INVESTOR PRESENTATION
June 2020

STEADY PERFORMANCE IN COVID TIMES

- Q1-21 performance needs to be evaluated in view of complete lockdown caused by COVID-19 across country for almost 2 months which has impacted our financial and operational performance.
- Despite lockdown, subdued demand outlook, significant slowdown in construction activities, we were able to achieve presales volume of 0.65 mn sft valued at Rs 4.88 billion.
- The level of enquiries from customers are now almost back to pre-COVID levels.
- Focus on efficient cash flow management is helping us to sail through these uncertain COVID times. The same is reflected in our Q1-21 cash flow performance.
- Average interest cost of borrowing continues to decline for the second successive quarter and is expected to decline further.
- We expect that due to COVID, construction activities will be impacted at the site which may delay revenue recognition. However, this is only an accounting aspect in the near term. In the long run, once the revenue of the projects is recognized upon completion, the same will be neutralized.
- We continue to enjoy sufficient liquidity from banks/FI and with sufficient undrawn bank limits, we will be able to meet our obligations.
- Operational performance during the remaining 9 months of FY-21 is expected to be better as compared to Q1-21.

SOBHA's RESPONSE TO COVID PANDEMIC

✓	Vigilance officers, Medical officers and non technical assistants at site at all times.
✓	Working closely with Police, NGOs and concerned Government agencies to contain the spread of deadly Virus.
✓	Providing timely ration and other essential services for over 15,000 workers across our project sites.
✓	Transportation arrangements for the migrant labor to return to the metros and project sites.

- **KEY HIGHLIGHTS**
  - **(a) Financial Highlights**
  - **(b) Operational Highlights**
- **FINANCIAL UPDATE**
- **OPERATIONAL UPDATE**
- **ANNEXURES**

KEY FINANCIAL HIGHLIGHTS: Q1 FY 2020-21

Total Income
Rs 3.59 billion

Real Estate Revenue
Rs 2.23 billion

Contractual and Manufacturing Revenue: Rs 1.27 billion

EBITDA: Rs 1.09 billion
EBITDA Margin: 30%

Profit Before Tax
Rs 0.05 billion

Profit After Tax
Rs 0.07 billion

KEY OPERATIONAL HIGHLIGHTS: Q1 FY 2020-21

Pre Sales Volume
650,400 Sqft

Sales Value
Rs 4.88 billion

Total Cash Inflow
Rs 5.47 billion

Real Estate Cash Inflow
Rs 3.36 billion

Contractual and Manufacturing Cash Inflow: Rs 2.11 billion

Net Operational Cash flow
Rs 0.93 billion

- KEY HIGHLIGHTS
    - (a) Financial Highlights
    - (b) Operational Highlights
- **FINANCIAL UPDATE**
- OPERATIONAL UPDATE
- ANNEXURES

CASH FLOW STATEMENT

Amount Rs.in Millions

PARTICULARS	Q1-21	Q1-20	Q4-20	FY-20
Operational cash inflows				
Real Estate Operations	3,359	6,105	6,001	23,642
Contractual & Manufacturing	2,107	2,799	3,451	12,829
Total Operational cash inflow –(A)	**5,466**	**8,904**	**9,452**	**36,471**
Operational cash outflows				
Real Estate project expenses	1,725	4,310	2,571	14,803
Joint Development Partner Payments	366	897	1,254	3,855
Contracts and Manufacturing expenses	1,777	2,831	2,482	11,747
Statutory Dues	139	45	215	362
Corpus Repayment	39	22	45	103
Central Over Heads	366	519	556	2,102
Advertising & Marketing expenses	127	225	188	805
Total Operational cash outflow- (B)	**4,539**	**8,849**	**7,311**	**33,777**
Net Operational Cash flow : (C=A-B)	**927**	**55**	**2,141**	**2,694**

CASH FLOW STATEMENT (Contd)

Amount Rs.in Millions

PARTICULARS	Q1-21	Q1-20	Q4-20	FY-20
Financial Outflows				
Finance Cost (Actual outflow)	379	722	924	3,399
Income Tax	42	112	75	393
Total Financial Outflows (D)	**421**	**834**	**999**	**3,792**
Net Cash flow after Financial Outflow : (E=C-D)	**506**	**(779)**	**1,142**	**(1,098)**
Capital Outflows				
Land Payments	-	1,537	328	2,641
Dividend including tax	-	-	-	800
Donation / CSR Contribution	18	78	33	197
Capex – General	-	84	70	376
Capex – Commercial Real Estate	2	703	4	781
Total Capital Outflow (F)	**20**	**2,402**	**435**	**4,795**
Total Cash Inflow : (A)	**5,466**	**8,904**	**9,452**	**36,471**
Total Cash Outflow : (G =B+D+F)	**4,980**	**12,085**	**8,745**	**42,364**
Net Cash flow (A - G)	**486**	**(3,181)**	**707**	**(5,893)**
COVID Moratorium Interest availed for Q1-21	**474**	**-**	**-**	**-**

REAL ESTATE PROJECTS: PROJECTED CASH FLOW

Particulars	Completed	Ongoing - Area offered for sale	Ongoing - Area not offered for sale	Total	UOM
Total Saleable area	20.76	18.77	8.04	47.57	Mn. sqft
Sobha Share of Saleable area	19.42	17.34	7.20	43.96	Mn. sqft
Total area sold till 30th June 2020 net of probable cancellations	18.95	9.73	-	28.68	Mn. sqft
Unsold area as on 30th June 2020	0.47	7.61	7.20	15.28	Mn. sqft
Balance construction cost to be spent to complete the entire developments	-	40.58	27.22	67.80	Rs. Bn
Outstanding receivables + Balance to be billed and collected on sold units considering Potential cancellations	0.36	31.49	-	31.85	Rs. Bn
Sales value of unsold stock	2.56	54.38	53.47	110.41	Rs. Bn
Cumulative Cash flow available (+ve)	2.92	45.29	26.25	74.46	Rs. Bn

Highlights:

1. Unsold completed inventory stands at 0.47 million square feet, which will probably be the lowest in the real estate industry.

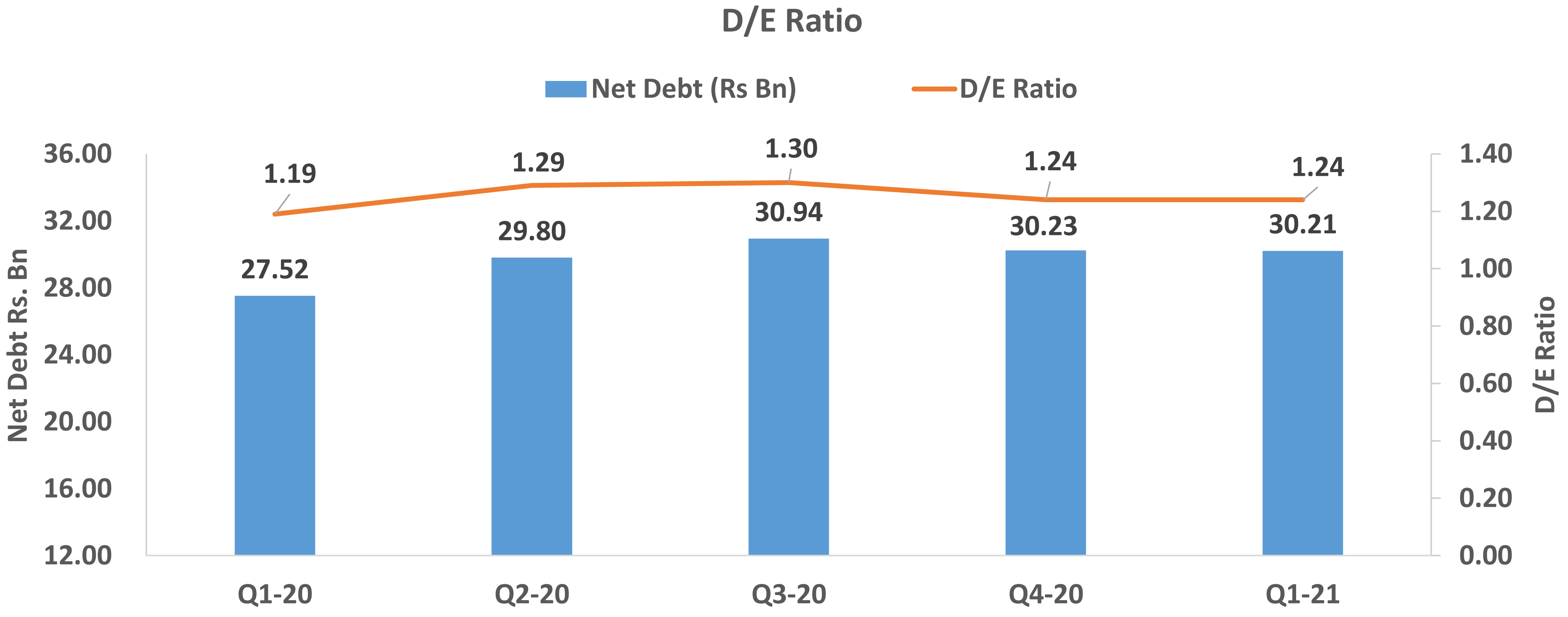
2. Balance receivable from sold ongoing project inventory and completed projects stands at Rs. 31.85 billion which covers 78% of the balance project cost to be spent for completing the projects.

^Unsold area sale value is based on current selling price in respective projects.

MOVEMENT of DEBT

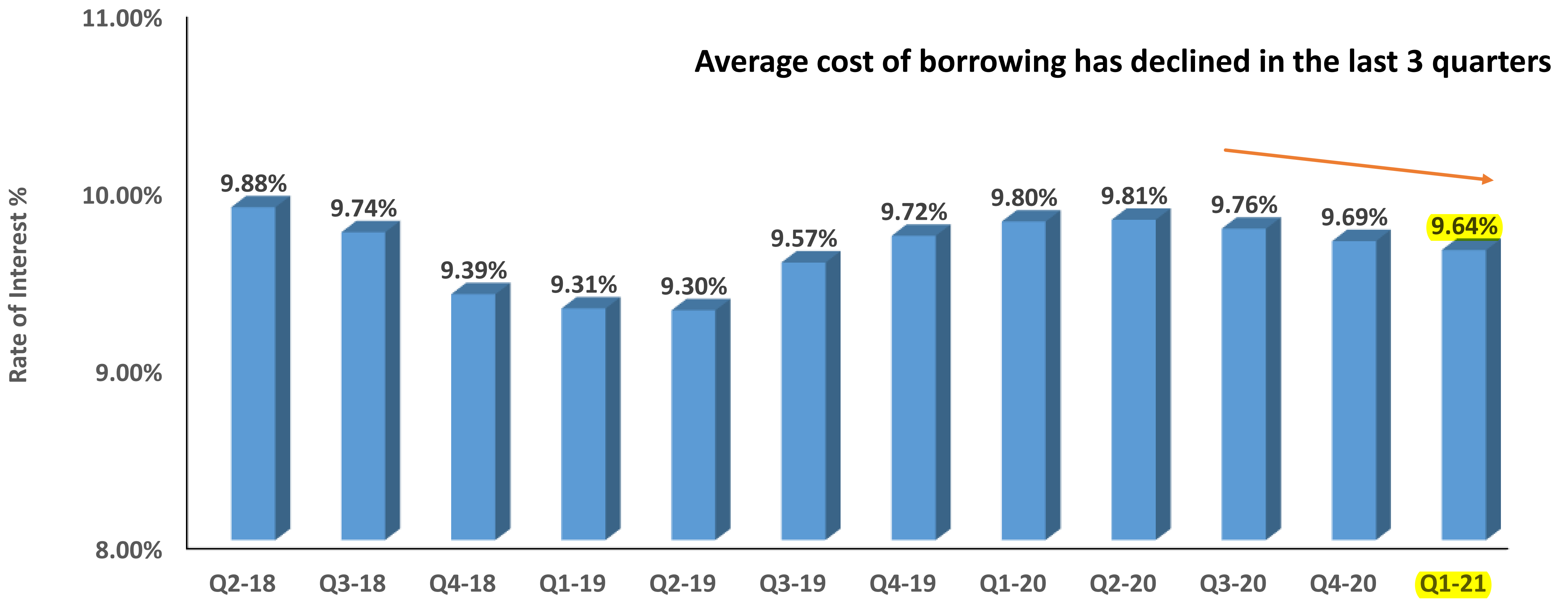
Amount Rs.in Billions

Particulars	30th Jun-20	31st Mar-20	31st Dec-19	30th Sept-19	30th Jun-19
Gross Debt	31.25	31.18	32.08	30.52	28.20
Less: Cash & Cash Equivalents	1.04	0.95	1.14	0.71	0.68
Net Debt	**30.21**	**30.23**	**30.94**	**29.80**	**27.52**



* Gross debt as on 30th June 2020, includes Covid Moratorium Interest availed to the tune of Rs 474 mn for Q1-21

BORROWING COST



Finance Cost(Gross)										Rs. In Million	
Q1-21	Q4-20	Q3-20	Q2-20	Q1-20	Q4-19	Q3-19	Q2-19	Q1-19	Q4-18	Q3-18	Q2-18
848	840	818	855	840	758	716	719	713	706	716	655

- KEY HIGHLIGHTS
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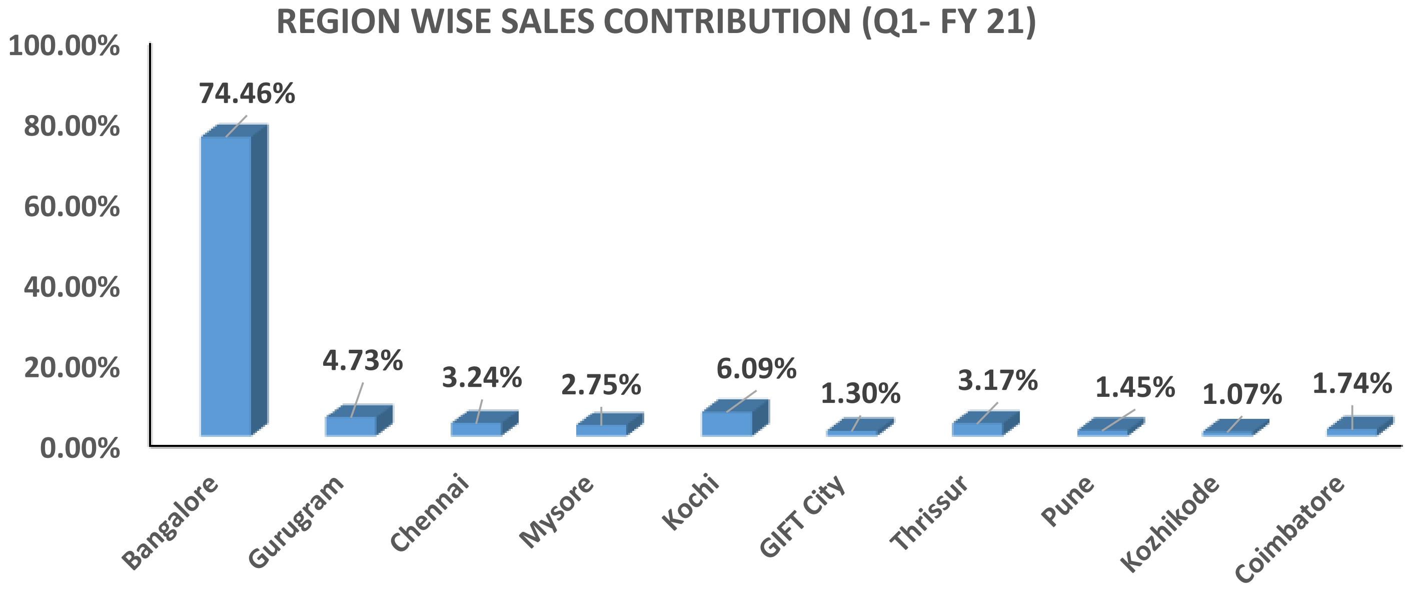
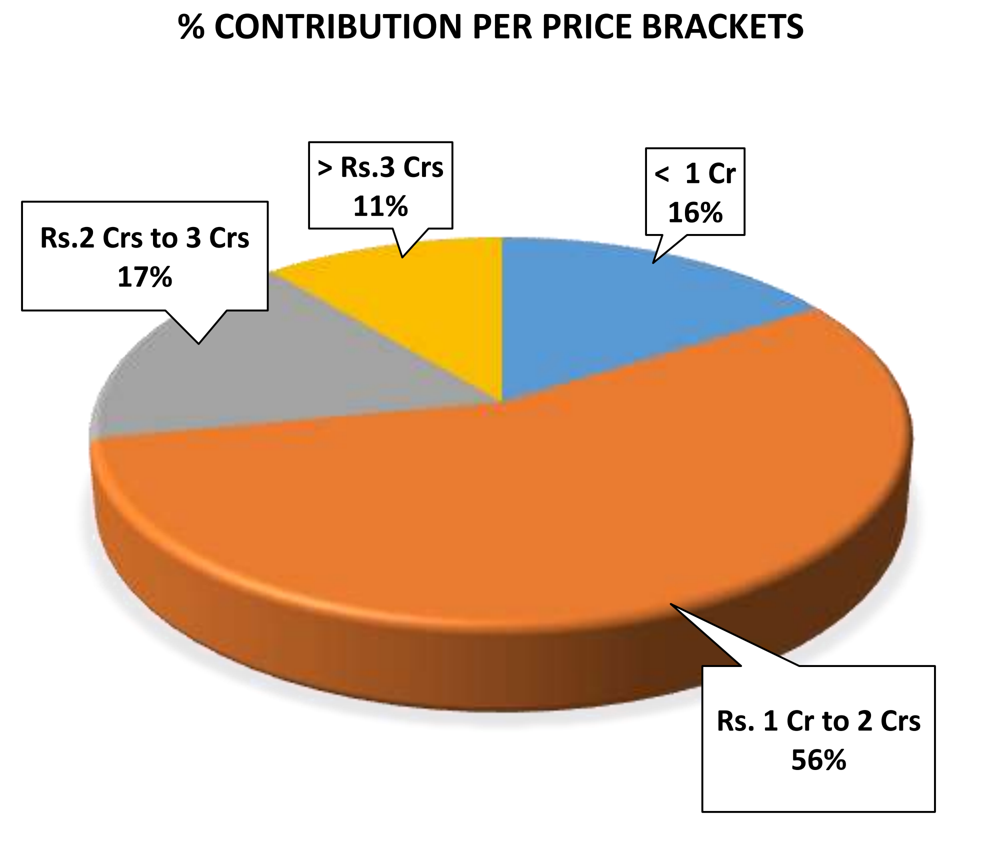
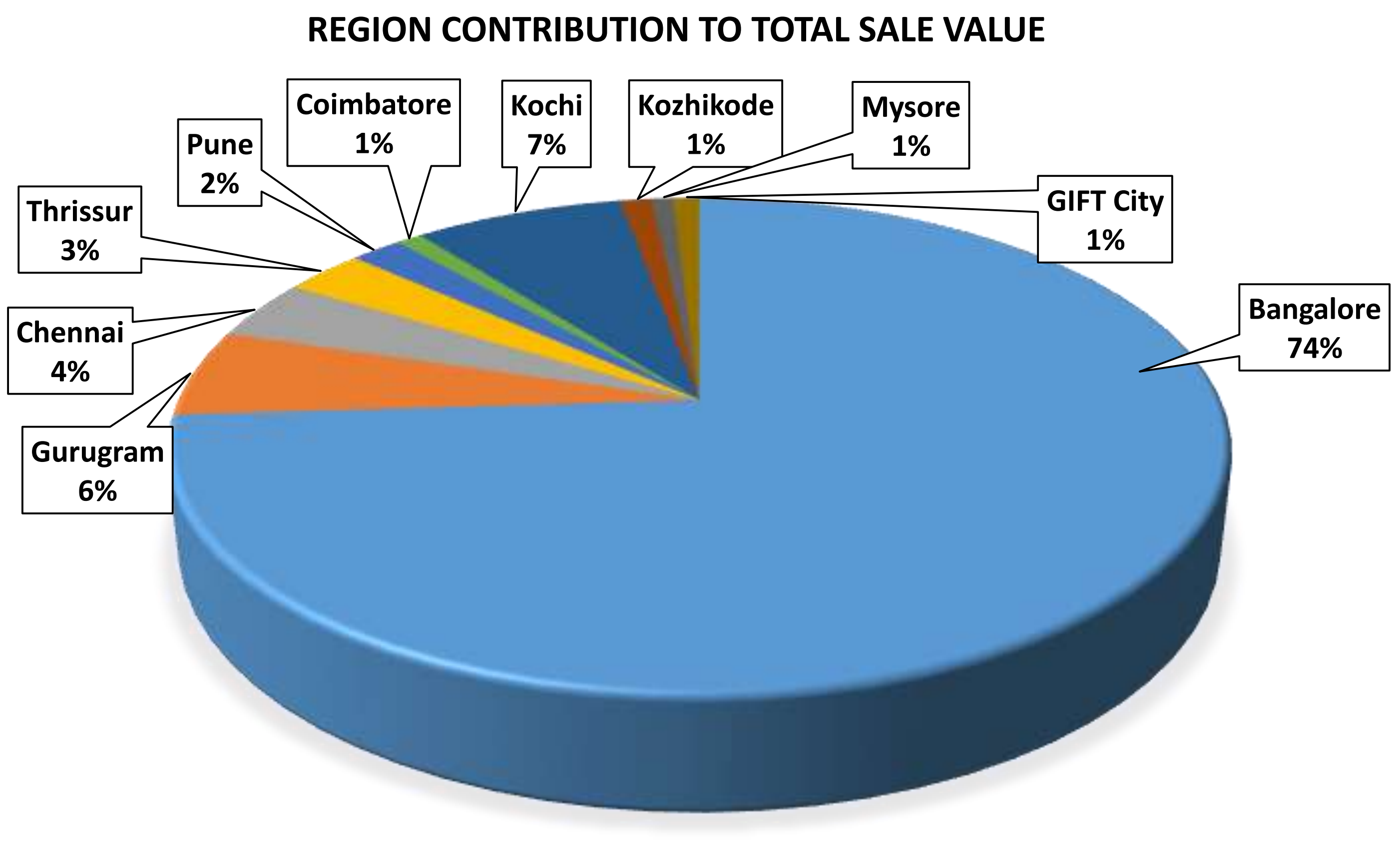
SALES PERFORMANCE: Q1 FY 2020-21

Q1 - FY 21					
Region	Area Sold in Sq Feet	Total Sale Value in Rs Mns	Sobha Share of Sale Value in Rs Mns	Total Average Price Realization Rs / Sq Feet	Area Sold (region wise contribution)
Bangalore	484,278	3,610	2,953	7,454	74.46%
Gurugram	30,745	277	187	9,019	4.73%
Chennai	21,049	193	193	9,169	3.24%
Mysore	17,903	38	33	2,129	2.75%
Kochi	39,622	374	204	9,428	6.09%
GIFT City	8,438	47	47	5,614	1.30%
Thrissur	20,630	144	144	6,968	3.17%
Pune	9,440	92	92	9,695	1.45%
Kozhikode	6,960	56	46	8,039	1.07%
Coimbatore	11,335	46	32	4,092	1.74%
Total	650,400	4,877	3,931	7,498	100%



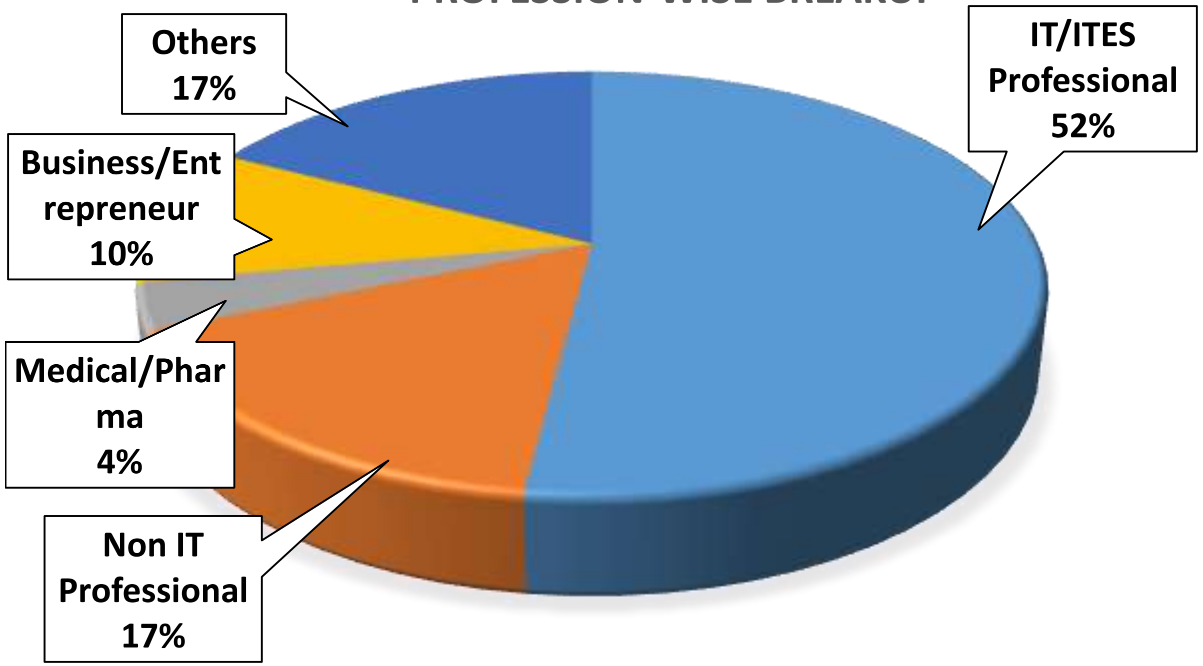
SALES VALUE PERFORMANCE Q1 FY 2020-21 (Price Band and Region category)



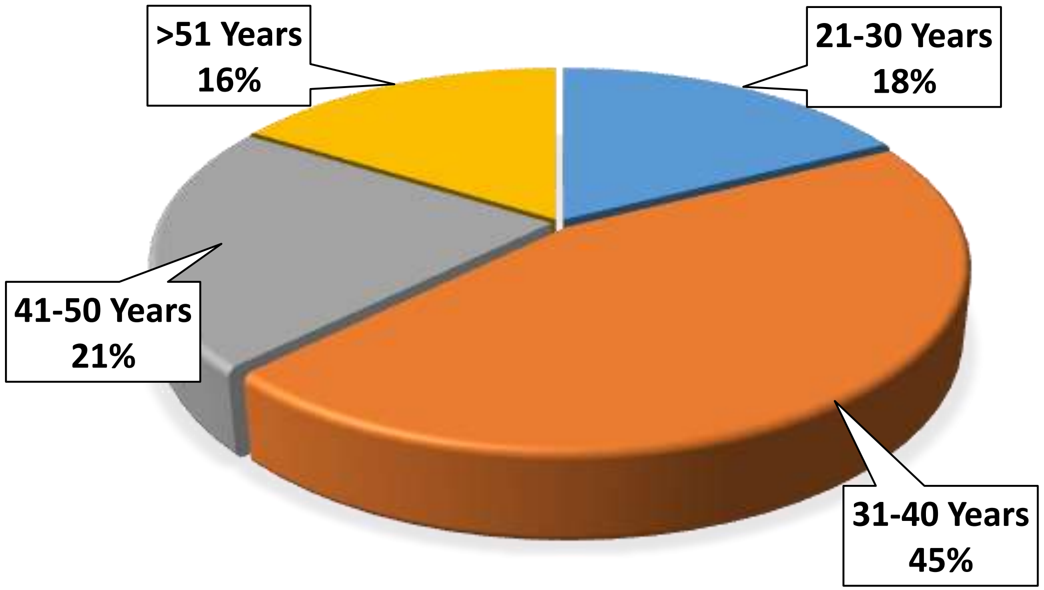


BUYER PROFILE: 12 Months Rolling

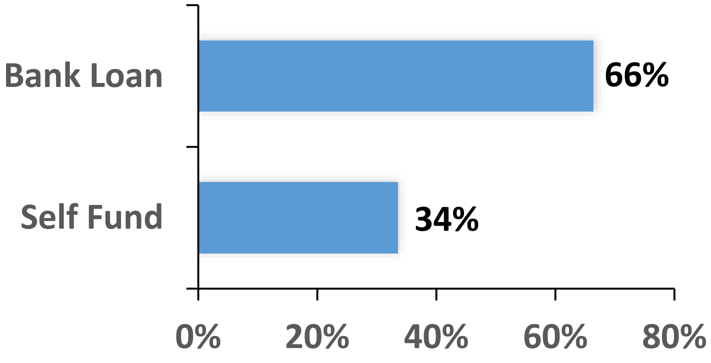
PROFESSION-WISE BREAKUP



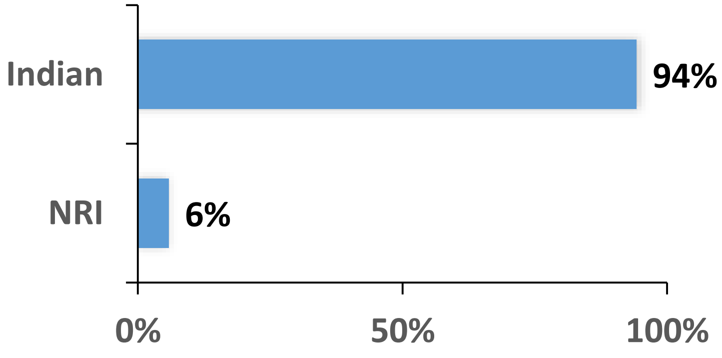
BUYERS AGE-WISE BREAKUP



FUNDING STATUS

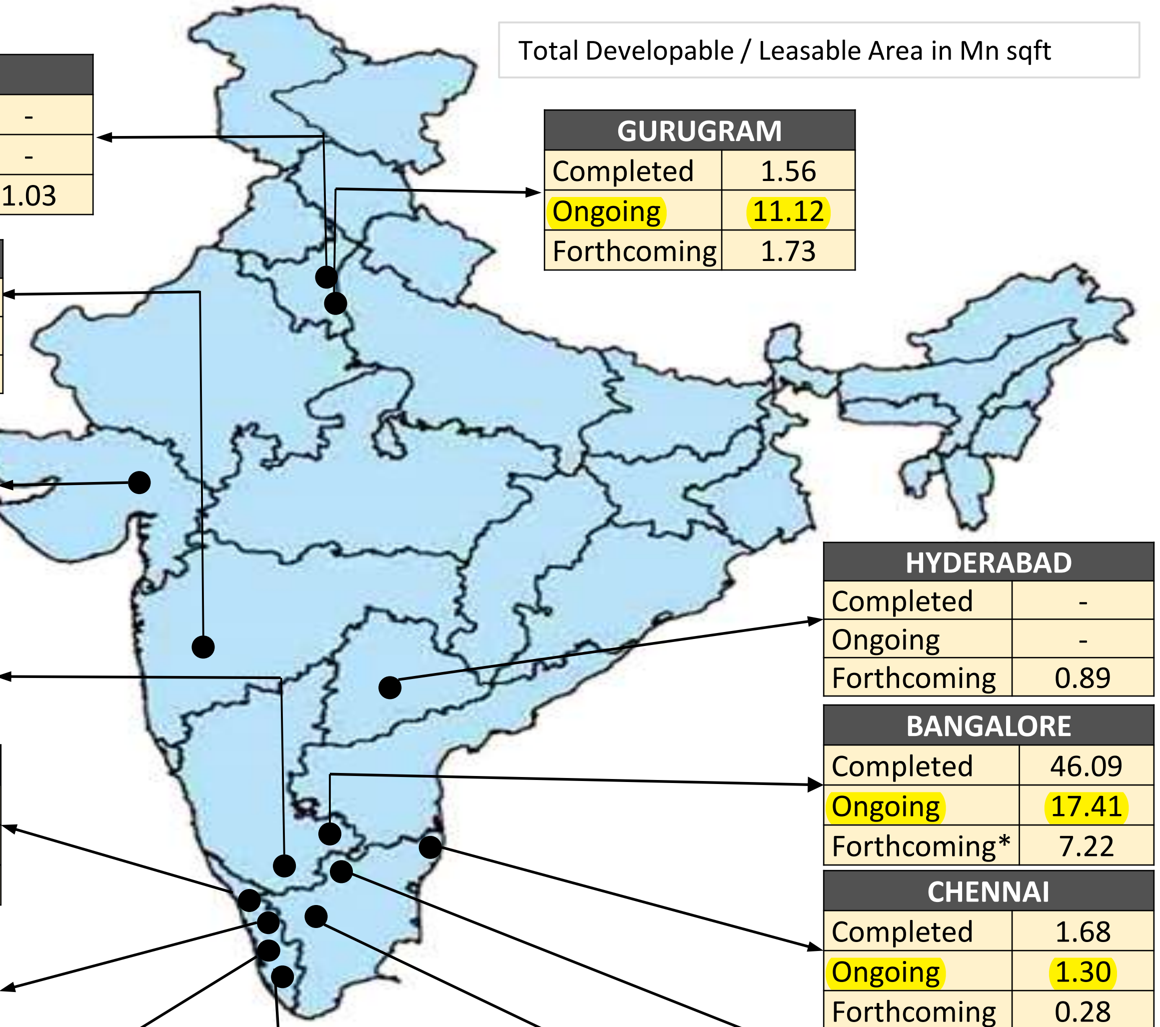


RESIDENTIAL STATUS



REAL ESTATE - PROJECTS PORTFOLIO

Total Developable / Leasable Area in Mn sqft



DELHI	
Completed	-
Ongoing	-
Forthcoming	1.03

GURUGRAM	
Completed	1.56
Ongoing	11.12
Forthcoming	1.73

PUNE	
Completed	1.20
Ongoing	0.68
Forthcoming	-

GIFT CITY	
Completed	-
Ongoing	0.71
Forthcoming	0.33

MYSORE	
Completed	1.58
Ongoing	-
Forthcoming	-

KOZHIKODE	
Completed	-
Ongoing	1.07
Forthcoming	-

THRISSUR	
Completed	2.90
Ongoing	0.60
Forthcoming	1.30

KOCHI	
Completed	-
Ongoing	5.02
Forthcoming	-

TRIVANDRUM	
Completed	-
Ongoing	-
Forthcoming	0.64

COIMBATORE	
Completed	3.73
Ongoing	0.61
Forthcoming	-

HYDERABAD	
Completed	-
Ongoing	-
Forthcoming	0.89

BANGALORE	
Completed	46.09
Ongoing	17.41
Forthcoming*	7.22

CHENNAI	
Completed	1.68
Ongoing	1.30
Forthcoming	0.28

HOSUR	
Completed	-
Ongoing	-
Forthcoming	1.31

- Completed Real Estate projects located across **7 cities**, with Total development of **58.74 mn sqft** and Super Built-up area of **44.62 mn sqft**

- Under construction projects located across **9 cities,** with Total developable area of **38.52 mn sqft** and Super Built-up area of **26.81 mn sqft**

- Forthcoming residential projects located across **9 cities**, with Total Super Built-up area of **14.36 mn sqft.**
- ***(includes)** Proposed Commercial projects in Bangalore with Total Leasable Area of **0.39 mn sqft**

Note:

- Real Estate product mix includes Multi Storied Apartments (Dreams, Luxury, Super Luxury & Presidential category), 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.

FUTURE LAUNCHES AND RERA STATUS

Forthcoming Launch Pipeline :

LOCATION	No of Projects	Total Saleable area (Mn Sft)
Real Estate - Forthcoming		
Bangalore	6	6.83
Chennai	1	0.28
Hosur	1	1.31
Delhi	1	1.03
Gurugram	1	1.75
Thrissur	1	1.30
Hyderabad	1	0.89
GIFT City	1	0.33
Trivandrum	1	0.64
Sub Total	**14**	**14.36**
Commercial Portfolio (Total Leasable Area)		
Bangalore	3	0.39
Sub Total	**3**	**0.39**
Grand Total	**17**	**14.75**

Ongoing Projects - RERA registration status :

Location	No of projects applied for RERA	No of projects approved by RERA
Bangalore	68	68
Mysore	1	1
Gurugram	5	5
Pune	3	3
GIFT City	1	1
Chennai	5	4
Coimbatore	1	1
Thrissur	2	-
Kozhikode	2	-
Kochi	4	-
Total	**92**	**83**

- 92 projects registered under RERA and 83 project approval received.

Unsold Area from Area offered for sale in Ongoing projects	7.61 mn sft
Unsold area from ongoing projects - not offered for sale	7.20 mn sft
Future Launches	14.36 mn sft
TOTAL INVENTORY AVAILABLE FOR SALE IN FUTURE	**29.17 mn sft**

CONTRACTS PORTFOLIO

Overall area delivered since inception: 51 million square feet

Order book value as of 30th June 2020: Rs 23.66 billion

Contractual Ongoing Project Details as of 30th June 2020

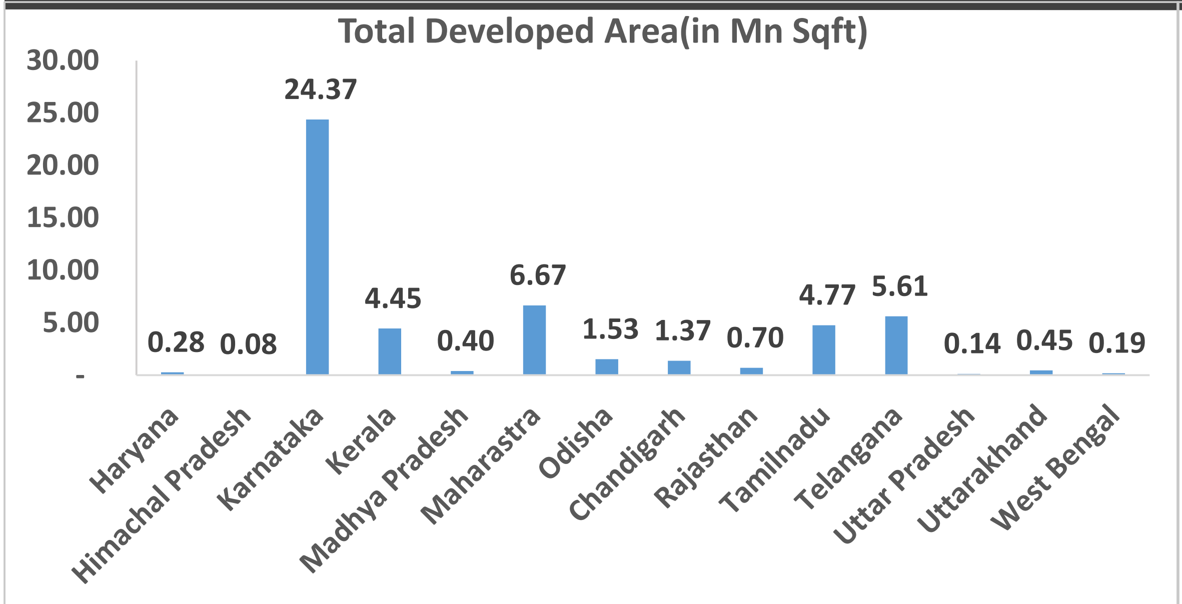
S.No	Location	Built-up area (Mn Sqft)
1	Bangalore	**3.13**
2	Bhubaneshwar	**0.02**
3	Chennai	**0.15**
4	Cochin	**0.09**
5	Hyderabad	**2.61**
6	Indore	**0.37**
7	Mysore	**0.29**
8	Pune	**0.07**
9	Trivandrum	**2.76**
TOTAL		**9.48**

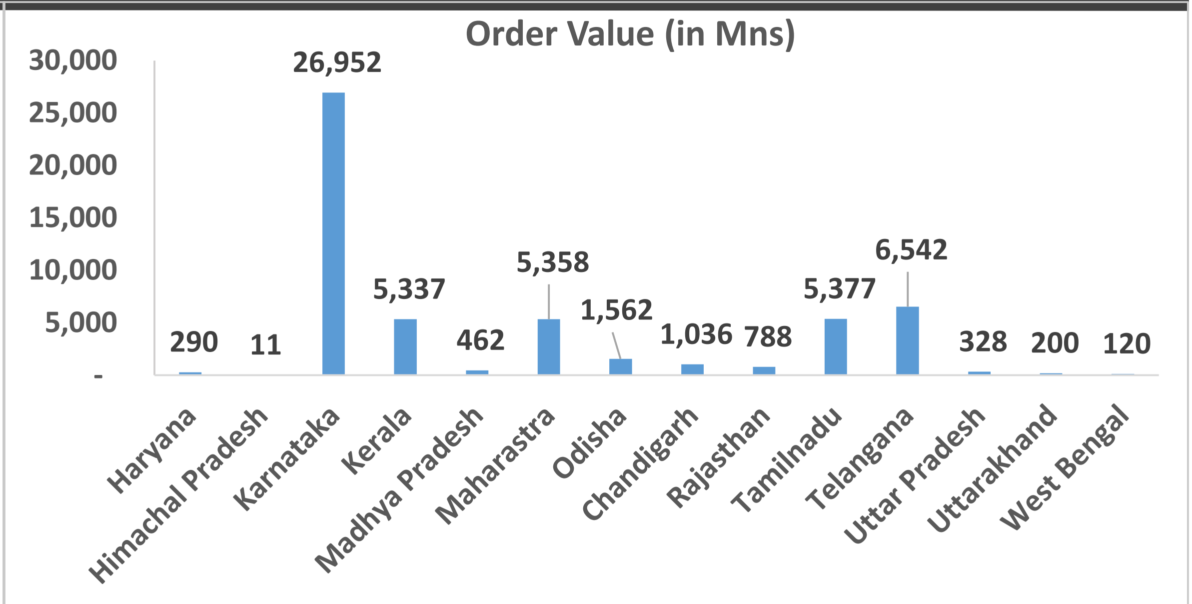
Contractual Revenue & Collection Details as of 30th June 2020

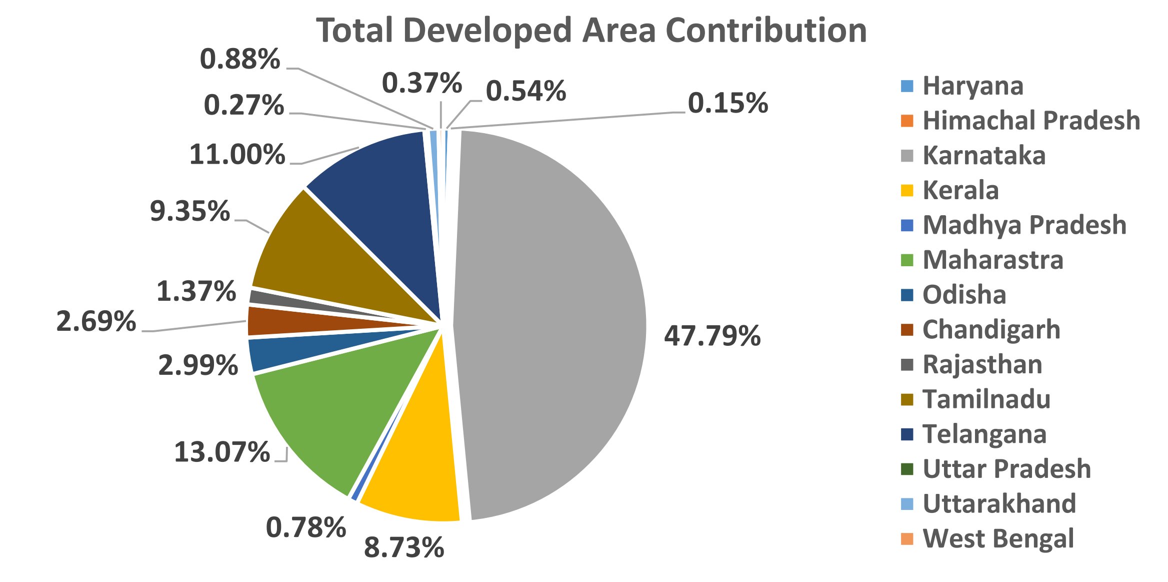
Amount in Rs. Billions

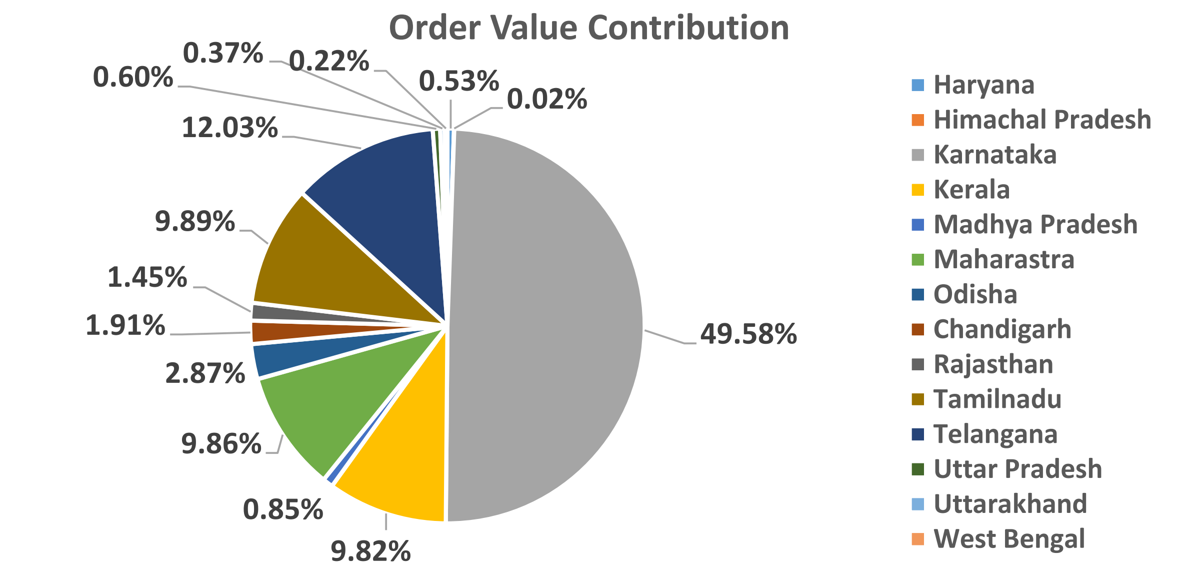
Particulars	Q1-21	Q1-20
Revenue		
Contracts	0.90	2.17
Manufacturing	0.37	1.15
Total	**1.27**	**3.32**
Collections		
Contracts	1.36	1.67
Manufacturing	0.75	1.13
Total	**2.11**	**2.80**

CONTRACTS: Completed Projects region wise contribution details









MANUFACTURING DIVISION PERFORMANCE

- ***SOBHA – Only Real Estate Company in India with Aatma Nirbhar (Self-Reliant) Model***
- ***It supports company to achieve world class quality with timely & efficient delivery***

Glazing & Metal Works Division		Interiors & Furnishing Division		Concrete Products Division	
Turnover (Q1-21):-	**Rs. 0.16 Bns**	**Turnover (Q1-21):-**	**Rs. 0.16 Bns**	**Turnover (Q1-21):-**	**Rs. 0.05 Bns**
No. of Employees	**120**	**No. of Employees**	**139**	**No. of Employees**	**18**
Factory Area	**0.30 Mn sqft**	**Factory Area**	**0.80 Mn sqft**	**Factory Area**	**0.40 Mn sqft**
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		**PRODUCTS:-** ➢ Manufacture of wide range of concrete products such as concrete blocks, pavers, kerbstones, 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





BOARD OF DIRECTORS

Ravi PNC Menon
Chairman

- Over 15 years of experience in the real estate and construction business
- Bachelor of Science in Civil Engineering from Purdue University, USA

J.C. Sharma
Vice Chairman & Managing Director

- Over 37 years of experience in diversified industries such as automobiles, textiles, steel & real estate Board of Directors.
- A qualified Chartered Accountant and Company Secretary with a Bachelor's degree in Commerce (Honors) from St Xavier's college, Calcutta

Jagadish Nangineni
Dy. Managing Director

- Over 17 years of experience in the field of real estate, technology and consulting
- MBA from the IIM, Calcutta and has done Bachelor of Technology (B. Tech) in Civil Engineering from IIT, Bombay.

T.P. Seetharam
Whole-time Director

- Distinguished service as a career diplomat for 36 years, retired as Ambassador of India to UAE
- IFS from 1980 batch and MA in English Literature from Madras Christian College

R.V.S. Rao
Independent Director

- Over 47 years of experience in the areas of banking and finance
- Bachelor's degree in Commerce from Mysore University and a Bachelor's degree in law from Bangalore University institutions

Anup Shah
Independent Director

- Over 35 years of experience in the field of law, specifically real estate law.
- Degree in law from the Government Law College, Mumbai

Sumeet Jagdish Puri
Independent Director

- Over 23 years of experience in Global Investment Banking
- MBA from S.P. Jain Institute of Mgmt. & Research, Mumbai & Bachelor's degree from Sydenham Institute of Management Studies, Research and Entrepreneurship.

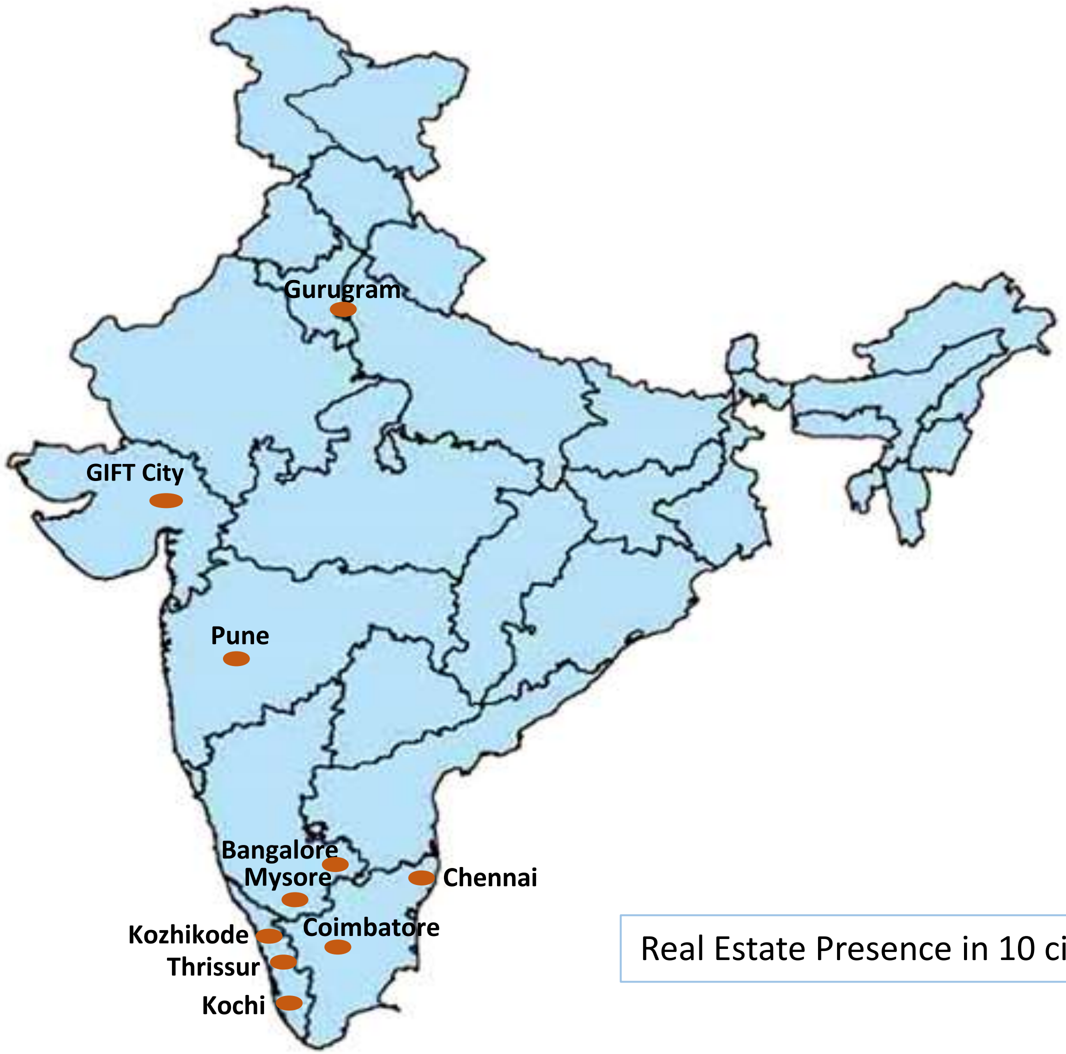
Srivathsala Kanchi Nandagopal
Additional Director

- A serial entrepreneur, Founder of 4 Organizations, with Businesses spanning across Angel Investing, Financial planning for HNIs and Strategic Business advisory
- Certified Financial Planner from ICAI besides holding Masters in Commerce from Bangalore University

*As of 30th June 2020

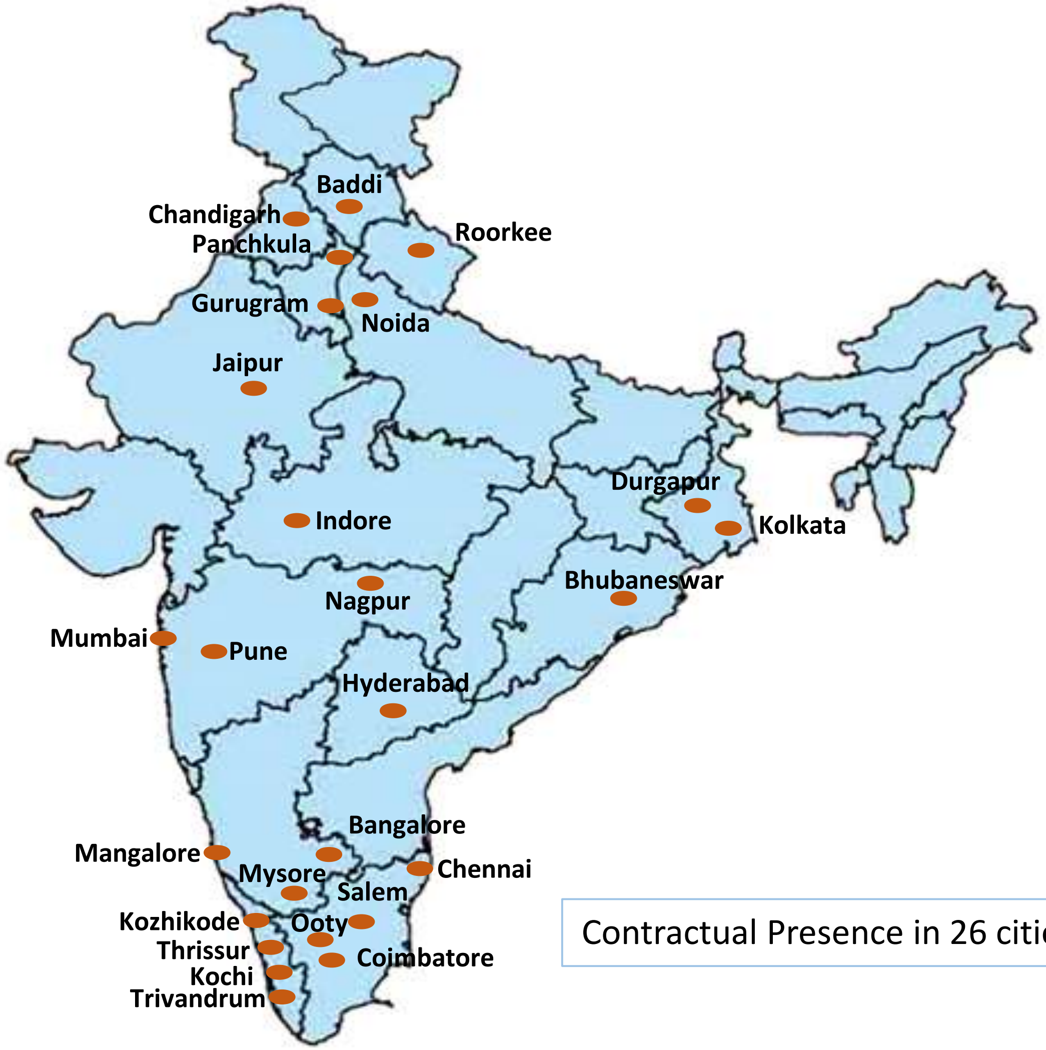
OUR PRESENCE

Residential



Real Estate Presence in 10 cities

Contractual



Contractual Presence in 26 cities

SNAPSHOTS OF FEW ONGOING PROJECTS

Sobha Grandeur PH 2, Bangalore: View from North East

Sobha Dream Garden Wing 6, Bangalore

Wing 25 of Tropical Greens, SOBHA Dream Acres

SNAPSHOTS OF FEW ONGOING PROJECTS (Contd)

Sobha Silicon Oasis Wing 9, Bangalore

Sobha Silicon Oasis Wing 11, Bangalore

Sobha Palm Court Block 2, Bangalore

SOBHA DREAM ACRES PROJECT STATUS

Total Developable Area Launched	7.09 mn sqft	Total SBA launched for sale as on June-2020	5.36 mn sqft
		Total SBA Sold till June-2020	4.51 mn sqft
Area Completed till June-2020	4.91 mn sqft	Percentage sold	84 %

Wing 50 of Palm Springs, SOBHA Dream Acres

Wing 27 of Tropical Greens, SOBHA Dream Acres

COMMERCIAL PORTFOLIO: Completed and forthcoming projects

Project Name	Status	% of area Leased	Total Leasable Area (in sqft)	Sobha Share of Leasable Area (in sqft)
Sobha City Mall, Thrissur	Completed	94%	338,493	258,247
One Sobha, Bangalore	Completed	80%	225,334	150,974
Sub Total			563,827	409,221
Sobha City, Bangalore	Forthcoming	-	28,874	28,874
Bhoganahalli, Bangalore	Forthcoming	-	122,268	122,268
Yadavanahalli, E.City Bangalore	Forthcoming	-	237,838	181,946
Sub Total			388,980	333,088
Grand Total			**952,807**	**742,309**

Sobha City Mall, Thrissur – Completed

One Sobha, Bangalore- Completed

PROFIT & LOSS STATEMENT

Amount Rs.in Millions

PARTICULARS	Q1-21	Q1-20	Q4-20	FY-20
Real Estate Revenue	2,229	8,452	4,307	22,801
Contractual & Manufacturing Revenue	1,271	3,315	4,794	14,738
Other Income	93	164	175	718
Total Income	**3,593**	**11,931**	**9,276**	**38,257**
Total Expenditure	2,502	9,492	7,434	29,946
EBIDTA	**1,091**	**2,439**	**1,842**	**8,311**
EBIDTA Margin	30%	20%	20%	22%
Depreciation	189	175	188	723
Finance Expenses	848	840	840	3,258
Profit Before Tax	**54**	**1,424**	**814**	**4,330**
PBT Margin	2%	12%	9%	11%
Tax Expenses (Provision)	(13)	518	307	1,515
PAT after share of associates	**67**	**906**	**507**	**2,815**
Other comprehensive income (net of tax expense)	0.13	3	(1)	5
Net Profit	**67**	**909**	**506**	**2,820**
Net Profit Margin	2%	8%	5%	7%

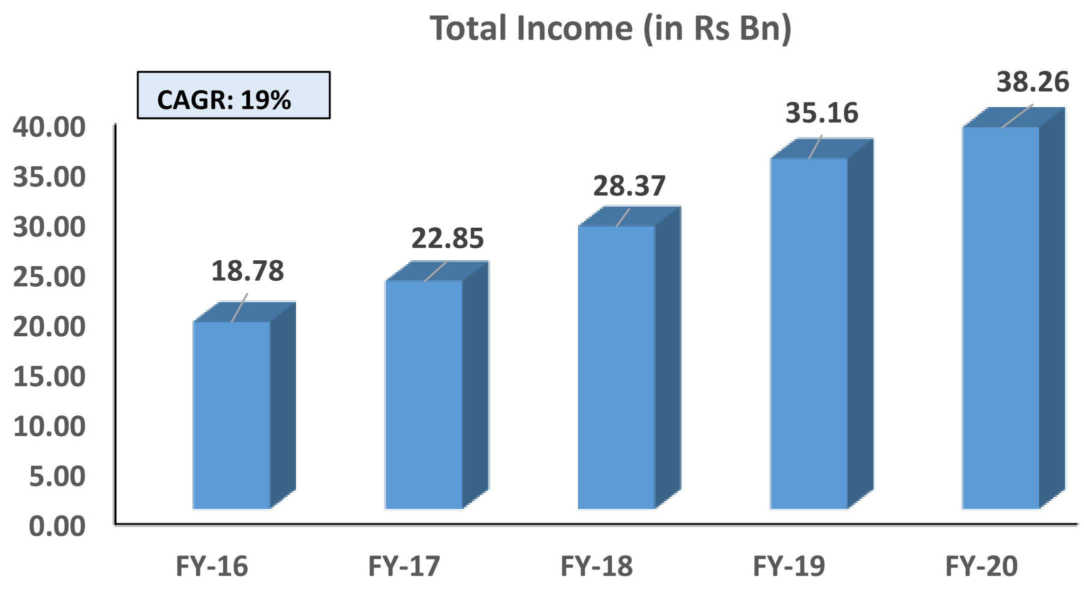
CONSOLIDATED BALANCE SHEET

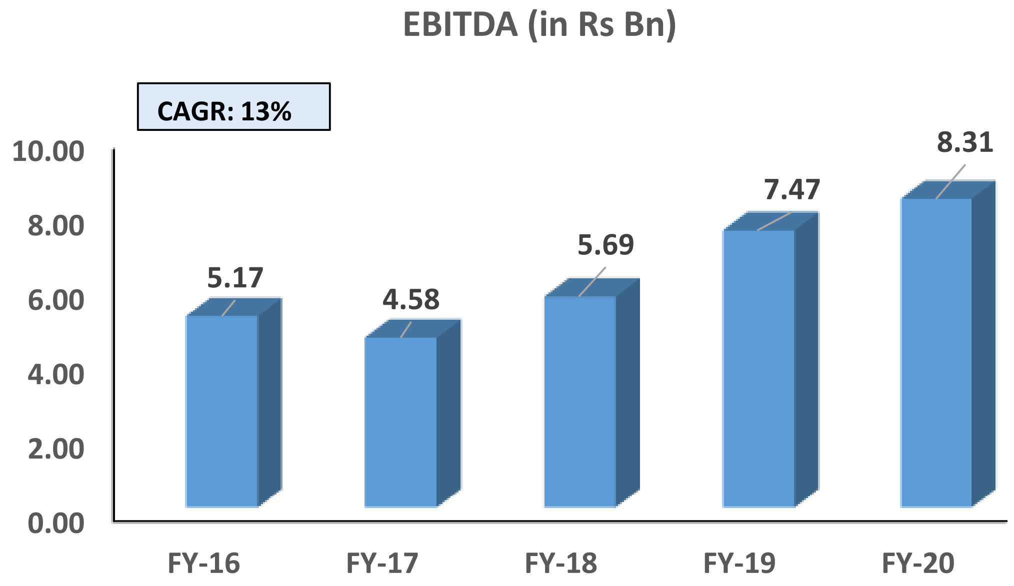
Amount Rs.in Millions

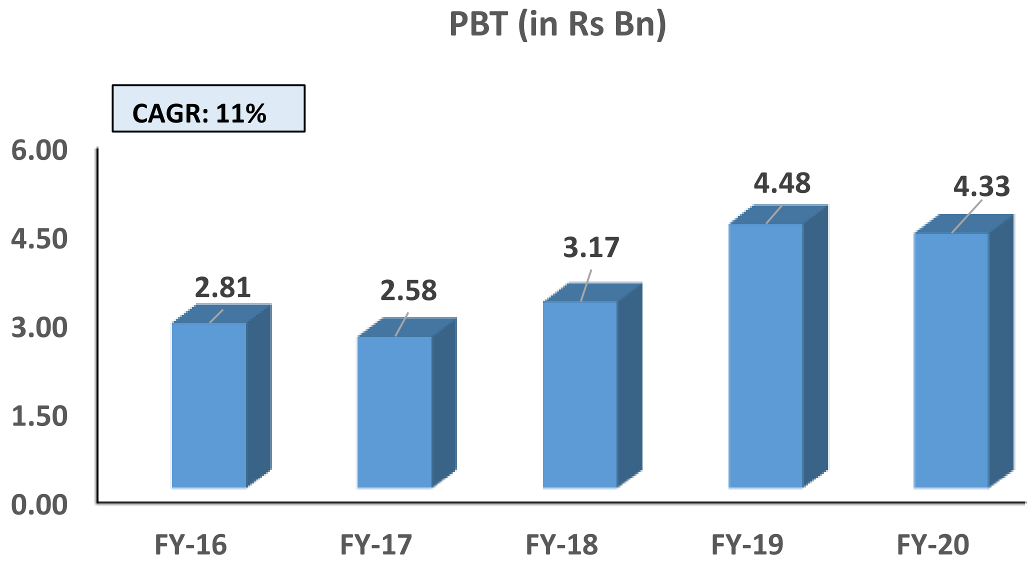
PARTICULARS	30'June 2020	30'June 2019
ASSETS		
Non-current assets		
Property, Plant and equipment	4,552	2,853
Investment Property	3,468	3,727
Investment Property under construction	-	1,985
Right of use assets	116	158
Intangible assets	232	8
Financial assets		
Investments	1,143	1,150
Trade Receivables	217	108
Other Non-current financial assets	98	86
Other non-current assets	5,179	4,989
Current tax assets (net)	116	93
Deferred tax assets (net)	22	527
TOTAL	**15,143**	**15,684**
Current Assets		
Inventories	67,482	69,152
Financial Assets		
Trade receivables	2,457	3,575
Cash and cash equivalents	772	565
Bank balance other than Cash & cash equivalents	267	115
Other Current financial assets	8,331	6,053
Other current assets	15,402	15,087
TOTAL	**94,711**	**94,547**
TOTAL ASSETS	**109,854**	**110,231**

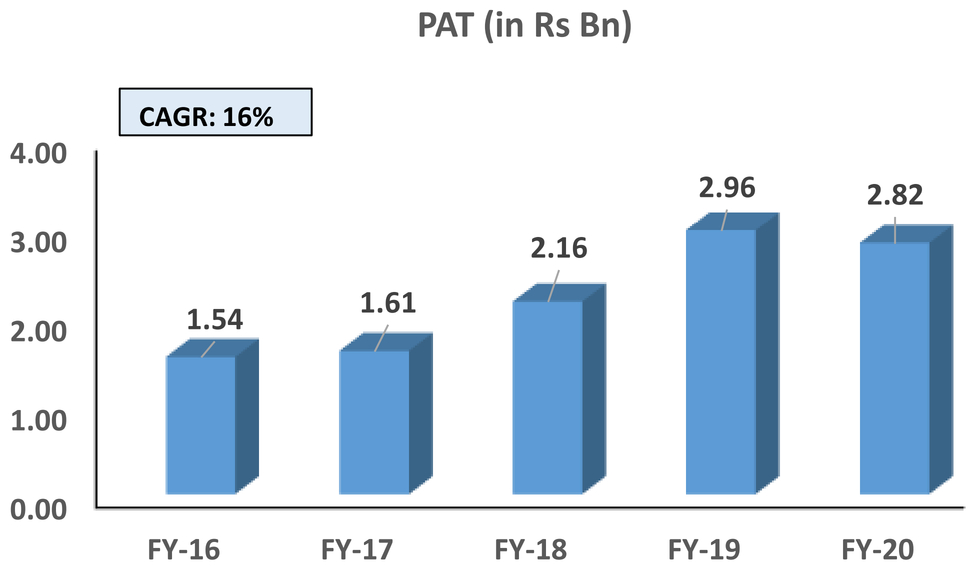
PARTICULARS	30'June 2020	30'June 2019
EQUITY & LIABILITIES		
Equity		
Equity Share Capital	948	948
Other Equity	23,431	22,253
Total Equity	**24,379**	**23,201**
Non-Current Liablities		
Financial Liablities		
Borrowings	2,365	24
Lease liabilities	49	159
Provisions	154	124
Deferred tax liabilities (net)	188	-
TOTAL	**2,756**	**307**
Current Liabilities		
Financial Liabilities		
Borrowings	28,153	26,480
Lease liabilities	74	-
Trade payables	8,028	11,478
Other Current financial liabilities	5,450	6,407
Other current liabilities	40,557	41,693
Liabilities for current tax (net)	315	510
Provisions	142	155
TOTAL	**82,719**	**86,723**
Total Liabilities	**85,475**	**87,030**
TOTAL EQUITY & LIABILITIES	**109,854**	**110,231**

KEY FINANCIAL INDICATORS

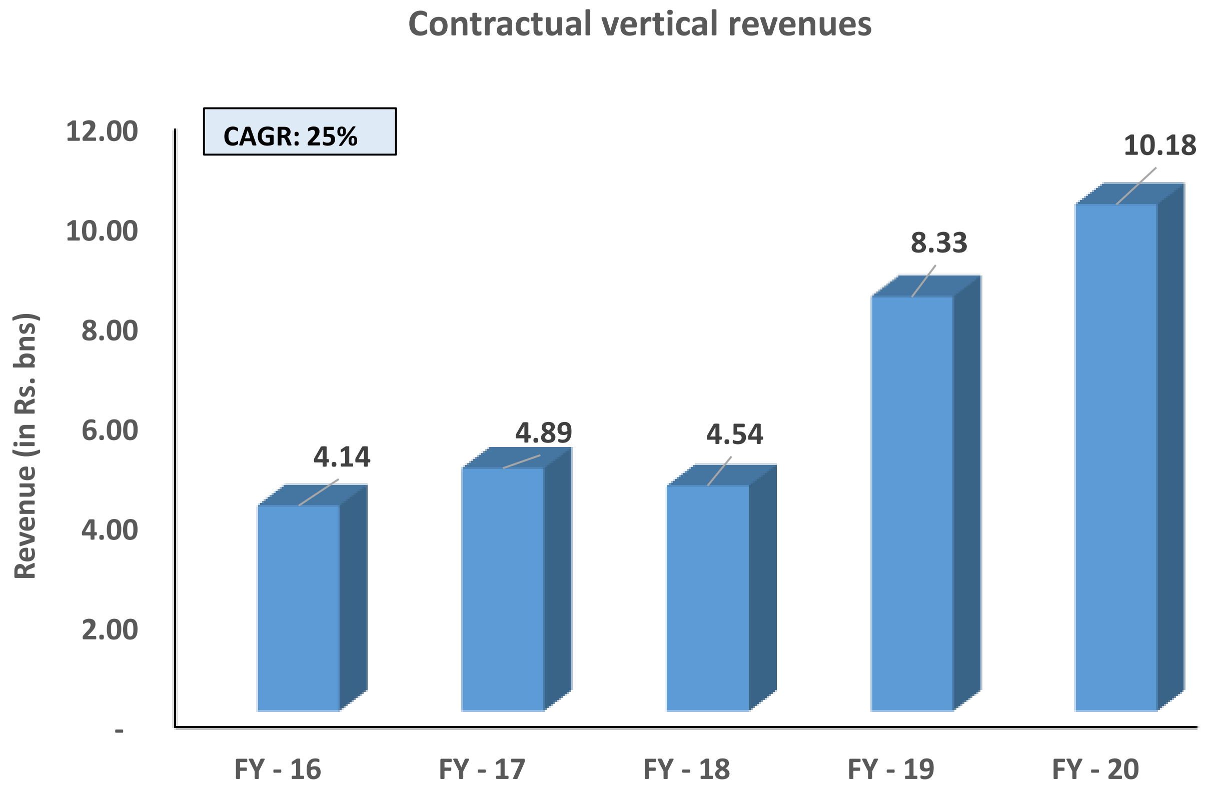








REVENUE TREND ANALYSIS: CONTRACTUAL VERTICAL

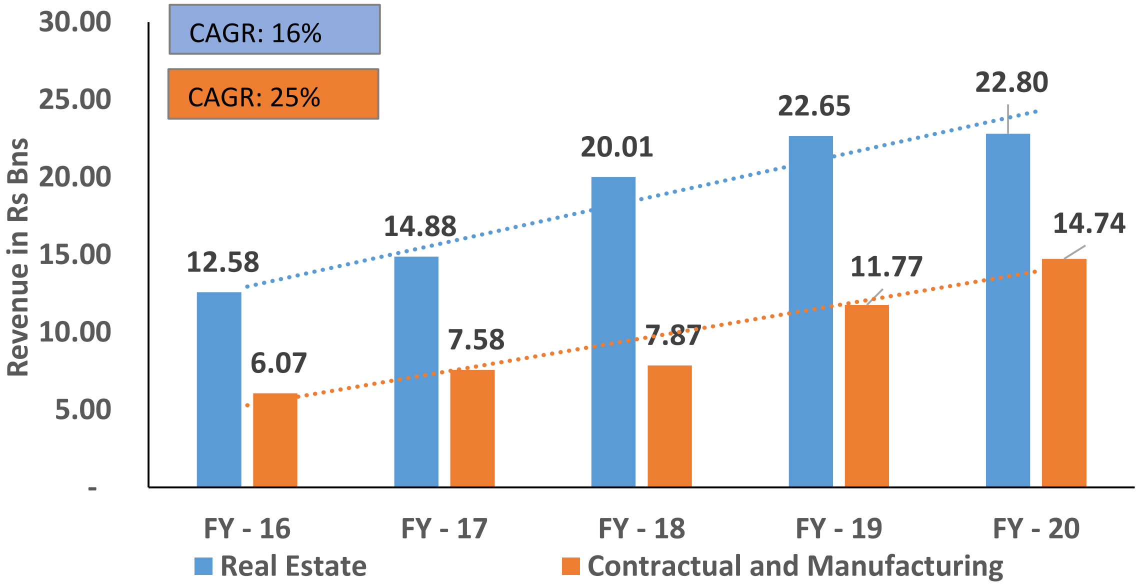


Contractual Vertical:

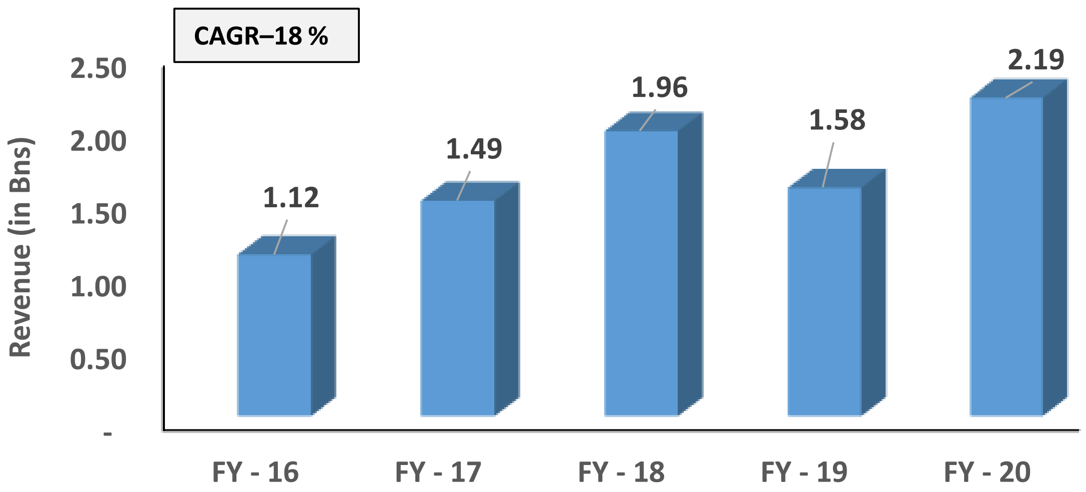
- Consistent contributor to the Total Revenues.
- CAGR of 25%
- Revenue contribution of the vertical at approx. 26% supports our operations.
- Quick turnaround cycle has also been helping us to post better results year on year.

Note: Contractual revenue excludes In-House Projects Billing

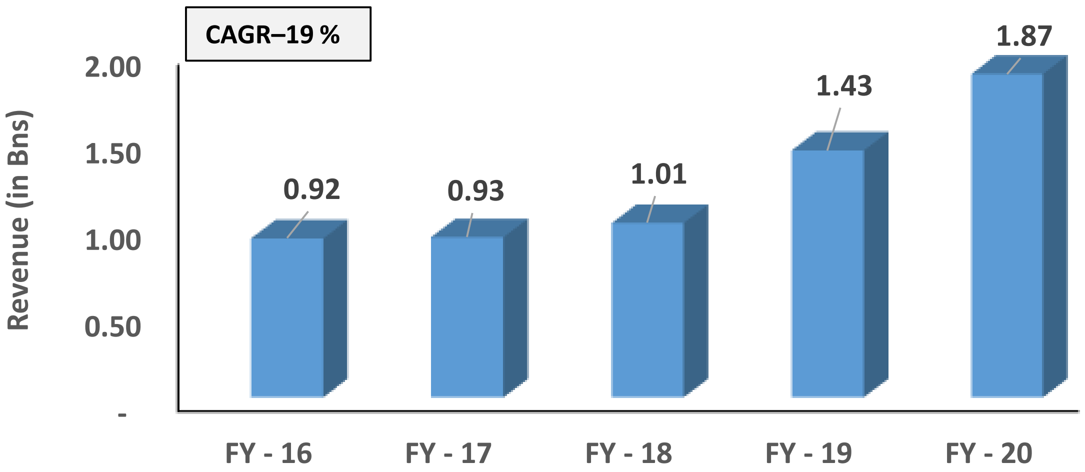
REVENUE TREND ANALYSIS: MANUFACTURING DIVISIONS



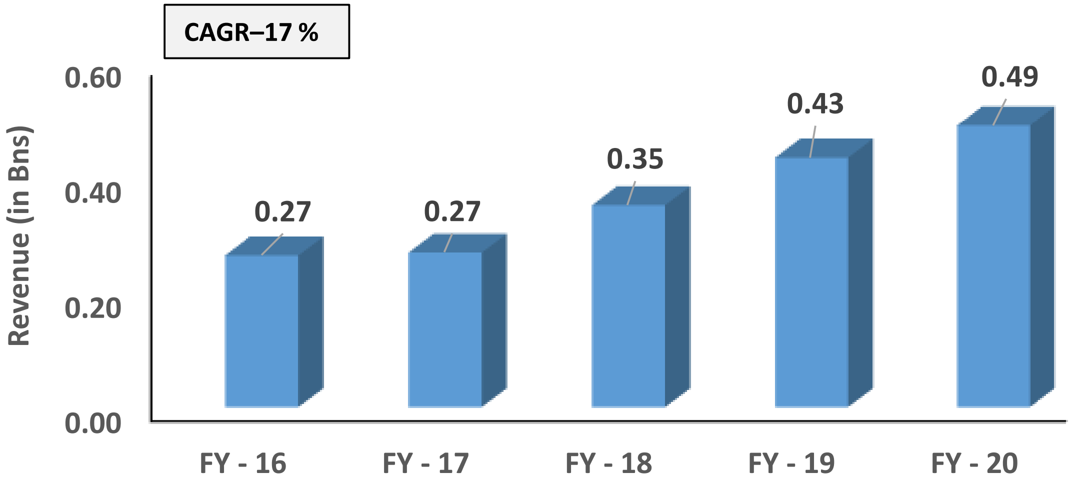
Glazing & Metal Works Division



Interiors & Furnishing Division



Concrete Products Division



Note: Contractual revenue excludes In-House Projects Billing

MILESTONES

FY20
- Entered into Furniture business with the launch of metercube brand.
- Entered into new residential markets - Hyderabad and Trivandrum.
- Achieved record Sale volume Collections and Income.

FY19
- Voted as TOP BRAND for the 4th consecutive year by Track2Realty Report 2018.
- Successfully crossed 100 mn sqft in project execution.
- Completed 103.88 mn sqft of total developable area since inception

FY18
- SOBHA declared TOP BRAND of Indian real estate sector for the 3rd consecutive year by Track2Realty Report 2017.
- SOBHA bags the 'Best Professionally Managed Company' (turnover > INR 1000 crores)

FY17
- SOBHA ranked second among India's top ten real estate employers 2015 by Track2Realty.
- Awarded as the 'Best Luxury Residential Developer - Bangalore 2015' by Asian Luxury Real Estate Network (ALREN).

FY16
- SOBHA forays into the commercial segment (retail space leasing) in India with the launch of 'SOBHA City Mall' in Thrissur, Kerala.
- SOBHA forays into a new segment in housing - 'SOBHA Dream Series'

FY15
- Adjudged 'Top Residential Brand in India', 'Top Real Estate Brand in South India' and 'Top Super Luxury Housing Brand in India' by Track2Realty
- Enters Kochi market with its maiden project – SOBHA Isle

FY14
- Awarded as the top Indian real estate company by Dun & Bradstreet
- Awarded as the 'Builder of the Year' at the CNBC Awaaz Real Estate Awards
- Named Asia's 2nd best Investor Relations Company by the Institutional Investor magazine

FY13
- Launched 10.45 Mnsqft of new projects across 6 cities – a record
- Net worth of 20 Billion was achieved
- Voted by consumers as the 'Most Reliable Builder' at the CNBC Awaaz Real Estate Awards

FY12
- Launch of the 1st plotted development at Mysore, "SOBHA Garden".
- Launch of the 1st residential project in the NCR-Gurugram region, International City

FY11
- Wonder Holidays, Trident Hotels, ITC, Biocon & Leela Ventures are added to SOBHA's contracts business.
- Becomes the first 10 billion real estate brand in South India

FY10
- Certified ISO 14001:2004 & OHSAS 18001:2007
- Infosys largest "Global Education Center II" was completed & handed over
- Mr. PNC Menon awarded the Pravasi Bharatiya Samman Puraskar

FY09
- Launch of first residential project in Coimbatore, 'SOBHA Emerald'

FY08
- Kerala's 1st Integrated township, Sobha city launched
- SOBHA Restoplus Incorporated
- Pune's 1st project, Sobha Carnation launched

REAL ESTATE ONGOING PROJECTS AS OF 30th June 2020

S.No	Name of the Project	Location	Type	Classification	Total Developable Area (in Mn Sft)	Total Saleable Area (in Mn Sft)	Sobha Share of Saleable Area (in Mn Sft)	Business Model	Completion Date as per RERA
I	**Ongoing Projects - Registered under RERA**								
1	Sobha Rajvilas	Bangalore	Apartments	JV	0.37	0.36	0.20	Area share	Dec-24
2	Sobha Dream Garden Phase-1 (Wing 8&9)	Bangalore	Apartments	JV	0.39	0.37	0.26	Area share	Aug-24
3	Sobha Dream Garden Phase 2 Wing 5,6&7	Bangalore	Apartments	JV	0.53	0.53	0.37	Area share	Aug-24
4	Sobha Arena - The Square (Block 4)	Bangalore	Apartments	JV	0.47	0.32	0.32	Revenue share	Jun-22
5	Sobha Arena - Pebble Court (Block 1)	Bangalore	Apartments	JV	0.38	0.26	0.26		Oct-22
6	Sobha Morzaria Grandeur-2(W1)	Bangalore	Apartments	JV	0.10	0.08	0.08	Revenue share	Nov-21
7	Sobha Palm Court	Bangalore	Apartments	JV	0.71	0.51	0.42	Revenue share	Nov-21
8	Sobha HRC Pristine Phase 1 Block 1	Bangalore	Apartments	JV	0.49	0.29	0.29	Revenue share	Jan-23
9	Sobha HRC Pristine Phase 2 Block 2	Bangalore	Apartments	JV	0.49	0.29	0.29		Jan-23
10	Sobha HRC Pristine Phase 3 Block 3	Bangalore	Apartments	JV	0.30	0.18	0.18		Jan-23
11	Sobha HRC Pristine Phase 4 Block 4&5	Bangalore	Apartments	JV	0.04	0.04	0.04	Revenue share	Jan-23
12	Sobha Lake Garden Phase 1	Bangalore	Apartments	JV	0.60	0.46	0.46	Revenue share	Nov-23
13	Sobha Lake Garden Phase 2	Bangalore	Apartments	JV	0.56	0.43	0.43		Sep-24
14	Sobha 25 Richmond	Bangalore	Apartments	JV	0.02	0.02	0.01	Area Share	Jan-21

REAL ESTATE ONGOING PROJECTS AS OF 30th June 2020

S.No	Name of the Project	Location	Type	Classification	Total Developable Area (in Mn Sft)	Total Saleable Area (in Mn Sft)	Sobha Share of Saleable Area (in Mn Sft)	Business Model	Completion Date as per RERA
I	Ongoing Projects - Registered under RERA								
15	Sobha Silicon Oasis Phase 4 Wing 9	Bangalore	Apartments	Own	0.19	0.13	0.13	Own	Jul-21
16	Sobha Silicon Oasis Phase 5 Wing 10&11	Bangalore	Apartments	Own	0.44	0.31	0.31	Own	Jul-21
17	Sobha Dream Acres - Tropical Greens Phase-18 Wing 39&40	Bangalore	Apartments	Own	0.28	0.22	0.22	Own	Apr-23
18	Sobha Dream Acres - Tropical Greens Phase-26 Wing 35,36,37&38	Bangalore	Apartments	Own	0.66	0.50	0.50	Own	Jun-24
19	Sobha Dream Acres - Tropical Greens Phase-23 Wing 25,26,27&28	Bangalore	Apartments	Own	0.63	0.48	0.48	Own	Jun-24
20	Sobha Dream Acres - Wing 50	Bangalore	Apartments	Own	0.08	0.06	0.06	Own	Dec-22
21	Sobha Forest Edge	Bangalore	Apartments	Own	0.60	0.45	0.45	Own	Mar-23
22	Sobha Royal Pavilion Phase 1 Wing 6 & 7	Bangalore	Apartments	JV	0.42	0.25	0.25	Revenue Share	Mar-24
23	Sobha Royal Pavilion Phase 2 Wing 4 & 5	Bangalore	Apartments	JV	0.28	0.24	0.24	Revenue Share	Mar-24
24	Sobha Royal Pavilion Phase 3 Wing 16	Bangalore	Apartments	JV	0.42	0.25	0.25	Revenue Share	Mar-24
25	Sobha Royal Pavilion Phase 4 Wing 1, 2 & 3	Bangalore	Apartments	JV	0.56	0.37	0.37	Revenue Share	Mar-24
26	Sobha Royal Pavilion Phase 5 Wing 8 & 9	Bangalore	Apartments	JV	0.42	0.25	0.25	Revenue Share	Mar-26
27	Sobha Royal Pavilion Phase 6 Wing 10 & 11	Bangalore	Apartments	JV	0.28	0.24	0.24	Revenue Share	Mar-26
28	Sobha Royal Pavilion Phase 7 Wing 12, 13 & 14	Bangalore	Apartments	JV	0.56	0.37	0.37	Revenue Share	Mar-26
29	Sobha Royal Pavilion Phase 8 Wing 15	Bangalore	Apartments	JV	0.42	0.25	0.25	Revenue Share	Mar-26

REAL ESTATE ONGOING PROJECTS AS OF 30th June 2020

S.No	Name of the Project	Location	Type	Classification	Total Developable Area (in Mn Sft)	Total Saleable Area (in Mn Sft)	Sobha Share of Saleable Area (in Mn Sft)	Business Model	Completion Date as per RERA
I	Ongoing Projects - Registered under RERA								
30	Sobha Winchester	Chennai	Apartments	JV	0.70	0.51	0.38	Area Share	Aug-21
31	Sobha Gardenia	Chennai	Villas	JV	0.30	0.19	0.12	Area Share	Aug-22
32	Sobha Blossom	Chennai	Plots	Own	0.30	0.18	0.18	Own	Jun-22
33	Sobha Verdure	Coimbatore	Row Houses	Own	0.14	0.10	0.10	Own	Jan-23
34	Sobha City - Tower A1,B1,C1	Gurugram	Apartments	JV	0.58	0.46	0.46	Revenue share	May-22
35	Sobha City - Tower A2,B2,C2	Gurugram	Apartments	JV	0.58	0.46	0.46		Nov-22
36	Sobha City - Tower C3	Gurugram	Apartments	JV	0.27	0.21	0.21	Revenue share	Apr-23
37	Sobha City - Tower C4	Gurugram	Apartments	JV	0.26	0.21	0.21	Revenue share	Apr-24
38	Sobha City - Towers A3, B3, A4 & B4	Gurugram	Apartments	JV	0.68	0.49	0.49	Revenue Share	Jun-25
39	Sobha Dream Heights	Gift City	Apartments	Own	0.71	0.52	0.52	Own	Sep-24
40	Sobha Nesara, Block 1	Pune	Apartments	Own	0.17	0.12	0.12	Own	Sep-24
41	Sobha Nesara, Block 2	Pune	Apartments	Own	0.23	0.17	0.17		
42	Sobha Nesara, Block 3	Pune	Apartments	Own	0.28	0.21	0.21		
	Total				16.89	12.35	11.62		

REAL ESTATE ONGOING PROJECTS AS OF 30th June 2020

S.No	Name of the Project	Location	Type	Classification	Total Developable Area (in Mn Sft)	Total Saleable Area (in Mn Sft)	Sobha Share of Saleable Area (in Mn Sft)	Business Model	Completion Date as per RERA
II	Ongoing Projects - DM Model								
1	Sobha Sterling Infinia	Bangalore	Apartments	DM	0.30	0.23	0.23	DM	NA
	Total				0.30	0.23	0.23		
III	Ongoing Projects - Registered under RERA -Yet to be released for sale								
1	Sobha Dream Acres - Tropical Greens Phase-21 Wing 21&22	Bangalore	Apartments	Own	0.32	0.24	0.24	Own	Dec-25
2	Sobha Dream Acres - Tropical Greens Phase-22 Wing 23&24	Bangalore	Apartments	Own	0.32	0.24	0.24	Own	Dec-25
3	Sobha Dream Acres - Tropical Greens Phase-24 Wing 29&30	Bangalore	Apartments	Own	0.32	0.24	0.24	Own	Dec-24
4	Sobha Dream Acres - Tropical Greens Phase-25 Wing 32,33&34	Bangalore	Apartments	Own	0.58	0.42	0.42	Own	Dec-24
5	Sobha Dream Garden Phase 3 Wing 3&4	Bangalore	Apartments	JV	0.39	0.37	0.26	Area share	Aug-25
6	Sobha Dream Garden Phase 4 Wing 1&2	Bangalore	Apartments	JV	0.39	0.37	0.26	Area share	Aug-25
7	Sobha Dream Garden Phase 5 Wing 10	Bangalore	Apartments	JV	0.13	0.12	0.09	Area share	Aug-25
	Total				2.45	2.00	1.75		

REAL ESTATE ONGOING PROJECTS AS OF 30th June 2020

S.No	Name of the Project	Location	Type	Classification	Total Developable Area (in Mn Sft)	Total Saleable Area (in Mn Sft)	Sobha Share of Saleable Area (in Mn Sft)	Business Model	Completion Date as per RERA
IV	Ongoing Projects - RERA registration are exempted as per rule								
1	Sobha Lifestyle Legacy (Ph 2)	Bangalore	Villas	JV	0.97	0.49	0.37	Area Share	NA
2	Sobha Elan (JD with LMW)*	Coimbatore	Apartments	JV	0.42	0.34	0.34	Revenue Share	NA
3	Sobha West Hill - Part C	Coimbatore	Villas	Own	0.05	0.03	0.03	Own	NA
4	Sobha International City - Phase 2 (E)	Gurugram	Villas & Duplex Villas	JV	1.78	1.14	0.73	Area Share	NA
5	Sobha International City - Phase 2	Gurugram	Row Houses	JV	0.07	0.04	0.03		NA
6	Sobha International City - Phase 3	Gurugram	Row Houses	JV	0.69	0.43	0.26		NA
	Total				3.98	2.47	1.76		
V	Ongoing Projects - RERA Notified - Approval pending								
1	Sobha Lake Edge	Thrissur	Apartments	Own	0.29	0.24	0.24	Own	Jun-24
2	Sobha Silver Estate	Thrissur	Villas	Own	0.31	0.18	0.18	Own	Jun-24
3	Sobha Bela Encosta	Kozhikode	Villas	JV	0.43	0.21	0.21	Revenue Share	Jun-26
4	Sobha Rio Vista	Kozhikode	Apartments	JV	0.64	0.51	0.51	Revenue Share	Jun-27
5	Sobha Isle	Kochi	Apartments	JV	1.11	0.89	0.89	Revenue Share	Jun-26
6	Marina One - Wing 3, 4, & 12	Kochi	Apartments	Co-ownership	1.07	0.85	0.85	Co-ownership	Jun-25
7	Marina One - Wing 2	Kochi	Apartments	Co-ownership	0.46	0.37	0.37		Jun-27
8	Marina One - Wing 5 & 11	Kochi	Apartments	Co-ownership	0.56	0.46	0.46		Jun-27
	Total				4.87	3.71	3.71		

REAL ESTATE ONGOING PROJECTS AS OF 30th June 2020

S.No	Name of the Project	Location	Type	Classification	Total Developable Area (in Mn Sft)	Total Saleable Area (in Mn Sft)	Sobha Share of Saleable Area (in Mn Sft)	Business Model	Completion Date as per RERA
VI	Projects received Plan approvals -- Not released for sale - Yet to be registered under RERA								
1	Sobha International City - Residential (Ph 3 & 4)	Gurugram	Villas & Row Houses	JV	3.80	1.16	0.74	Area Share	NA
2	Sobha International City - Commercial	Gurugram	Commercial Space	JV	0.47	0.46	0.30		NA
3	Sobha City - (Unreleased)	Gurugram	Apartments	JV	1.94	1.41	1.41	Revenue Share	NA
4	Sobha Dream Acres (Unreleased)	Bangalore	Apartments	Own	2.00	1.49	1.49	Own	NA
5	Marina One (Unreleased)	Cochin	Apartments	Co-ownership	1.82	1.53	1.53	Co-ownership	NA
	Total				10.03	6.05	5.47		
	GRAND TOTAL				38.52	26.81	24.54		

THANK YOU

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