



For immediate publication

OPERATIONAL EXCELLENCE AND STEADY SALES SUSTAINS SOBHA LTD. PERFORMANCE

Bengaluru, May 20, 2022

SOBHA Limited today announced its audited financial results for the 4th quarter and Financial Year ended 2021-22.

- Highest ever quarterly cash inflow of Rs. 12.91 billion, up by 32% from Q4-21 & 22% from Q3-22
- Real Estate cash inflow at a peak of Rs 10.60 billion, up by 48% from Q4-21 & 26% from Q3-22
- Realized highest ever quarterly sales value of Rs. 11.10 billion with a sales volume of 1.34 mn sq ft.
- Total Revenue stood at 7.60 billion, up by 34% from Q4-21
- PAT at Rs. 0.26 billion, up by 40% from Q4-21
- Net Debt reduced by Rs. 3.17 billion in Q4-22, bringing down net debt to equity to 0.93

SOBHA delivered a solid quarter and year with robust operational cashflow that enabled debt reduction with highest ever sales and cash inflow in a quarter ever. The company's relentless focus on operations, increased delivery and strong real estate sales have contributed significantly to the performance.

The financial year started with pandemic induced lockdown and the third wave hitting in Q4 causing uncertainty in the business environment, while the government implemented controls to limit the spread of the pandemic. Businesses opened up rather quickly with the housing sector recovering to normalcy, steadily towards Q3. This trend continued into Q4, backed by robust demand for housing that helped SOBHA Ltd. record one of its strongest quarterly performances.

The company's focus on execution, improved delivery and strong real estate sales also significantly contributed to its performance. The company achieved its **highest ever sales volume in FY'22 at 4.91 Mn sq ft**, which is ~22% higher than its sales volume in pre-pandemic FY'19 as well as FY'21.

SOBHA Ltd. continues its focus on relevant product offering, best-in-class construction quality and timebound execution. As always, the company endeavours to delight home buyers and exceed their expectations, which has earned SOBHA Ltd. the recognition and reputation of delivering best quality homes in the market. To boost operational efficiency and agility, the company is enhancing its focus on digitalizing its processes. The company's self-reliant 'Backward integration' model continues to help deliver products on time and quality, while enhancing its execution capabilities and ability to address future growth opportunities.

Speaking on the occasion, Mr. Jagadish Nangineni, Managing Director, SOBHA Limited said, "We registered some of our best quarter figures during the year on the back of improved operations and steady sales with positive customer sentiment that resonated throughout the year. Our consistent performance during the year goes on to showcase customers' confidence in our products and services. We will continue to focus on our disciplined growth strategy in all verticals of our business. SOBHA will prioritize operational excellence and cashflow, as it embarks on the next growth cycle in the real estate



sector. The self-reliant business model with an integrated 'design to delivery' ecosystem, prudent capital allocation, strong brand equity built on years of customer trust will be the foundation for remaining competitive and sustaining the growth momentum."

Exceptional Execution: SOBHA's superior execution capability is its core strength. The company currently has ongoing real estate projects aggregating to 29.33 million square feet of developable area and 19.16 million square feet of saleable area, and ongoing contractual projects aggregating to 3.29 million square feet under various stages of construction. As on 31st March 2022, the company has delivered about 120.08 million square feet of developable area. The company has a real estate presence in 10 cities, viz. Bengaluru, Gurugram, Chennai, Pune, Coimbatore, Thrissur, Kozhikode, Kochi, Gujarat (Gift City) and Mysore. Overall, SOBHA has footprint in 27 cities in 14 states across India.

About SOBHA Limited: Founded in 1995, SOBHA Limited is one of the fastest growing and backward integrated real estate brands in the country. The SOBHA DNA hinges on customer-centricity built on a foundation of strong values of trust and transparency. The unwavering commitment to continually raising and bettering quality standards through relentless execution and technology adaptation have helped deliver over 120 million square feet of developable area across residential, commercial, and contractual projects. The company lays strong emphasis on sustainability and highest safety standards and epitomizes 'Passion at work', engrained in each of the 3000 plus strong Sobhaites across its offices and 4 manufacturing units.

<https://www.sobha.com/investor-relations-investor-presentation.php>

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