

Date: May 29, 2023

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

Sub: Investor Presentation for the quarter and financial year ended March 31, 2023.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith the Investor Presentation of the Company on the financial result of the Company for the quarter and financial year ended March 31, 2023.

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

Yours sincerely,

FOR SOBHA LIMITED

**VIGHNESHWAR G BHAT
COMPANY SECRETARY AND COMPLIANCE OFFICER
MEMBERSHIP NO.: 16651**



SOBHA LIMITED

REGD & CORPORATE OFFICE : 'SOBHA', SARJAPUR - MARATHAHALLI OUTER RING ROAD, BELLANDUR POST, BANGALORE - 560103, INDIA
CIN: L45201KA1995PLC018475 | TEL : +91-80-49320000 | FAX : +9180 49320444 | www.sobha.com



PASSION AT WORK



SOBHA: Leading through excellence, scale and innovation

Established on a solid footing

Bangalore headquartered Real Estate & Construction firm with 28 years of delivering international quality residential homes and commercial spaces across India

Founded by Mr. PNC Menon with a vision “To transform the way people perceive ‘Quality’”

Residential Real Estate development focused enterprise, with growth-oriented businesses

Real estate: Residential; Retail

Contracting: Institutional; Commercial

Manufacturing: Glazing & Metal Works; Interiors; Concrete Products

Retail: Restoplus Mattresses; metercube (furniture & furnishings)



Company has obtained certification for Quality: ISO 9001:2015; Environmental - 14001:2015 and Occupational Health & Safety - OHSAS 45001:2018

Self-reliant execution capability - backward integration model

In-house design-to-delivery capabilities

Four manufacturing units spread over 25 acres

3,400+ professionals and 8,000+ technician workforce

SOBHA Academy for training construction professionals & technicians

Consistent delivery at scale

128 mn sft completed in 528 developments till date across 27 cities in 14 states: Real estate in 12 cities and Contractual in 26 cities

Delivery run rate of 5 mn sft in the past five years with 35.84 mn sft currently under development

	No. of Projects	Area (Mn sft)	No. of Cities
Real Estate			
Completed	191	70.34	7
Ongoing	68	30.60	11
Contractual			
Completed	337	57.66	26
Ongoing	8	5.24	3

Trusted, recognized and evolving

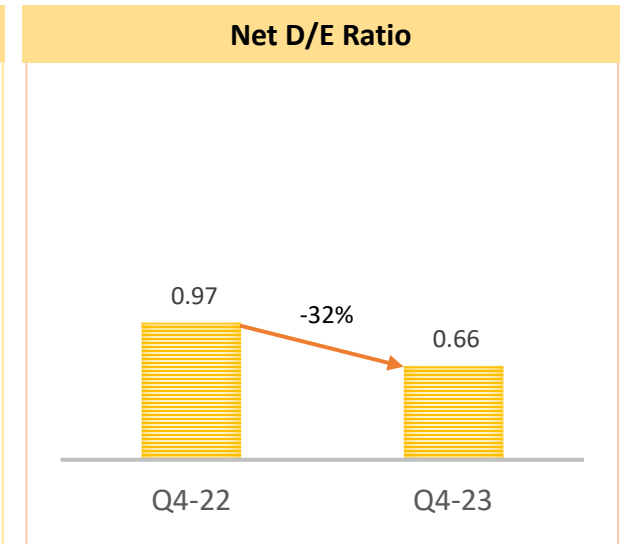
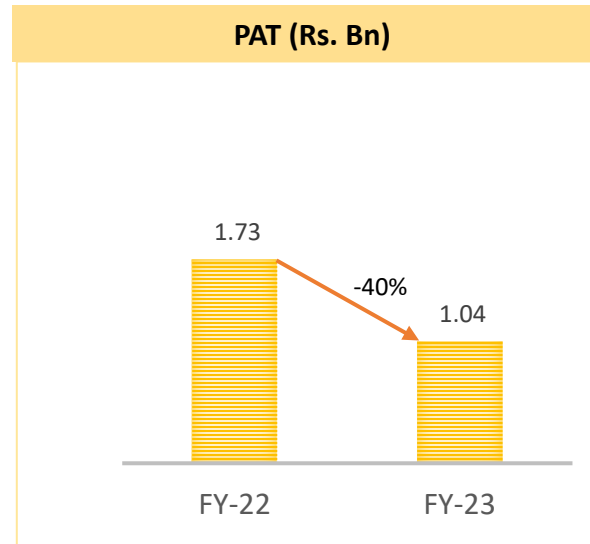
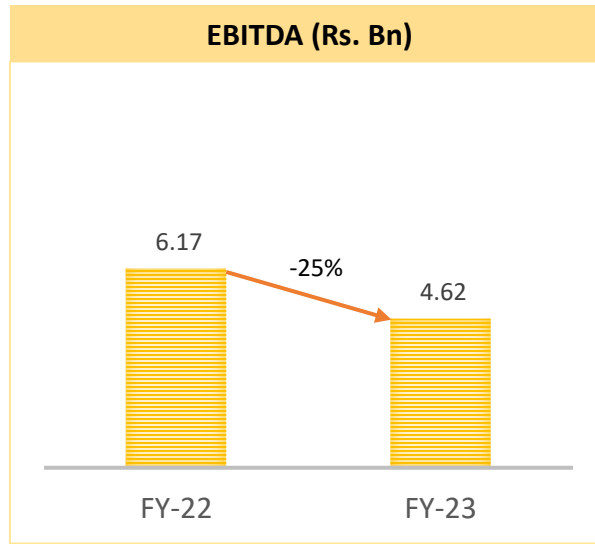
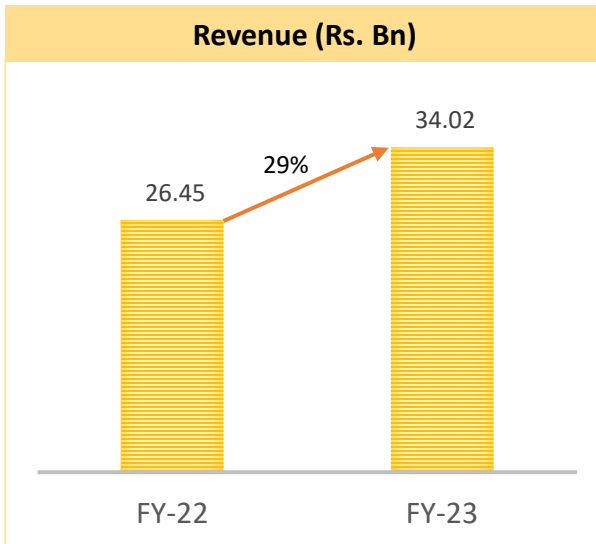
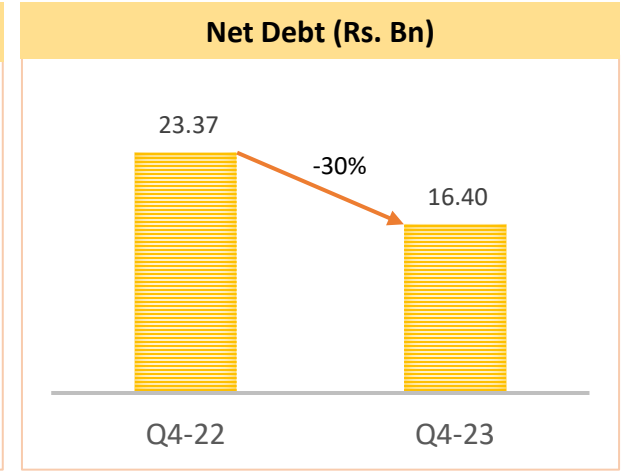
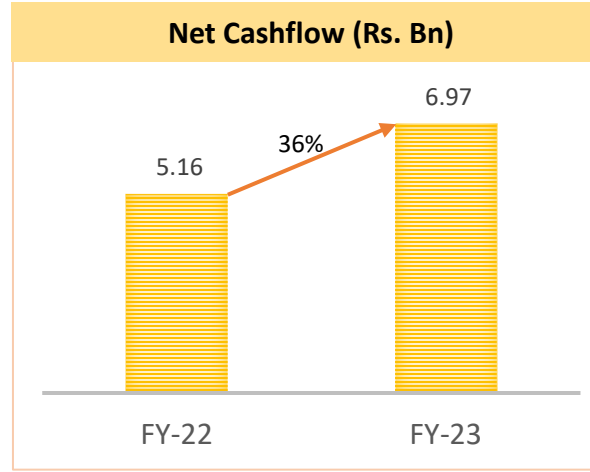
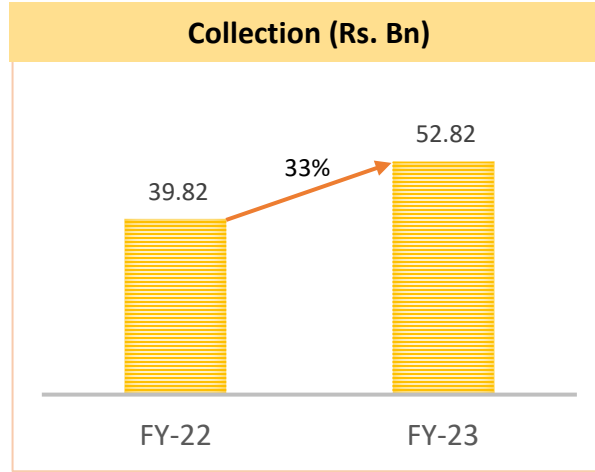
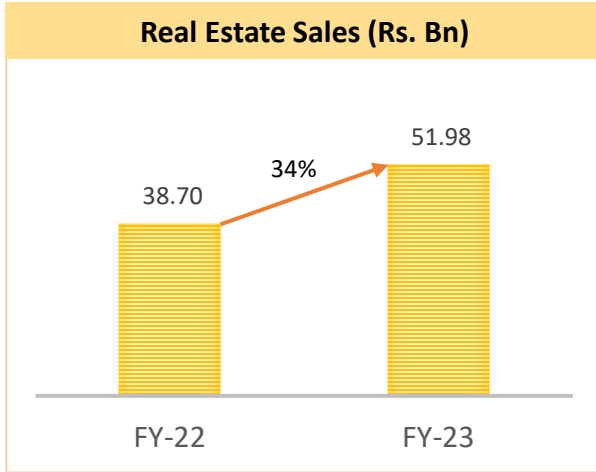
‘Passion at work’ reflected in consistent recognition for business excellence, Leadership, Sustainability and CSR with over 230 awards

‘Devotion at work’ is our CSR philosophy focused on comprehensive and sustainable social empowerment

IPO in Dec 2006 oversubscribed 126x

ICRA rating of A+; India Rating (Ind-Ra) of AA- (Stable)

Snapshot of FY 2023 performance



Awards and Recognitions in FY 2023



Track2Realty's Brand X Report (10th edition)

For the 6th time SOBHA topped across several categories: (1) Top National Brand; (2) Top South Indian Brand; (3) Top Residential Brand; (4) Top Super Luxury Brand; (5) Company with Top CSR across India; and (6) Public Perception – Consumer Confidence Index



BAM Awards 2022

Builder of the Year in Large Category at Builders, Architects, and Building Material (BAM Awards). Also won in 2019 and 2018



Economic Times Realty Convention 2022

Recognized SOBHA as one of the **Best Realty Brand** in India



National Safety Council (NSC) – Kerala Chapter

Marina One Kochi conferred 'Outstanding Safety Performance' by National Safety Council – Kerala Chapter at the 52nd Safety Week Celebrations 2023



Haryana State Safety Welfare & Health Awards

SOBHA City Gurugram adjudged Runners-up in two categories – 'Longest Accident-free period' and 'Best First Aid' as part of Republic Day Celebrations at Tau Devi Lal Stadium, Gurugram on 26th January, 2023

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Highest ever annual net cashflow in FY 2023 with strong operational performance

Net debt reduction of Rs. 6.97 bn, highest ever in a year in company's history, aided by operational cashflows and proceeds from land monetization

Net debt now stands at Rs. 16.40 bn with net D/E ratio of 0.66

Finance related outflows was reduced by 27.8% YoY to Rs. 2.06 bn

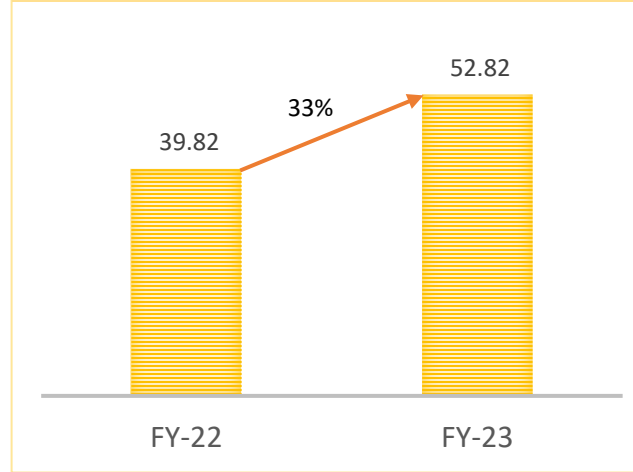
Total cash inflows for FY23 was Rs. 52.82 bn, was highest ever, up by 32.6% compared to FY22

Real Estate collections improved by 35.7% to Rs. 43.06 bn

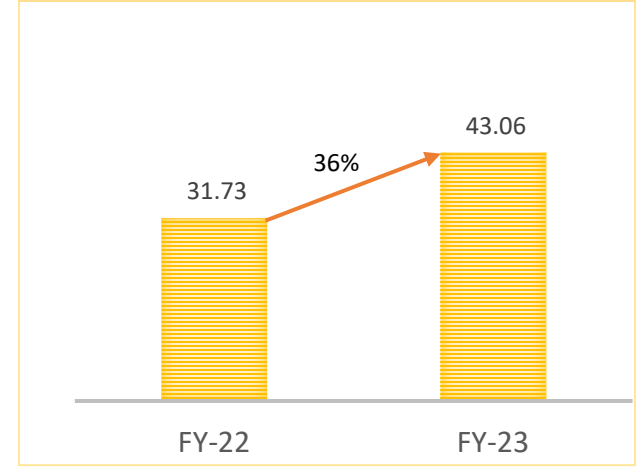
Contracts & manufacturing collections was Rs. 9.76 bn, improved by 20.6% compared to FY22

Construction spends were Rs. 18.37 bn, up by 61.4% compared to FY22, increased allocation of Rs. 6.98 bn; Delivered 3.97 mn sft

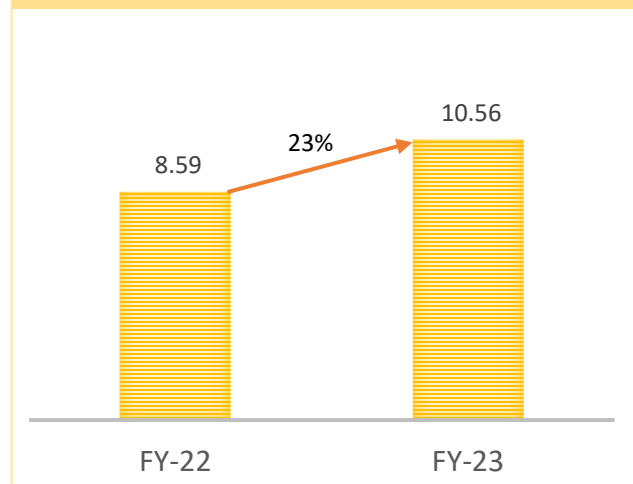
Total Operational Cash Inflow



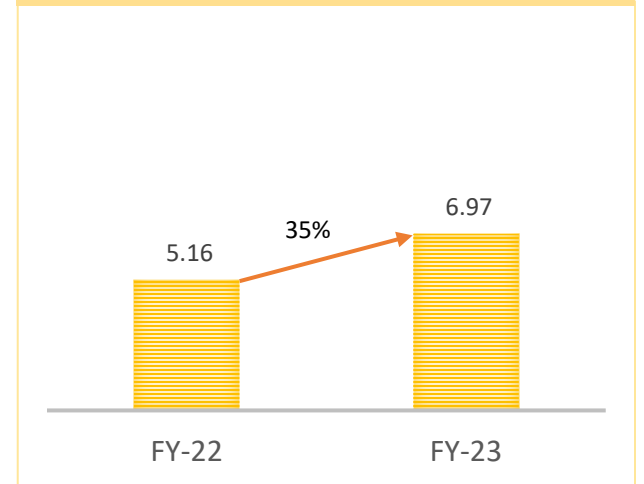
Real Estate Cash Inflow



Net Operational Cashflow



Net Cashflow



Best quarterly collections achieved in Q4 FY 2023

Key Highlights

Total Collections in Q4-FY23 improved by 10.2% compared to Q4-FY22 to Rs. 14.22 bn, and 1.1% compared to Q3-FY23

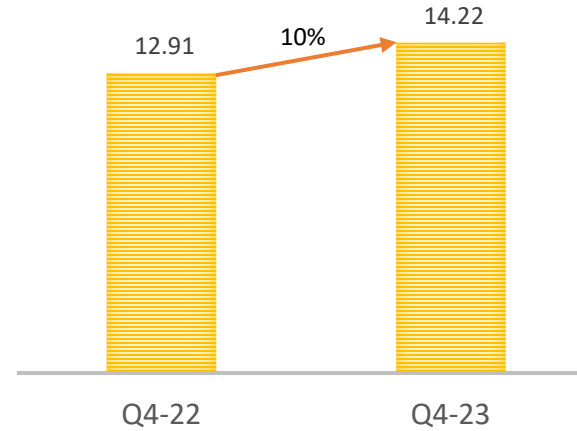
- Real Estate contribution was Rs. 11.79 bn, beating previous quarter's best collection record by 1.9%
- Contracts & manufacturing collections was also consistent at Rs. 2.44 bn, up by 5.6% compared to Q4-FY22

Continued with our increased allocation to Real Estate outflows at Rs. 5.01 bn, up by 48.9% compared to Q4-FY22; Delivered 1.60 mn sft

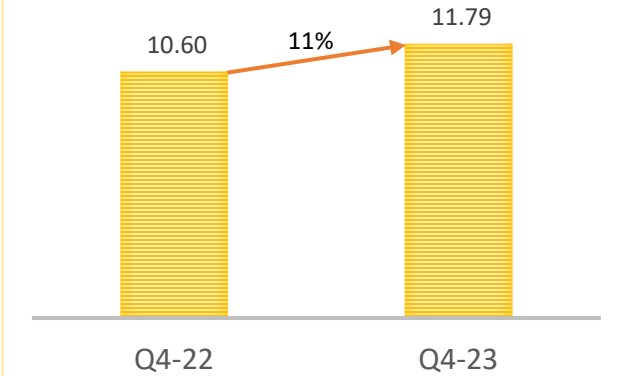
Net Operating cashflows was at Rs. 3.31 bn, an increase of 30.3% QoQ

Land related payments for the quarter was Rs. 1.43 bn, increased by 92.2% compared to Q3-FY23, in line with our commitment to balance debt reduction and growth investments

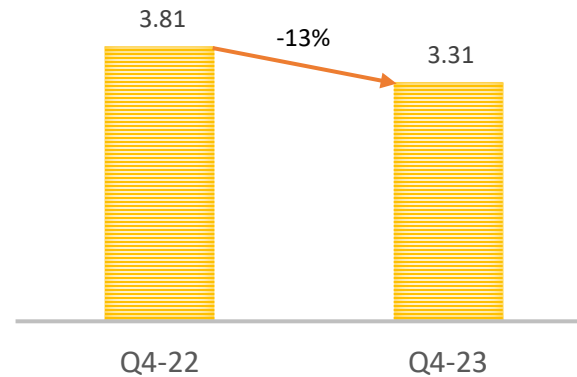
Total Operational Cash Inflow



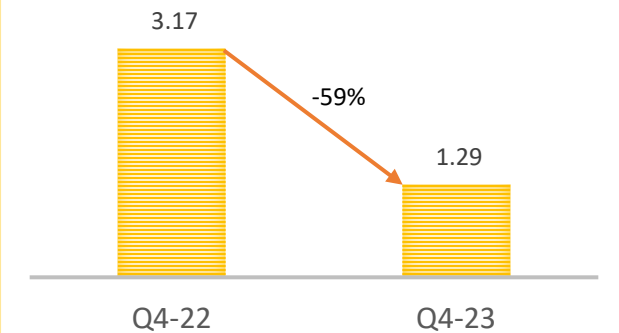
Real Estate Cash Inflow



Net Operational Cashflow



Net Cashflow



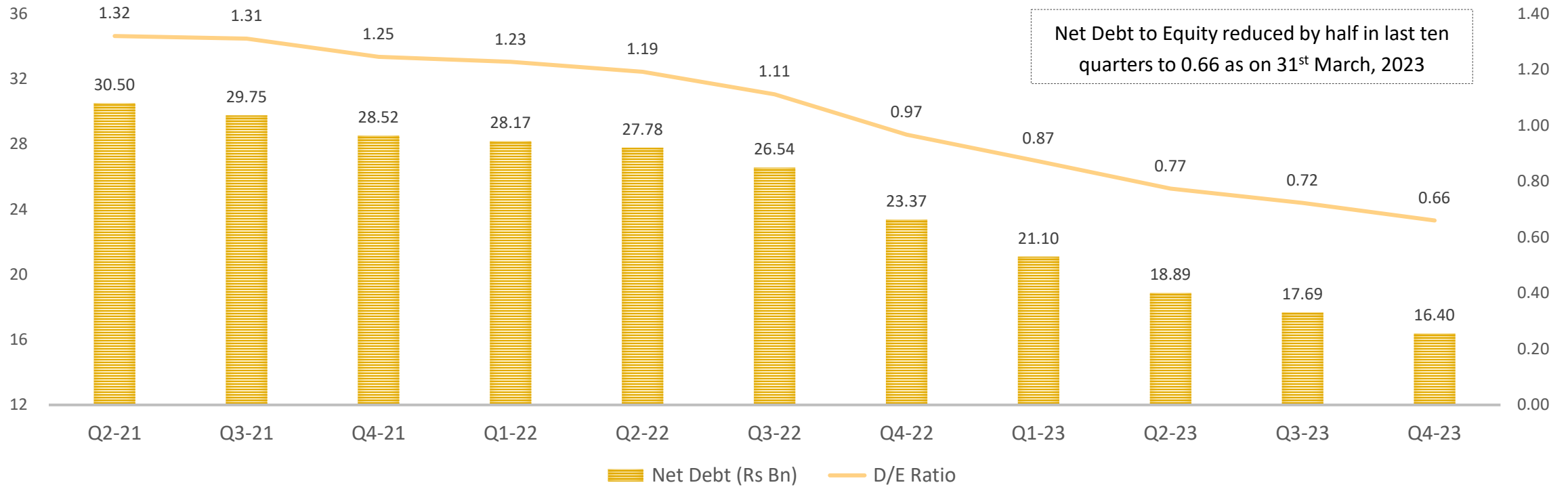
Cashflow Statement – Q4 & FY 2023

PARTICULARS	Q4-23	Q3-23	Q4-22	FY-23	FY-22
Operational cash inflows					
Real Estate Operations	11,787	11,571	10,603	43,058	31,728
Contractual & Manufacturing	2,437	2,500	2,307	9,765	8,094
Total Operational cash inflow (A)	14,224	14,071	12,910	52,823	39,822
Operational cash outflows					
Real Estate project outflow	5,123	5,009	3,467	18,369	11,381
Joint Development Partner payments	1,763	2,170	1,865	7,181	6,770
Contracts and Manufacturing	2,357	2,650	2,282	10,133	7,632
Statutory Dues	383	402	403	1,404	1,507
Facilities management related outflow	164	194	277	618	758
Overheads	376	463	347	1,873	1,753
Advertising & Marketing	310	299	268	1,134	818
CSR	90	25	36	202	121
Income Tax / TDS	345	318	154	1,350	491
Total Operational cash outflow (B)	10,910	11,530	9,098	42,263	31,231
Net Operational Cashflow : (C=A-B)	3,314	2,541	3,813	10,559	8,591

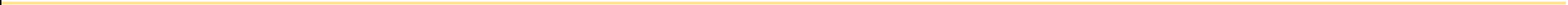
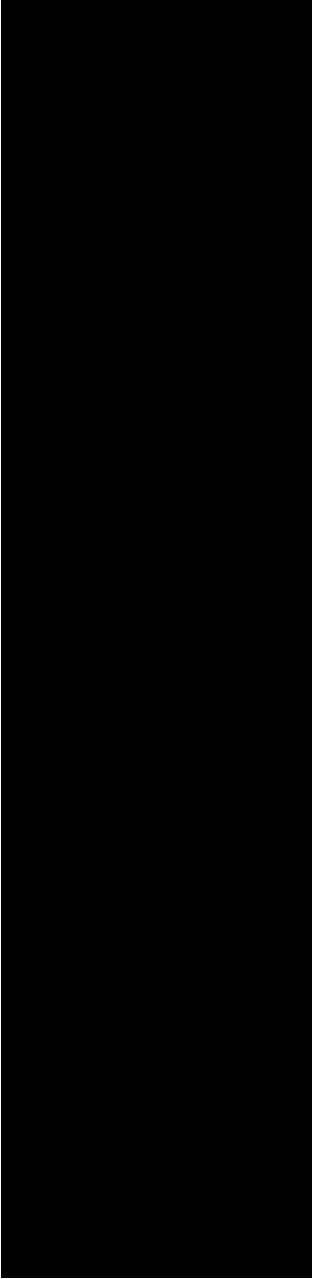
Cashflow Statement – Q4 & FY 2023...continued

PARTICULARS	Q4-23	Q3-23	Q4-22	FY-23	FY-22
Financial Outflows					
Finance Outflow	465	528	618	2,056	2,850
Dividend including taxes	-	-	-	285	332
Total Financial Outflows (D)	465	528	618	2,341	3,181
Net Cashflow after Financial & Tax Outflow : (E=C-D)	2,849	2,013	3,195	8,218	5,410
Capital Outflows					
Net Land Payments / JD deposits	1,431	744	(104)	918	(94)
Capex	129	71	124	328	349
Total Capital Outflow (F)	1,559	814	21	1,246	255
Total Cash Inflow : (A)	14,224	14,071	12,910	52,823	39,822
Total Cash Outflow : (G =B+D+F)	12,934	12,872	9,736	45,851	34,666
Net Cashflow (A - G)	1,290	1,199	3,174	6,972	5,156

Net Debt was reduced by Rs. 14.10 bn in ten quarters, from internal accruals alone



Particulars	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23	Q4-23
Gross Debt	31.56	31.34	30.62	30.21	29.33	28.04	25.33	22.00	22.10	20.07	20.04
	1.06	1.59	2.10	2.04	1.55	1.50	1.96	0.90	3.22	2.39	3.64
Net Debt	30.50	29.75	28.52	28.17	27.78	26.54	23.37	21.10	18.89	17.69	16.40



Residential Real Estate Portfolio: Projected Cashflow as on 31st March 2023

Particulars	Completed - with unsold inventory	Ongoing - Area offered for sale	Ongoing - Area not offered for sale	Total	Unit
Total Saleable area	16.00	20.52	2.86	39.38	Mn sft
Sobha's share of Saleable area	15.14	19.07	2.86	37.07	Mn sft
Total area sold till 31 st March 2023	15.06	14.68	-	29.74	Mn sft
Unsold area as on 31 st March 2023	0.08	4.39	2.86	7.33	Mn sft
Balance cost to complete as on 31 st March 2023	2.64	62.85	14.34	79.83	Rs. Bn
Outstanding receivables + Balance to be billed & collected on sold units* + Refundable deposit	1.14	61.57	1.16	63.87	Rs. Bn
Sales value of unsold stock ^	0.34	36.63	20.56	57.53	Rs. Bn
Marginal Cashflow – Completed & Ongoing Projects	(1.17)	35.35	7.39	41.57	Rs. Bn
Marginal Cashflow – Forthcoming Projects (13.30 mn sft)				58.22	Rs. Bn

- Balance receivables of Rs. 62.71 billion from sold units covers 95.8% of balance cost of Rs. 65.49 bn to complete the ongoing projects offered for sale
- Estimated Marginal Cashflow from Ongoing and Forthcoming projects put together is Rs. 99.79 bn
- "Ongoing Projects" are the ones with RERA registration. Forthcoming Project will be reclassified as Ongoing once RERA approvals for the project is received.

Inventory Visibility – Ongoing and Forthcoming Real Estate Projects

Forthcoming Projects

Location	SBA (Mn sft)	No. of Projects
Residential Projects		
Bangalore	6.52	5
NCR	4.32	3
Chennai	0.21	1
Coimbatore	0.10	1
GIFT City	0.77	1
Trivandrum	0.46	1
Kochi	0.92	1
Subtotal – Residential	13.30	13
Commercial Projects		
Bangalore	0.29	1
NCR	0.76	2
Thrissur	0.03	1
Subtotal – Commercial	1.08	4
Total	14.38	17

Total Residential Inventory – Ongoing and Forthcoming

Inventory status	Mn sft
Unsold Area - Completed projects	0.08
Unsold Area - Ongoing projects - offered for sale	4.39
Unsold area - Ongoing projects - not offered for sale	2.86
Forthcoming projects	13.30
Total inventory visibility	20.63

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

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Historic best Sales performance achieved in FY 2023

FY 2023 has recorded historic best Sales year – across all parameters

Sales SBA growth of 15.0% from FY22 to 5.65 mn sft

Average Realization improved by 16.7% compared to FY22

Sales value growth of 34.3% to Rs. 51.98 bn compared to FY22

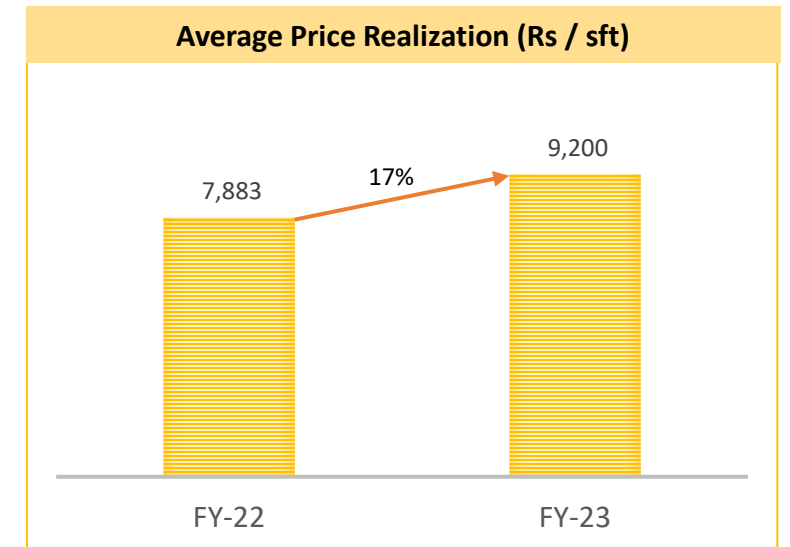
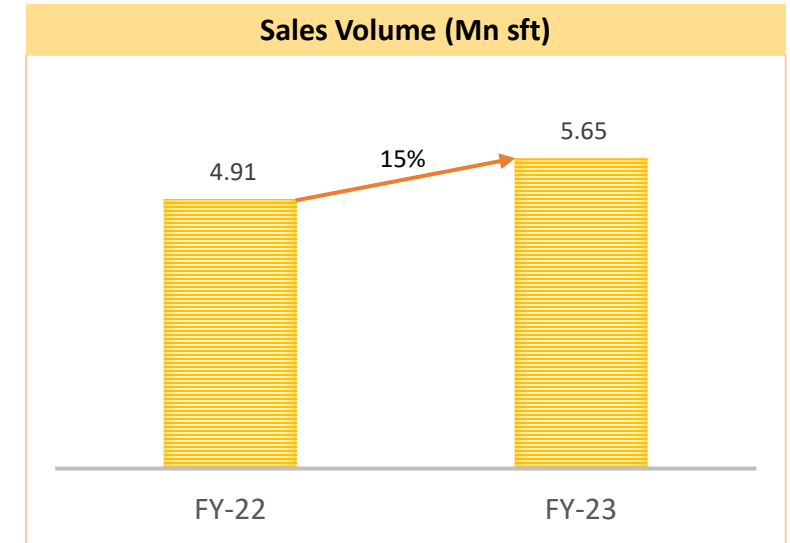
Bangalore Sales volume grew by 16.8% compared to FY22 and contributed 69.3% to total SBA sold, 63.4% to overall Sales value; supported by launch of 3.1 mn sft of new projects in Bangalore in FY23

NCR Sales volume grew by 14%, contributing 13.8% to SBA sold in FY23, due to improved demand conditions and launch of redesigned towers in Sobha City Gurgaon

GIFT City, Kerala and Tamil Nadu also witnessed steady growth

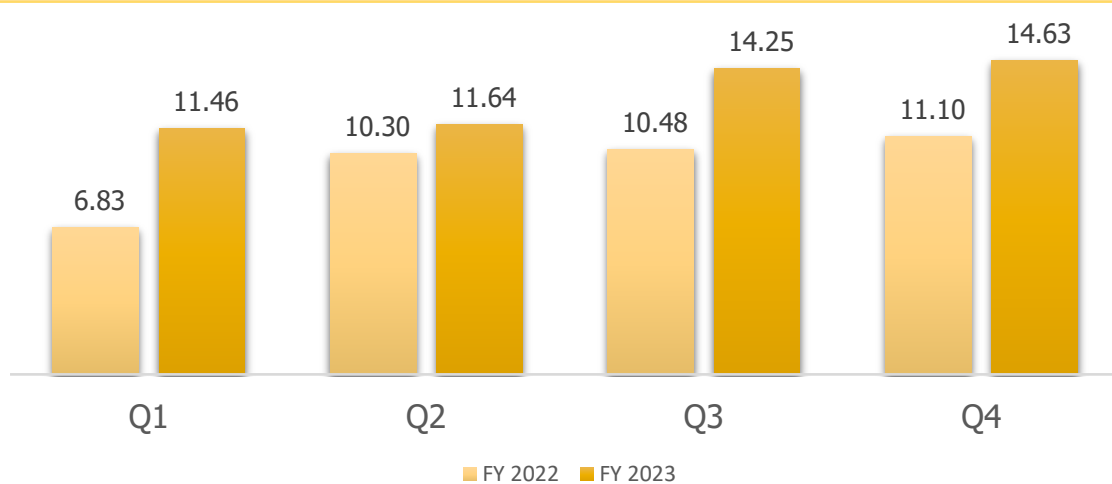
Centralized marketing efforts continued to be more effective at improved cost efficiency. Advertising & Marketing outflow was Rs. 1.23 bn, which is 2.3% of achieved Sales value for FY 2023

Steadily improving Sales performance every quarter, through the year is validation of strong demand for SOBHA products across markets



Sales performance improved upon every quarter in FY 2023

Sales Value (Rs. Mn)



Q4-23 Sales Highlights

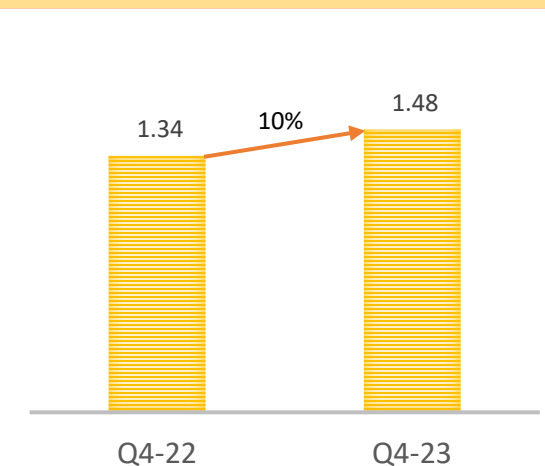
Achieved highest ever quarterly Sales value of Rs 14.63 bn, best average realization of Rs. 9,898/sft with highest SBA sold of 1.48 mn sft

Launched our first project in Hyderabad with SOBHA Waterfront, a luxury project in Somajiguda

Achieved highest ever quarterly sale of 252,321 sft in SOBHA Dream Acres project in Bangalore, post its launch quarter

Particular	Units	Q4-23	Q3-23	Q2-23	Q1-23	FY-23	FY-22
Area Sold (SBA)	'000 sft	1,478	1,476	1,337	1,359	5,650	4,910
Sales Value	Rs. Mn	14,634	14,247	11,642	11,455	51,978	38,702
Sobha's Share of Sales Value	Rs. Mn	12,074	11,112	9,610	9,517	42,313	32,684
Average Price Realization	Rs. / sft	9,898	9,653	8,709	8,431	9,200	7,883

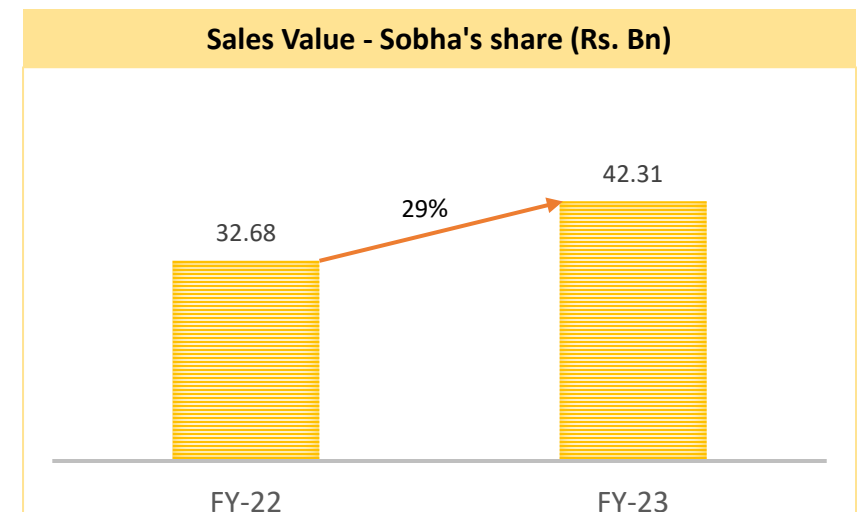
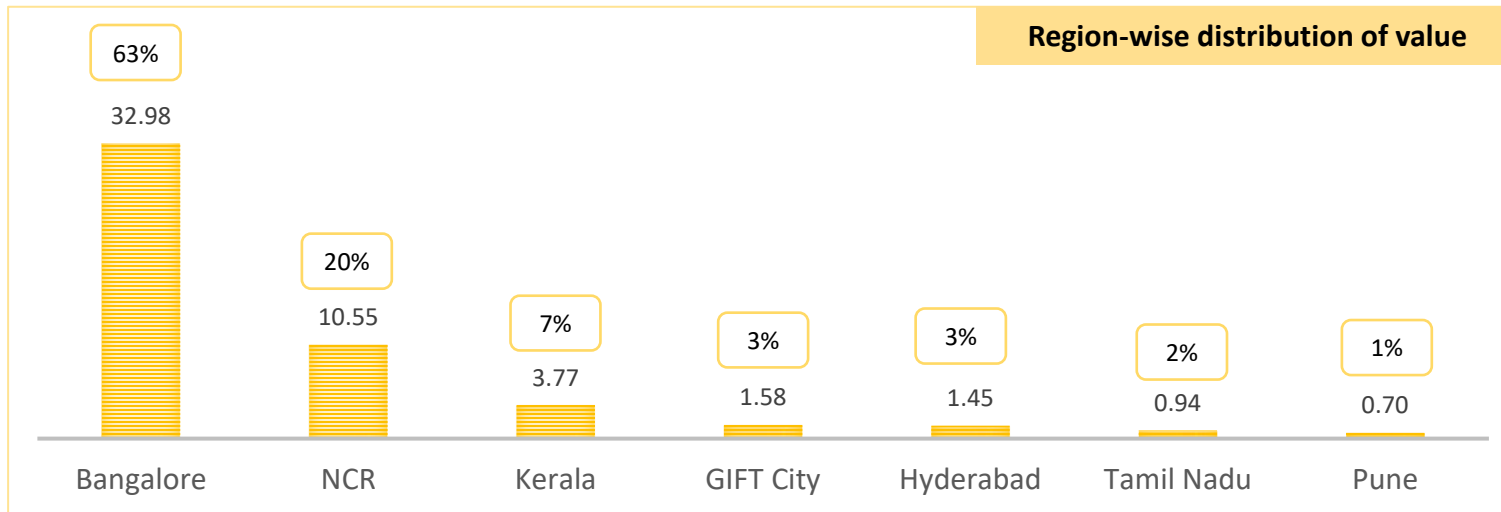
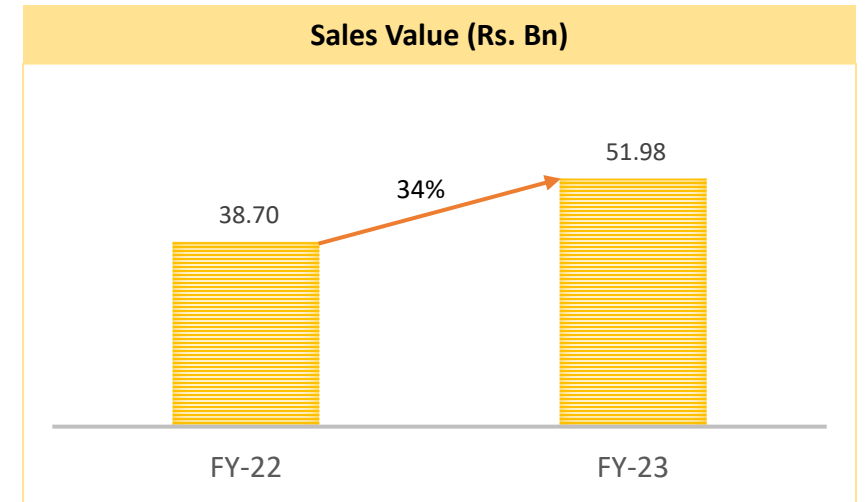
SBA (Mn sft) (YoY)



Real Estate Sales Performance – FY 2023

Historic Sales achieved across all parameters – SBA, Average Realization & Sales value

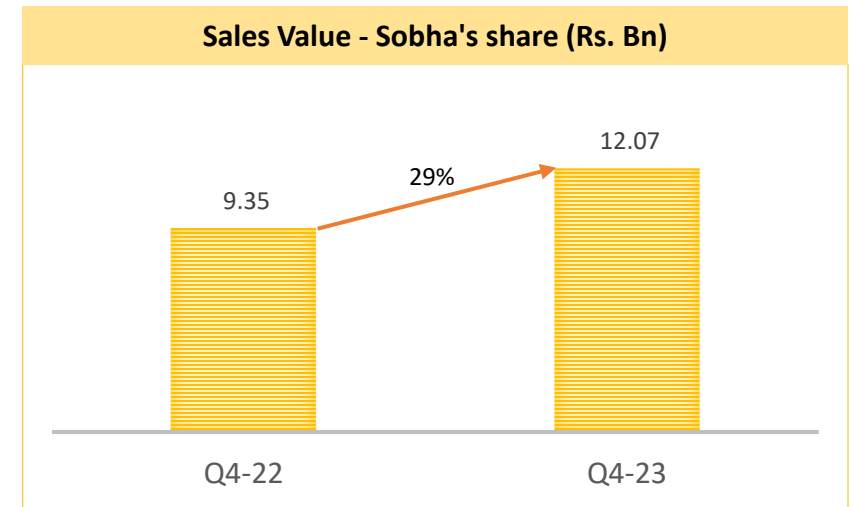
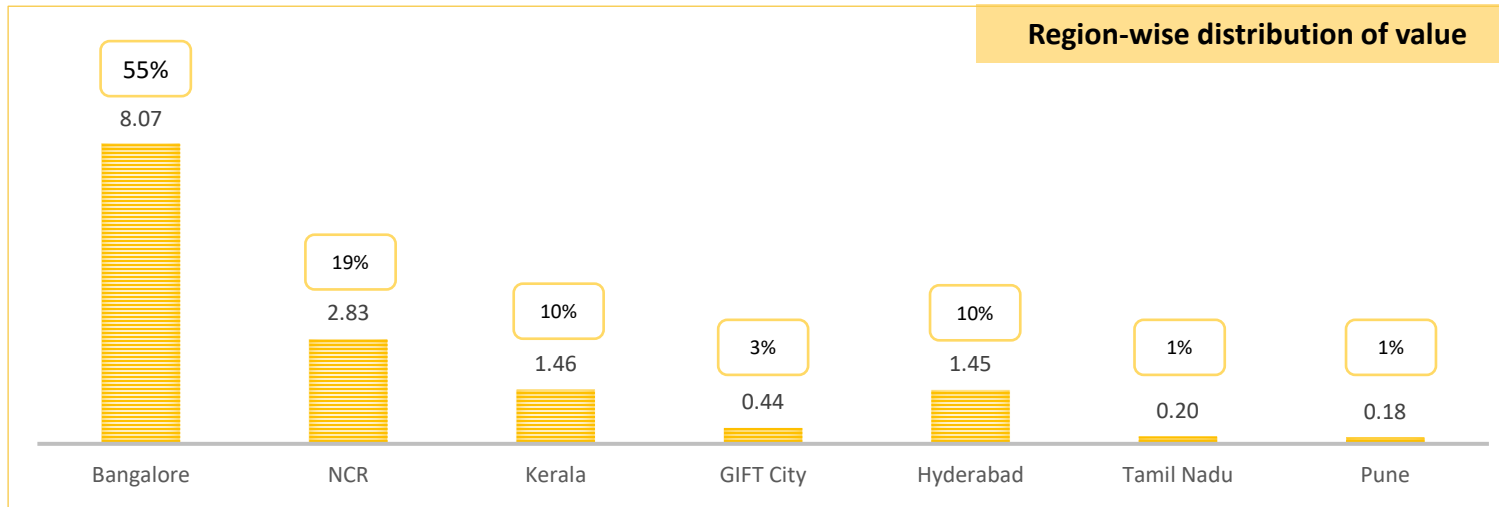
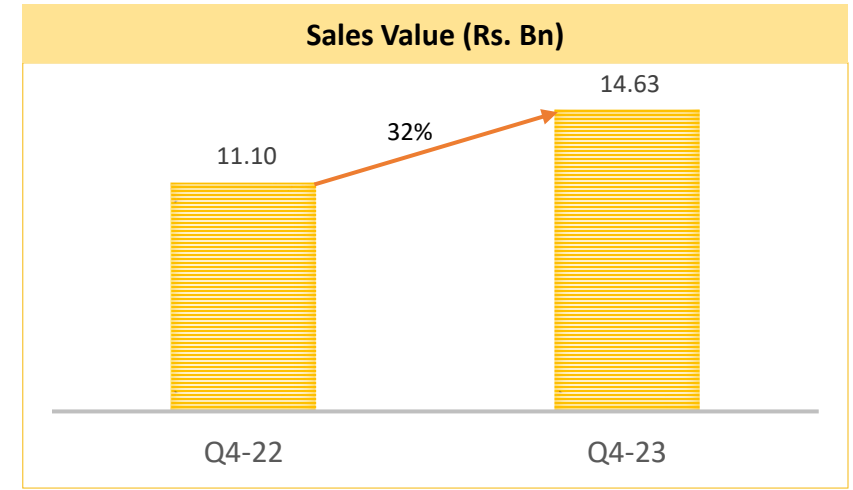
Region	Area Sold (sft)	Total Sale Value (Rs. Mn)	Sobha's Share Value (Rs. Mn)	Average Price Realization (Rs. / sft)
Bangalore	3,917,412	32,980	27,557	8,419
NCR	778,381	10,553	7,132	13,558
Kerala*	423,743	3,771	2,975	8,898
GIFT City	209,367	1,576	1,576	7,525
Hyderabad	98,227	1,452	1,452	-
Tamil Nadu*	160,712	941	916	5,857
Pune	62,023	705	705	11,366
Total	5,649,865	51,978	42,313	9,200



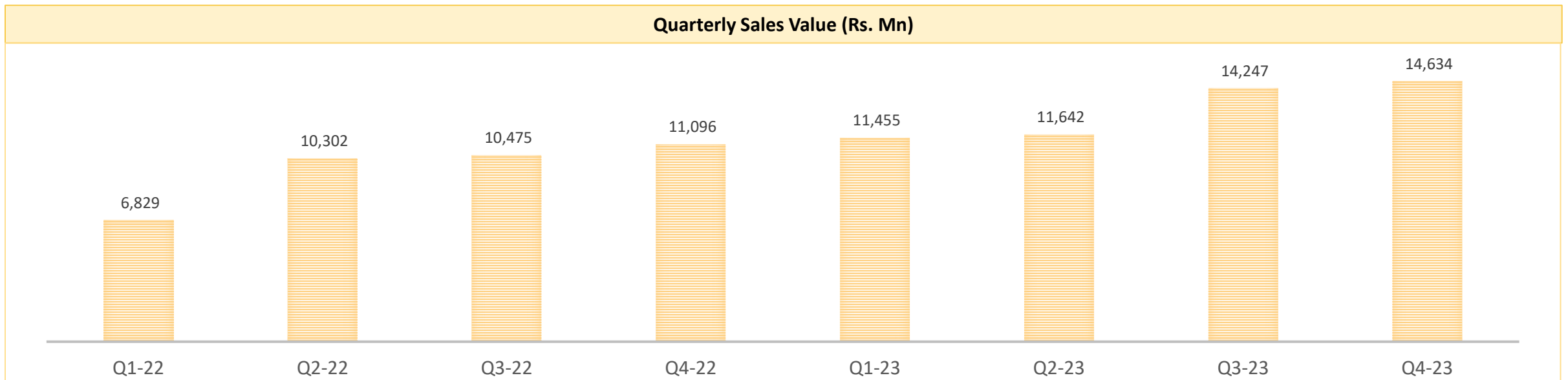
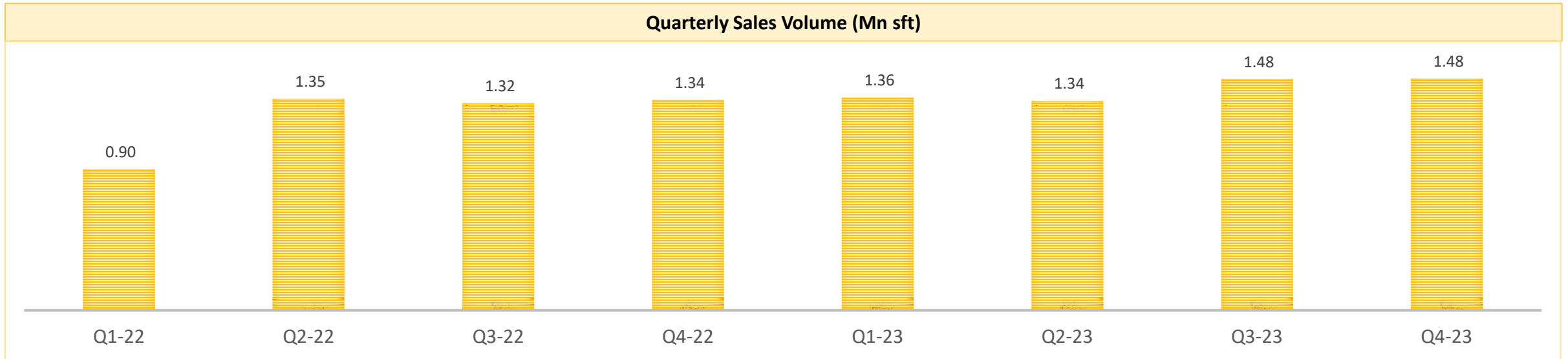
Real Estate Sales Performance – Q4 FY 2023

Launched our first project in Hyderabad, SOBHA Waterfront

Region	Area Sold (sft)	Total Sale Value (Rs. Mn)	Sobha Share Value (Rs. Mn)	Average Price Realization (Rs. / sft)
Bangalore	929,575	8,071	6,650	8,683
NCR	185,439	2,828	1,932	15,253
Kerala*	161,956	1,464	1,229	9,037
GIFT City	55,964	438	438	7,833
Hyderabad	98,227	1,452	1,452	14,780
Tamil Nadu*	31,566	202	194	6,393
Pune	15,679	179	179	11,416
Total	1,478,406	14,634	12,074	9,898

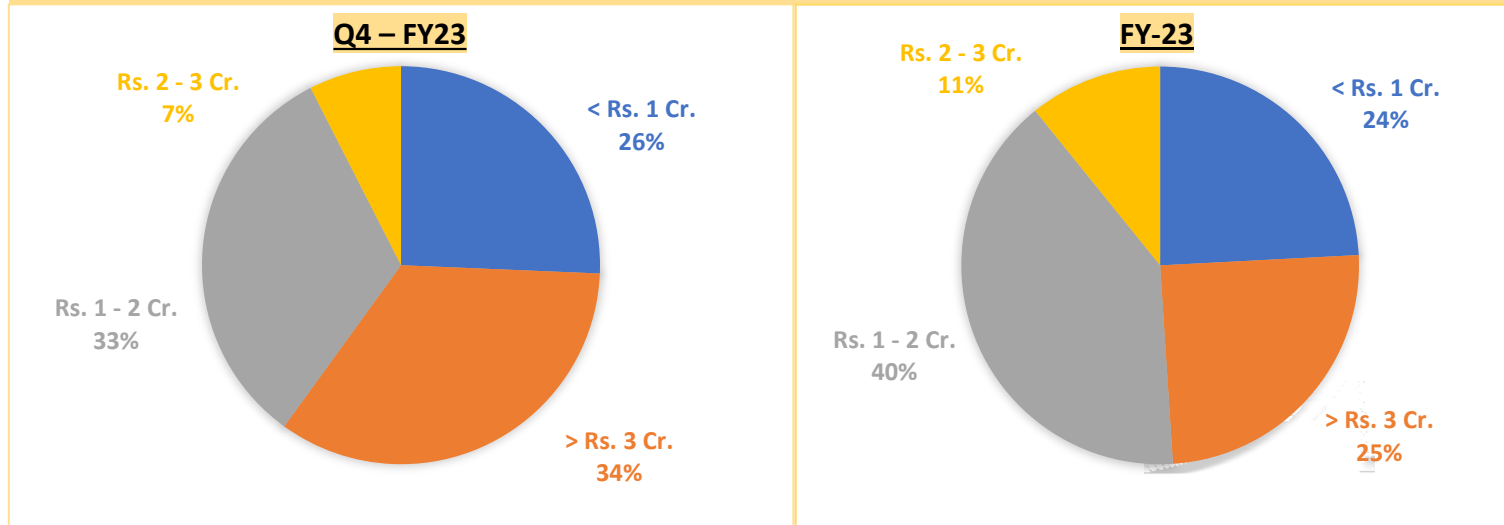


Consistent Sales performance with improving realization



Sales Value classification - Q4 & FY 2023 - Price Band & Region Wise

Price bucket wise contribution to sales value



- Luxury segment (> Rs 2 Cr.) contribution has grown from 25% in FY22 to 36% in FY23
- Contribution to the >Rs. 2 Crore segment is from new and redesigned projects launched in FY 2023 – Sobha Insignia, Sobha Royal Crest, Sobha Victoria Park, Sobha City Gurgaon, Sobha Waterfront
- Contribution from this segment in Q4-FY23 was 41%, on account of successful sales achieved from new project in Hyderabad
- Preference for larger homes is being catered to by SOBHA and new projects are aligned to meet the same
- Dream Series segment (< Rs 1 Cr.) continued to see good traction, with Sobha Dream Acres recording best quarterly Sales in Q4-FY23

Region wise contribution to sales value

Region	Q4-FY23		FY23	
	Sale Value (Rs. Mn)	Contribution (%)	Sale Value (Rs. Mn)	Contribution (%)
Bangalore	8,071	55%	32,980	63%
Kerala*	1,464	10%	3,771	7%
NCR	2,828	19%	10,553	20%
GIFT City	438	3%	1,576	3%
Hyderabad	1,452	10%	1,452	3%
Tamil Nadu*	202	1%	941	2%
Pune	179	1%	705	1%
Total	14,634	100%	51,978	100%

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Financial & Operational Highlights – FY 2023

Key Highlights

Total revenue for FY23 is at Rs. 34.02 bn, up by 28.6% compared to FY22

Real estate revenue was Rs. 25.24 bn, increased 36.9% from FY22

We handed over 2,233 units comprising SBA of 3.71 mn sft, which is up by 66.8% compared to FY22. Increase in construction spends have helped improve handovers significantly

Contractual & Manufacturing revenue was Rs. 7.86 bn; Collections for FY23 was Rs. 9.76 bn up by 20.6% compared to FY22

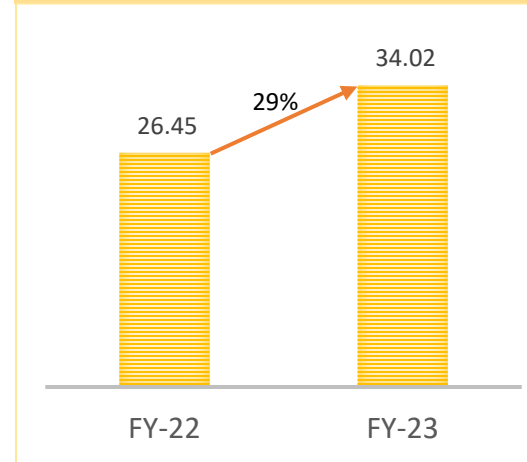
Manufacturing business generated revenue of Rs. 4.24 bn, up by 66.9% compared to FY22 revenue of Rs. 2.54 bn

EBITDA for the FY23 was at Rs. 4.62 bn with a margin of 13.6%

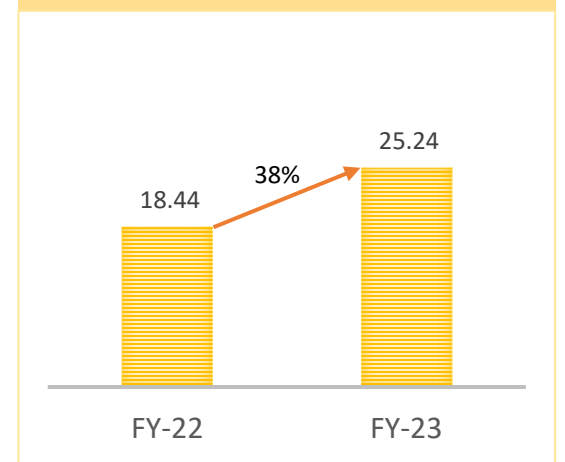
PAT was at Rs. 1.04 bn with a margin of 2.9%

Balance revenue to be recognized is Rs. 98.02 billion from sold residential units till 31.03.2023

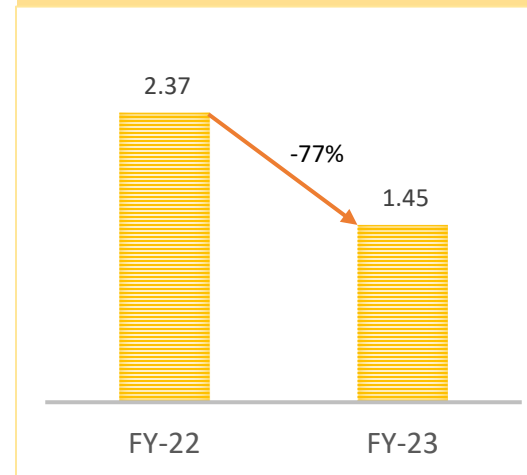
Total Income (Rs. Bn)



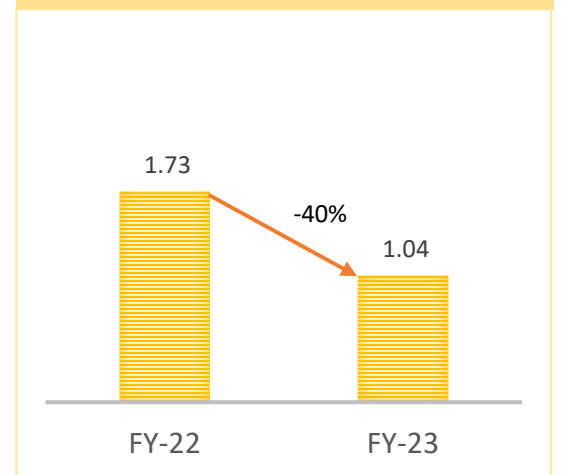
Real Estate Income (Rs. Bn)



PBT (Rs. Bn)



PAT (Rs. Bn)



Financial & Operational Highlights – Q4 & FY 2023

Key Highlights

The total revenue for Q4-FY23 is Rs. 12.40 bn, up by 66.7% compared to Q4-FY22 and 38.1% compared to Q3-FY23

Real estate business contributed Rs. 9.56 bn (77.1% of overall revenue)

Contractual & Manufacturing businesses clocked Rs. 2.54 bn (20.5% of total)

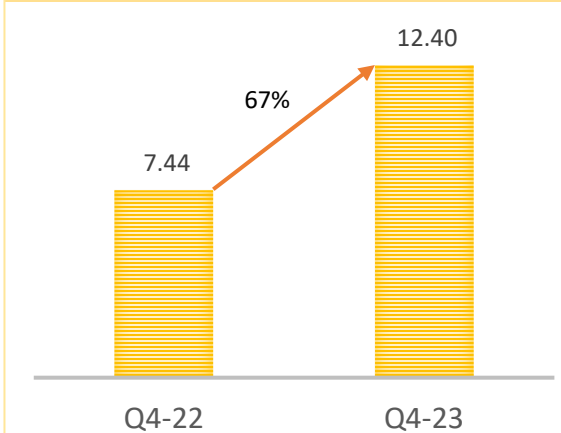
We have handed over 854 units comprising 1.36 mn sft of saleable area in Q4-FY23; out of which 80.7% was in Bangalore, 13.1% in NCR

Manufacturing revenue generated from external business was Rs. 1.39 bn, up by 86.2% from Q4-FY22 and 18.7% compared to Q3-FY23

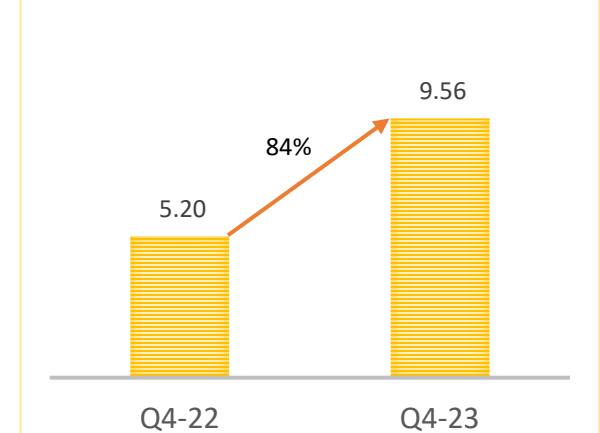
Achieved EBITDA of Rs. 1.46 bn with a margin of 11.8%

PAT of Rs. 0.49 bn which is 239.5% growth over previous year Q4-FY23

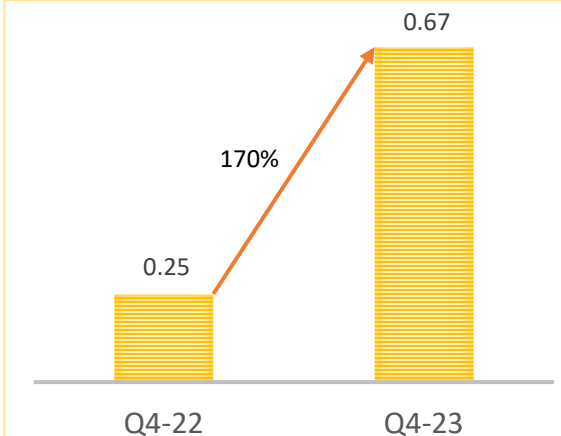
Total Income (Rs. Bn)



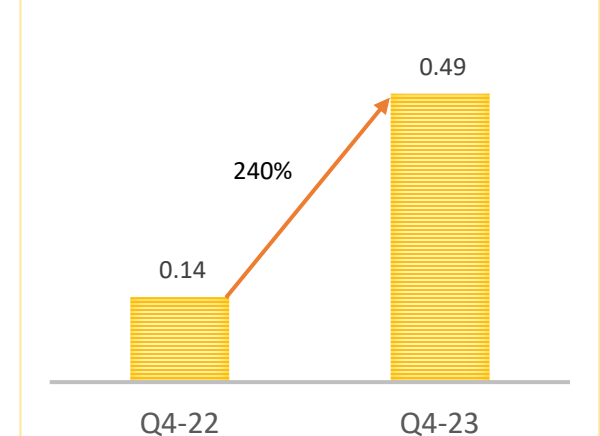
Real Estate Income (Rs. Bn)



PBT (Rs. Bn)



PAT (Rs. Bn)



Profit & Loss Statement – Q4 & FY 2023

Particulars	Q4-23	Q3-23	Q4-22	FY-23	FY-22
Real Estate Revenue	9,557	6,735	5,204	25,238	18,437
Contractual & Manufacturing Revenue	2,542	1,946	1,900	7,863	7,176
Other Income	302	298	334	923	839
Total Income	12,401	8,980	7,438	34,024	26,453
Total Expenditure	10,942	7,794	6,327	29,406	20,284
EBIDTA	1,459	1,186	1,111	4,618	6,169
	11.8%	13.2%	14.9%	13.6%	23.3%
Depreciation	179	174	180	678	719
Finance Expenses	612	660	682	2,490	3,083
Profit Before Tax	669	352	249	1,450	2,367
	5.4%	3.9%	3.3%	4.3%	8.9%
Tax Expenses	184	34	106	408	634
PAT after share of associates	485	318	143	1,042	1,732
Other comprehensive income (net of taxes)	(14)	-	9	(40)	(9)
Net Profit	471	318	152	1,002	1,723
	3.8%	3.5%	2.0%	2.9%	6.5%

Consolidated Balance Sheet as on 31-Mar-2023

ASSETS (in Rs. Mn)	31-Mar-23	31-Mar-22	EQUITY & LIABILITIES (in Rs. Mn)	31-Mar-23	31-Mar-22
Non-current Assets			Equity		
Property, Plant and equipment	4,130	4,111	Equity Share Capital	948	948
Investment Property	4,519	3,962	Other Equity	23,999	23,282
Investment Property under construction	68	65	Total Equity (C)	24,947	24,230
Intangible assets	192	227			
Right of use assets	103	154	Non-Current Liabilities		
Financial Assets			Financial Liabilities		
Investments	1,149	1,149	Borrowings	6,135	3,648
Trade Receivables	795	656	Lease liabilities	205	202
Other Non-current financial assets	383	1,292	Provisions	229	175
Other non-current assets	9,298	3,702	TOTAL	6,569	4,025
Current tax assets (net)	217	116			
Deferred tax assets (net)	97	131	Current Liabilities		
TOTAL (A)	20,951	15,564	Financial Liabilities		
Current Assets			Borrowings	13,901	21,389
Inventories	87,610	76,516	Lease liabilities	28	51
Financial Assets			Trade Payable	5,987	4,469
Trade receivables	1,580	3,505	Other Current financial liabilities	8,970	7,458
Cash and cash equivalents	2,794	1,391	Other current liabilities	65,152	53,203
Bank balance other than Cash	1,729	404	Liabilities for current tax (net)	-	203
Other Current financial assets	4,712	4,892	Provisions	203	155
Other Current Assets	6,381	12,912	TOTAL	94,241	86,928
TOTAL (B)	104,806	99,619	Total Liabilities (D)	100,810	90,953
TOTAL ASSETS (A + B)	125,757	115,183	TOTAL EQUITY & LIABILITIES (C + D)	125,757	115,183

Contracts Portfolio & Operational Overview – FY 2023

Revenue & Collection

Particulars	FY23	FY22
Revenue		
Contracts	3.62	4.63
Manufacturing	4.24	2.54
Total	7.86	7.17
Collections		
Contracts	5.17	4.99
Manufacturing	4.59	3.10
Total	9.76	8.09

Ongoing projects location-wise (31st Mar 2023)

Location	No. of projects	Built-up area (Mn sft)
Bangalore	6	4.69
Nagpur	1	0.06
Haryana	1	0.49
Total	8	5.24



Azim Premji University Campus, Bangalore

Development of all structures across 50 acre university campus in Sarjapur, Bangalore, on initiative of Azim Premji Foundation

Total SBA of 1.4 mn sft comprising 5 Academic blocks (G+7 floors), knowledge centre (G+7), kitchen block (G+17) student hostel (in pic) (G+40 floors), seminar halls etc.

Scope includes structure, civil, finishes and electrical works



Ashoka University, Haryana

Campus spread of 25 Acres in Rajiv Gandhi Education City, Sonapat, Haryana - located off NH44, North-West outskirts of New Delhi

Works include development of 0.5 mn sft of academic blocks, residential blocks and utility blocks

Scope includes structure, civil, finishes and electrical works



Karle Hub, Bangalore

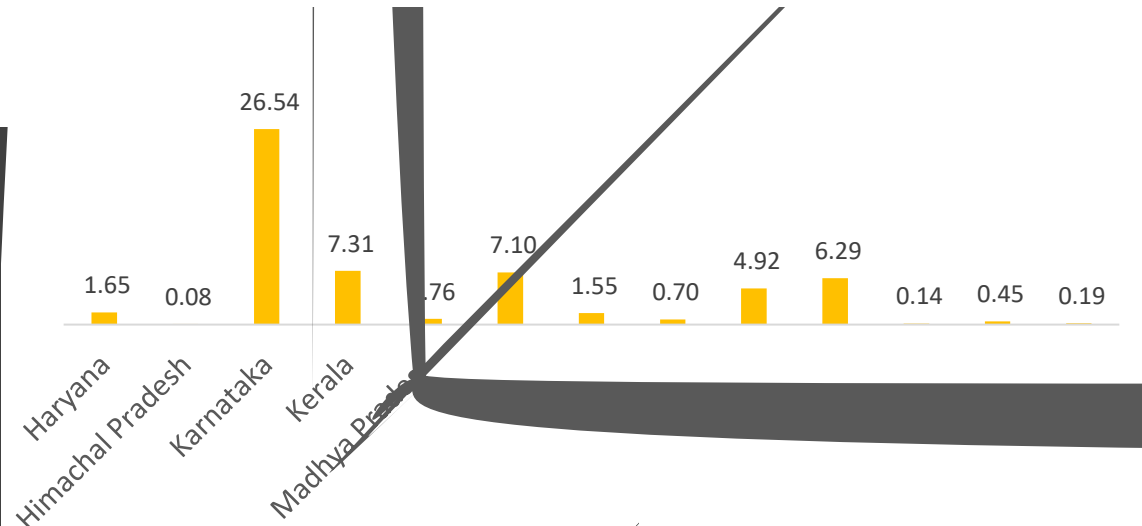
Campus spread for 20 Acres located at North Bangalore. Work includes development of 2 commercial buildings

Karle HUB 05 SEZ - 1.74 mn sft project with 5B+G+27 floors

Karle HUB (Non SEZ) – 0.8 mn sft building with 4B+G+26 floors

Scope includes structure, civil and finishing work

Contracts - Completed Projects - Region wise contribution details



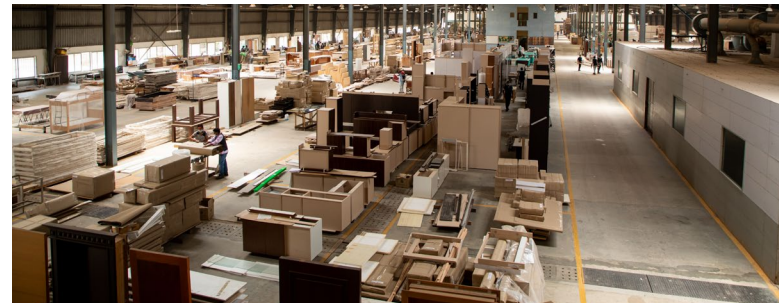
Manufacturing & Retail Performance - FY 2023

SOBHA – Only Real Estate company in India with complete vertical integration across the value chain

It supports company to take up turn-key projects and deliver world class quality in timely & efficient manner

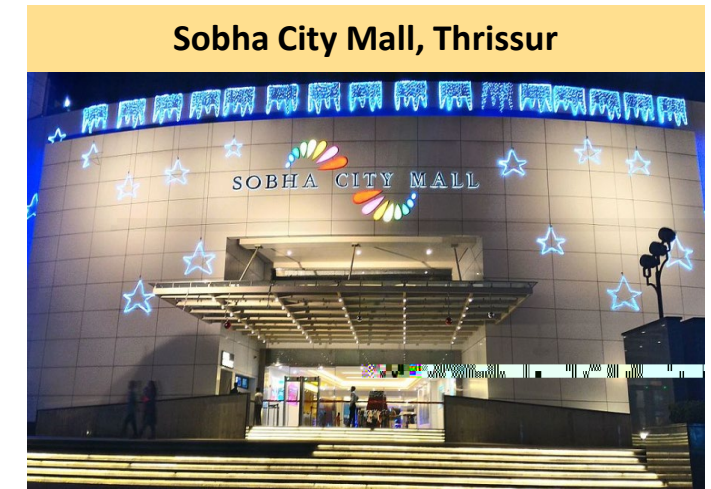
Glazing & Metal Works		Interiors, Mattresses & metercube		Concrete Products	
FY23 Turnover	Rs. 2.63 bn	FY23 Turnover	Rs. 0.96 bn	FY23 Turnover	Rs. 0.65 bn
Factory Area	0.30 Mn sft	Factory Area	0.80 Mn sft	Factory Area	0.40 Mn sft
Products Metal/Steel fabrication works Aluminum doors & windows, structures Glass works		Products 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		Products Manufacture of wide range of concrete products such as concrete blocks, pavers, kerb stones, water drainage channels, paving slabs and elite landscape products Glass Fiber Reinforced Concrete	

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



Commercial portfolio: Completed, Ongoing & Forthcoming projects

Project Name	Status	Total Leasable Area (sft)	Sobha Share Leasable area (sft)
Sobha City Mall, Thrissur	Operational	322,983	280,798
One Sobha, Bangalore	Operational	221,619	195,987
Sub Total		544,602	476,785
Sobha City, Athena, Bangalore	Ongoing	28,863	28,863
Sub Total		28,863	28,863
Sobha Townpark, Bangalore	Forthcoming	292,723	223,933
Sobha Metropolis, Thrissur	Forthcoming	27,607	27,607
International City, Gurgaon	Forthcoming	580,030	580,030
Sector 106, Gurgaon	Forthcoming	180,000	180,000
Sub Total		1,080,360	1,011,570
Grand Total		1,653,825	1,517,218



Real Estate - Projects portfolio – Completed, Ongoing & Forthcoming

Total Developable / Leasable area and Saleable area (Mn sft)

Region	Completed		Ongoing		Forthcoming
	Developable Area	Saleable Built-up Area	Developable Area	Saleable Built-up Area	
Bangalore*	57.43	41.46	17.19	11.71	6.81
Gurgaon	2.38	2.01	3.91	2.61	5.08
Kerala*	3.09	2.47	5.78	3.82	1.41
GIFT CITY	-	-	1.23	0.84	0.77
Tamil Nadu*	6.24	5.45	0.75	0.49	0.31
Hyderabad	-	-	0.80	0.65	-
Pune	1.20	0.88	0.94	0.64	-
Total	70.33	52.28	30.60	20.75	14.38

Note:

Real Estate product mix includes Multi Storied Apartments, Row Houses, Villas, Plotted Developments & Club House Facilities etc.

Developed / Developable area includes super built-up area (SBA) / saleable area to the customer plus common area, car parking area, service area, storage area, internal roads and common amenities.

Forthcoming projects include opportunities which are at various stages from Concept design to Approvals.

New Projects Launched in FY 2023

3.96 mn sft of new residential projects launched in FY 2023, of which 1.06 mn sft was launched in Q4

Project	Location	Launch Period	Product Type	Configuration	SBA
Sobha Sentosa	Bangalore	Q1-23	Apartments	3 BHK , 3.5 BHK & 4 BHK	779,066
Sobha Royal Crest	Bangalore	Q1-23	Apartments	3BHK & 4 BHK	654,429
Sobha Victoria Park 1	Bangalore	Q1-23	Apartments	2 BHK	538,026
Sobha Victoria Park 2	Bangalore	Q1-23	Row houses	3BHK	50,425
Sobha Insignia	Bangalore	Q2-23	Apartments	3 BHK , 3.5 BHK & 4 BHK	80,251
Sobha Town Park – Brooklyn Towers	Bangalore	Q2-23	Apartments	1 BHK , 2 BHK, 2.5 BHK, 3BHK, 3.5 BHK & 4 BHK	604,222
Sobha Oakshire	Bangalore	Q4-23	Row houses	4BHK	96,435
Sobha Galera	Bangalore	Q4-23	Row houses	4 BHK Triplex & Duplex	131,101
Sobha Meadows - Whispering Hill	Trivandrum	Q2-23	Apartments	3BHK & 4 BHK	196,420
Sobha Waterfront	Hyderabad	Q4-23	Apartments	3 BHK, 3.5 BHK & 4 BHK	335,218

1.06 mn sft launched during Q4 FY 2023 including SOBHA's first project in Hyderabad



SOBHA Galera, Bangalore

- Located before Hoskote, off Old Madras Road
- Total SBA of 131,101 sft.
- Comprises of 40 rowhouses with G+1 (Duplex, 32 nos.) and G+2 (Triplex, 8 nos.)
- Unit size ranges from 3,009 sft to 4,341 sft



SOBHA Oakshire, Bangalore

- Located near Bangalore Airport, next to SOBHA Lifestyle villa project
- Total SBA of 275,486 sft.
- Comprises of 80 rowhouses 4 BR in G+1 configuration
- Unit size ranges from 3,477 sft to 3,467 sft



SOBHA Waterfront , Hyderabad

Luxury project located in heart of Hyderabad, overlooking famous Hussain Sagar lake. It comprises of 238 units of total SBA of 654,661 sft. There are 4 towers with 3/4 BR apartments ranging from 1,948 sft to 3,287 sft

Projects completed in Q4 and FY 2023

2,326 homes (3.97 mn sft) delivered in FY 2023, out of which 1,080 homes (1.68 mn sft) were completed in Q4-FY23

Project	Location	Product Type	No. of units	SBA (sft)
Sobha HRC Pristine	Bangalore	Apartments	381	758,831
Sobha Dream Acres – Tropical Greens	Bangalore	Apartments	711	783,249
Sobha Arena – Pebble Court	Bangalore	Apartments	136	258,910
Sobha City Gurgaon	NCR	Apartments	240	476,908
Sobha Dream Garden	Bangalore	Apartments	91	95,762
Sobha Forest Edge	Bangalore	Apartments	217	450,632
Sobha Lake Gardens	Bangalore	Apartments	151	231,904
Sobha Royal Pavillion	Bangalore	Apartments	151	248,731
International City Gurgaon	NCR	Villas	17	194,406
Sobha Gardenia	Chennai	Villas	65	141,855
Sobha HRC Pristine – Rowhouse	Bangalore	Row Houses	14	40,345
Sobha Lifestyle	Bangalore	Villas	8	62,009
Sobha Blossom	Chennai	Plots	118	183,612
Sobha Bela Encosta	Calicut	Villas	3	13,757
Sobha Silver Estate	Thrissur	Villas	6	19,312
Sobha West Hill	Coimbatore	Villas	2	5,816

Completed Residential Projects during Q4 FY 2023

**SOBHA Dream Acres – Tropical Green Wing 25
Bangalore**



Wing 25 comprising of 1 tower of G+14 floors
Total SBA completed in Q4-FY23 – 117,350 sft (117 units)

**SOBHA Dream Acres – Tropical Green Wing 34
Bangalore**



Wing 34 comprising 1 Tower of G+14 floors
Total SBA completed in Q4-FY23 – 140,508 sft (117 units)

**SOBHA Dream Garden – Wing 6A
Bangalore**



Wing 6A comprising of 1 tower G+23 floors
Total SBA completed in Q4-FY23 – 95,762 sft (91 units)

Completed Residential Projects during Q4 FY 2023...continued

**SOBHA Forest Edge Block 1
Bangalore**



Block 1 comprising 1 Tower of G+24 floors
Total SBA completed in Q4-FY23 – 158,395 sft (72 Units)

**International City Phase 2
NCR**



10 Villas completed in Q4-FY23. Total 71 Villas completed till date.
Total SBA completed in Q4-FY23 – 58,580 sft

**SOBHA Royal Pavilion – Wing 6,7
Bangalore**



Wing 6 & Wing 7 - comprising 2 towers with G+18 floors
Total SBA completed in Q4-FY23 – 248,731 sft (151 units)

Completed Residential Projects during Q4 FY 2023...continued

**SOBHA Arena – Pebble Court – Wing 2
Bangalore**



Wing 2 comprising 1 Tower of G+17 floors
Total SBA completed in Q4-FY23 – 129,245 sft (68 Units)

**SOBHA HRC Pristine Block 1– Wing 1 & 2
Bangalore**



Wing 1 & 2 comprising of G+19 floors
Total SBA completed in Q4-FY23 – 296,251 sft (155 Units)

**SOBHA Silver Estate
Thrissur**



Villa completed in Q4 is 3 Nos and total completed villas are 6 Nos
Total SBA completed in Q4-FY23 – 9,630 sft

Ongoing Residential Projects

SOBHA Lake Gardens - Bangalore



Development details

8 Towers of G+13/18 floors with 597 units (1/2/2.5/3BHK)

Total SBA of 888,943 sft

SOBHA Royal Pavilion - Bangalore



Development details

16 towers of G+18 floors with 1,133 units (2/3/4 BHK)

Total SBA of 19,76,359 sft

SOBHA City Gurgaon - NCR



Development details

14 towers of G+18/24 floors with 1,068 units (2/3/4 BHK)

Total SBA of 2,317,287 sft

Shot at project sites

Ongoing Residential Projects...continued

SOBHA Victoria Park - Bangalore



Development details

Phase I - 5 Towers of G+9 floors with 300 units & SBA of 538,026 sft
Phase II - 19 Row Houses and Phase 2 of 50,425 sft

SOBHA Sentosa - Bangalore



Development details

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

SOBHA Brooklyn Towers - Bangalore



Development details

5 Phase 5 towers of G+33 floors with 657 (1/2/3/3.5/4 BHK)
SBA of 1,002,664 sft

Ongoing Residential Projects continued

SOBHA Marina One - Kochi



Development details

8 Wing with G+25/27/28 floors with 779 units (2.5/3/3.5/4 BHK)
Total SBA of 2,282,782 sft

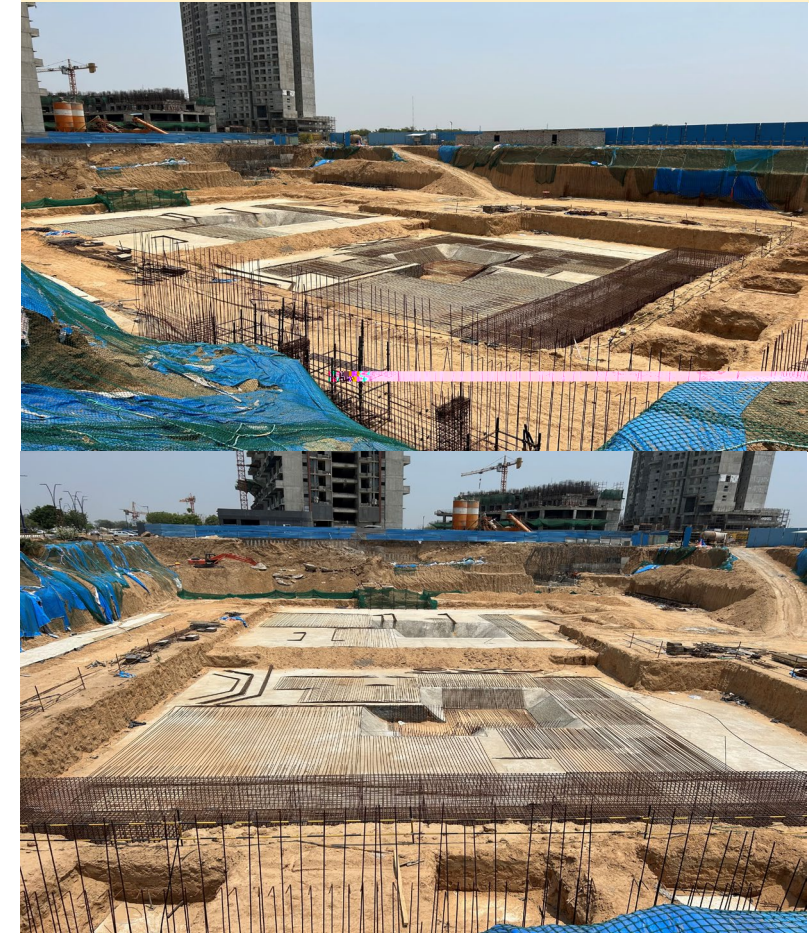
SOBHA Meadows Whispering Hills - Trivandrum



Development details

2 Blocks of G+12 floors with 98 units (3 BHK)
Total SBA of 200,657 sft

SOBHA Avalon - Gift City



Development details

2 Towers of G+27 floors with 268 units (1/1.5/2/3 BHK)
Total SBA of 320,667 sft

Shot at project sites

Ongoing Residential Projects...continued

SOBHA Arbor - Chennai



Development details

7 Wing of G+5 floors with 163 units (3/34 BHK)
Total SBA of 286,689 sft

SOBHA Metropolis - Thrissur



Development details

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

SOBHA Westhill Part C - Coimbatore



Development details

6 villas of G+1 floors with (3/4 BHK)
Total SBA of 17,488 sft

Shot at project sites

SOBHA Dream Acres – fully released and approaching sales completion

Developable area launched till Mar 2023	8.17	SBA launched for sale as on 31 st Mar 2023	6.50
		SBA released in Q4-FY23	0.35
Developable area completed till Mar 2023	6.53	SBA sold till 31 st Mar 2023	6.23

Area in mn sft

Dream Acres-Tropical Greens Wing 57 & 58



Dream Acres-Tropical Greens Wing 32 & 33



Board of Directors



Ravi PNC Menon, Chairman

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



Jagadish Nangineni, Managing Director

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



Anup Shah, Independent Director

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



R.V.S. Rao, Independent Director

50+ years of experience in banking and finance
Bachelor's degree in Commerce from Mysore University and a Bachelor's degree in Law from Bangalore University institutions



Srivathsala K Nandagopal, Independent Director

Serial entrepreneur, Founder of 4 companies with businesses spanning Angel Investing, Financial planning for HNIs and Strategic Business advisory
Certified Financial Planner from ICAI incl. Masters in Commerce from Bangalore University



Raman Mangalorkar, Independent Director

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

Thank you



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