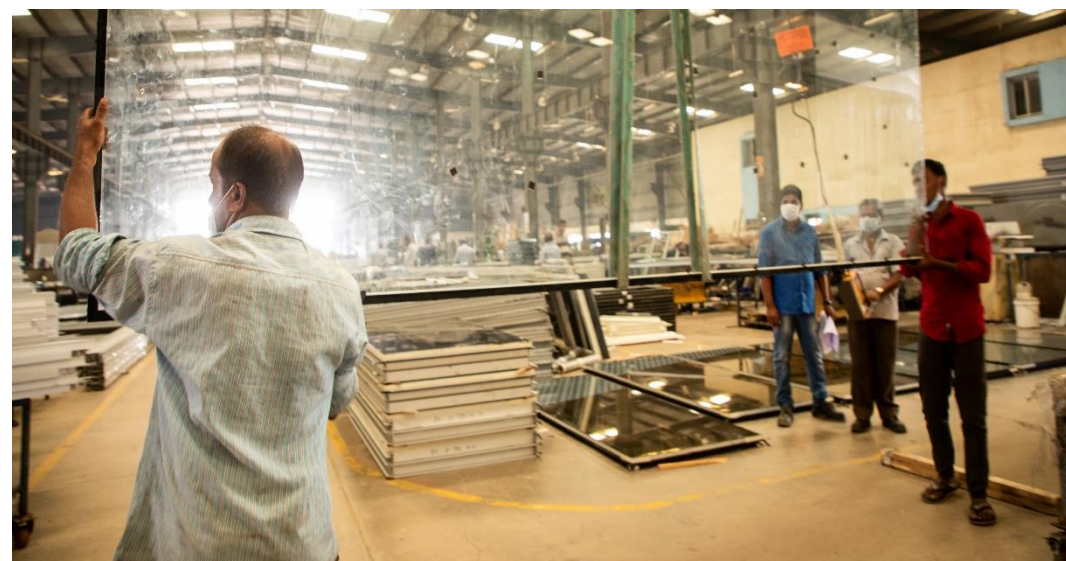


# Manufacturing & Retail Performance – 9M FY 2025

- 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	
9M-FY25 Turnover	Rs. 1.03 bn	9M-FY25 Turnover	Rs. 0.71 bn	9M-FY25 Turnover	Rs. 0.66 bn
Factory Area	0.30 Mn sft	Factory Area	0.80 Mn sft	Factory Area	0.40 Mn sft
<b>Products</b> <ul style="list-style-type: none"> <li>▶ Metal/Steel fabrication works</li> <li>▶ Aluminum doors &amp; windows, structures</li> <li>▶ Glass works</li> <li>▶ Location: Bangalore, Chennai and Sonapat</li> </ul>		<b>Products</b> <ul style="list-style-type: none"> <li>▶ Manufacturing wood-based products such as doors, windows, paneling, cabinets, cupboards &amp; loose furniture</li> <li>▶ Manufacture of Economy, Deluxe, Super Deluxe &amp; Premium Mattresses from furnishing division</li> </ul>		<b>Products</b> <ul style="list-style-type: none"> <li>▶ Manufacture of wide range of concrete products such as concrete blocks, pavers, kerb stones, water drainage channels, paving slabs and elite landscape products</li> <li>▶ Glass Fiber Reinforced Concrete</li> </ul>	

Note: All divisions turnover represents net external revenue excluding captive sales & GST





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PROJECT UPDATES



# New Project Launch – Sobha Ayana in Q3 FY 2025



Day Elevation



Isle Verde – Open Green Island



The Lanai – Outdoor Verandah

- SOBHA Ayana is a luxury Apartment project, a part of SOBHA Dream Acres, is located at Panathur main road, off Marathalli-Outer Ring Road,.
- Project spans 6.28 acres, with easy connectivity to Outer Ring Road – Whitefield – Marathalli
- Project has total saleable area of **1,130,711 sft** comprising 683 units including 9,095 sft (approx.) of club house
- Spread across 12 wings of G + 11/13/14 floors, project comprises of only 3 bed room apartments of 2 different specifications. of 1,553 sft and 1,789 sft
- The project boasts of huge open spaces, comprising 3 Acres of tropical forest scape, beautiful gardens and sit-outs – namely – The Lanai (Tropical Garden), Isla Verde (Cabana Island), Serenity Trail, Paradise Grove, Bamboo Bower and many more.

For the period of 9M FY 25 we launched 4.66 mn sft of saleable area across 5 projects over 4 cities



# Projects completed in Q3 FY 2025

Project	Location	Product Type	No. of units	SBA (sft)
Marina One	Kochi	Apartment	100	248,505
Sobha Windsor*	Bangalore	Apartment	137	243,008
Sobha Nesara*	Pune	Apartment	90	200,864
Sobha City	Gurgaon	Apartment	72	133,897
Sobha Dream Heights*	GIFT City	Apartment	118	130,503
Sobha Royal Pavilion	Bangalore	Apartment	76	124,698
Sobha Lake Gardens	Bangalore	Apartment	75	120,063
Sobha Dream Acres Oasis	Bangalore	Apartment	118	118,357
Sobha Mountain Mist*	Coimbatore	Plotted	88	118,373
Sobha Sentosa	Bangalore	Apartment	71	117,734
Sobha Victoria Park – Row House*	Bangalore	Row Houses	10	26,536
Sobha Silver Estate*	Thrissur	Villas	7	18,586
Sobha Lifestyle	Bangalore	Villas	2	17,373
Sobha Bela Encosta	Calicut	Villas	3	13,785
Sobha West Hill	Coimbatore	Villas	3	9,045
<b>Total</b>			<b>970</b>	<b>1,641,327</b>

\* OC application under process

For the period of 9M FY 25 we have completed 3.43 mn sft of saleable area



# 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*	63.39	46.31	18.74	13.86	11.23
Gurgaon	4.75	3.12	0.08	0.04	3.56
Noida	-	-	-	-	0.69
Kerala*	4.66	3.49	12.29	8.43	1.94
GIFT CITY	0.61	0.39	2.23	1.70	-
Tamil Nadu*	7.47	5.77	0.70	0.48	2.94
Hyderabad	0.00	0.00	0.81	0.65	-
Pune	1.52	1.08	0.62	0.44	0.85
<b>Total</b>	<b>82.40</b>	<b>60.16</b>	<b>35.48</b>	<b>25.60</b>	<b>21.22</b>

**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 Q3 FY 2025



**Sobha Windsor Wing 5 & 7  
Bangalore**

2 wings - B+ G+ 17 floors

SBA - 243,008 sft (137 units)



**Sobha Royal Pavilion Wing 10  
Bangalore**

1 wing - 2B+ G+ 18 floors

SBA - 124,698 sft (76 units)



# Completed Residential Projects during Q3 FY 2025



**Sobha Lake Garden Wing 2  
Bangalore**

1 wing - 2B+ G+ 18 floors  
SBA - 120,063 sft (75 units)



**Sobha Sentosa Wing 5  
Bangalore**

1 wing - 2B+ G+ 17 floors  
SBA - 117,734 sft (71 units)



**Sobha Victoria Park Phase II  
Bangalore**

10 Villas  
SBA - 26,536 sft



# Completed Residential Projects during Q3 FY 2025...Continued



**Sobha Lifestyle  
Bangalore**

2 Villas

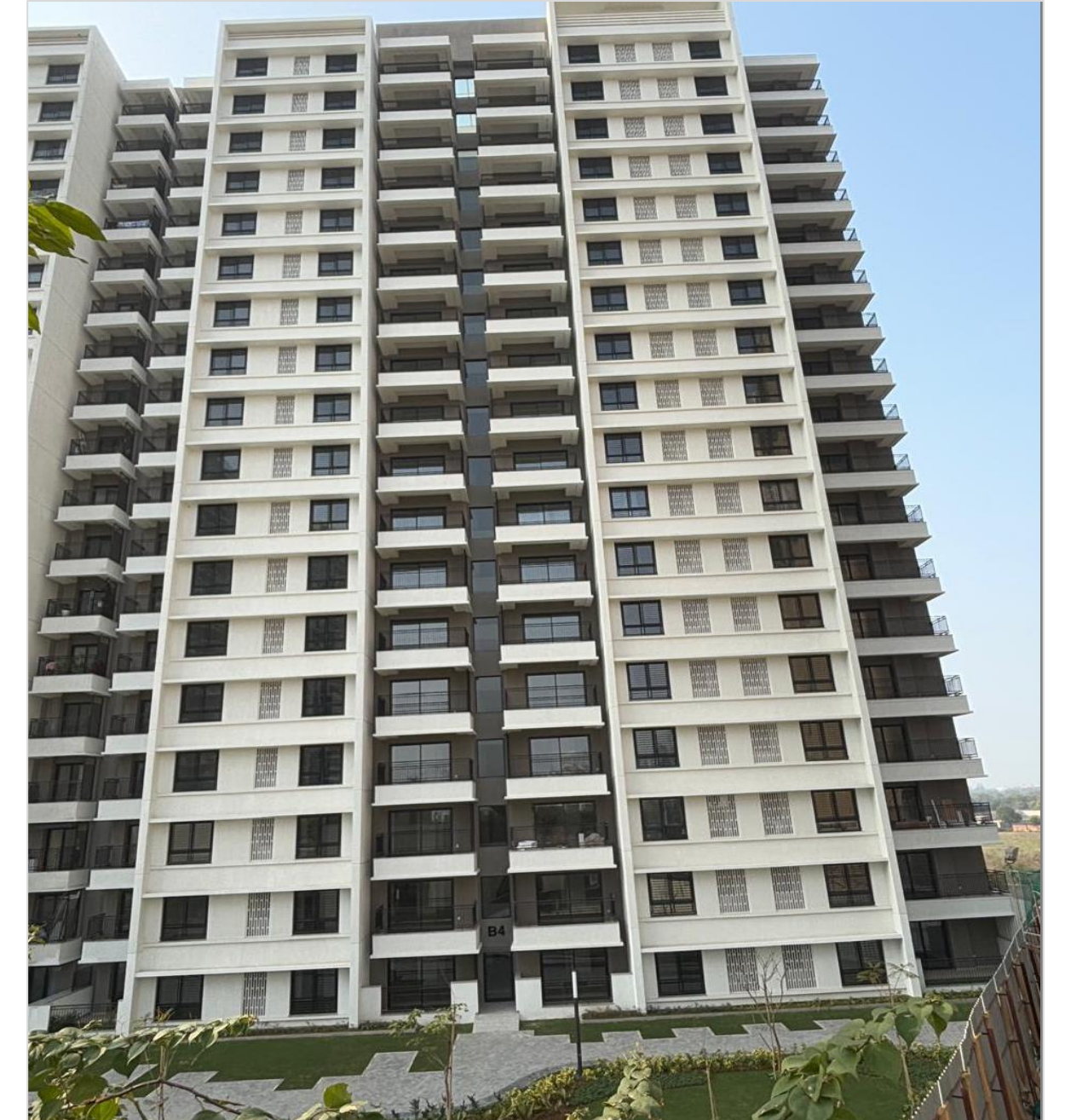
SBA – 17,373 sft



**Sobha Dream Acres Oasis Wing 56  
Bangalore**

1 wing – 2B+ G+ 14 floors

SBA – 118,357 sft (118 units)



**Sobha City Gurgaon -Tower B4  
Gurgaon**

1 tower – B+ S+ 18 floors

SBA – 133,897 sft (72 units)



# Completed Residential Projects during Q3 FY 2025...Continued



**Sobha Nesara Block 2**  
**Pune**

1 Block – 5S + 23 floors  
SBA – 200,864 sft ( 90 Units)



**Sobha Dream Heights Tower 1B**  
**GIFT City**

1 tower – B + 3S + 30 floors  
SBA – 130,528 sft (118 units)



**Marina One**  
**Kochi**

1 tower – 2S+ 25 floors  
SBA – 248,505 sft (100 units)



# Completed Residential Projects during Q3 FY 2025...Continued



**Sobha Silver Estate  
Thrissur**

7 villas

SBA – 18,586 sft



**Sobha West Hill Part C  
Coimbatore**

3 villas

SBA – 9,002 sft



**Sobha Bela Encosta  
Calicut**

3 villas

SBA – 13,785 sft



# Ongoing Projects



**Sobha Manhattan Towers**  
**Bangalore**

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



**Sobha Neopolis**  
**Bangalore**

19 wings - 2B+ G+ 18 floors  
1,875 units of 1/3/4 BHK  
Total SBA - 3,440,634 sft



**Sobha Oakshire**  
**Bangalore**

80 row houses - 4 BHK  
Total SBA - 275,486 sft



# Ongoing Projects...continued



**Sobha Dream Acres  
Bangalore**

5 towers – 2B+ G+14 floors  
534 units of 1/2 BHK  
Total SBA – 536,657 sft



**Sobha Crystal Meadows  
Bangalore**

290 row houses – 4BHK  
Total SBA – 1,251,549 sft



**Sobha Arbor  
Chennai**

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



# Ongoing Projects...continued



**Marina One  
Kochi**

5 tower - 2B+ 25/ 27/ 28 floors  
486 units of 2/ 3/ 4 BHK  
Total SBA -1,429,939 sft



**Sobha Waterfront  
Hyderabad**

4 tower - G+ 14 floors  
238 units of 3/3.5/4 BHK  
Total SBA -654,631 sft



**Sobha Altus  
Gurgaon**

3 towers - 3B/ 1B/ G+ 11/ 28 floors  
293 units of 1B/3/4 BHK  
Total SBA - 808,235 sft



# Ongoing Projects...continued



**Sobha Meadows Whispering Hill**  
**Trivandrum**

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



**Sobha Avalon**  
**GIFT City**

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



**Sobha Nesara**  
**Pune**

3 towers - G+23 floors  
203 units of 2/3/4/4.5 BHK  
Total SBA - 437,064 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



## 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



## Nishath M N, Deputy Managing Director

- 22+ years of experience in Civil Engineering & Real Estate
- B.Tech from Thrissur Government College, Expertise in Business Development, Product Design & Development, Land Purchase & Legal



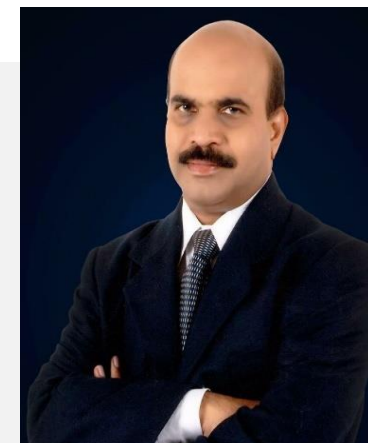
## Srivathsala K Nandagopal, Independent Director

- 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

- 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



## 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



## 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**

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*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.*