

# SOBHA

**Date: May 29, 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 and financial year ended March 31, 2025.**

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 and financial year ended March 31, 2025.

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 Limited, Sarjapur - Marathahalli, Outer Ring Road, Bellandur Post, Bengaluru - 560103, Karnataka, India.  
CIN: L45201KA1995PLC018475 | Tel: +91 80 49320000 | www.sobha.com | Email: investors@sobha.com



# SOBHA

Investor Presentation  
Q4 – FY 2025

# SOBHA at 30

- Precision: engineering-led delivery since 1995, setting industry benchmarks
- Excellence: uncompromising quality and meticulous workmanship across 500+ landmark projects
- Trust: timely delivery, transparent processes and enduring customer relationships
- Resilience: net-debt negative in FY 25, underscoring financial strength
- Innovation: Backward integration model, ensuring in-house concept-to-completion capabilities

## Scale at a Glance

**143.65 mn**

sft completed

**532**

Developments

**7 mn**

sft annual delivery run rate

**43.58 mn**

sft under development

**27**

Cities and 14  
states across India

**25+**

Acres  
Manufacturing units

**4,500+**

Professionals

**11,400+**

Technicians



## FY Highlights & Outlook



# FY 2025 Performance Highlights

Resilient delivery. Strong cashflow. Disciplined execution.

## SALES

**₹62.77 Bn**

Sales Value

Saleable Area:  
4.67 Mn sft

## CASHFLOW

**₹61.84 Bn**

Total Operational cash inflow

Net Operational Cashflow: ₹11.74 Bn  
Net Cashflow: ₹18.93 Bn\*

## P&L

**₹41.63 Bn**

Revenue

EBITDA : ₹4.18 Bn (10.2%)  
PAT : ₹0.95 Bn (2.2%)

## DEBT

**₹11.31 Bn**

Gross Debt

Net Debt: (₹6.30 Bn)  
Debt / Equity: (0.14)

## COMPLETIONS

**3,008 units**

36 Towers | SBA: 4.54 Mn sft

## LAUNCHES

**8.76 Mn sft**

8 projects across 4 cities

## RIGHTS ISSUE

**₹19.99 Bn**

Successful completion

## CREDIT RATING

**AA- Stable**

Rating improved from A+,  
indicating very low credit risk

# ₹19.99 Bn fund raising completed in FY 2025

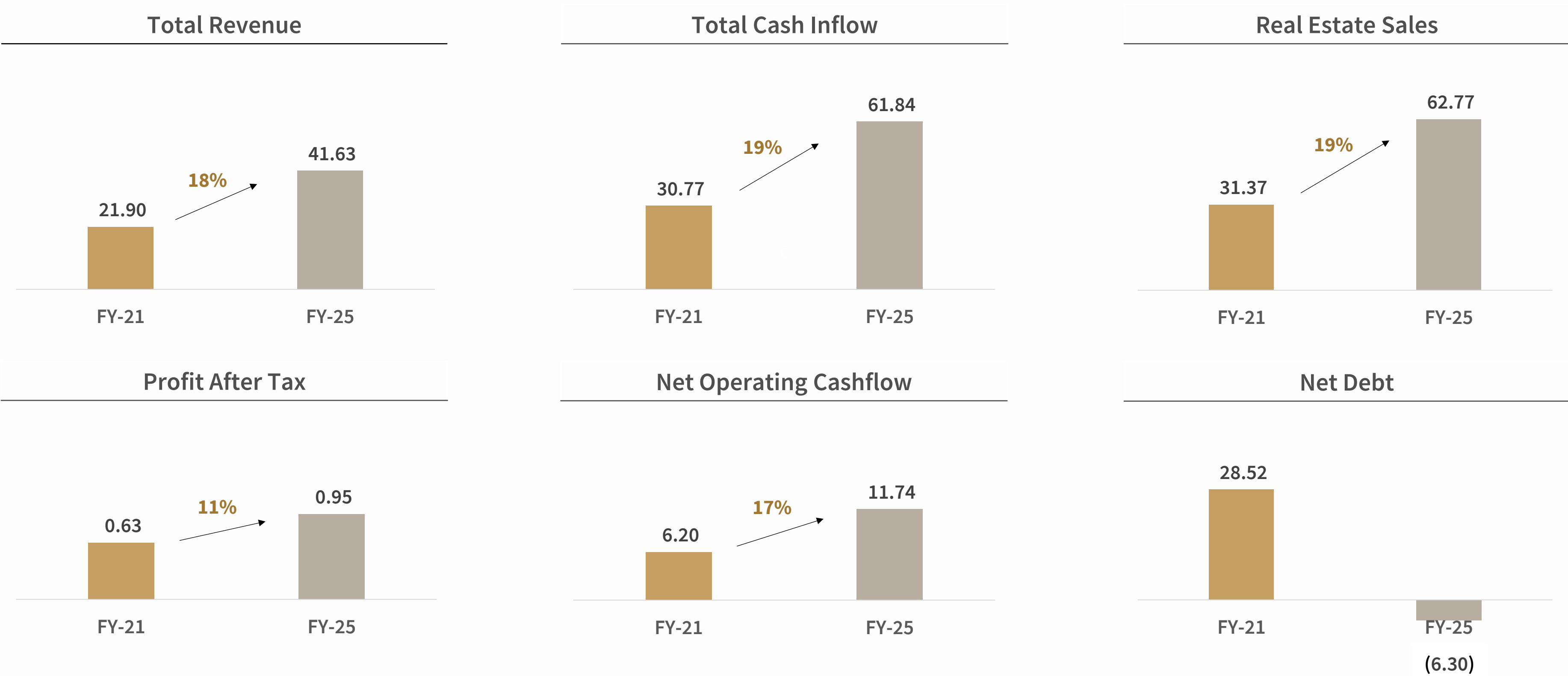
- Rights Issue details:
  - Total Size of the Issue: ₹19.99 bn
  - Net proceeds (post Rights Issue expense): ₹19.86 bn
  - No. of shares issued: 12,107,981 of face value ₹10
  - Issue price: ₹1,651 per share
- The Issue was oversubscribed by 1.39 times
- Total no. of shares after Rights issue, as on 31.03.2025 was 106.95 Mn
- Promoter's shareholding has increased to 52.88% post the Issue
- Book Equity value as on 31.03.2025 was ₹45.61 bn

₹ Mn

Particulars	Total Issue	Utilization 31.03.2025	% utilization
Repayment or prepayment, in full or in part, of certain borrowings availed	9,050	9,050	100%
Funding project related expenses for Ongoing & Forthcoming Projects	2,124	580	27%
Purchase of equipment and machinery	2,100	233	11%
Funding acquisition of land and general corporate purposes	6,586	4,867	74%
<b>Total</b>	<b>19,860</b>	<b>14,730</b>	<b>74%</b>

# Steady growth across business parameters in last 5 years

₹ Bn / % CAGR



# Value Creation Pipeline - FY 2026 Onwards

## FY26 Inventory

**11.44 Mn sft**

Sales value  
₹177.63 Bn

## Forthcoming Projects

**19.27 Mn sft**

Potential Sales value  
₹266 Bn

## Developable Land Potential

**43.54 Mn sft**

Across 432 acres in 9 cities  
Forthcoming: 177 acres | 19.27 Mn sq ft  
Subsequent: 255 acres | 24.27 Mn sq ft

## Poised for future growth

- Disciplined sustainable growth mantra shall remain at the core
- Significant focus will be on risk mitigations, margin protection and improving operational efficiency
- World class product quality delivery remain our strong backbone
- Product strategy to remain focused on residential – apartments, rowhouses, plotted developments
- Major growth is targeted from Bangalore, NCR & Mumbai in long term

## Revenue to be recognized

**₹158.73 Bn**

Project level expected  
EBITDA margin: 33%

## Future Marginal Cashflow

**₹105.39 Bn**

Ongoing / Completed projects

**₹72.81 Bn**

Forthcoming projects

# Inventory visibility - Ongoing & Forthcoming

Inventory visibility – Real Estate		
Inventory status	SBA	Sales Value
Completed projects	0.15	1.73
Ongoing projects - Released	6.24	102.29
Ongoing projects - Unreleased	5.05	73.61
Forthcoming projects – Residential	18.56	254.22
Forthcoming projects – Commercial	0.71	11.64
<b>Total inventory visibility</b>	<b>30.71</b>	<b>443.49</b>



- Unreleased Inventory comprises of towers in SOBHA Altus & SOBHA Aranya (Gurgaon), SOBHA Neopolis, SOBHA Ayana, SOBHA Crystal Meadows, SOBHA Madison Heights and SOBHA Hamptons (Bangalore)
- Sobha's effective share in forthcoming projects (total) inventory is 81.4%
- In FY 2026, we plan to launch 8-9 mn sft of our forthcoming projects

SBA (Mn sft), Sales value (₹ Bn)		
Forthcoming projects - Residential and Commercial		
City /Region	No. of Projects	SBA
Bangalore	7	7.56
Gurgaon	3	3.37
Greater Noida	2	3.10
Pune	1	0.85
Mumbai	1	0.17
Chennai	1	1.50
Kochi	1	0.92
Trivandrum	1	0.25
Calicut	1	0.83
<b>Residential Projects</b>	<b>18</b>	<b>18.56</b>
Gurgaon	2	0.71
<b>Commercial Projects</b>	<b>2</b>	<b>0.71</b>
<b>Total Forthcoming</b>	<b>20</b>	<b>19.27</b>



# Projected Marginal Cashflow to be realized

SBA (Mn sft), Sales value (₹ Bn)

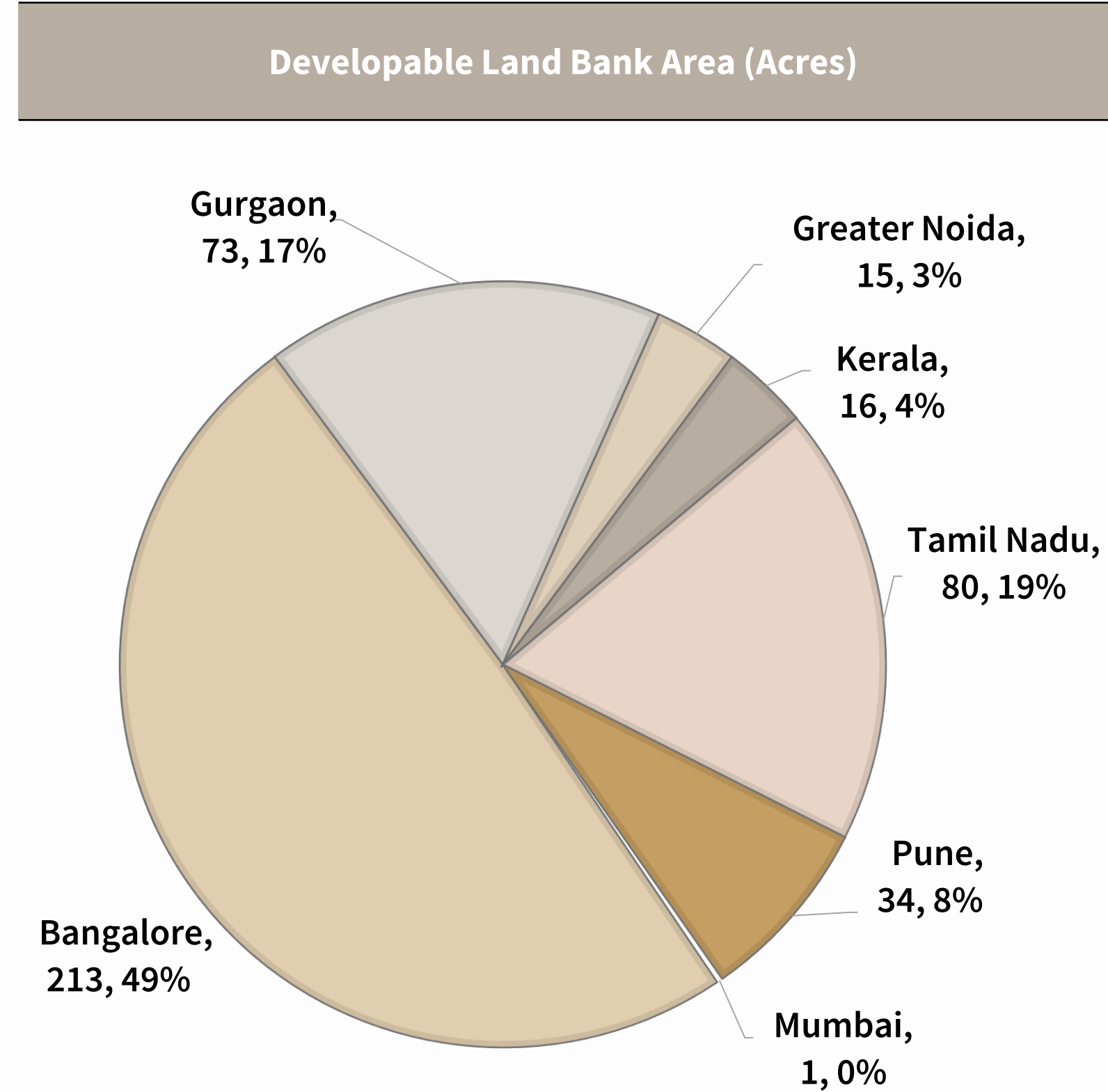
Particulars	Completed Projects	Ongoing – Released	Ongoing - Unreleased	Total
Total Saleable area	16.79	23.28	5.06	<b>45.13</b>
Sobha’s share of Saleable area	15.71	22.61	5.05	<b>43.37</b>
Total area sold till 31 <sup>st</sup> March 2025	15.56	16.37	-	<b>31.93</b>
Unsold area as on 31 <sup>st</sup> March 2025	0.15	6.24	5.05	<b>11.44</b>
Balance cost to incur as on 31 <sup>st</sup> March 2025	3.38	91.23	41.20	<b>135.81</b>
Outstanding receivables + Balance to be billed & collected on sold units* + Refundable deposit	1.29	93.01	0.13	<b>94.43</b>
Sales value of unsold stock ^	1.34	79.08	66.34	<b>146.76</b>
<b>Marginal Cashflow – Completed &amp; Ongoing</b>	<b>(0.75)</b>	<b>80.86</b>	<b>25.27</b>	<b>105.38</b>
<b>Marginal Cashflow – Forthcoming Projects</b>				<b>72.81</b>

- Balance receivables from completed and ongoing released projects is more than adequate to cover the cost to complete the same
- The unsold stock value is projected at last sold price for respective projects
- “Ongoing-Released” refers to inventory from launched projects, offered for sale

\* 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

# Developable Land Bank to support growth



Regions*	Forthcoming Projects Land	Subsequent Projects Land	Total
Bangalore	76	137	<b>213</b>
Gurgaon	57	16	<b>73</b>
Greater Noida	15	0	<b>15</b>
Kerala	12	4	<b>16</b>
Tamil Nadu	9	72	<b>80</b>
Pune	7	27	<b>34</b>
Mumbai	1	0	<b>1</b>
<b>Total Land (Acres)</b>	<b>177</b>	<b>255</b>	<b>432</b>
<b>Development Potential (SBA in Mn sft)</b>	<b>19.3</b>	<b>24.3</b>	<b>43.6</b>
<b>Sobha share (%)</b>	<b>81.4%</b>	<b>86.0%</b>	<b>84.0%</b>

\* **Bangalore** includes Mysore; **Tamil Nadu** includes Chennai, Coimbatore, Hosur; **Kerala** includes Kochi, Trivandrum, Thrissur and Calicut.

- In addition to the above lands, a total of 1,765 Acres of land bank is under various stages of consolidation, monetization and self use
- ~48 acres in Hoskote is considered under Subsequent Projects Land

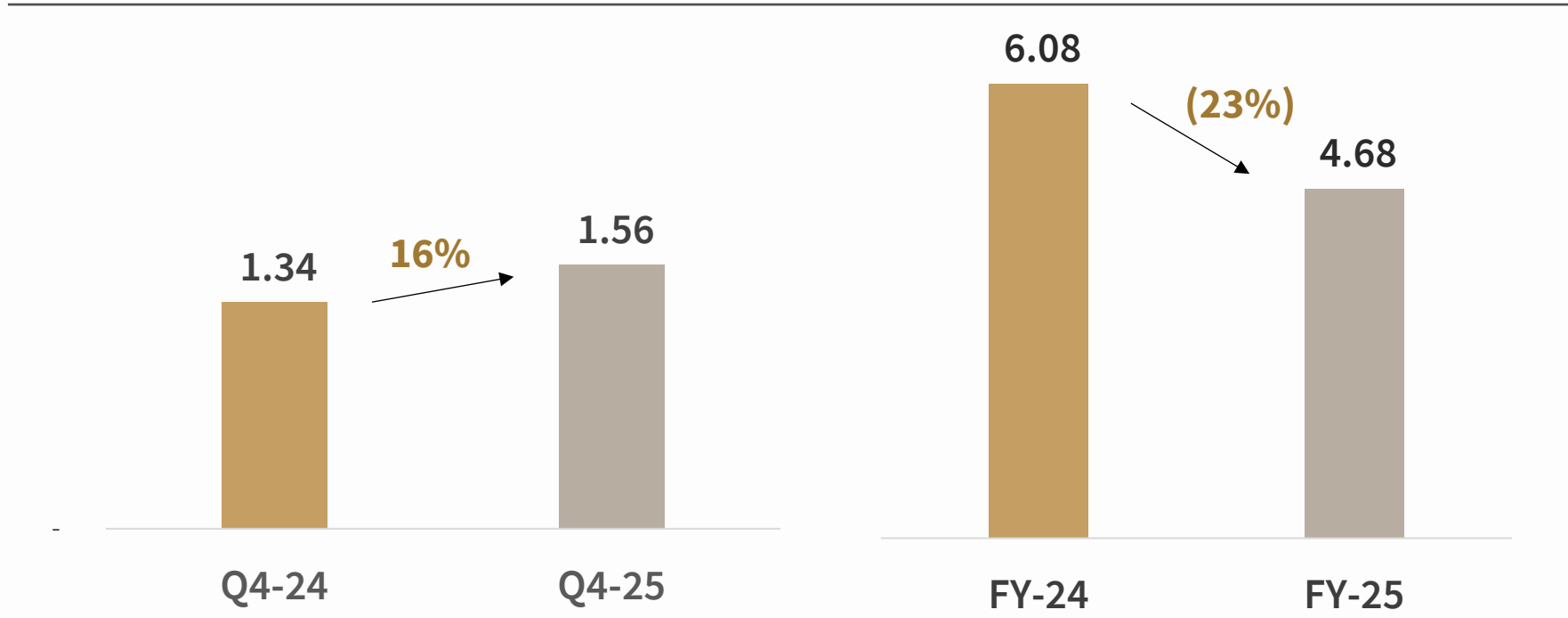


# Sales & Operations

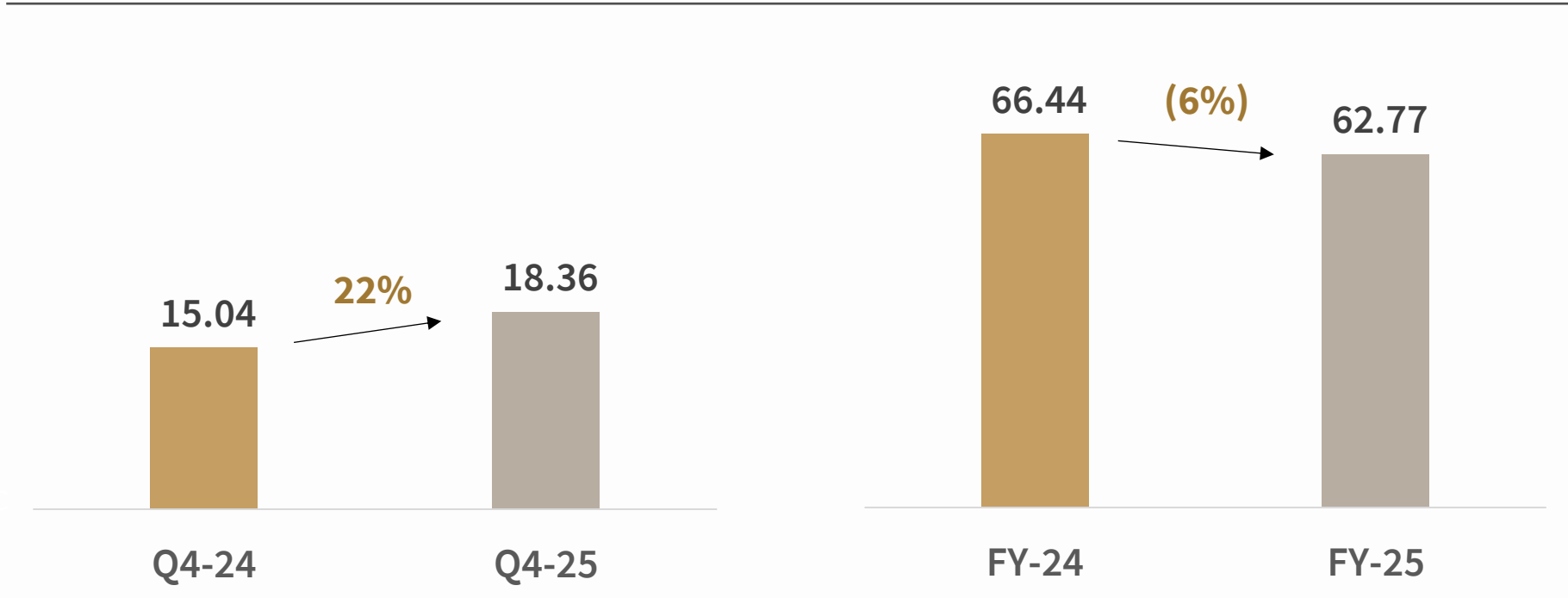
Engineered scale delivered across markets

# Sales Performance | Q4 & FY25

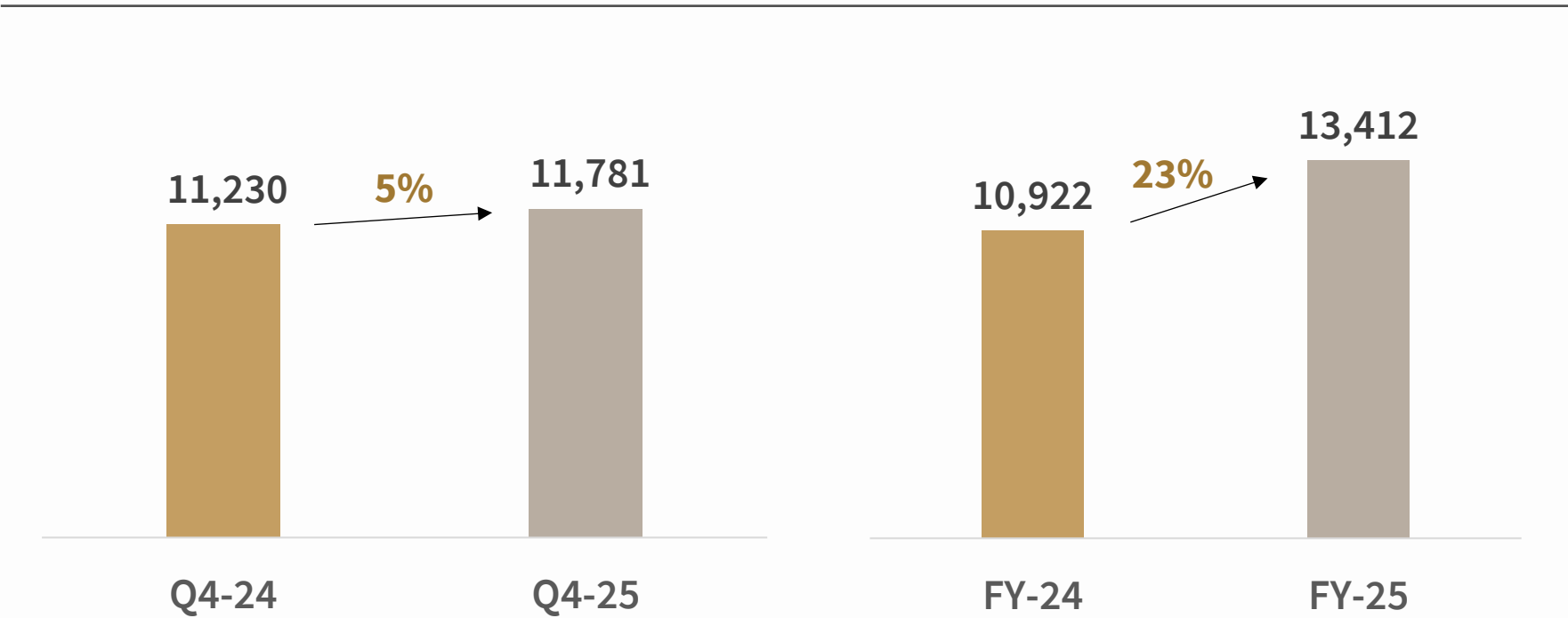
New Sales Area (Mn. Sft)



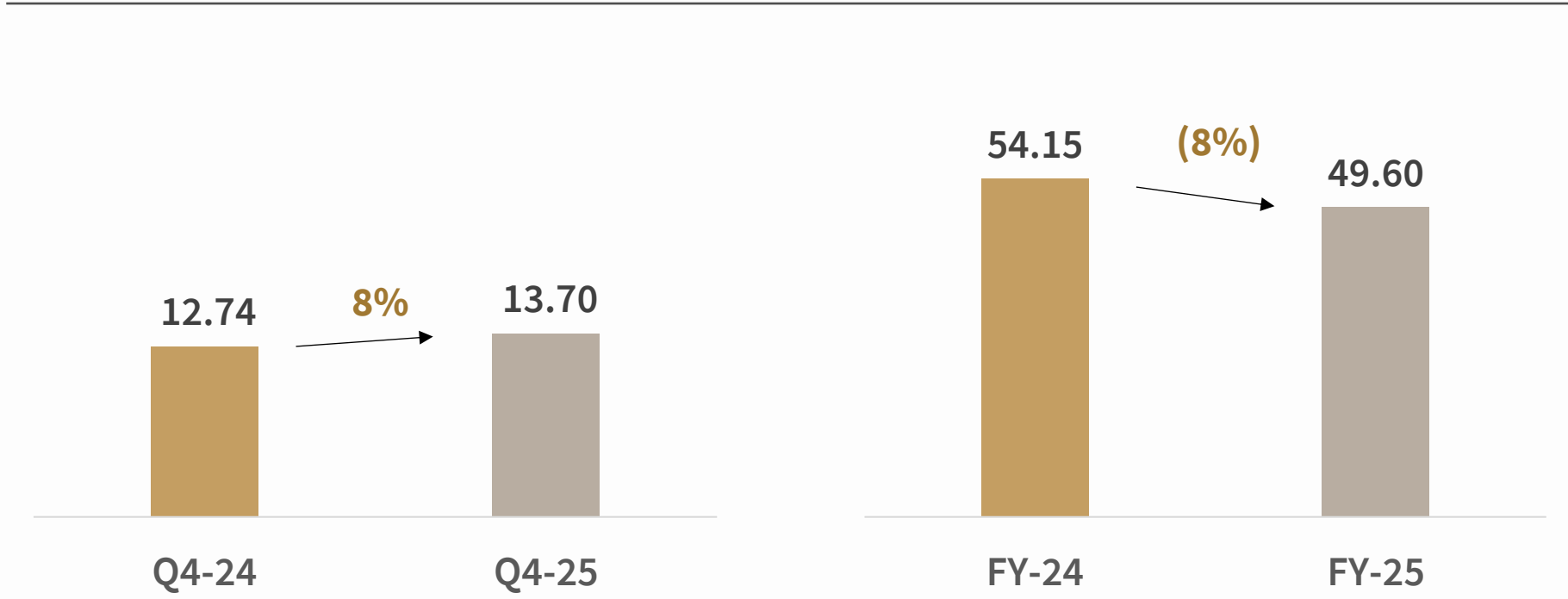
Total Sales Value (₹ Bn)



Avg. Price Realization (₹/ sft)

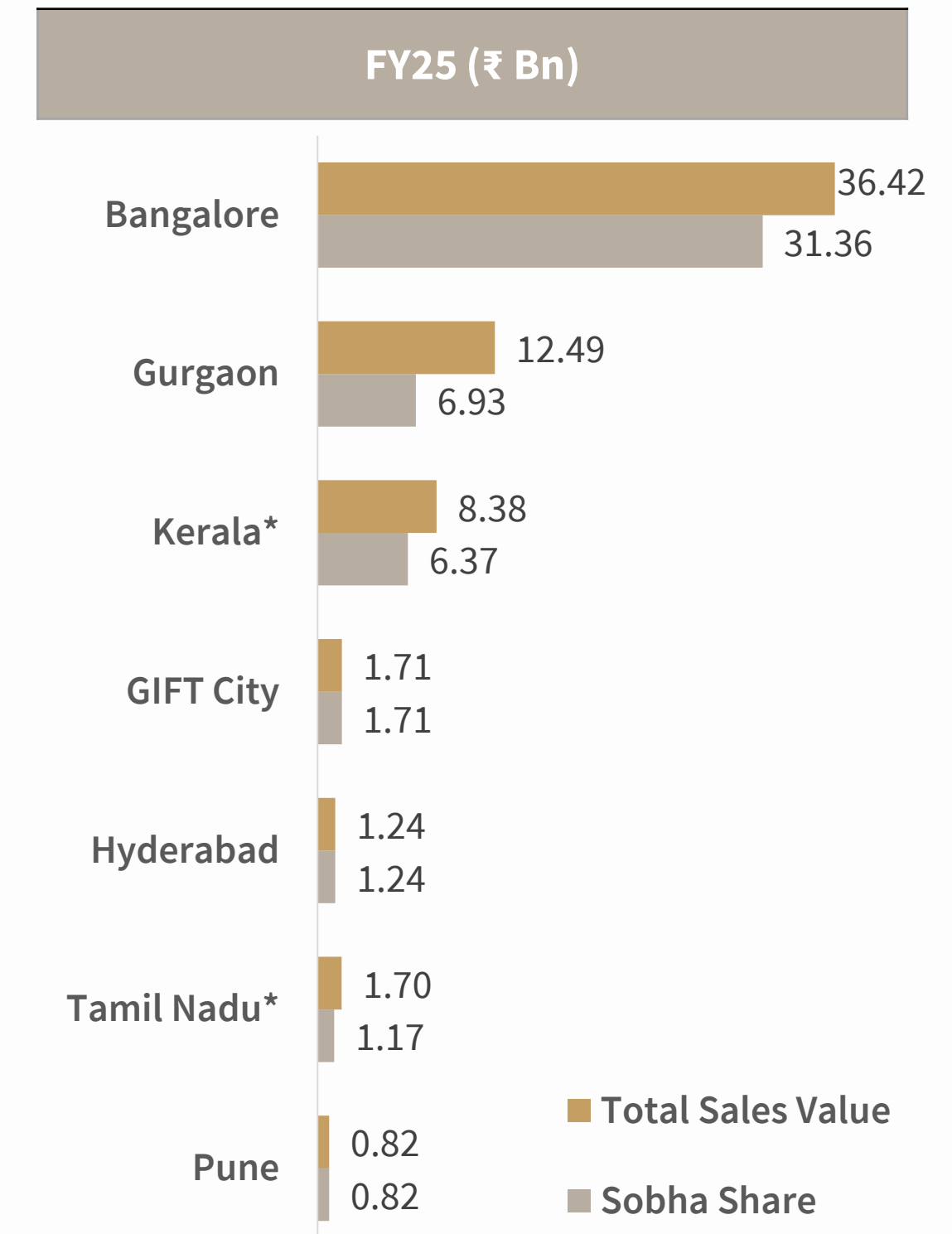
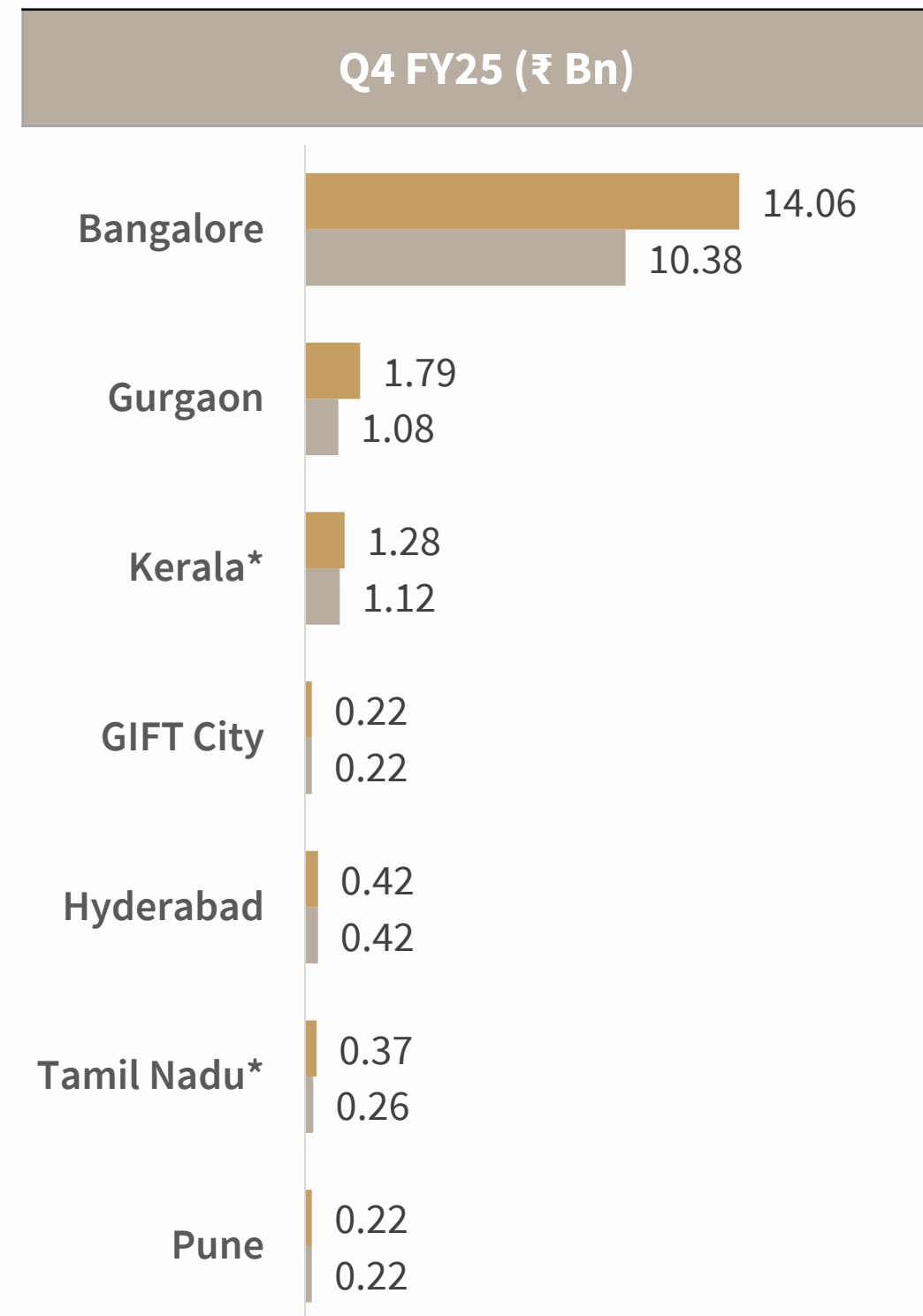


Sobha's Share - Sales Value (₹ Bn)



# Region wise sales performance | Q4 & FY25

New Sales Area ( sft)		
Region	Q4 FY25	FY25
Bangalore	1,242,456	2,845,951
Gurgaon	77,458	514,358
Kerala*	120,687	757,864
GIFT City	17,481	138,999
Hyderabad	28,640	85,688
Tamil Nadu*	52,067	265,555
Pune	19,401	71,410
<b>Total</b>	<b>1,558,190</b>	<b>4,679,825</b>
<b>Sales Value (₹ Bn)</b>	<b>18.36</b>	<b>62.77</b>
<b>Sobha's Share (₹ Bn)</b>	<b>13.70</b>	<b>49.60</b>

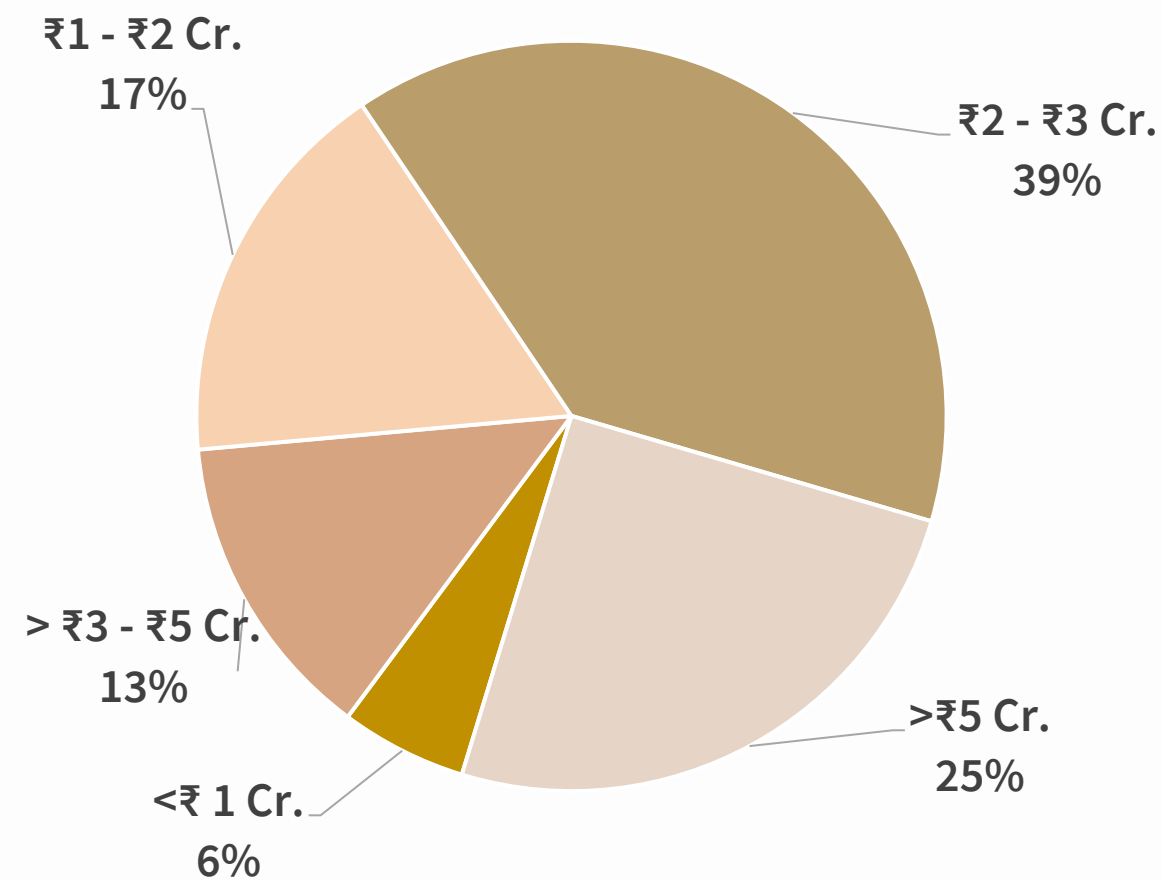


\*Kerala includes Kochi, Thrissur, Calicut and Trivandrum ; Tamil Nadu includes Chennai and Coimbatore

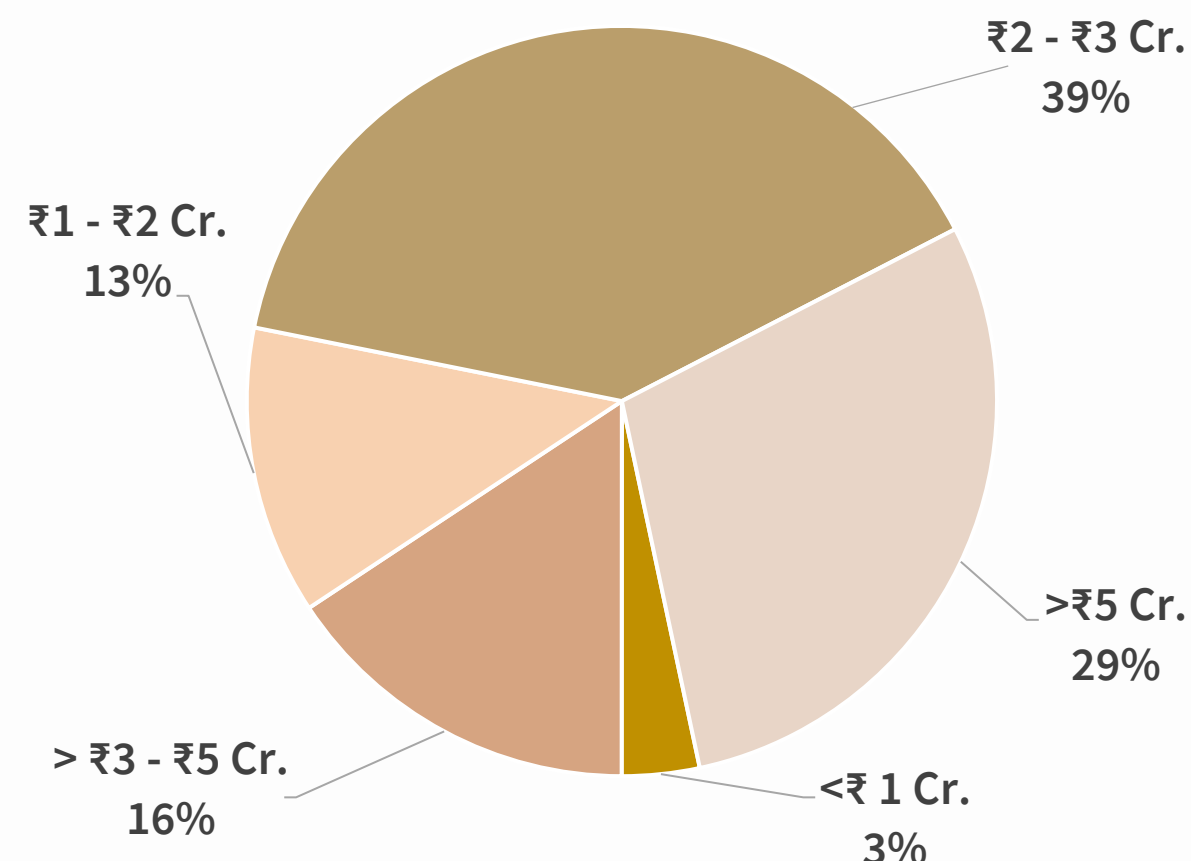


# Sales Value by Price bands | Q4 & FY25

Q4 FY25



FY 25



Major Projects – Contribution to FY25 Sales

- SOBHA Neopolis – 22%
- SOBHA Aranya – 16%
- SOBHA Ayana - 11%
- Marina One – 7%
- SOBHA Madison Heights – 6%
- SOBHA Hamptons – 5%
- SOBHA Oakshire – 5%
- Chartered Birdsong – 4%
- SOBHA Metropolis – 3%
- SOBHA Ridge Whispering Hills – 2%

- Products > ₹5 cr. size are contributed from SOBHA Altus, SOBHA Aranya, SOBHA Oakshire and SOBHA Infinia contributed 25% in Q4 FY25 and 29% in FY25
- Homes ranging from ₹3 - 5 cr. comprise of projects such as Marina One & SOBHA Atlantis (Kochi), SOBHA Elysia (GIFT City), SOBHA Infinia, SOBHA Neopolis, SOBHA Nesara (Pune) & SOBHA Waterfront (Hyderabad) contributed 13% % in Q4 FY 25 and 15% in FY 25 to the overall value
- Category of ₹1 - 2 cr. products comprised apartments from SOBHA Arbor (Chennai), SOBHA Meadows – Whispering Hill (Trivandrum), SOBHA Metropolis (Thrissur), SOBHA Royal Crest etc.
- Products less than ₹1 cr. was contributed from SOBHA Conserve (Chennai), SOBHA Mountain Mist (Coimbatore) and SOBHA Dream Garden (Bangalore)

# New Project Launches | Q4 & FY25



- SOBHA Hamptons and Madison Heights are part of the SOBHA Townpark development – a 33-acre luxury apartment community with access from main Hosur Road, well connected to major IT hubs
- Project has total saleable area of 3,670,473 sft offering 2,104 units - 13 wings of G + 41 floors - comprises of 1/2/3/4 BR units with sizes ranging from 754 sft to 2,846 sft
- Additionally launched Chartered Birdsong (DM), plotted development spread over 18.38 acres with SBA of 441,582 sft in North Bangalore

FY-25 Project Launches			
Location	Project	SBA (Sft)	Qtr
Bangalore	SOBHA Townpark (Hamptons & Madison Heights)	3,670,473	Q4
Bangalore	Chartered Birdsong (DM)	441,582	Q4
Bangalore	SOBHA Ayana	1,130,711	Q3
Bangalore	SOBHA Infinia	477,003	Q2
Gurgaon	SOBHA Aranya	1,927,458	Q1
Gurgaon	SOBHA Altus	808,234	Q1
Chennai	SOBHA Conserve	189,667	Q1
Coimbatore	SOBHA Mountain Mist	118,373	Q1
<b>Total</b>		<b>8,763,502</b>	

# Projects completion | Q4 & FY25

City / Region	Project*	Q4 FY25		FY-25	
		SBA (Mn Sft)	No. of Units	SBA (Mn Sft)	No. of Units
Bangalore	SOBHA Dream Acres, SOBHA Dream Garden, SOBHA Lake Garden, SOBHA Lifestyle, SOBHA Royal Pavillion, SOBHA Sentosa, SOBHA Rajvilas, SOBHA Victoria Park, SOBHA Windsor	926,151	773	3,240,049	2,285
Gurgaon	SOBHA City Gurgaon	-	-	313,012	157
	International City Gurgaon				
Kochi	Marina One	-	-	248,505	100
Thrissur	SOBHA Silver Estate	33,997	13	89,155	32
Calicut	SOBHA Bela Encosta	17,509	4	38,752	9
GIFT City	SOBHA Dream Heights	130,553	119	261,056	237
Chennai	SOBHA Gardenia Annex	-	-	15,519	4
Coimbatore	SOBHA Mountain Mist	5,829	2	136,077	94
	SOBHA West Hill Part C				
Pune	SOBHA Nesara	-	-	200,864	90
<b>Total</b>		<b>1,114,040</b>	<b>911</b>	<b>4,542,988</b>	<b>3,008</b>

\* Completion is taken on Tower/Wing basis for apartment projects, in case of Villas individual unit completion has been considered

# Real Estate – Project portfolio as on 31.03.2025

City/Region	Completed		Ongoing		Forthcoming
	Developable Area	SBA	Developable Area	SBA	
Bangalore*	65.01	47.24	23.26	17.04	7.56
Gurgaon	4.75	3.12	0.05	0.02	4.08
Greater Noida	-	-	-	-	3.10
Mumbai	-	-	-	-	0.17
Kerala*	4.75	3.54	12.25	8.40	2.01
GIFT CITY	0.81	0.52	2.03	1.57	-
Tamil Nadu*	7.48	5.78	0.70	0.48	1.50
Hyderabad	-	-	0.81	0.65	-
Pune	1.52	1.08	0.62	0.44	0.85
<b>Total</b>	<b>84.31</b>	<b>61.28</b>	<b>39.72</b>	<b>28.60</b>	<b>19.27</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





# Consolidated Financials

Consistent operational cashflow



# Achieved highest ever Operating Cash Inflow of ₹61.84 Bn

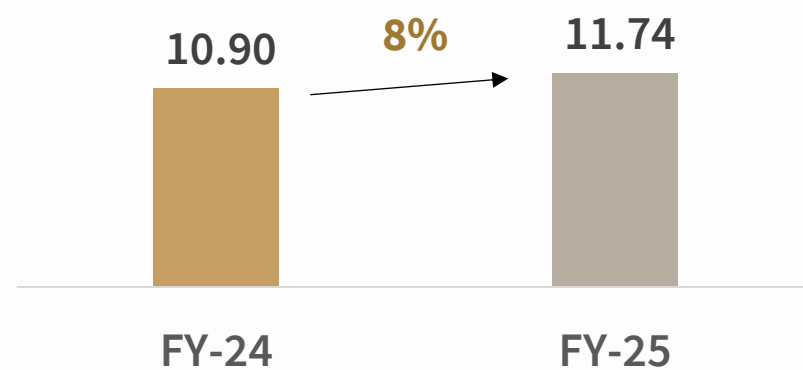
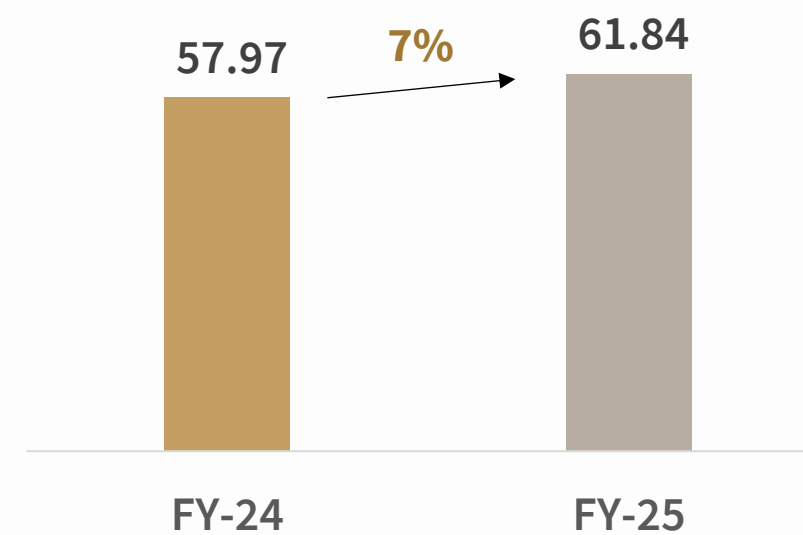
₹ Bn

## Key Highlights

- Achieved historically highest operational cash inflows of **₹17.85 bn** in Q4-25 and **₹61.84 bn** in FY25
- In FY25 Real Estate contributed 89.2% to overall collections
- Project related outflows (construction & approvals) for FY25 was up 19.0% to ₹26.05 bn, supporting billing & collections growth
- Rights Issue proceeds inflow was ₹19.96 bn, 74% utilized
- Net Land related payments was **₹9.46 bn**, compared to **₹3.83 bn in FY24**, in line with our strategy to scale up

### Total Operational Cash Inflow

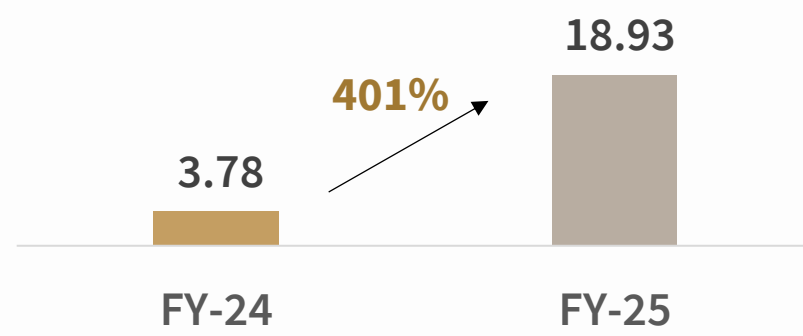
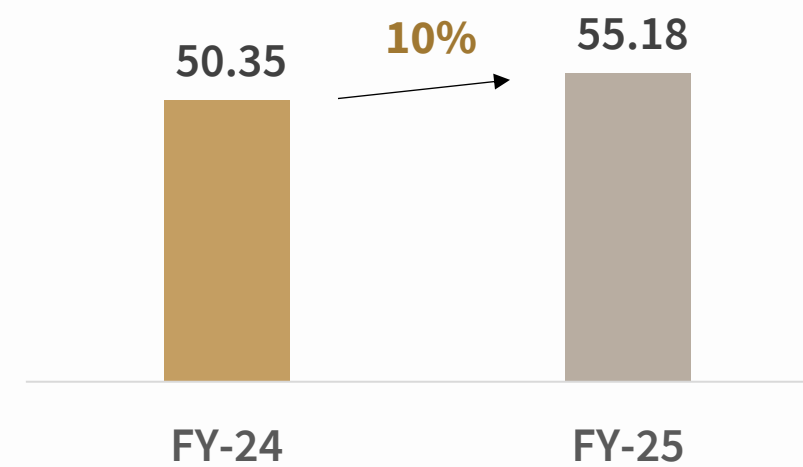
### Net Operational Cashflow



### Real Estate Cash Inflow

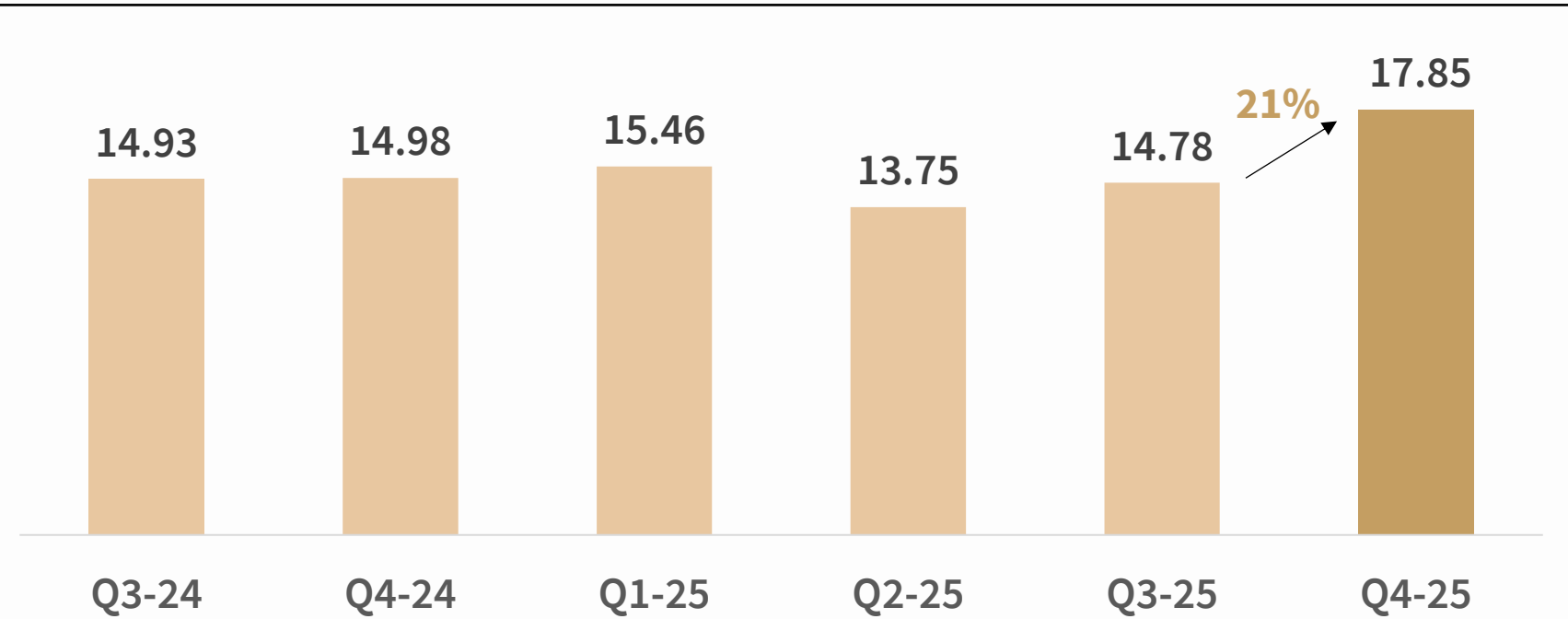
### Net Cash Flow

(Rights Issue receipts included)

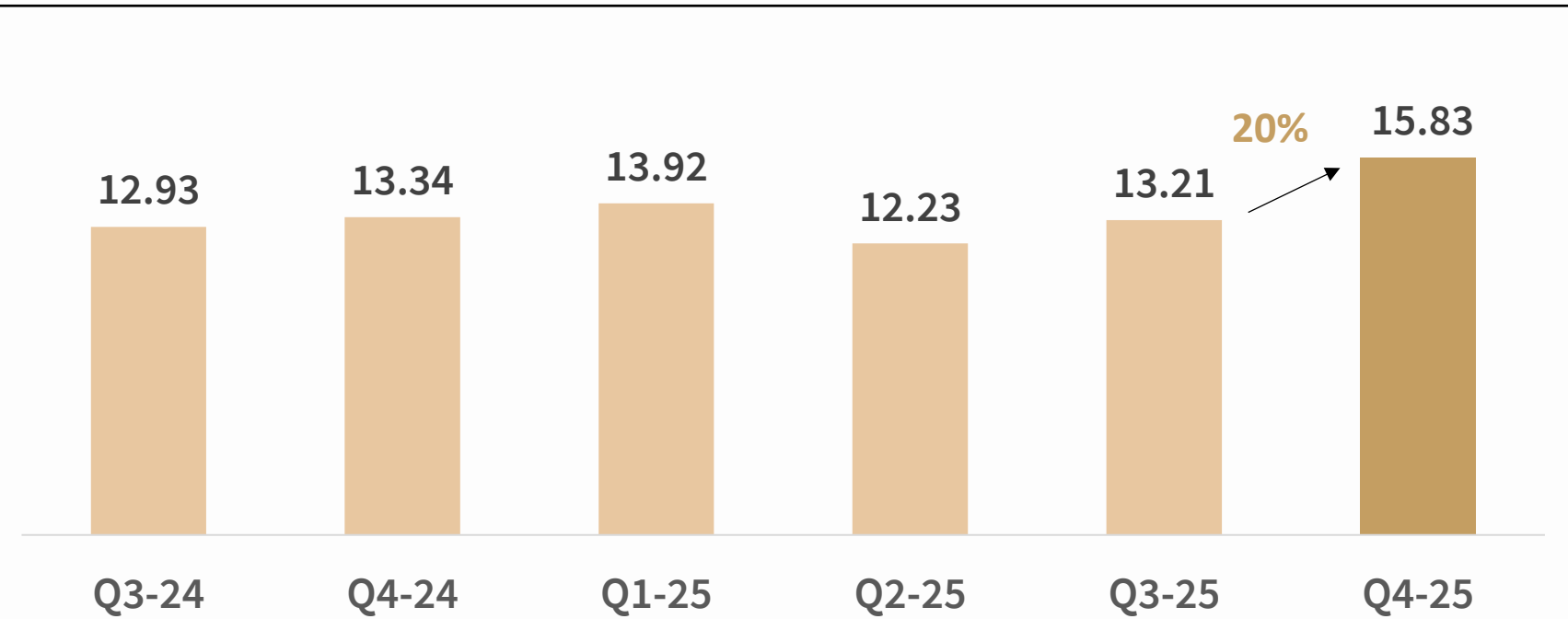


# Consistent cashflow generation over the quarters

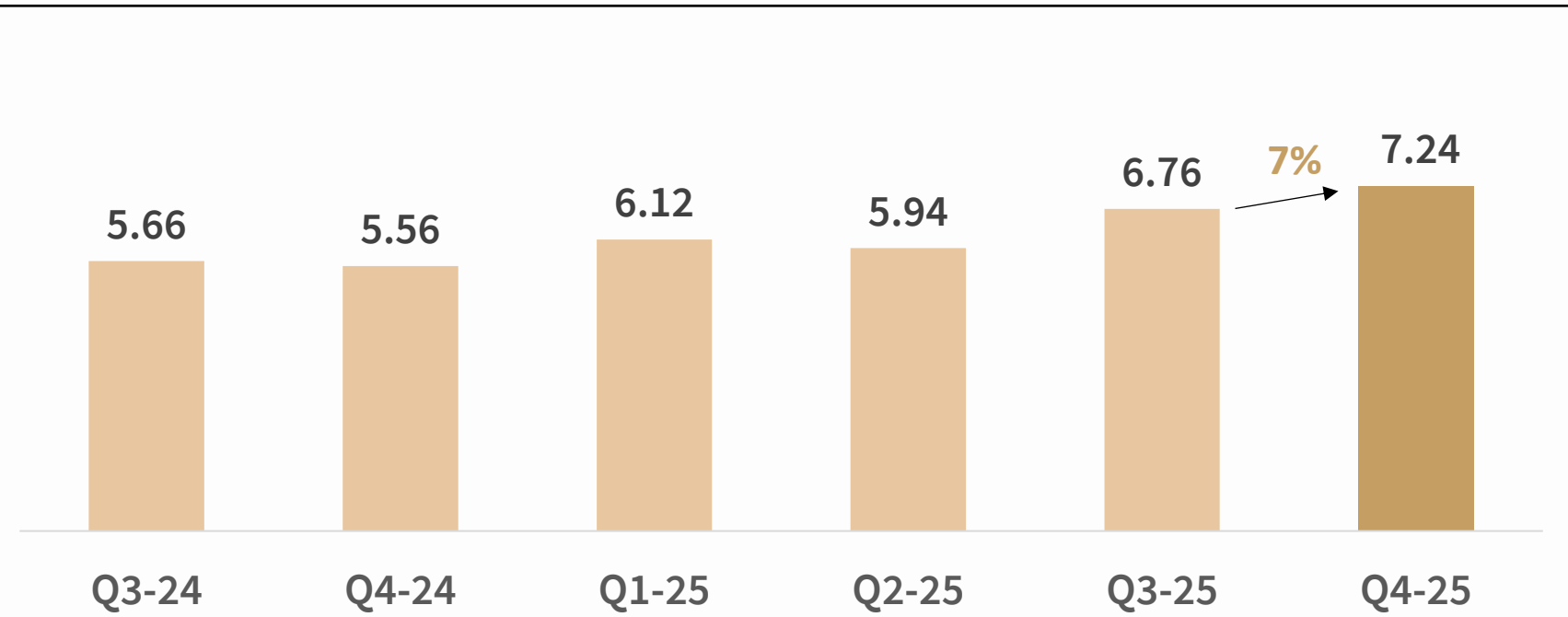
Total Operational Cash Inflow (₹ Bn)



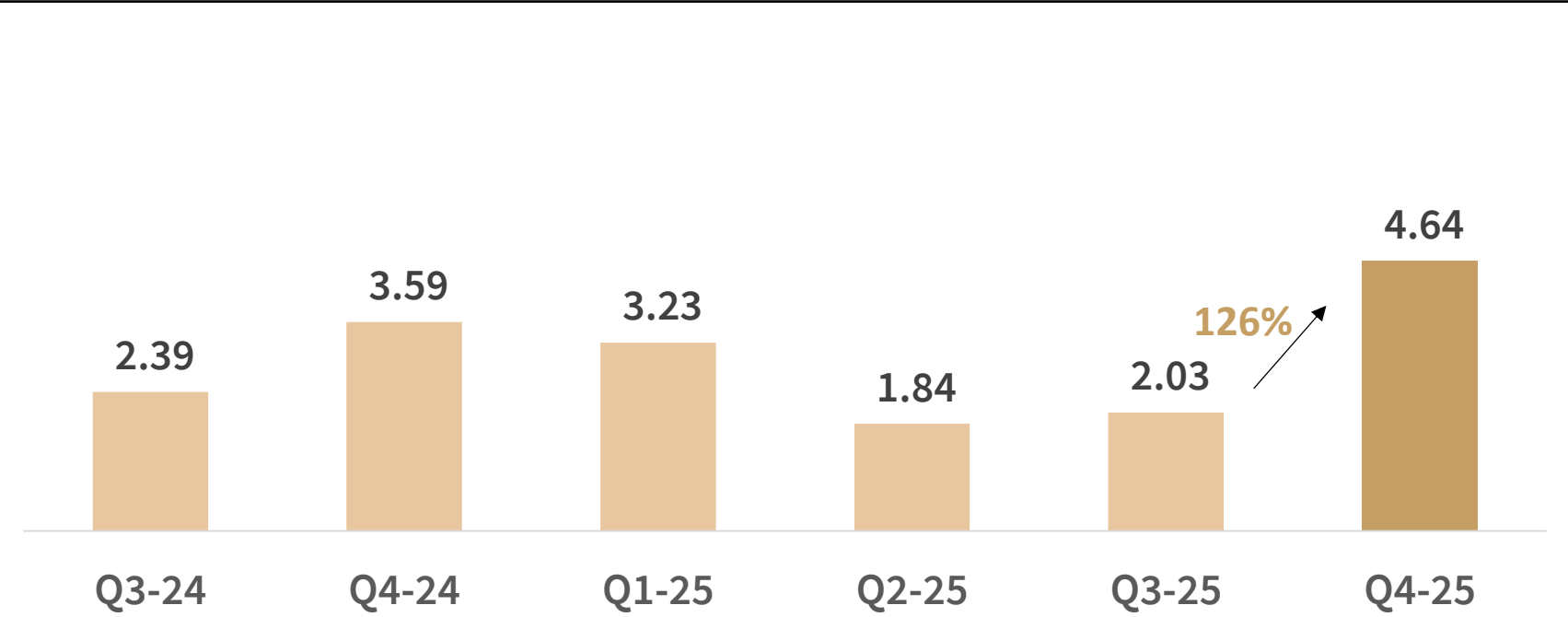
Real Estate Cash Inflow (₹ Bn)



Real Estate Construction Outflows (₹ Bn)



Net Operational Cashflow (₹ Bn)



# Consolidated Cashflow Statement | Q4 & FY25

₹ Mn

Particulars	Q4-25	Q3-25	Q4-24	FY-25	FY-24
<b>Operational Cash Inflow</b>					
Real Estate Operations	15,834	13,206	13,339	55,184	50,345
Contractual & Manufacturing	2,014	1,575	1,644	6,657	7,621
<b>Total Operational Cash Inflow (A)</b>	<b>17,848</b>	<b>14,781</b>	<b>14,983</b>	<b>61,841</b>	<b>57,966</b>
<b>Operational Cash Outflow</b>					
Real Estate project related outflow	7,240	6,758	5,559	26,053	21,900
Joint Development Partner payments	1,920	1,837	1,863	7,566	9,611
Contracts and Manufacturing	1,647	1,535	1,671	5,909	7,178
Facility management	171	149	331	986	1,229
Overheads	757	661	546	2,896	2,037
Sales & Marketing	385	566	352	1,649	1,318
CSR	45	27	30	135	151
Indirect Taxes	774	577	614	2,768	2,458
Income Tax (incl. TDS)	273	639	429	2,137	1,188
<b>Total Operational Cash Outflow (B)</b>	<b>13,212</b>	<b>12,749</b>	<b>11,395</b>	<b>50,100</b>	<b>47,071</b>
<b>Net Operational Cashflow (C = A-B)</b>	<b>4,636</b>	<b>2,032</b>	<b>3,588</b>	<b>11,741</b>	<b>10,895</b>

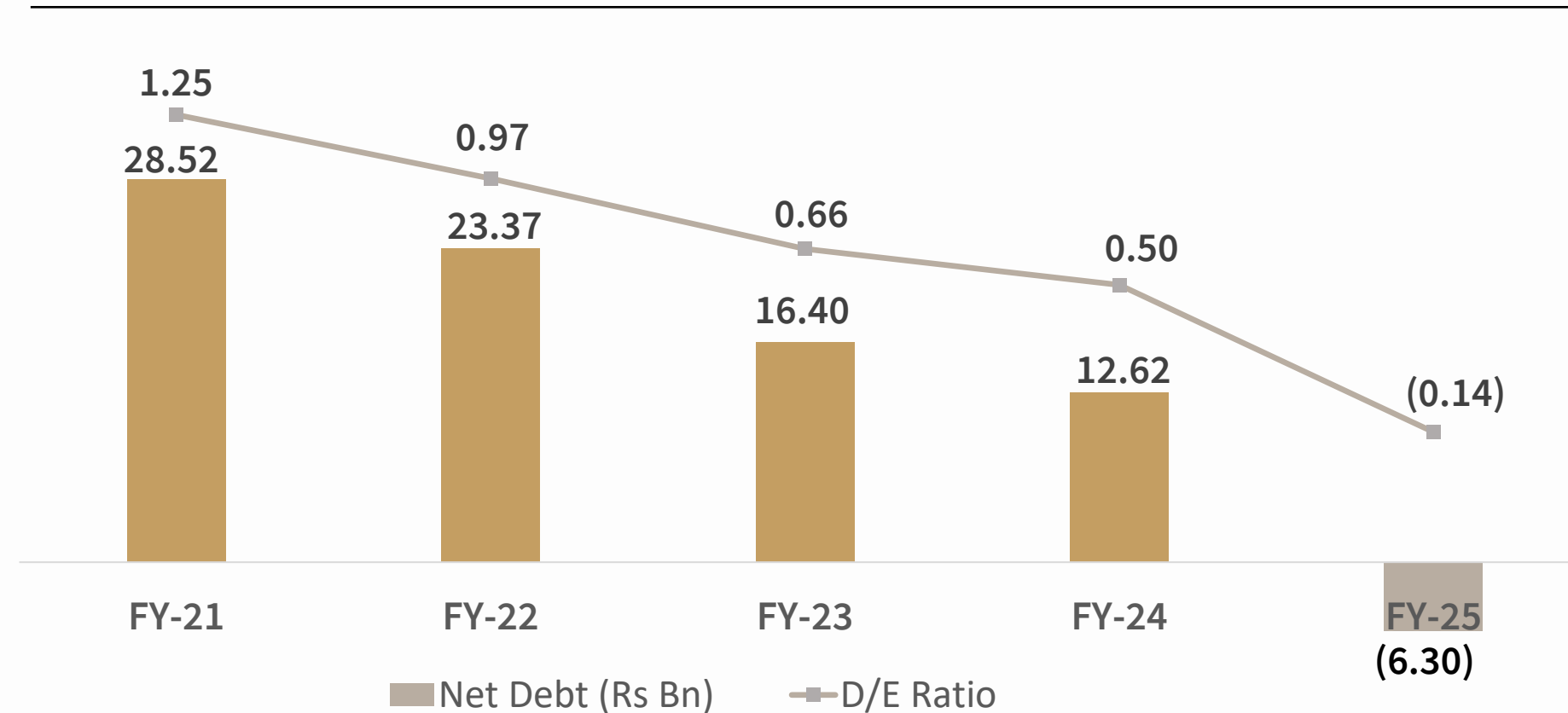
# Cashflow Statement | Q4 & FY25 (continued)

₹ Mn

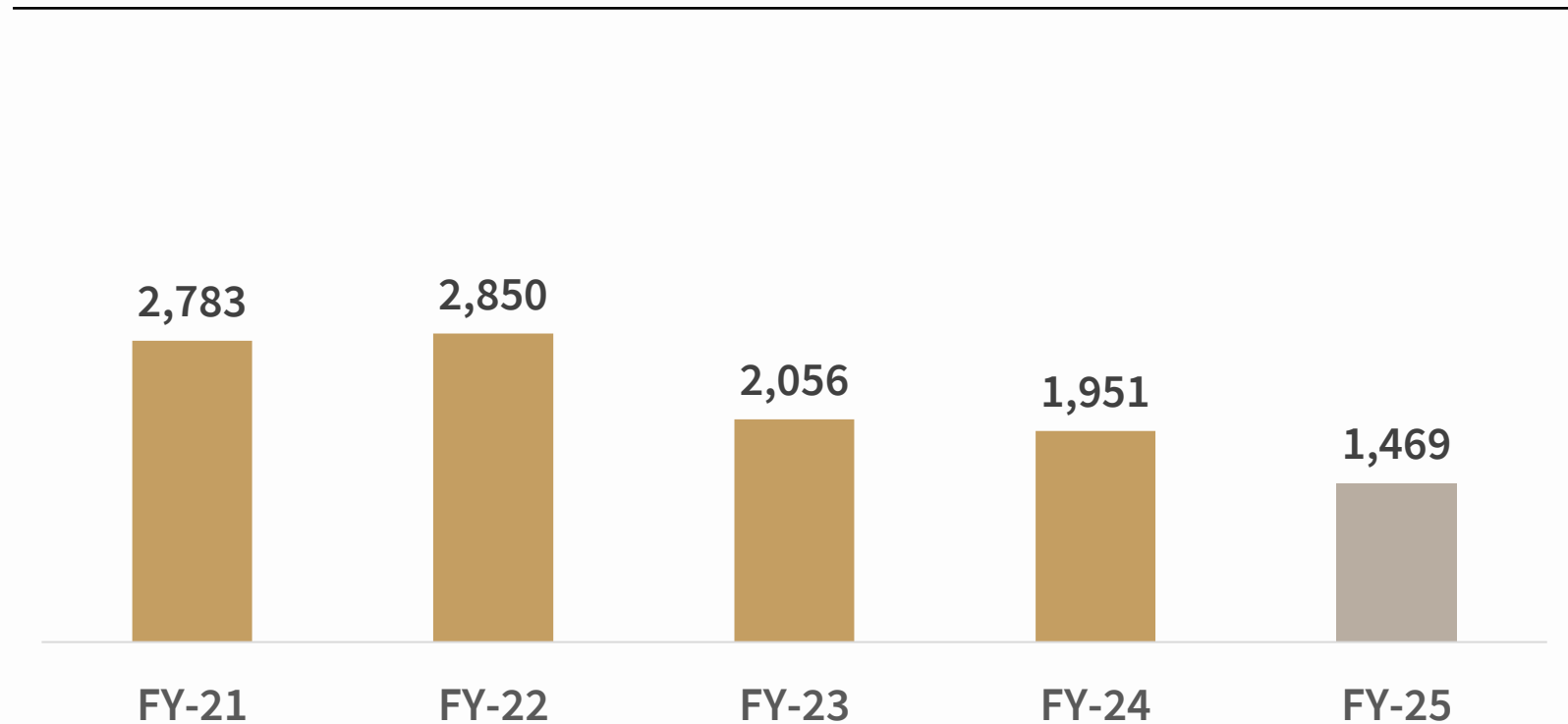
Particulars	Q4-25	Q3-25	Q4-24	FY-25	FY-24
<b>Financial Inflow</b>					
Rights Issue Proceeds (D)	9,966	-	-	19,961	-
<b>Financial Outflow</b>					
Finance Related Outflow	301	338	464	1,469	1,951
Dividend	-	-	-	301	284
<b>Total Financial Outflow (E)</b>	<b>301</b>	<b>338</b>	<b>464</b>	<b>1,770</b>	<b>2,235</b>
<b>Net Financial Cashflow (F=D-E)</b>	<b>9,665</b>	<b>(338)</b>	<b>(464)</b>	<b>18,191</b>	<b>(2,235)</b>
<b>Net Cashflow after Financing Activities (G=C+F)</b>	<b>14,301</b>	<b>1,694</b>	<b>3,124</b>	<b>29,9325</b>	<b>8,660</b>
<b>Capital Outflow</b>					
Net Land Payments	3,132	3,058	2,105	9,463	3,829
Capex	303	394	209	1,544	1,056
<b>Total Capital Outflow (H)</b>	<b>3,434</b>	<b>3,452</b>	<b>2,313</b>	<b>11,006</b>	<b>4,885</b>
<b>Total Cash Inflow (A)</b>	<b>27,814</b>	<b>14,781</b>	<b>14,983</b>	<b>81,803</b>	<b>57,966</b>
<b>Total Cash Outflow (G =B+D+F)</b>	<b>16,948</b>	<b>16,539</b>	<b>14,172</b>	<b>62,877</b>	<b>54,191</b>
<b>Net Cashflow (A - G)</b>	<b>10,866</b>	<b>(1,758)</b>	<b>811</b>	<b>18,926</b>	<b>3,775</b>

# Negative Net Debt with low borrowing cost

Net debt and D/E ratio

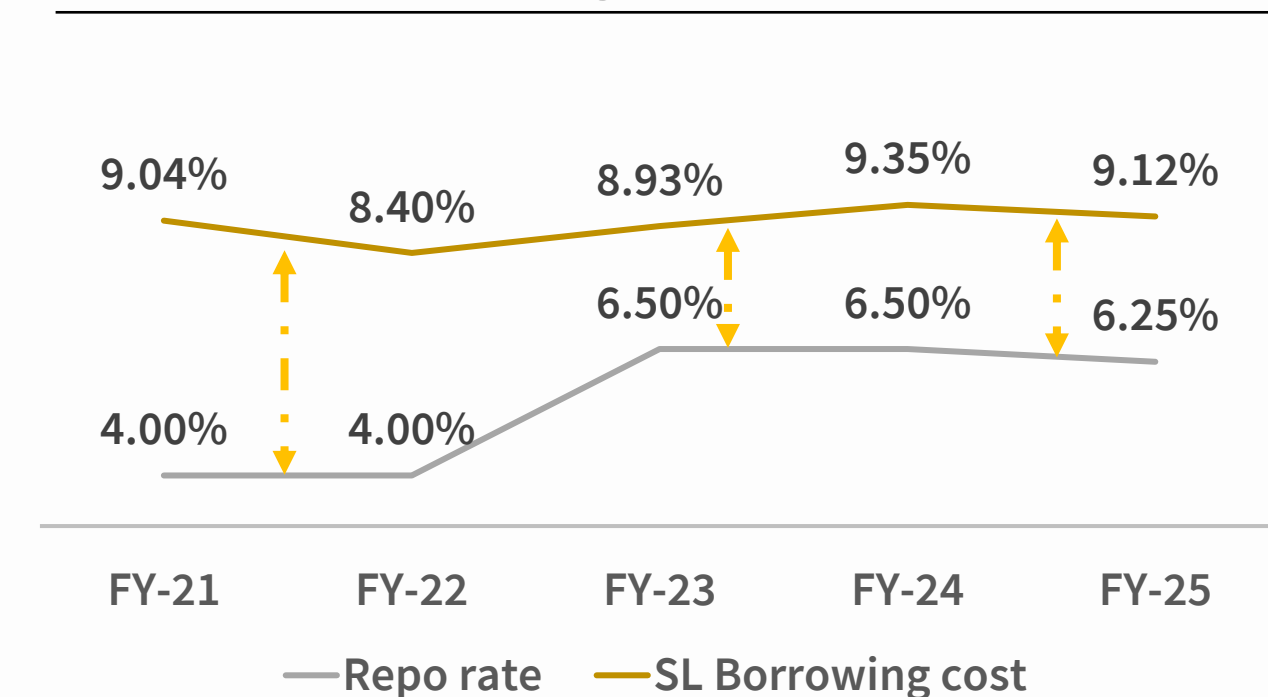


Finance Related Outflows (₹ Bn)



Particulars (₹ Bn)	FY-21	FY-22	FY-23	FY-24	FY-25*
Gross Debt	30.62	25.33	20.04	19.14	11.31
(-) Cash equivalents	2.10	1.96	3.64	6.51	17.61
Net Debt	28.52	23.37	16.40	12.62	(6.30)
Net Cash Flow	1.71	5.16	6.97	3.77	18.93

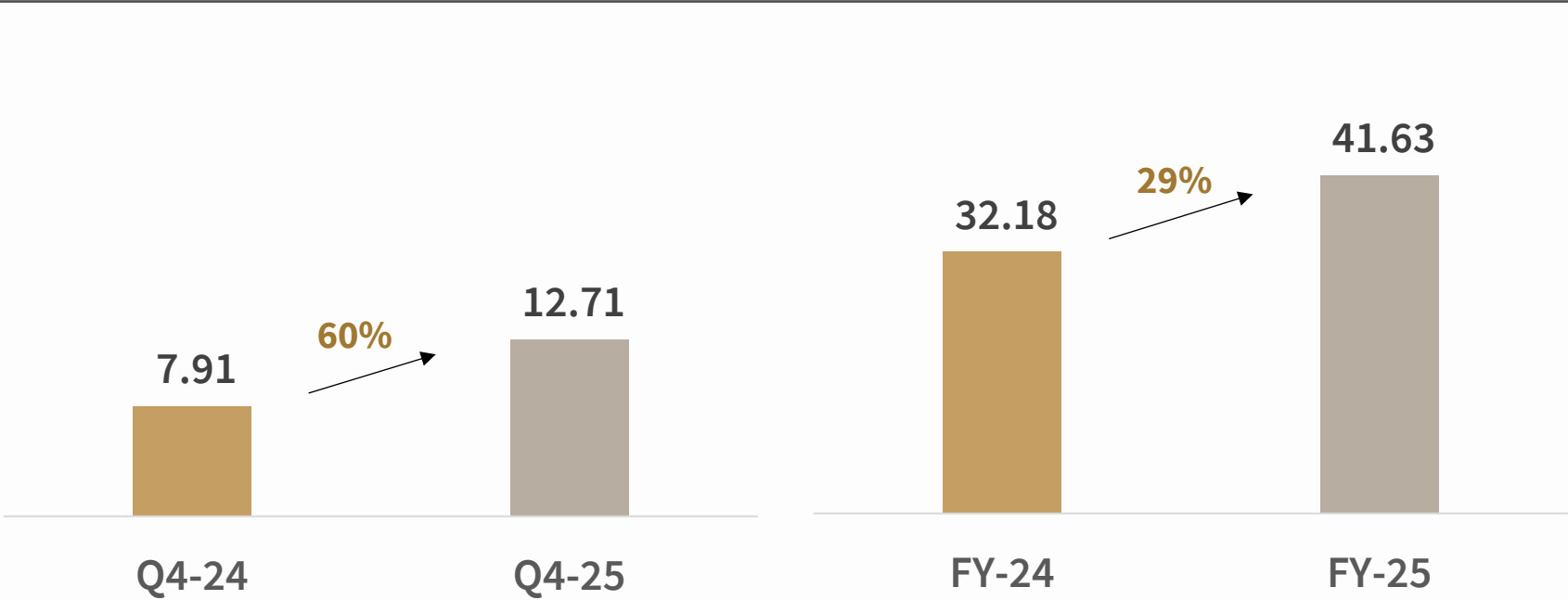
SL Borrowing Cost vs Repo Rate



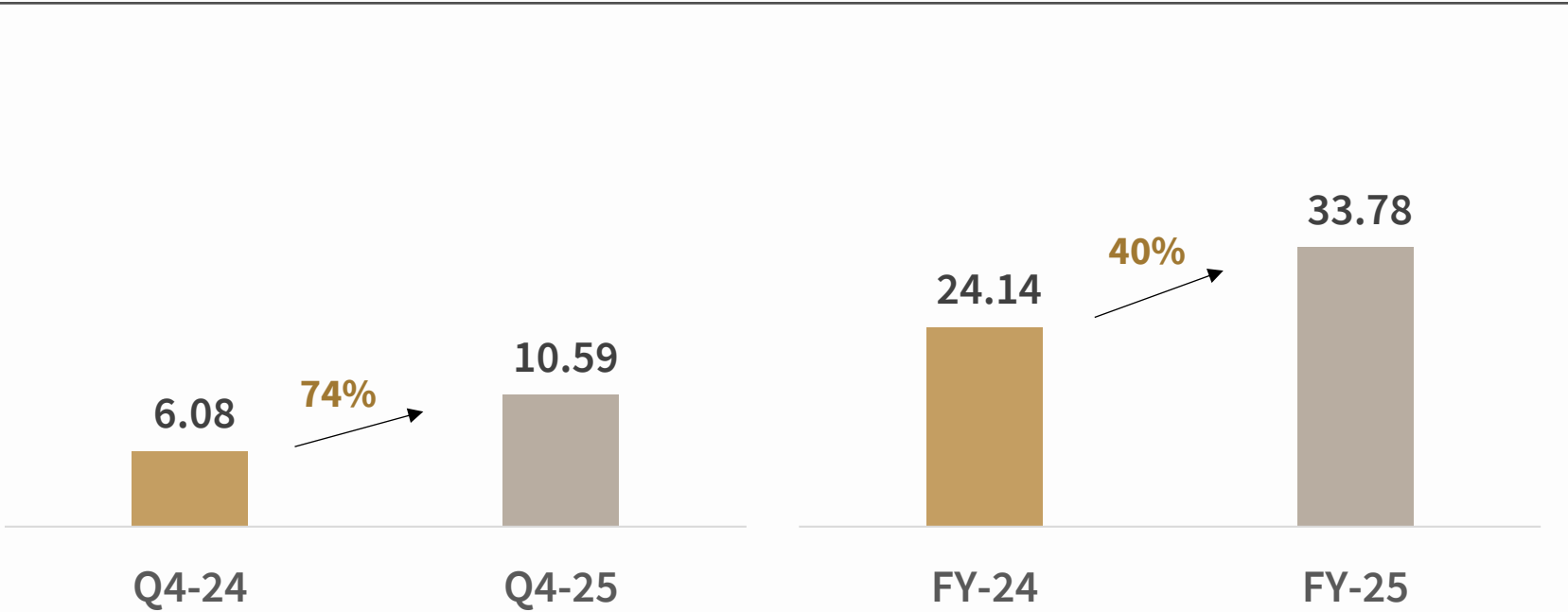


# Profit & Loss Highlights | Q4 & FY25

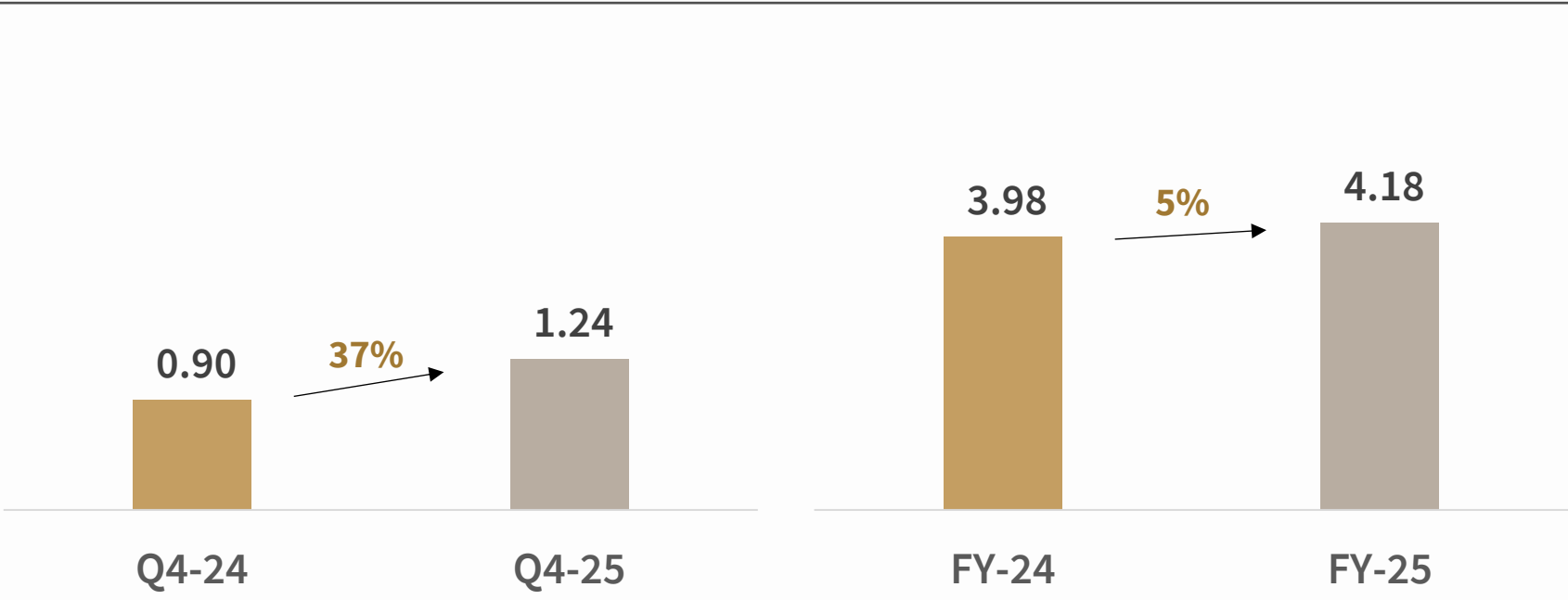
Total Income (₹ Bn)



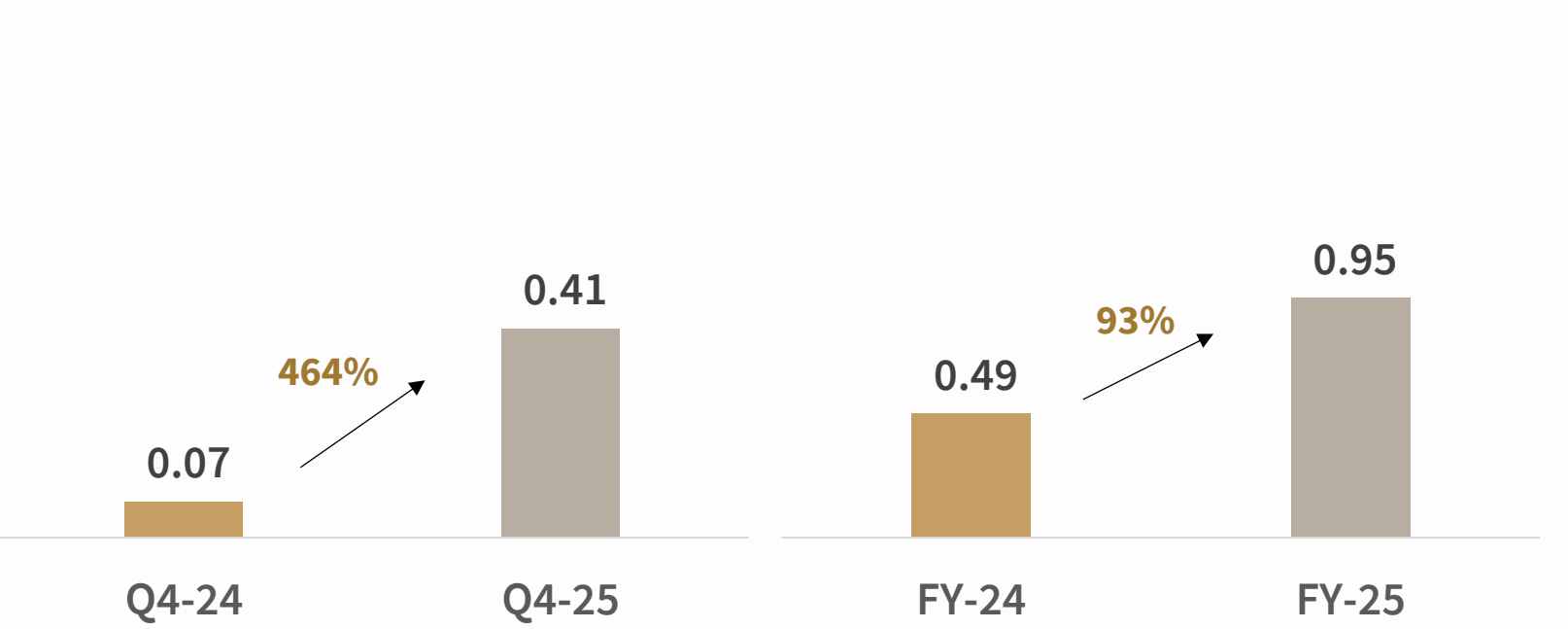
Real Estate Revenue (₹ Bn)



EBITDA (₹ Bn)



Profit After Tax (₹ Bn)



# Profit & Loss Statement | Q4 & FY25

₹ Mn

Particulars	Q4-25	Q3-25	Q4-24	FY-25	FY-24
Real Estate Revenue	10,591	10,627	6,080	33,782	24,138
Contractual & Manufacturing Revenue	1,815	1,614	1,549	6,605	6,831
Other Income	301	328	284	1,241	1,209
<b>Total Income</b>	<b>12,707</b>	<b>12,569</b>	<b>7,913</b>	<b>41,628</b>	<b>32,179</b>
less Total Expenditure	11,466	11,538	7,008	37,444	28,199
<b>EBIDTA</b>	<b>1,242</b>	<b>1,000</b>	<b>905</b>	<b>4,184</b>	<b>3,980</b>
<i>EBIDTA Margin (%)</i>	<i>9.8%</i>	<i>8.0%</i>	<i>11.4%</i>	<i>10.1%</i>	<i>12.4%</i>
less: Depreciation	230	233	205	898	782
less: Finance Expenses	450	473	590	1,956	2,455
<b>Profit Before Tax</b>	<b>562</b>	<b>295</b>	<b>109</b>	<b>1,330</b>	<b>742</b>
<i>PBT Margin (%)</i>	<i>4.4%</i>	<i>2.3%</i>	<i>1.4%</i>	<i>3.2%</i>	<i>2.3%</i>
less: Tax Expenses	154	78	39	383	251
<b>PAT</b>	<b>409</b>	<b>217</b>	<b>70</b>	<b>947</b>	<b>491</b>
<i>PAT Margin (%)</i>	<i>3.2%</i>	<i>1.7%</i>	<i>0.9%</i>	<i>2.3%</i>	<i>1.5%</i>
<b>Net Profit (after OCI)</b>	<b>404</b>	<b>221</b>	<b>72</b>	<b>924</b>	<b>479</b>
<i>Net Profit Margin (%)</i>	<i>3.2%</i>	<i>1.8%</i>	<i>0.9%</i>	<i>2.2%</i>	<i>1.5%</i>

# Consolidated Balance Sheet as on 31<sup>st</sup> March 2025

₹ Mn

Assets	31-Mar-25	31-Mar-24		Equity & Liability	31-Mar-25	31-Mar-24
<b>Total Non-current Assets</b>	<b>25,553</b>	<b>24,537</b>		<b>Non-Current Liabilities</b>	<b>9,513</b>	<b>7,772</b>
Fixed Assets	5,506	5,016				
Investment Property	4,545	4,501				
Financial Assets	15,501	15,020				
<b>Current Assets</b>	<b>146,658</b>	<b>112,427</b>		<b>Current Liabilities</b>	<b>117,092</b>	<b>104,052</b>
Inventories	112,522	93,764				
Other Current Assets	34,135	18,663		<b>Total Equity</b>	<b>45,605</b>	<b>25,141</b>
<b>Total Assets</b>	<b>172,210</b>	<b>136,965</b>		<b>Total Equity &amp; Liabilities</b>	<b>172,210</b>	<b>136,965</b>



# Commercial Portfolio

Project Name	Status	Total Leasable Area (sft)	Sobha Share Leasable area (sft)
Sobha City Mall, Thrissur	Operational	323,017	280,798
1 Sobha, Bangalore	Operational	228,348	154,424
		<b>551,365</b>	<b>435,222</b>
SOBHA City, Bangalore	Ongoing	28,863	28,863
		<b>28,863</b>	<b>28,863</b>
SOBHA Metropolis, Thrissur	Forthcoming*	27,607	27,607
ICG – Commercial, Gurgaon	Forthcoming*	576,089	576,089
SOBHA Altus – Commercial	Forthcoming*	172,636	109,624
Sector 106 – Retail, Gurgaon	Forthcoming*	110,000	69,495
		<b>886,332</b>	<b>782,815</b>
<b>Grand Total</b>		<b>1,466,560</b>	<b>1,246,900</b>

**Net Operating Income from commercial portfolio in FY25 was ₹529 mn**





# Contracts & Manufacturing – Revenue & Operations

₹ Bn

Particulars	FY-25	FY-24
<b>Revenue</b>	<b>6.58</b>	<b>6.83</b>
Contracts	3.15	3.09
Manufacturing & Retail	3.45	3.74
<b>Collections</b>	<b>6.60</b>	<b>7.62</b>
Contracts	2.55	3.19
Manufacturing	4.11	4.43

## Ongoing projects location-wise (31st March 2025)

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

## Ongoing Contractual Projects



- Karle Projects – Bangalore, 3 projects with total Order value ₹2.66 bn to construct 2.85 mn sft of built-up area. Expected date of completion Aug 2026



- Janaseva Trust Param – Bangalore, total Order value ₹0.86 bn to construct 0.52 mn sft of built-up area. Expected date of completion Oct 25



- Ashoka University North Campus – Sonipat, total Order value ₹ 2.42 bn to construct 0.49 mn sft of built-up area. Expected date of completion Apr 25

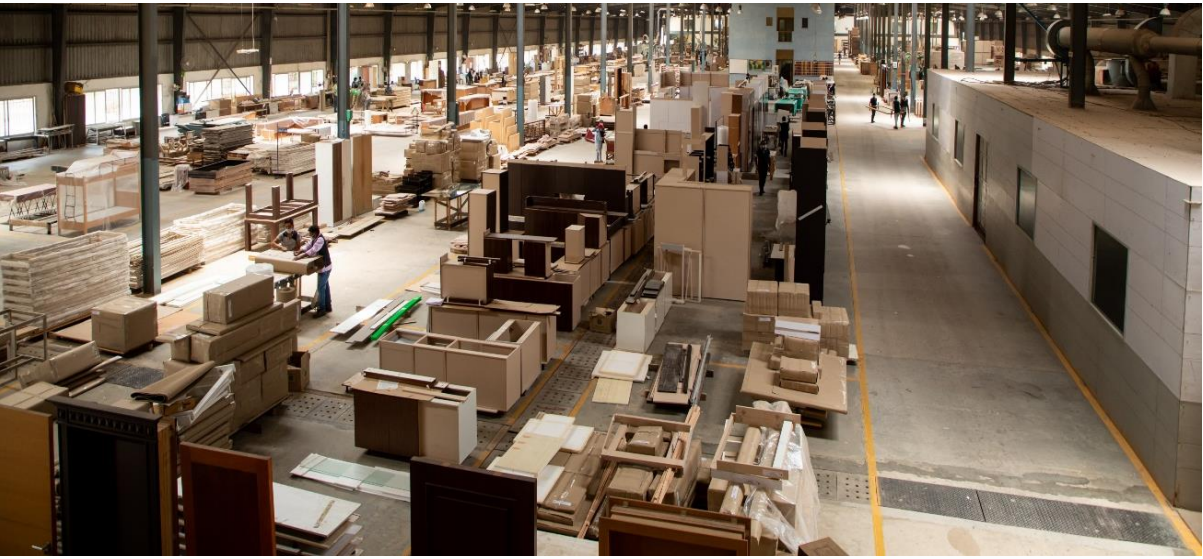


# Manufacturing & Retail Divisions

- 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	
FY25 Turnover	₹1.58 bn	FY25 Turnover	₹0.96 bn	FY25 Turnover	₹0.91 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 Sonipat</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> <li>▸ Location: Bangalore &amp; Rajasthan</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> <li>▸ Location: Bangalore and Gurgaon</li> </ul>	

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







# **SOBHA at 30**

Integrated capabilities and unwavering quality

# A Journey of Excellence



# The Enduring Heritage Of Craft



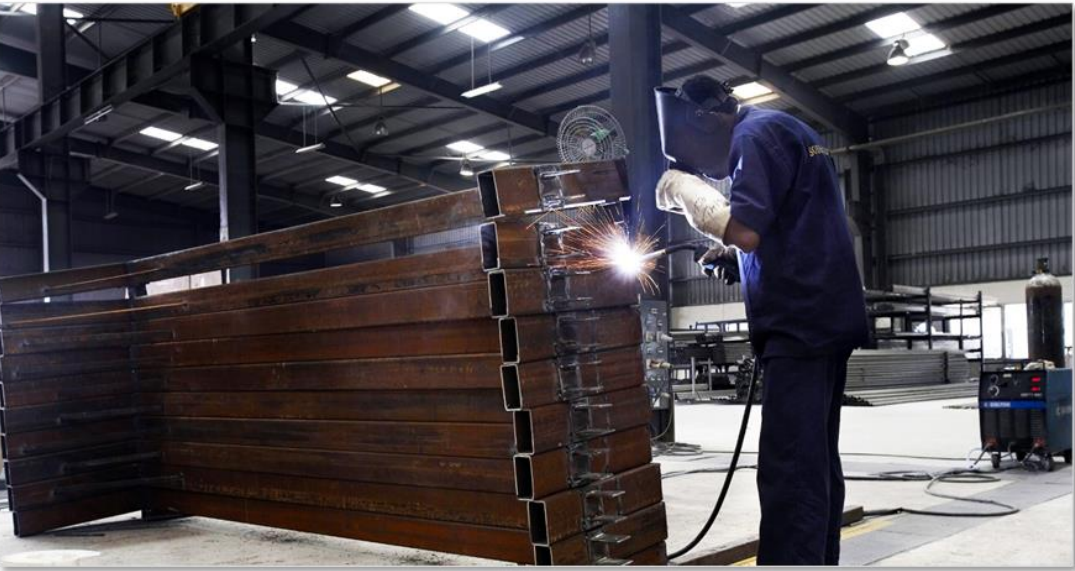
Our Ethos, **Our Emotion.**

Our People, **Our Strength.**



# From Capability to Competitive Advantage

SOBHA's backward integration model, featured in a Harvard Business School case study, enables complete control over quality, timelines and design through its in-house manufacturing, contracting and capability-development divisions.



Glazing and Metal Works



Interiors Division



Concrete Products



Pre-cast



Design Studio



Sobha Academy



# Diversified Business Portfolio

Strategically diversified across core sectors, Sobha delivers value through distinct yet synergistic verticals – real estate, contracting, manufacturing, and retail.



## REAL ESTATE

Residential | Commercial



## CONTRACTING

Institutional | Commercial



## MANUFACTURING

Glazing & Metal Works |  
Interiors | Concrete Products



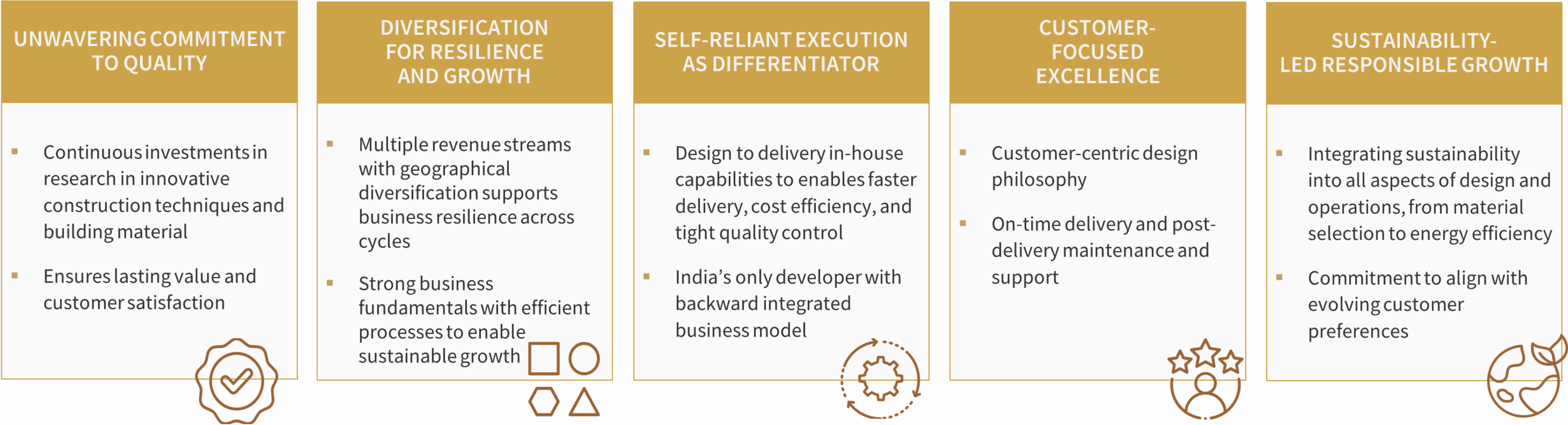
## RETAIL

Restoplus Mattresses |  
metercube



# Fueling Future Success

Foundational strengths driving sustained growth – through quality, resilience, self-reliance, customer focus, and responsible innovation.





# Board of Directors



## **Ravi PNC Menon, Chairman**

22+ 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



## **Nisanth 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



## **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, and has a established and proven track record in finance leadership



## **Gopal B Hosur, Independent Director**

Mr. Gopal B Hosur is Retd IPS officer in Karnataka Cadre, with an experience of over 4 decades. Winner of President Medal of Bravery. Currently serving as CEO, Chinmaya Mission Hospital



# Project Updates



# Project Completions - Q4 FY25



**SOBHA Sentosa**  
Wing 4, Bangalore

1 wing – 2B+ G+ 17 floors  
SBA – 72,959 sft (107 units)



**SOBHA Lake Gardens**  
Wing 1A & 1B, Bangalore

2 wings - 2B+ G+ 3/ 13 floors  
SBA – 63,471 sft (71 units)



**SOBHA Dream Acres - Oasis**  
Wing 55, Bangalore

1 wing – 2B+ G+ 14 floors  
SBA – 61,204 sft (60 units)



**SOBHA Royal Pavillion**  
Wing 11, Bangalore

1 wing – 2B+ G+ 18 floors  
SBA – 118,757 sft (75 units)



# Project Completions - Q4 FY25 (*continued*)



**SOBHA Lake Gardens**  
Wing 3A, 4A & 4B, Bangalore

2 wings - B+ G+ 23 floors  
SBA – 282,354 sft (273 units)



**SOBHA Windsor**  
Wing 8 & 10, Bangalore

2 wings - B+ G+ 14/ 17 floors  
SBA – 214,840 sft (126 units)



# Project Completions - Q4 FY25 *(continued)*



**SOBHA Dream Heights**  
Tower 1A, GIFT City

1 wing – B+ 3S+ 30 floors  
SBA – 130,553 sft (119 units)



**SOBHA Victoria Park**  
Phase I Wing 1, Bangalore

1 wing – 2B+ G+ 9 floors  
SBA – 107,506 sft (60 units))



**SOBHA Bela Encosta**  
Calicut

3 villas  
SBA – 13,785 sft



# Ongoing Projects



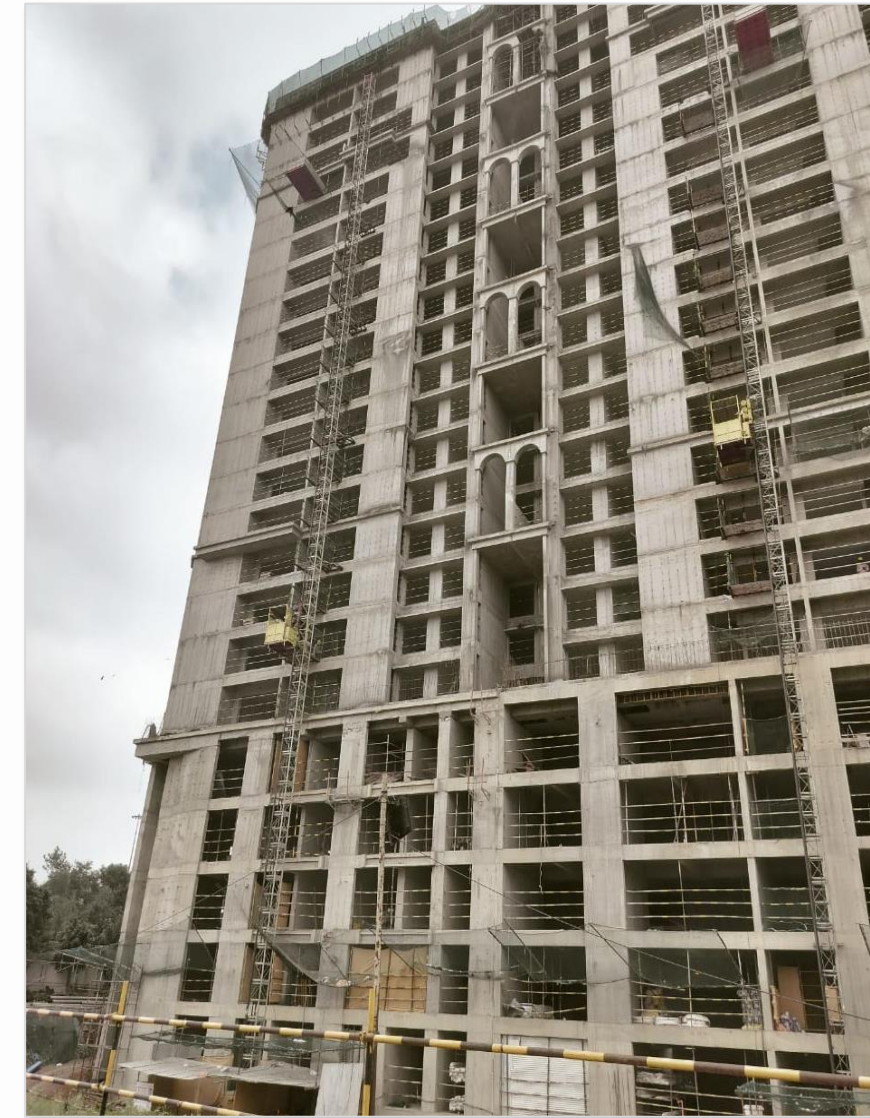
**SOBHA Brooklyn Towers**  
Bangalore

5 wings - G + 3S+ 33 floors  
560 units of 1/ 2/ 3/ 4 BHK  
Total SBA – 875,256 sft



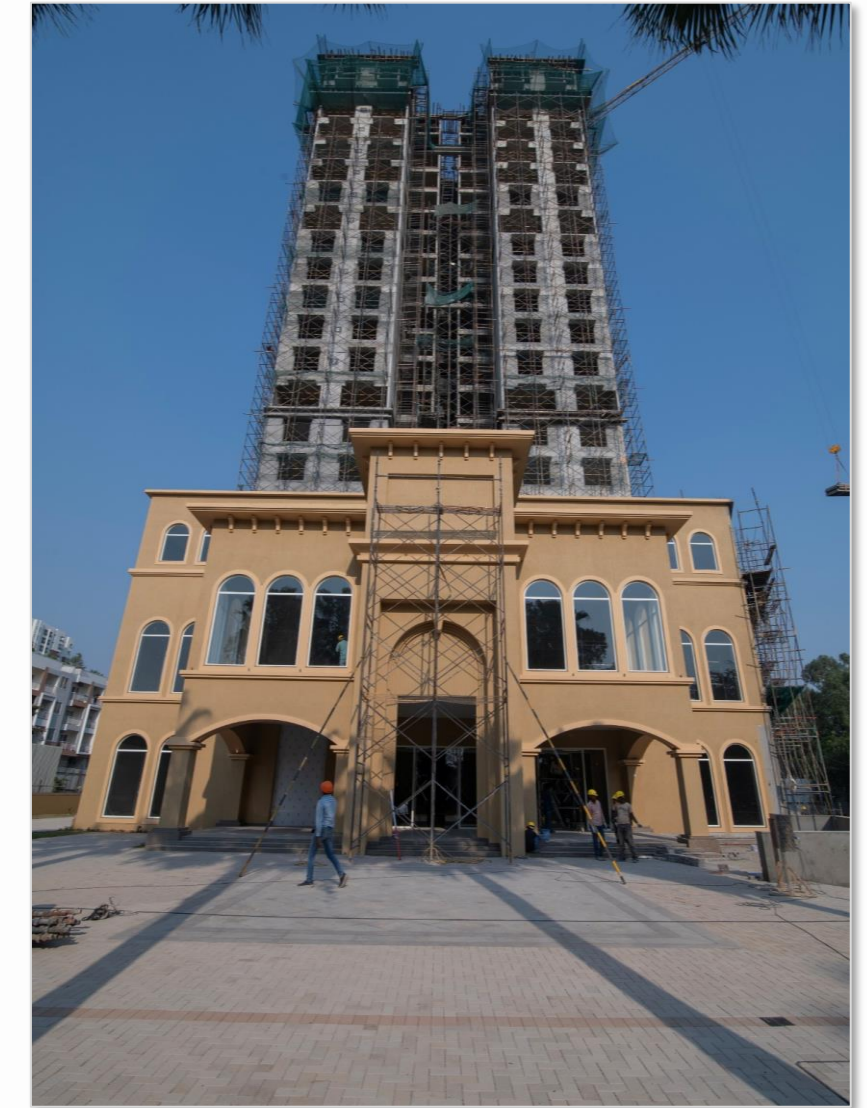
**SOBHA Windsor**  
Bangalore

3 wings – 2B/ B+ G+ 17 floors  
208 units of 2/ 3/ 4 BHK  
Total SBA – 403,746 sft



**SOBHA Royal Crest**  
Bangalore

3 wings – 2B + 4S+ 28 floors  
329 units of 3/ 4 BHK  
Total SBA – 654,429 sft



**SOBHA Athena**  
Bangalore

1 towers – 2B+ G+S + 19 floors  
72 units of 3 BHK  
Total SBA - 121,606 sft



# Ongoing Projects *(continued)*



**SOBHA Insignia**  
Bangalore

1 towers – 2B+ G+ 8 floors  
33 units of 3/ 4 BHK  
Total SBA – 80,251sft



**SOBHA Sentosa**  
Bangalore

3 wings – 2B+ G+ 17 floors  
213 units of 3/ 4 BHK  
Total SBA – 342,510 sft



**SOBHA Atlantis**  
Kochi

4 Blocks - 4S+ 24 floors  
384 units of 3/ 4 BHK  
Total SBA -2890,040 sft



**SOBHA Ridge Whispering Hills**  
Trivandrum

2 tower - B +LG+ G+ 13floors  
110 units of 3/ 4 BHK  
Total SBA -232,441 sft



# Ongoing Projects *(continued)*



**SOBHA Aranya**  
Gurgaon

5 towers – 3B/ G+ 43/ 46 floors  
524 units of 3/ 4 BHK  
Total SBA – 1,927,457 sft



**SOBHA Metropolis**  
Thrissur

6 blocks - G+21/23/25 floors  
504 units of 2/ 3/ 4 BHK  
Total SBA – 1,130,615 sft



**SOBHA Elysia**  
GIFT City

2 towers – 4B + 2S+ 35 floors  
572 units of 2/ 3/ 4 BHK  
Total SBA – 1,249,985 sft



**SOBHA Conserve**  
Chennai

124 Plots  
Total SBA = 189,667



# Awards and recognition in Q4 FY 2025



ET Lifetime Achievement Award

Mr. PNC Menon was awarded Lifetime Achievement Award



Golden Peacock Award 2024

Awarded for Corporate Social Responsibility (National)



Times Real Estate Conclave Award - 2025

Real Estate Developer of the year - Residential



KMA green Palms Sustainability Award 2025

Best CSR Project Award for Sri Kurumba Education Trust



SOBHA

*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.*