



PASSION AT WORK

Press Release
For immediate publication

Sobha reports best quarter ever in Q2 FY 12-13

Key highlights

- **Crossed Rs. 10 billion of new sales in H1-13, a new milestone**
- **Targeted sales value of Rs. 20 billion for FY 12-13**
- **Registers highest-ever new sales value of Rs. 5.27 billion during Q2-13, up 8.6% YoY**
- **Registers new sales volume of 0.95 million sq. ft., marginally up 1% YoY – highest-ever new space sold during a quarter**
- **Achieved average price realisation of Rs. 5,575 per square feet, up 7.5% YoY**
- **Revenues at Rs. 4.16 billion on a consolidated basis, up 40% YoY**
- **EBITDA at Rs.1.30 billion, up 31% YoY**
- **PBT at Rs. 714 million, up 29 % YoY**
- **PAT at Rs. 500 million, up 47 % YoY**
- **Completed 6 projects measuring 0.77 million sq. ft.**
- **Conferred with 17 prestigious awards**

Bangalore, November 2, 2012

Realty major Sobha Developers Ltd., on a consolidated basis, has registered a turnover of Rs. 4.16 billion for the second Quarter of FY 12-13, which ended on September 30, 2012. The EBITDA stood at Rs. 1.30 billion. The profit before tax stood at Rs. 714 million, and the profit after tax came at Rs. 500 million on a consolidated basis. The revenue has increased by 40%, EBITDA has increased by 31% and the PBT and the PAT have also increased by 29% and 47% respectively, YoY.

During the quarter of the fiscal, Sobha sold 0.95 million sq. ft. of new space valued at Rs. 5.27 billion at an average price realisation of Rs. 5,575 per sq. ft. This has been the best quarter in terms of new sales in the history of the Company.

The average sales price realisation has also improved to Rs. 5,575 per sq. ft. as compared to Rs. 5,188 per sq. ft. in the year-ago period.

During the quarter, Sobha successfully launched two new projects, Sobha Morzaria Grandeur in Bangalore and Sobha Jade in Thrissur, Kerala, with a total built-up area of 8,68,578 sq. ft.

Commenting on the current market scenario, **Mr. J.C. Sharma, Vice Chairman & Managing Director, Sobha Developers Limited**, said, "The current situation is promising as banks have slashed their home loan charges and are offering competitive interest rates. The pre-payment charges have also been abolished and there is increased affordability now. We believe that the industry is emerging from the recessionary impact and moving towards consolidations and improvement in volumes. As far as Sobha is concerned, we have already achieved more than Rs. 10 billion of new sales. We remain bullish about our growth in the next six months."

"On the contractual side, we have completed and handed over projects measuring 0.71 million sq. ft. during the second quarter of FY 12-13. We have a clear visibility for the next three years and we hope to have a steady income from this vertical as well," added Mr. Sharma.

The improving cash flows have prompted the Company to look for new opportunities in its existing locations. The Company, however, is also committed to work within the debt-equity ratio of 0.5 to 0.6.

Impeccable Execution

Sobha's superior quality execution capability is its core strength. As of September 30, 2012, in the past 17 years since its inception, Sobha has completed 81 real estate projects and 221 contractual projects covering about 53.73 million sq. ft.

The Company currently has 39 ongoing residential projects aggregating to 24.54 million sq. ft. of developable area and 17.35 million sq. ft. of super built-up area, and 41 ongoing contractual projects aggregating to 9.93 million sq. ft. under various stages of construction.

Sobha has made a footprint in 22 cities and 13 states across India.

Recognition & Awards

This quarter brought us a lot of recognition too. We were the proud recipients of 17 awards from 6 different institutions of repute.

Sobha's Chairman Emeritus, Mr. P.N.C. Menon was honoured with the 'Real Estate Developer of the Year (Editorial Choice)' award by Construction Week India.

Our Chairman, Mr. Ravi Menon, was bestowed with 'Young Achiever's Award' by SiliconIndia for demonstrating excellence and good leadership within a short period of time. He also bagged the 'Young Icon of the Year' title at the seventh edition of the Building Industry Leadership Awards 2012.

Mr. J.C. Sharma, our Vice Chairman and Managing Director, was chosen as Asia's Best CEO for 2012 in the Property category by Institutional Investor magazine. The magazine also selected Sobha as Asia's Best Investor Relations Company in the same category.

Sobha's projects were admired and recognised too. Sobha Topaz won the 'Runner-up' title for the 'High-rise Project of the Year' at the Construction Week India 2012 awards. Sobha Petunia was honoured with the 'Luxury Project of the Year' award by SiliconIndia and Sobha Adamus won the 'Best Individual Dwelling Residential Row House' in the 'Metro category' at the CREDAI 2012 Awards.

Sobha Developers Ltd. for the third consecutive year has won prestigious LACP (League of American Communication Professionals) awards for its Annual Report for FY 11-12, which was titled '**Embracing New Markets**'. The five awards it bagged were: Top 100 Annual Reports Worldwide Of 2011, Top 10 Indian Annual Reports Of 2011 (Ranking at No. 2), Gold Award for Excellence Within The Industry, Best Annual Report Financials – Silver (Asia-Pacific Region) and Top 50 Annual Reports In The Asia-Pacific Region.

Public Relations Society of India (PRSI), one of the apex bodies of Public Relations professionals in India, honoured Sobha with four awards at the 2012 PRSI awards. They include first prize for 'Social Media' and three second prizes for 'Best In-house Journal', 'Best Special/Prestige Publication' and 'Best Public Relations in Action' respectively.

About Sobha Developers Ltd.:

Founded in 1995, Sobha Developers Ltd., a Rs. 15 Billion company, is one of the fastest growing and only backward integrated real estate players in the country. It means the Company has all the key competencies and in-house resources to deliver a project from its conceptualisation to completion.

Sobha is primarily focused on residential and contractual projects. The Company's residential projects include presidential apartments, villas, row houses, luxury, super luxury & moderately priced apartments and plotted development. In all its residential projects the Company lays strong emphasis on environmental management, water harvesting and high safety standards.

On the contractual side, the Company has constructed a variety of structures for corporates including offices, convention centres, software development blocks, multiplex theatres, hostel facilities, guest houses, food courts, restaurants, research centres, and club houses.

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