



February 09, 2018

To,

The Deputy Manager Department of Corporate Services, BSE Limited Floor 25, P.J Towers, Dalal Street, Mumbai – 400 001 Scrip Code: 532784	The Manager National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra East, Mumbai – 400 051 Scrip Code: SOBHA
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Dear Sir / Madam,

Sub: Outcome of the Board Meeting held on Friday, February 09, 2018.

This is to inform that the Board of Directors of the Company at their meeting held today took on record the unaudited financial results for the quarter ended December 31, 2017.

In this connection, please find enclosed herewith:

1. Unaudited Consolidated Financial Results for the quarter ended December 31, 2017 along with the Limited Review Report in terms of Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015
2. Unaudited Standalone Financial Results for the quarter ended December 31, 2017 along with the Limited Review Report in terms of Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015
3. Presentation on the Operations and Financial Results in terms of Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015.
4. Press Release, the Company intends to disseminate through media.

The Board Meeting commenced at 2.30 PM and concluded at 5.45 PM.

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

Thanking you.

Yours sincerely,

FOR SOBHA LIMITED

VIGHNESHWAR G BHAT
COMPANY SECRETARY AND COMPLIANCE OFFICER

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

B S R & Co. LLP

Chartered Accountants

Maruthi Info-Tech Centre
11-12/1 Inner Ring Road
Koramangala
Bangalore 560 071 India

Telephone +91 80 7134 7000
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Limited Review Report on quarterly and nine months ended unaudited consolidated financial results of Sobha Limited pursuant to Regulation 33 and 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of Sobha Limited

We have reviewed the accompanying statement of unaudited consolidated financial results ('the Statement') of Sobha Limited ('the Company') and its subsidiaries (collectively referred to as 'the Group') for the quarter and nine months ended 31 December 2017 attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 and 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors in their meeting held on 9 February 2018. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review in accordance with Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

The unaudited consolidated financial results for the corresponding quarter and nine months ended 31 December 2016 and the audited consolidated financial results for the year ended 31 March 2017 included in the Statement, were reviewed and audited respectively by the predecessor auditor, whose limited review report dated 8 February 2017 and audit report dated 16 May 2017 expressed an unmodified opinion on those unaudited and audited consolidated financial results respectively.

We did not review the financial information of the subsidiaries included in the Statement. These subsidiaries, including step-down subsidiaries, accounted for total assets of Rs 4,966.59 million and revenue from operations of Rs 597.21 million and Rs 1,731.59 million for the quarter and nine months ended 31 December 2017 respectively and, whose financial information have been reviewed by other auditors and whose reports have been furnished to us by the Company's Management. Our conclusion on the Statement, in so far as it relates to such subsidiaries is based solely on reports of other auditors.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the applicable accounting standards, i.e., Ind AS prescribed under section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognised accounting practices and policies generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 and 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and SEBI circular No. CIR/CFD/FAC/62/2016 dated 5 July 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

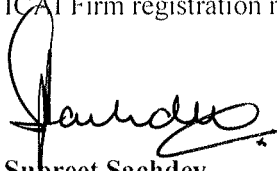
Limited Review Report (continued)

We draw attention to Note 6 of the Statement, which states that the Group is in the process of consulting relevant bodies / committee dealing with clarifying matters relating to Ind AS for presentation of revenues and corresponding costs for Joint Development Agreements. Our conclusion is not modified in respect of this matter.

for **B S R & Co. LLP**

Chartered Accountants

ICAI Firm registration number: 101248W/W-100022



Supreet Sachdev

Partner

Membership number: 205385

Bangalore

9 February 2018

SOBHA LIMITED

Corporate Identity Number (CIN) : L45201KA1995PLC018475

Regd. Office: 'SOBHA', Sarjapur - Marathahalli Outer Ring Road (ORR), Devarabisanahalli, Bellandur Post, Bangalore - 560 103

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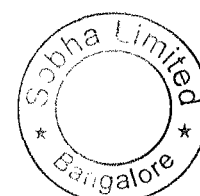
Website: www.sobha.com

Statement of unaudited consolidated financial results for the quarter and nine months ended on December 31, 2017

(₹ in million)

	Particulars	3 months ended 31.12.2017 [Unaudited]	Preceding 3 months ended 30.09.2017 [Unaudited]	Corresponding 3 months ended 31.12.2016 [Unaudited]	Year to date figures for current period ended 31.12.2017 [Unaudited]	Year to date figures for previous period ended 31.12.2016 [Unaudited]	Previous year ended 31.03.2017 [Audited]
1	Revenue						
	(a) Revenue from operations	6,919	6,466	5,450	20,174	16,630	22,461
	(b) Other income	4	29	25	47	65	58
	(c) Finance income	81	83	69	252	261	328
	Total income	7,004	6,578	5,544	20,473	16,956	22,847
2	Expenses						
	(a) Land purchase cost	316	131	1,873	455	2,498	7,130
	(b) Cost of raw materials and components consumed	637	596	528	1,866	1,339	1,980
	(c) Purchase of project materials	1,605	1,555	1,343	4,761	3,536	5,462
	(d) (Increase)/ decrease in inventories of building materials, finished goods, stock in trade - flats, land stock and work-in-progress	(63)	118	(2,098)	243	(2,196)	(7,440)
	(e) Excise duty on sale of goods	-	-	50	40	122	171
	(f) Subcontractor and other charges	1,755	1,469	1,536	4,770	4,456	5,888
	(g) Employee benefits expense	473	495	432	1,459	1,347	1,779
	(h) Depreciation and amortization	137	137	157	409	465	638
	(i) Finance cost	498	513	364	1,460	1,100	1,497
	(j) Other expenses	821	854	822	2,747	2,598	3,294
	Total expenses	6,179	5,868	5,007	18,210	15,265	20,399
3	Profit before exceptional items and tax (1-2)	825	710	537	2,263	1,691	2,448
4	Exceptional items	-	-	-	-	-	-
5	Profit before tax (3+4)	825	710	537	2,263	1,691	2,448
6	Tax expense						
	(a) Current tax	178	122	122	486	584	961
	(b) Deferred tax charge/ (credit)	74	193	89	332	89	9
	(c) MAT credit entitlement	39	(108)	-	(69)	-	-
	Total tax expense	291	207	211	749	673	970
7	Profit for the period (5-6)	534	503	326	1,514	1,018	1,478
8	Share of profit of jointly controlled entity	-	-	68	-	119	129
9	Net profit for the period after share of profit of jointly controlled entity (7+8)	534	503	394	1,514	1,137	1,607
10	Other comprehensive income Items that might not to be reclassified to profit or loss in subsequent periods:						
	Re-measurement gains/ (losses) on defined benefit plan (net of tax expenses)	4	(1)	2	(4)	5	1
	Total other comprehensive income	4	(1)	2	(4)	5	1
11	Total comprehensive income for the period [comprising profit for the period (after tax) and other comprehensive income (after tax)] (9+10)	538	502	396	1,510	1,142	1,608
12	Paid-up equity share capital (Face value per share - ₹ 10)	948	963	963	948	963	963
13	Other equity	26,097	26,165	25,010	26,097	25,010	25,482
14	Earnings Per Share (EPS) - (in ₹)						
	a) Basic and diluted EPS before extraordinary items	5.62	5.22	4.09	15.79	11.71	16.59
	b) Basic and diluted EPS after extraordinary items	5.62	5.22	4.09	15.79	11.71	16.59

Signature



Notes :

- (1) Based on the "management approach" as defined in Ind AS 108 - Operating Segments, the Chief Operating Decision Maker (CODM) evaluates the Group's performance and allocates resources based on an analysis of various performance indicators by business segments. Accordingly, information has been presented along these business segments viz., Real estate and contractual and manufacturing business. Details of consolidated segment-wise revenue, results and capital employed:

		(₹ in million)					
	Particulars	3 months ended 31.12.2017 [Unaudited]	Preceding 3 months ended 30.09.2017 [Unaudited]	Corresponding 3 months ended 31.12.2016 [Unaudited]	Year to date figures for current period ended 31.12.2017 [Unaudited]	Year to date figures for previous period ended 31.12.2016 [Unaudited]	Previous year ended 31.03.2017 [Audited]
I	Segment revenue						
	Real estate	5,007	4,931	3,320	14,993	11,097	14,884
	Contractual and manufacturing	2,278	1,821	2,351	6,197	6,152	8,445
	Total	7,285	6,752	5,671	21,190	17,249	23,329
	Less: Inter segment revenues	(366)	(286)	(221)	(1,016)	(619)	(868)
	Net income from operations	6,919	6,466	5,450	20,174	16,630	22,461
II	Segment results						
	Real estate	1,370	1,358	952	3,950	3,066	4,055
	Contractual and manufacturing	333	195	242	845	761	1,081
	Profit before other adjustments	1,703	1,553	1,194	4,795	3,827	5,136
	Less: Finance cost	(498)	(513)	(364)	(1,460)	(1,100)	(1,497)
	Less: Other unallocable expenditure	(465)	(442)	(387)	(1,371)	(1,362)	(1,577)
	Add: Other income	85	112	94	299	326	386
	Profit before tax	825	710	537	2,263	1,691	2,448
III	Segment assets						
	Real estate	81,411	81,309	81,924	81,411	81,924	79,308
	Contractual and manufacturing	4,661	4,356	3,751	4,661	3,751	4,189
	Unallocated assets	6,812	7,190	4,914	6,812	4,914	5,434
	Total Assets	92,884	92,855	90,589	92,884	90,589	88,931
IV	Segment liabilities						
	Real estate	34,785	32,837	37,047	34,785	37,047	34,429
	Contractual and manufacturing	3,441	3,317	1,547	3,441	1,547	1,670
	Unallocated liabilities	27,612	29,573	26,022	27,612	26,022	26,387
	Total liabilities	65,838	65,727	64,616	65,838	64,616	62,486

- (2) The figures of standalone financial results are as follow:

		(₹ in million)					
	Particulars	3 months ended 31.12.2017 [Unaudited]	Preceding 3 months ended 30.09.2017 [Unaudited]	Corresponding 3 months ended 31.12.2016 [Unaudited]	Year to date figures for current period ended 31.12.2017 [Unaudited]	Year to date figures for previous period ended 31.12.2016 [Unaudited]	Previous year ended 31.03.2017 [Audited]
	Revenue	6,413	6,188	5,416	19,108	16,698	22,273
	Profit before tax	690	668	468	2,024	1,620	2,249
	Profit after tax	447	445	284	1,340	1,004	1,402

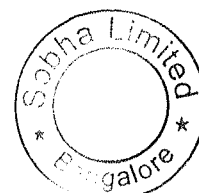
- (3) The Board, at its meeting on August 4, 2017, approved a proposal for the Company to buyback its fully paid-up equity shares of face value of ₹10 each from the equity shareholders of the Company. The buyback offer comprised a purchase of up to 1,458,823 equity shares representing 1.5% of the paid-up equity share capital of the Company at a price of ₹ 425 per equity share. The buyback was offered to all equity shareholders of the Company as on the Record Date August 28, 2017 on a proportionate basis through the "Tender offer" route. The Company concluded the buyback procedures on October 12, 2017 and 1,458,823 equity shares were extinguished. The Company has funded the buyback from its securities premium and general reserve. In accordance with section 69 of the Companies Act, 2013, the Company has created 'Capital Redemption Reserve' of ₹ 15 million equal to the nominal value of the shares bought back as an appropriation from general reserve.
- (4) The unaudited consolidated financial results for the quarter and nine months ended December 31, 2017 have been reviewed by the Audit Committee and taken on record by the Board of Directors of the Company at its meeting held on February 9, 2018.
- (5) The statutory auditors, B S R & Co. LLP have expressed an unqualified review opinion. Amounts for the quarter and nine months ended December 31, 2016 were reviewed by previous auditors and amounts for year ended March 31, 2017 were audited by previous auditors - S. R. Batliboi & Associates LLP. The information presented above is prepared in accordance with the Indian Accounting Standards (Ind AS) as prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and Companies (Indian Accounting Standards) Amendment Rules, 2016. These unaudited consolidated financial results are prepared in accordance with requirement of the Indian Accounting Standard 110 - Consolidated Financial Statements and presented in the format prescribed in the Regulation 33 and 52 of the Securities and Exchange Board of India (Listing obligations and Disclosure Requirement) Regulations, 2015. The quarterly unaudited consolidated financial results are filed with Stock Exchanges under Regulation 33 and 52 of the SEBI (Listing and Other Disclosure Requirements) Regulations, 2015 and are available on the Stock Exchange websites, www.nseindia.com and www.bseindia.com, and on the Company's website, www.sobha.com.
- (6) As disclosed in Note 2.2(a) of the Annual Report for the year ended March 31, 2017, for projects executed through joint development arrangements, the revenue from the development and transfer of constructed area in exchange of development rights / land is being accounted on gross basis on launch of the project. Revenue is measured at the fair value of the estimated construction service rendered to the land owner. There is diversity in real estate industry's practice of presenting gross revenues and corresponding gross costs in such transactions. Over the period of the contract, there is no impact on profits arising from the above accounting treatment. Due to the diversity in practice for presentation of the above, the Group is in the process of consulting with the relevant bodies / committee dealing with clarifying matters relating to Ind AS.
- (7) The figures of the previous year/ period have been regrouped/ reclassified, wherever necessary.

For and on behalf of the Board of Directors of
Sobha Limited



J. C. Sharma
Vice Chairman and Managing Director

Bengaluru, India
February 9, 2018



B S R & Co. LLP

Chartered Accountants

Maruthi Info-Tech Centre
11-12/1 Inner Ring Road
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Limited Review Report on quarterly and nine months ended unaudited standalone financial results of Sobha Limited pursuant to Regulation 33 and 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of Sobha Limited

We have reviewed the accompanying statement of unaudited standalone financial results ('the Statement') of Sobha Limited ('the Company') for the quarter and nine months ended 31 December 2017 attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 and 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors in their meeting held on 9 February 2018. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review in accordance with Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

The unaudited standalone financial results for the corresponding quarter and nine months ended 31 December 2016 and the audited standalone financial results for the year ended 31 March 2017 included in the Statement, were reviewed and audited respectively by the predecessor auditor, whose limited review report dated 8 February 2017 and audit report dated 16 May 2017 expressed an unmodified opinion on those unaudited and audited standalone financial results respectively.

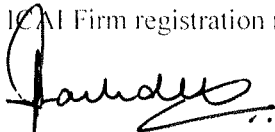
Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the applicable accounting standards, i.e., Ind AS prescribed under section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognised accounting practices and policies generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 and 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and SEBI circular No. CIR/CFD/FAC/62/2016 dated 5 July 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

We draw attention to Note 7 of the Statement, which states that the Company is in the process of consulting relevant bodies / committee dealing with clarifying matters relating to Ind AS for presentation of revenues and corresponding costs for Joint Development Agreements. Our conclusion is not modified in respect of this matter.

for B S R & Co. LLP

Chartered Accountants

ICAI Firm registration number: 101248W/W-100022



Supreet Sachdev

Partner

Membership number: 205385

Bangalore

9 February 2018

SOBHA LIMITED

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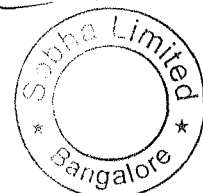
Website: www.sobha.com

Statement of unaudited standalone financial results for the quarter and nine months ended on December 31, 2017

(₹ in million)

	Particulars	3 months ended 31.12.2017 [Unaudited]	Preceding 3 months ended 30.09.2017 [Unaudited]	Corresponding 3 months ended 31.12.2016 [Unaudited]	Year to date figures for current period ended 31.12.2017 [Unaudited]	Year to date figures for previous period ended 31.12.2016 [Unaudited]	Previous year ended 31.03.2017 [Audited]
1	Revenue						
	(a) Revenue from operations	6,329	6,080	5,347	18,816	16,447	21,920
	(b) Other income	3	28	12	44	25	28
	(c) Finance income	81	80	57	248	226	325
	Total income	6,413	6,188	5,416	19,108	16,698	22,273
2	Expenses						
	(a) Land purchase cost	70	64	1,873	142	2,498	7,130
	(b) Cost of raw materials and components consumed	637	596	528	1,866	1,339	1,980
	(c) Purchase of project materials	1,605	1,555	1,343	4,761	3,536	5,462
	(d) (Increase)/ decrease in inventories of building materials, finished goods, stock in trade - flats, land stock and work-in-progress	(201)	(13)	(2,066)	(277)	(2,097)	(7,527)
	(e) Excise duty on sale of goods	-	-	50	40	122	171
	(f) Subcontractor and other charges	1,740	1,462	1,546	4,734	4,457	5,848
	(g) Employee benefits expense	474	495	432	1,460	1,347	1,779
	(h) Depreciation and amortization	127	127	147	379	436	600
	(i) Finance cost	493	511	366	1,450	1,089	1,479
	(j) Other expenses	778	723	729	2,529	2,351	3,102
	Total expenses	5,723	5,520	4,948	17,084	15,078	20,024
3	Profit before exceptional items and tax (1-2)	690	668	468	2,024	1,620	2,249
4	Exceptional items	-	-	-	-	-	-
5	Profit before tax (3+4)	690	668	468	2,024	1,620	2,249
6	Tax expense						
	(a) Current tax	140	118	128	390	544	866
	(b) Deferred tax charge/ (credit)	65	213	56	364	72	(19)
	(c) MAT credit entitlement	38	(108)	-	(70)	-	-
	Total tax expense	243	223	184	684	616	847
7	Profit for the period (5-6)	447	445	284	1,340	1,004	1,402
8	Other comprehensive income						
	(i) Items that might not to be reclassified to profit or loss in subsequent periods:						
	(a) Re-measurement gains/ (losses) on defined benefit plan (net of tax expenses)	4	(1)	2	(4)	5	1
	Total other comprehensive income	4	(1)	2	(4)	5	1
9	Total comprehensive income for the period [comprising profit for the period (after tax) and other comprehensive income (after tax)] (7+8)	451	444	286	1,336	1,009	1,403
10	Paid-up equity share capital (Face value per share - ₹ 10)	948	963	963	948	963	963
11	Other equity	24,624	24,777	23,784	24,624	23,784	24,183
12	Earnings Per Share (EPS) - (in ₹)						
	a) Basic and diluted EPS before extraordinary items	4.70	4.62	2.95	13.98	10.34	14.47
	b) Basic and diluted EPS after extraordinary items	4.70	4.62	2.95	13.98	10.34	14.47

Signature



Notes :

- (1) Based on the "management approach" as defined in Ind AS 108 - Operating Segments, the Chief Operating Decision Maker (CODM) evaluates the Company's performance and allocates resources based on an analysis of various performance indicators by business segments. Accordingly, information has been presented along these business segments viz., Real estate and contractual and manufacturing business. Details of standalone segment-wise revenue, results and capital employed:

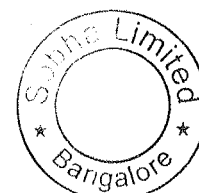
(₹ in million)							
	Particulars	3 months ended 31.12.2017 [Unaudited]	Preceding 3 months ended 30.09.2017 [Unaudited]	Corresponding 3 months ended 31.12.2016 [Unaudited]	Year to date figures for current period ended 31.12.2017 [Unaudited]	Year to date figures for previous period ended 31.12.2016 [Unaudited]	Previous year ended 31.03.2017 [Audited]
I	Segment revenue						
	Real estate	4,407	4,468	3,029	13,253	10,361	13,350
	Contractual and manufacturing	2,278	1,836	2,578	6,439	6,733	9,546
	Total	6,685	6,304	5,607	19,692	17,094	22,896
	Less: Inter segment revenues	(367)	(287)	(221)	(1,018)	(568)	(867)
	Less: Other operating income - Share of profits/ (losses) in a subsidiary partnership firm	10	63	(39)	141	(79)	(109)
	Net income from operations	6,328	6,080	5,347	18,815	16,447	21,920
II	Segment results						
	Real estate	1,325	1,261	898	3,670	2,980	3,764
	Contractual and manufacturing	229	195	252	746	804	1,174
	Profit before other adjustments	1,554	1,456	1,150	4,416	3,784	4,938
	Less: Finance cost	(493)	(511)	(366)	(1,450)	(1,089)	(1,479)
	Less: Other unallocable expenditure	(465)	(447)	(346)	(1,374)	(1,247)	(1,454)
	Add: Share of profits/ (losses) in a subsidiary partnership firm	10	62	(39)	140	(79)	(109)
	Add: Other income	84	108	69	292	251	353
	Profit before tax	690	668	468	2,024	1,620	2,249
III	Segment assets						
	Real estate	76,294	75,846	77,749	76,294	77,749	74,573
	Contractual and manufacturing	4,661	4,357	3,783	4,661	3,783	4,214
	Unallocated assets	9,661	11,157	7,812	9,661	7,812	8,601
	Total assets	90,616	91,360	89,344	90,616	89,344	87,388
IV	Segment liabilities						
	Real estate	32,248	31,338	36,005	32,248	36,005	33,485
	Contractual and manufacturing	5,190	4,720	2,862	5,190	2,862	3,155
	Unallocated liabilities	27,606	29,561	25,730	27,606	25,730	25,603
	Total liabilities	65,044	65,619	64,597	65,044	64,597	62,243

- (2) The Board, at its meeting on August 4, 2017, approved a proposal for the Company to buyback its fully paid-up equity shares of face value of ₹10 each from the equity shareholders of the Company. The buyback offer comprised a purchase of up to 1,458,823 equity shares representing 1.5% of the paid-up equity share capital of the Company at a price of ₹ 425 per equity share. The buyback was offered to all equity shareholders of the Company as on the Record Date August 28, 2017 on a proportionate basis through the "Tender offer" route. The Company concluded the buyback procedures on October 12, 2017 and 1,458,823 equity shares were extinguished. The Company has funded the buyback from its securities premium and general reserve. In accordance with section 69 of the Companies Act, 2013, the Company has created 'Capital Redemption Reserve' of ₹ 15 million equal to the nominal value of the shares bought back as an appropriation from general reserve.
- (3) The unaudited standalone financial results for the quarter and nine months ended December 31, 2017 have been reviewed by the Audit Committee and taken on record by the Board of Directors of the Company at its meeting held on February 9, 2018. The statutory auditors, B S R & Co. LLP have expressed an unqualified review opinion. Amounts for the quarter and nine months ended December 31, 2016 and amounts for the year ended March 31, 2017 were audited by previous auditors - S. R. Batliboi & Associates LLP. The information presented above is prepared in accordance with the Indian Accounting Standards (Ind AS) as prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and Companies (Indian Accounting Standards) Amendment Rules, 2016. The above quarterly unaudited standalone financial results are filed with Stock Exchanges under Regulation 33 and 52 of the SEBI (Listing and Other Disclosure Requirements) Regulations, 2015 and are available on the Stock Exchange websites, www.nseindia.com and www.bseindia.com, and on the Company's website, www.sobha.com.
- (4) As disclosed in Note 2.2(a) of the Annual Report for the year ended March 31, 2017, for projects executed through joint development arrangements, the revenue from the development and transfer of constructed area in exchange of development rights/ land is being accounted on gross basis on launch of the project. Revenue is measured at the fair value of the estimated construction service rendered to the land owner. There is diversity in real estate industry's practice of presenting gross revenues and corresponding gross costs in such transactions. Over the period of the contract, there is no impact on profits arising from the above accounting treatment. Due to the diversity in practice for presentation of the above, the Company is in the process of consulting with relevant bodies / committee dealing with clarifying matters relating to Ind AS.
- (5) The figures of the previous year/ period have been regrouped/ reclassified, wherever necessary.

For and on behalf of the Board of Directors of
Sobha Limited

J. C. Sharma
Vice Chairman and Managing Director

Bengaluru, India
February 9, 2018





PASSION AT WORK



Sobha Orion, Pune

Investor Presentation

31st December, 2017

SOBHA has been voted '**Number 1**' choice of home buyers nationally in '**Track2Realty Consumer Confidence report 20:20**', for the 4th consecutive year.

Source:

<https://housing.com/news/sobha-tops-consumer-confidence-survey-track2realty-fourth-straight-year/>

22 **TIMES BUSINESS** * THE TIMES OF INDIA, BENGALURU FRIDAY, JANUARY 19, 2018

B'luru property developers top consumer confidence

Evaluated On 10 Parameters, Including Quality, Timely Delivery

Avik.Das1@timesgroup.com

Bengaluru: Five property developers of Bengaluru are among the top 10 property developers in the country with the highest levels of consumer confidence, a survey by independent research centre and think-tank group Track2Realty found.

The five are Sobha, Prestige, Embassy, Brigade and Puravankara. The others in the top 10 include four from Mumbai – Godrej Properties, Oberoi Realty, K Raheja and Hiranandani – and DLF of Delhi-NCR.

The builders were evaluated on 10 parameters, with each parameter carrying equal weightage. These include timely delivery, construction quality, matching promises, value for money, peer endorsement, truth & transparency, relationship management, brand reputation, safe investment, and amenities & liveability. The

Top rankers	South India rankings
1. Sobha	1. Sobha
2. Godrej Properties	2. Prestige
3. Prestige	3. Brigade
4. Oberoi Realty	4. Embassy
5. Embassy	5. Puravankara
6. Brigade	6. Godrej
7. Puravankara	7. RMZ Corp
8. DLF	8. Salarpuria
9. K Raheja Corp	9. Mantri
10. Hiranandani	10. Shriram

study was based on a survey conducted on a sample of 10,000 respondents in 20 cities across India and restricted itself to the affordable and mid-segment buyers. Most of those surveyed were first time buyers.

"Aware and empowered buyers, cut throat competition due to standing inventory, crowded market with little product differentiation, and few years of consistent slow sales...clearly suggest that the focus must now shift to the consumer experience," the report said.

Bengaluru as a city saw high consumer confidence (34 out of 100). The national average was 28. Kolkata has the lowest consumer confidence, at 12. The survey found a great degree of pessimism in the housing market as buyers look to keep a lid on their temptations due to job

uncertainties, low capital appreciation, and delay in delivery. Home buying sentiment is at an all-time low, with the market being shaken up by demonetisation, RERA (Real Estate Regulation Act) and GST. Sobha topped the overall list. Consumers had a better perception of Sobha on construction quality and value for money. Bengaluru developers, in general, scored more than others in brand reputation, with an average score of 8.1 on a scale of 10.

The report affirms that the real estate sector in Bengaluru, primarily end user driven, is one of the most organised in the country. Respondents in Mumbai and Bengaluru had most confidence in the developers based in their cities. But respondents in north India, the most badly hit market in the country, have substantial confidence in developers based in other cities, including Sobha, Godrej and Tata Housing.

* The Times Of India, BENGALURU - 19 January 2018 | TIMES BUSINESS PAGE 22



Q3 FY-18 HIGHLIGHTS

Sales Performance :

- Best quarterly sales performance in the last 11 quarters
- Achieved total sales value of Rs.7.51 Billion (Sobha Share of sales value at Rs.6.11 Billion) –Highest ever quarterly sales value.
- 92% Y-o-Y growth in total sales value. (Higher sales growth primarily on account of lower sales due to demonetization during Q3-17)

Cash Flow :

- 10th consecutive quarter of generating positive operational cash flow of Rs.553 million after meeting interest and tax expenses.

Cost of Debt :

- Average interest cost brought down to 9.74% - Trend continues for the 12th consecutive quarter.
- 276 bps reduction of average borrowing cost since Q1-2016

New Launches :

- 2 projects launched (one each in Bangalore and Thrissur) during Q3-18 measuring total saleable area of 0.98 Mn.sqft



9M FY -18 : SALES HIGHLIGHTS

	9M-18	9M-17	Q3-18	Q3-17	Q2-18	
SALES VOLUME	2.61	2.28	0.93	0.61	0.86	Mns.sqft
TOTAL SALES VALUE (Incl. JD Share)	20,494	14,553	7,509	3,908	6,751	Rs.Mns
AVERAGE REALIZATION (Incl. JD Share)	7,853	6,387	8,045	6,369	7,840	Rs / sqft
SALES VALUE (Sobha Share)	17,659	13,612	6,105	3,732	5,927	Rs.Mns
AVERAGE REALIZATION (Sobha Share)	6,767	5,974	6,541	6,082	6,883	Rs / sqft

- ❖ 9 Months sales volume up by 14.5%. Total sales value up by 41% (Sobha share of sales value up by 30%)
- ❖ Q3-18 Sales volume up by 52% Y-o-Y and 8% Q-o-Q. Total sales value up by 92% Y-o-Y and 11% Q-o-Q
(Sobha share of sales value up by 64% Y-o-Y and 3% Q-o-Q)
- ❖ Average price realization improvement Y-o-Y and Q-o-Q reflects return of robust demand across all price categories.



(1 Square Meter = 10.764 Square Feet)

SALES PERFORMANCE & PRICE REALIZATION

Locations	Q3 FY-18			9M FY-18		
	Area Sold	Sales Realization (Incl.JD share)	Sales Realization (Sobha Share)	Area Sold	Sales Realization (Incl.JD share)	Sales Realization (Sobha Share)
	in sq. feet	Rs/ sq.ft	Rs/ sq.ft	in sq. feet	Rs/ sq.ft	Rs/ sq.ft
Bangalore	644,123	7,799	6,982	1,849,877	7,569	7,155
NCR (Gurgaon)	82,529	10,163	6,904	285,124	9,906	7,122
Chennai	26,804	4,216	3,816	82,126	5,884	4,841
Kochi	109,704	10,362	5,181	201,209	10,547	5,218
Thrissur	20,036	8,432	8,432	53,146	8,356	8,356
Calicut	12,290	7,754	6,202	40,469	7,769	6,257
Coimbatore	14,997	5,546	4,839	44,144	5,747	4,490
Mysore	22,882	2,177	2,177	56,287	2,234	2,234
Pune	-	-	-	(2,703)	27,990	27,990
TOTAL	933,365	8,045	6,541	2,609,679	7,853	6,767
Sales Value (Rs.Million)		7,509	6,105		20,494	17,659

- Bangalore contributes 69% of overall sales volume during Q3-18 and 71% during 9M-18.
- Average price realization is combination of all product mix, which varies quarter on quarter.
- Sales value includes Basic price, Car park, Statutory deposits, Taxes, but excludes Registration and stamp duty charges and maintenance deposits.



(1 Square Meter = 10.764 Square Feet)

FINANCIAL HIGHLIGHTS (IND-AS)

"Highest ever Quarterly and 9 months Revenue"

Amount Rs.in Millions

PARTICULARS			9M-18	9M-17		Q3-18	Q3-17	Q2-18	REMARKS
REVENUE	REAL ESTATE OPERATIONS		14,993	11,097		5,007	3,320	4,931	➤ Q3-18 Revenue up by 26.3% Y-o-Y and 6.5% Q-o-Q respectively.
	CONTRACTS & MANUFACTURING		5,181	5,533		1,912	2,130	1,535	
	OTHER INCOME		299	326		85	94	112	➤ 9 Months revenue up by 20.7%
	TOTAL		20,473	16,956		7,004	5,544	6,578	
EBITDA			4,132	3,256		1,460	1,058	1,360	➤ Q3-18 : EBITDA up by 38% Y-o-Y and 7.4% up by Q-o-Q. ➤ 9 Months EBITDA up by 27%
PROFIT BEFORE TAX (PBT)			2,263	1,691		825	537	710	➤ Q3-18 : PBT up by 53.6% Y-o-Y and 16.2% Q-o-Q. ➤ 9 Months PBT up by 34%
PROFIT AFTER TAX (PAT)			1,510	1,142		538	396	502	➤ Q3-18 : PAT up by 36% Y-o-Y and 7.2% Q-o-Q respectively. ➤ 9 Months PAT up by 32.2%



Note: Detailed Profit & Loss statement available at slide no: 29

Slide no : 6

FINANCIAL HIGHLIGHTS (IND-AS)

Amount Rs.in Millions

PARTICULARS	9M-18	9M-17	Q3-18	Q3-17	Q2-18	REMARKS
TOTAL COLLECTIONS	20,975	18,714	6,744	6,181	6,935	<ul style="list-style-type: none"> 9M-18 collection up by 12% as compared to 9M-17 Q3-18 collection up by 9% as compared to Q3-17
POSITIVE OPERATIONAL CASH FLOW (After meeting Interest & Tax)	2,146	2,215	553	398	594	<ul style="list-style-type: none"> Generated Positive Cash flow for the past 10 consecutive quarters after meeting Interest and Tax expenses.
NET DEBT	23,276	20,838	---	---	22,832	<ul style="list-style-type: none"> Net debt increase due to investments in new opportunities.
DEBT / EQUITY RATIO	0.86	0.80	---	---	0.84	---
AVERAGE COST OF BORROWINGS	9.74%	10.99%	---	---	9.88%	<ul style="list-style-type: none"> Consistent improvement in borrowing cost.



BALANCE SHEET – ABSTRACT (IND-AS)

Amount Rs.in Millions

PARTICULARS	IND-AS	
	31 st DEC-17	31 st DEC-16
<u>ASSETS</u>		
Non-current assets	11,724	10,815
Current Assets	81,159	79,792
TOTAL ASSETS	92,883	90,607
EQUITY & LIABILITIES		
Total Equity	27,045	25,973
Non-Current Liabilities	5,625	7,089
Current Liabilities	60,213	57,545
TOTAL EQUITY & LIABILITIES	92,883	90,607

Note: Detailed Balance sheet break up available at slide no : 28



CASH FLOW STATEMENT - ABSTRACT

Amount Rs.in Millions

PARTICULARS	9M-18	9M-17	Q3 -18	Q3-17	Q2 -18
Total Operational cash inflow (A)	20,975	18,714	6,744	6,181	6,935
Operational cash outflows (B)	16,210	13,924	5,355	4,961	5,372
Net Operational Cash flow (C)=(A-B)	4,765	4,790	1,389	1,220	1,563
Financial Outflows					
Interest Paid (Net of interest received)	1,959	2,033	633	589	785
Income Taxes	660	542	203	233	184
Total Financial Outflow (D)	2,619	2,575	836	822	969
Net Cash flow after Financial Outflow (E)=(C-D)	2,146	2,215	553	398	594
Capital Outflows (F)	4,685	2,146	997	372	3,179
Net Cash flow (G)=(E-F)	(2,539)	69	(444)	26	(2,585)

Note: Detailed Cash flow break up available at slide nos: 30,31

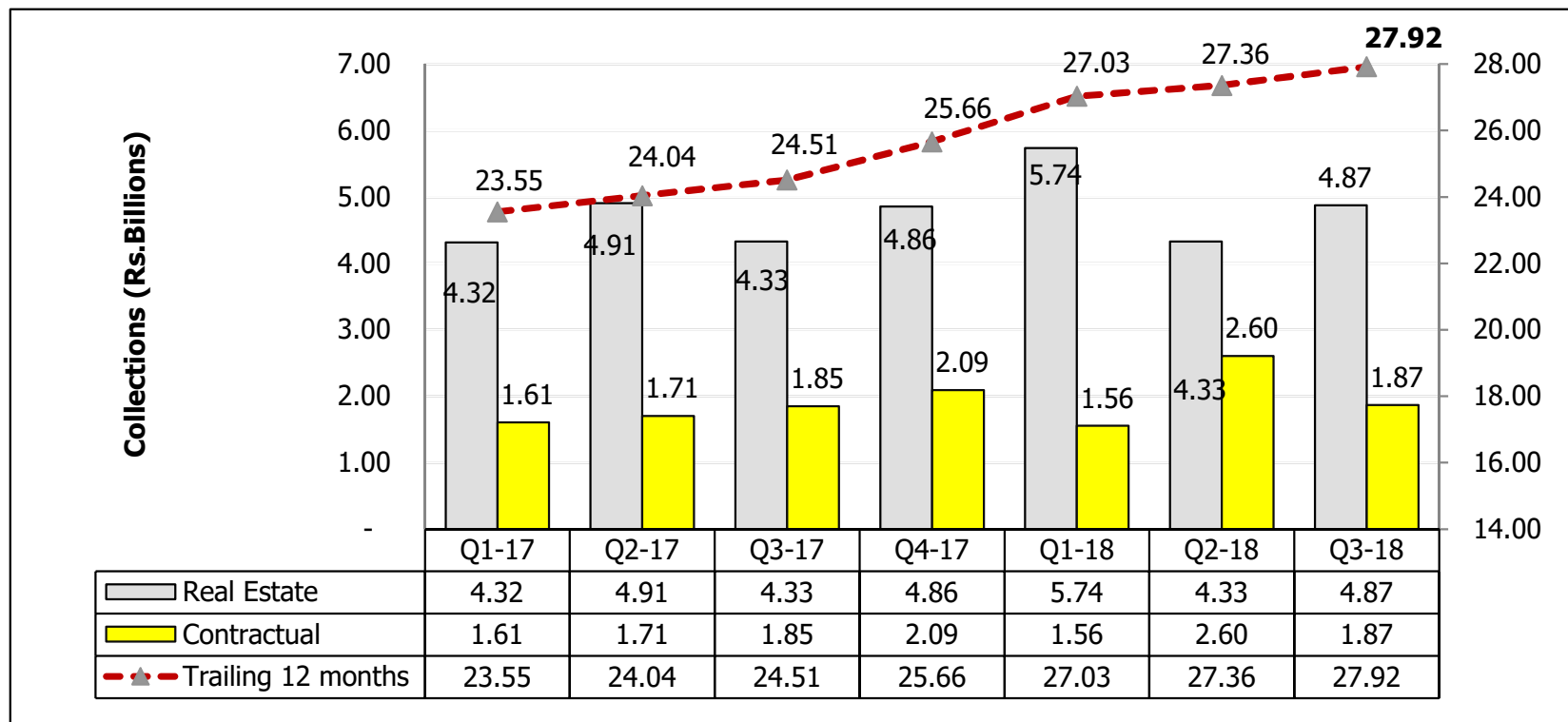
Slide no : 9



RISING COLLECTIONS

Trailing 12 months collections

Rs. in Billion



	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Real Estate	4.02	3.96	4.32	4.91	4.33	4.86	5.74	4.33	4.87
Contractual	1.69	1.83	1.61	1.71	1.85	2.09	1.56	2.60	1.87
Total Collections	5.71	5.80	5.92	6.61	6.18	6.95	7.30	6.93	6.74

	Q3-16 to Q2-17	Q4-16 to Q3-17	Q1-17 to Q4-17	Q2-17 to Q1-18	Q3-17 to Q2-18	Q4-17 to Q3-18
Trailing 12 months Collections	24.04	24.51	25.66	27.03	27.36	27.92



REAL ESTATE PROJECTS – PROJECTED CASH FLOW

Ref	Description	Completed Projects	Ongoing		Total	UOM
			Area released	Area not released		
A	Total Developable area		25.34	16.03	41.37	mn.sqft
B	Area of Car Park, Common areas and Amenities etc		8.27	4.62	12.89	mn.sqft
C = A-B	Total Saleable area		17.07	11.41	28.48	mn.sqft
D	Sobha share of Saleable area		15.80	10.76	26.57	mn.sqft
E	Less: Leasable area in Bangalore (St.Mark's Road Property)		0.10	-	0.10	mn.sqft
F = D-E	Net Saleable area (Sobha share)	9.39	15.70	10.76	35.85	mn.sqft
G	Total area sold till 31 st December,17	9.15	11.49	-	20.64	mn.sqft
H = F-G	Unsold area	0.24	4.21	10.76	15.21	mn.sqft
I	Balance construction cost to be spent to complete the entire development	0.24	38.69	36.11	75.04	Rs.Billion
J	Outstanding receivables + Balance to be billed and collected on sold units	1.23	35.78	-	37.01	Rs.Billion
K	Sales value of unsold stock	1.15	30.11	66.73	97.99	Rs.Billion
L = J+K-I	Positive cash flow expected	2.14	27.20	30.62	59.96	Rs.Billion
Total Cash flow available from the Real Estate Projects			59.96		Rs.Billion	

Note :

1. Completed projects unsold inventory includes plotted development area of 0.06 mn.sqft.
2. Unsold area sale value is based on current selling price, which will subject to change.



(1 Square Meter = 10.764 Square Feet)

MOVEMENT OF DEBT (IND AS)

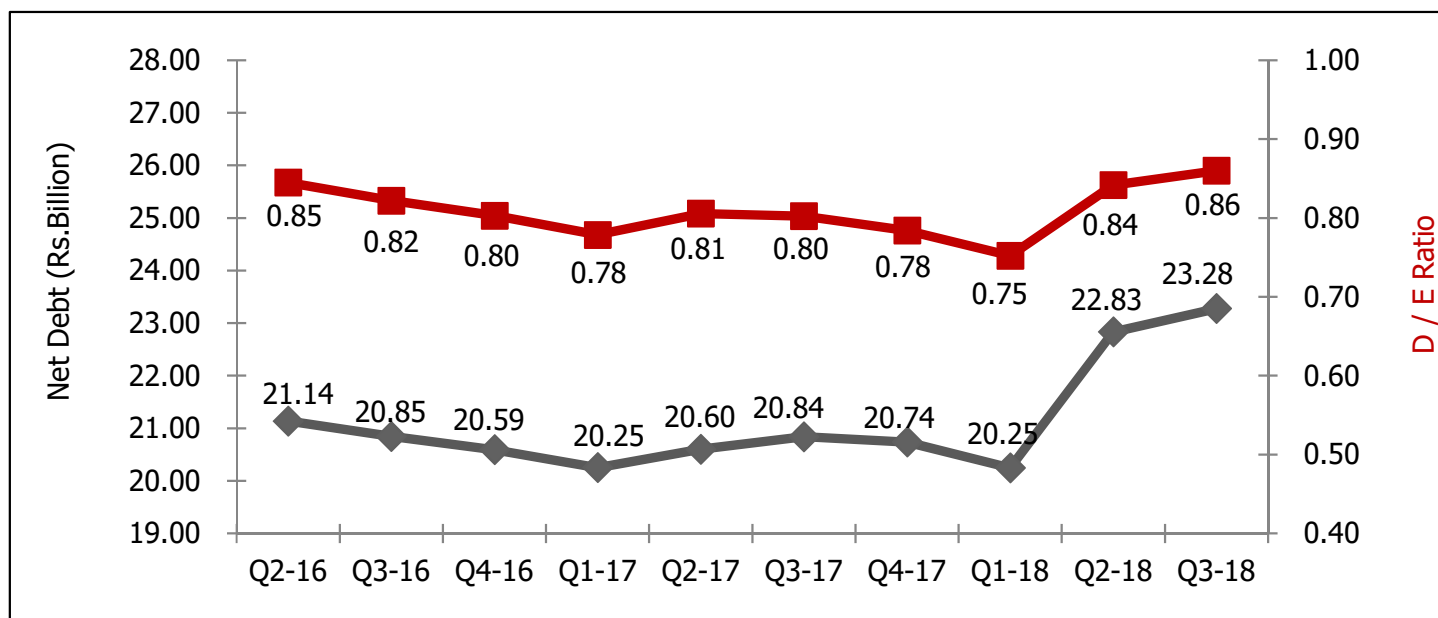
CONSOLIDATED:

Rs. in Million

Particulars	31 st Dec-17	30 th Sept-17	Increase / (Decrease)
Gross Debt	24,465	24,700	(235)
Less: Cash & Cash Equivalents	1,189	1,868	679
Net Debt	23,276	22,832	444

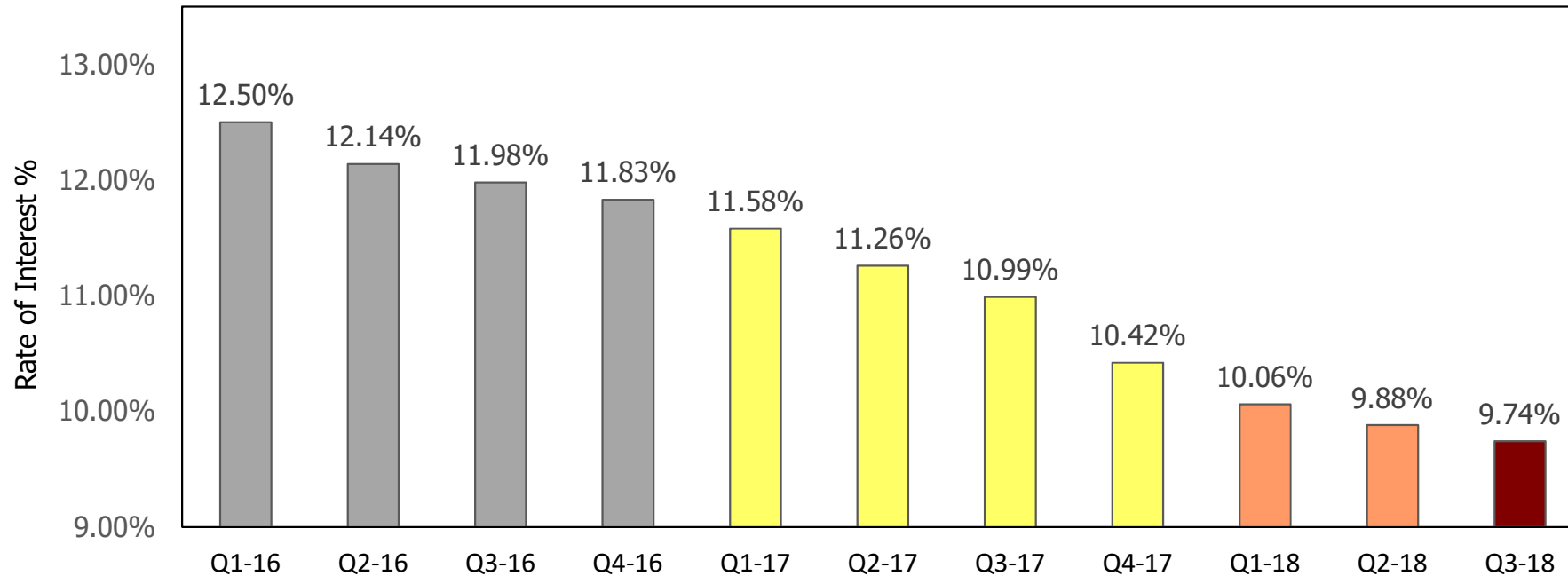
Note: Cash and Cash equivalents is inclusive of Mutual Fund investments.

Net Debt & D/E Ratio Movement:



DECLINING BORROWING COST

" Brought down average interest cost by 276 bps from Q1-2016 "



- Sobha had brought down its average cost of borrowing cumulatively to 2.76% since Q1-2016, which is better than RBI repo rate cut during the same period.

Finance Cost (Gross) :

Rs.in Million

Dec-17	Sept-17	June-17	Mar-17	Dec-16	Sept-16	June-16
716	655	633	684	681	671	704



PRICE BAND CATEGORY

		9M FY-18	9M FY-17
Total Area Sold	Square Feet	2,609,679	2,278,563
Total Sales Value (incl. JD share value)	Rs. Million	20,494	14,552
Average Price Realization	Rs/ Sq.ft	7,853	6,387

Category	Area sold (Million Sq.ft)			
	9M-18	%	9M-17	%
< ₹ 50 lakhs	0.12	4%	0.08	4%
₹ 50 lakhs to 1cr	0.73	28%	1.01	44%
₹ 1 cr to 2 crs	0.79	30%	0.73	32%
₹ 2 crs to 3 crs	0.64	25%	0.32	14%
Above Rs.3 crs	0.33	13%	0.14	6%
Grand Total	2.61	100%	2.28	100%

Value sold (Rs.Million)			
9M-18	%	9M-17	%
517	2%	378	3%
4,339	21%	4,974	34%
5,860	29%	4,852	33%
6,110	30%	2,796	19%
3,668	18%	1,552	11%
20,494	100%	14,552	100%

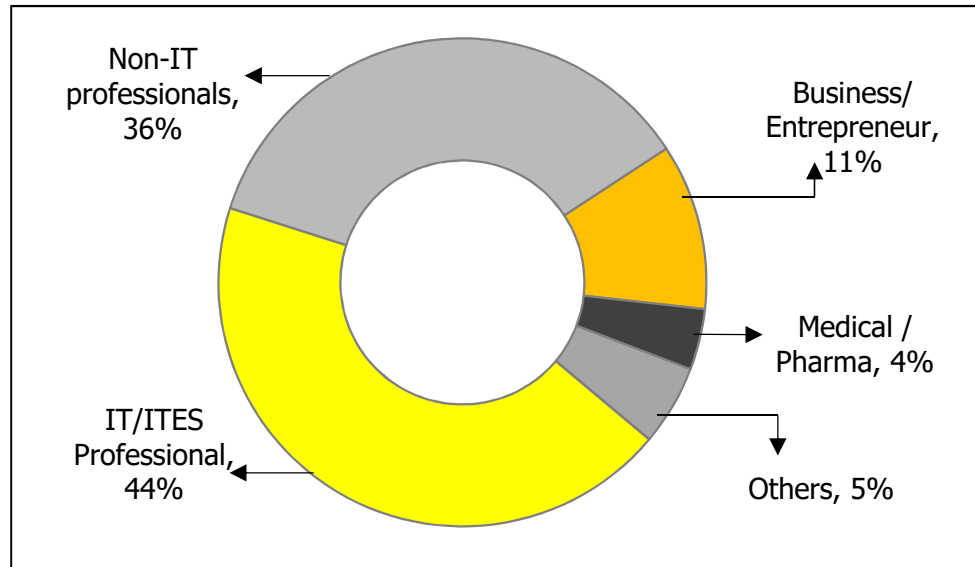
- **Sales value of >Rs.2 crs category products continued to increase during 9M FY-18**, an account of improved sales performance from products like Sobha Indraprastha, Sobha Forestview – Alder, Marina One - Cochin and Sobha City – Gurgaon.
- Below Rs.50 lakhs represents 1 BHK units in Bangalore and Plotted Development sales in Mysore.



(1 Square Meter = 10.764 Square Feet)

BUYERS PROFILE – ROLLING 12 MONTHS

Profession-wise breakup

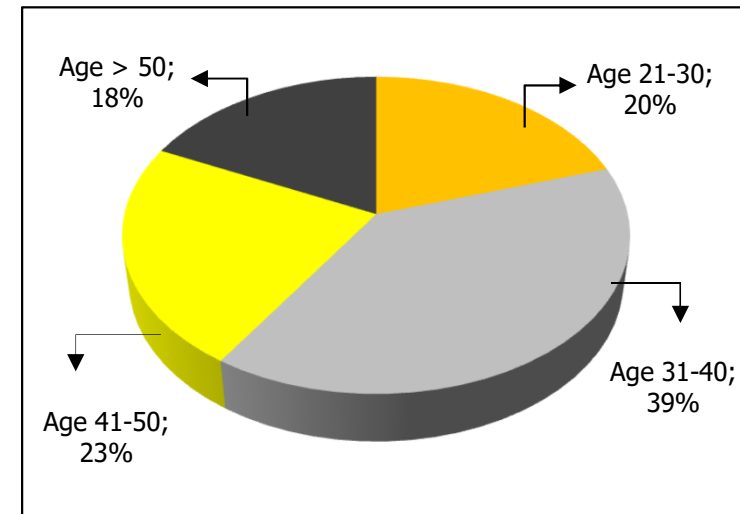


* Others includes Housewives, Agriculturist, Retired and Govt. Employees.

Healthy Customer base:

- ❖ 80% of customers base fall under salaried professionals. (IT/ITES : 44% & Non-IT: 36%)
- ❖ 11% customers are Business & entrepreneur category.
- ❖ 82% of customers are below 50 years age category.

Buyers Age-wise breakup



NRI Booking status

Resident Indians	92%
NRI's	8%

Customer Funding status

Bank Loan	59%
Self Funding	41%



PROJECTS - PORTFOLIO

REAL ESTATE

CONTRACTS

PROJECT COMPLETION

- Completed and handed over **0.98 mn sqft** of Real Estate Projects during 9M FY-18.
- In addition to above, **2.68 mn sqft** of Real Estate projects were completed and applied for Occupancy Certificate.
- ❖ Overall completion of **88.93 mn.sqft** projects of area of as on 31st Dec-17 (Including Real Estate and Contractual projects).

ONGOING PROJECTS

- ❖ Currently executing **≈41.37 mn.sqft** developable area of Real Estate projects in 8 cities and **≈ 7.17 mn.sqft** of Contractual projects in 7 cities.
- ❖ In total, **≈48.54 mn.sqft** of developable area are under progress.

NEW LAUNCHES

Location	Project Name	Total Developable area (Mn.sqft)	Total Saleable area (mn sqft)	Sobha Share
Jakkur, Bangalore	Sobha –HRC Pristine	1.09	0.80	61.85% (Revenue Share)
Pottore, Thrissur	Sobha Silver Estate	0.31	0.18	100%

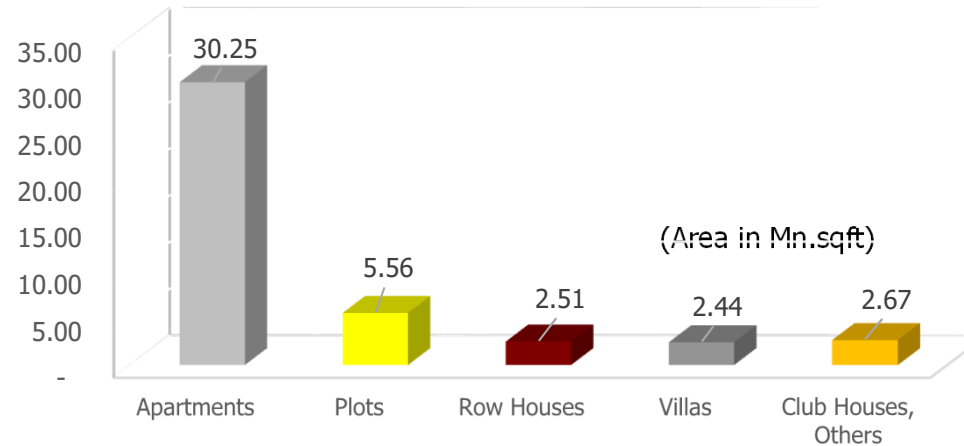


(1 Square Meter = 10.764 Square Feet)

REAL ESTATE – COMPLETED PROJECTS

- ❖ Total Developed area of **43.42 mn.sqft** and Super Built-up area of **33.60 mn.sqft**.
- ❖ Completed Real Estate projects located in **7** cities.
- ❖ Product mix includes Multi Storied Apartments (Dreams, Luxury, Super Luxury & Presidential category), Row Houses, Villas, Plotted Developments & Club House Facilities etc

Product - mix



Apartments



Row Houses



Villas



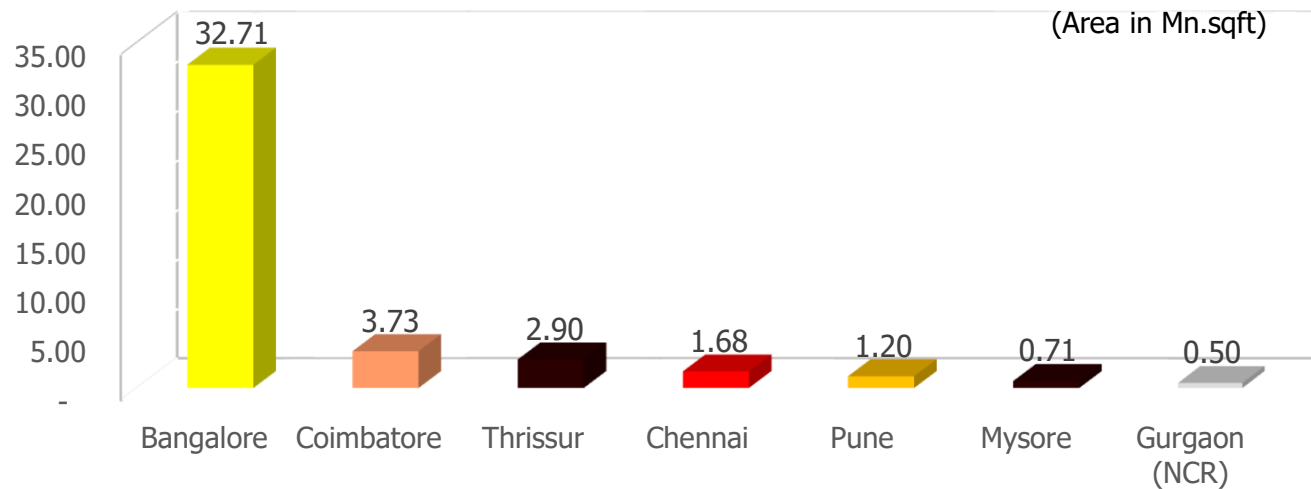
Plotted Development



Club Houses



Location wise



* 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.

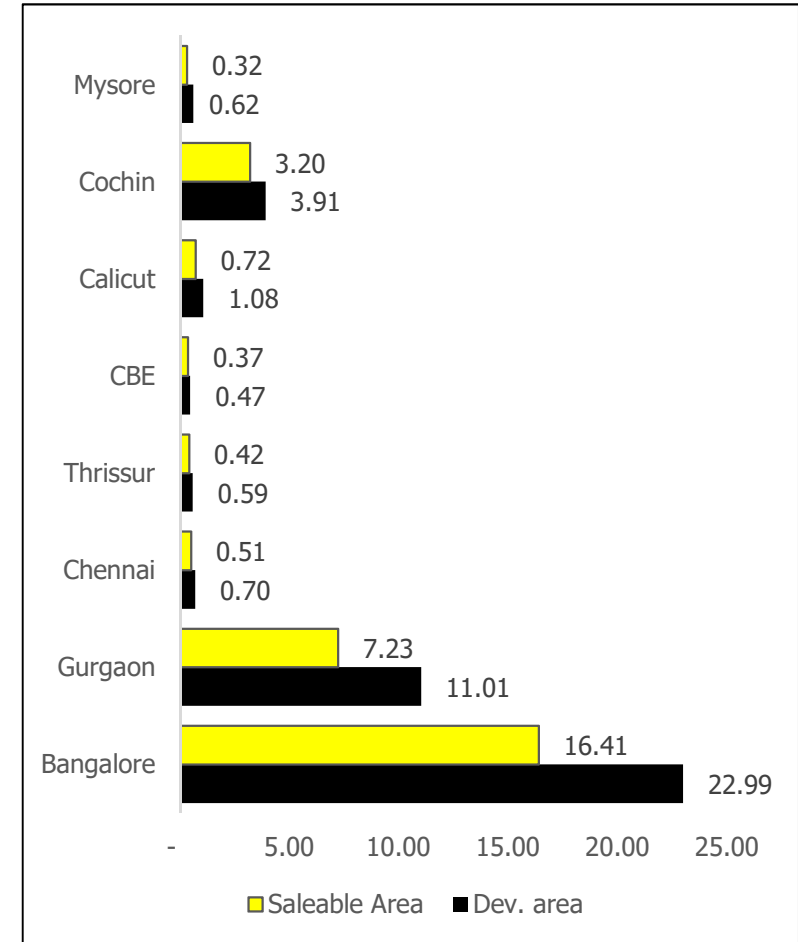


(1 Square Meter = 10.764 Square Feet)

REAL ESTATE – ONGOING PROJECTS

- ❖ Real Estate ongoing projects measuring total Developable area of about **≈41.37 mn.sqft** and Total Saleable area of **≈28.48 mn.sqft**, located at **8 cities** in India.

S.No	Particulars	Total Developable Area* (Mn.Sqft)	Total Saleable Area (Mn.sqft)	Sobha Share of Saleable Area
I	Projects Completed - Applied for OC	2.68	2.05	2.05
II	Ongoing Projects - RERA exempted as per rule.	6.04	3.76	2.57
III	Ongoing Projects - RERA rules not yet notified	2.41	1.75	1.75
IV	Ongoing Projects - Registered under RERA	14.21	9.51	9.28
V	Ongoing Projects - RERA registered – Not offered for sale :	1.25	0.87	0.87
VI	Projects received Plan approvals - Not released for sale – (RERA registration at the time of release)	14.78	10.54	9.95
	TOTAL	41.37	28.48	26.47



- 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.



(1 Square Meter = 10.764 Square Feet)

REAL ESTATE –STATUS OF RERA REGISTRATION

Locations	No of Ongoing projects registered	Total Saleable area (Mn.sqft)
Bangalore	37	8.09
Chennai	1	0.51
Gurgaon	2	0.91
TOTAL	40	9.51

- 40 ongoing projects measuring total saleable area of 9.51 million sqft registered under RERA. (Details of RERA registered projects shared in annexure slide nos 32,33)
- In addition to above, 3 projects, consist of 2 wings in Sobha Arena and 1 wing in Sobha HRC Pristine projects, received approval from RERA authority, which are yet to released for sale.

New Launches :

- Company is planning to launch 5-7 new projects in Bangalore, Chennai, Mysore and Cochin in coming quarters.



(1 Square Meter = 10.764 Square Feet)

CONTRACTS - OVERVIEW

REVENUE (Rs.Millions)

REVENUE*	Q3-18	Q3-17	
CONTRACTS	1,086	1,395	(22%) ↓
MANUFACTURING	826	735	12% ↑
TOTAL	1,912	2,130	(10%) ↓

* Excludes Inter divisions transfer

COLLECTIONS (Rs.Millions)

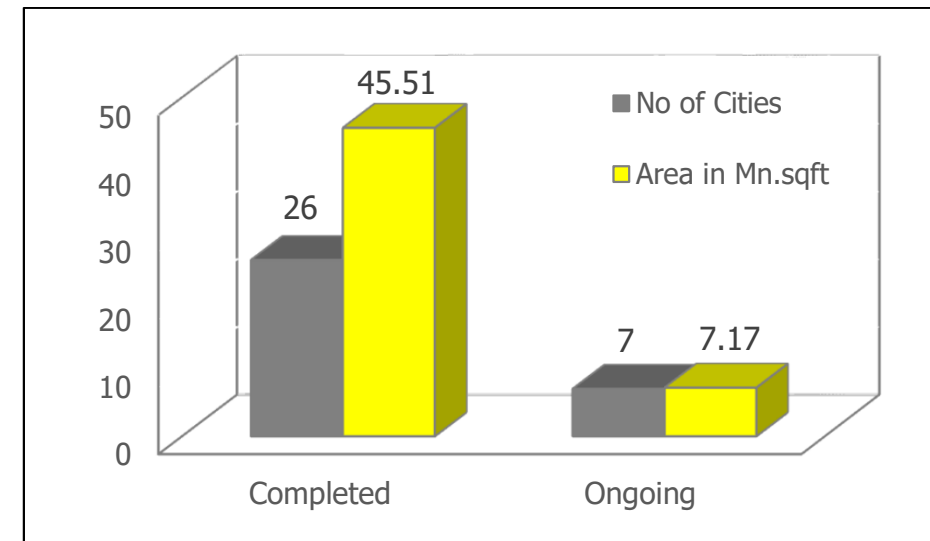
COLLECTIONS	Q3-18	Q3-17	
CONTRACTS	941	1,120	(16%) ↓
MANUFACTURING	929	729	27% ↑
TOTAL	1,870	1,849	1% ↑

Completed : EXECUTION

- ❖ Total completed **≈45.51 mn.sqft** of area for various Clients in **26 cities** across India.
- ❖ Executed over **35 mn sqft** of area for single / major client - 'Infosys'.

Under Progress:

- ❖ Currently executing **≈7.17 mn.sqft** of area in **7 cities** across India for various clients.



(1 Square Meter = 10.764 Square Feet)

CONTRACTS – PROJECTS BREAK-UP

Contractual projects status as on 31st Dec,2017

#	LOCATION	≈ Built-up area (Mn.Sft)
1	Trivandrum	2.92
2	Cochin	1.46
3	Mysore	1.31
4	Bangalore	0.79
5	Bhubaneshwar	0.28
6	Gurgaon (NCR)	0.25
7	Hyderabad	0.16
	TOTAL	7.17

- Total unbilled value of projects under progress is **≈Rs.14.70 Billion**
- Non-Infosys clients includes LuLu, Biocon, Manipal group, Divyasree group etc.
- The scope of contractual orders varies from Civil, Finishes, Electrical, PHE works, Interiors to Glazing



Bosch, Bangalore



Infosys - Pune



LuLu MLCP - Cochin



Manipal Hostels, Bangalore



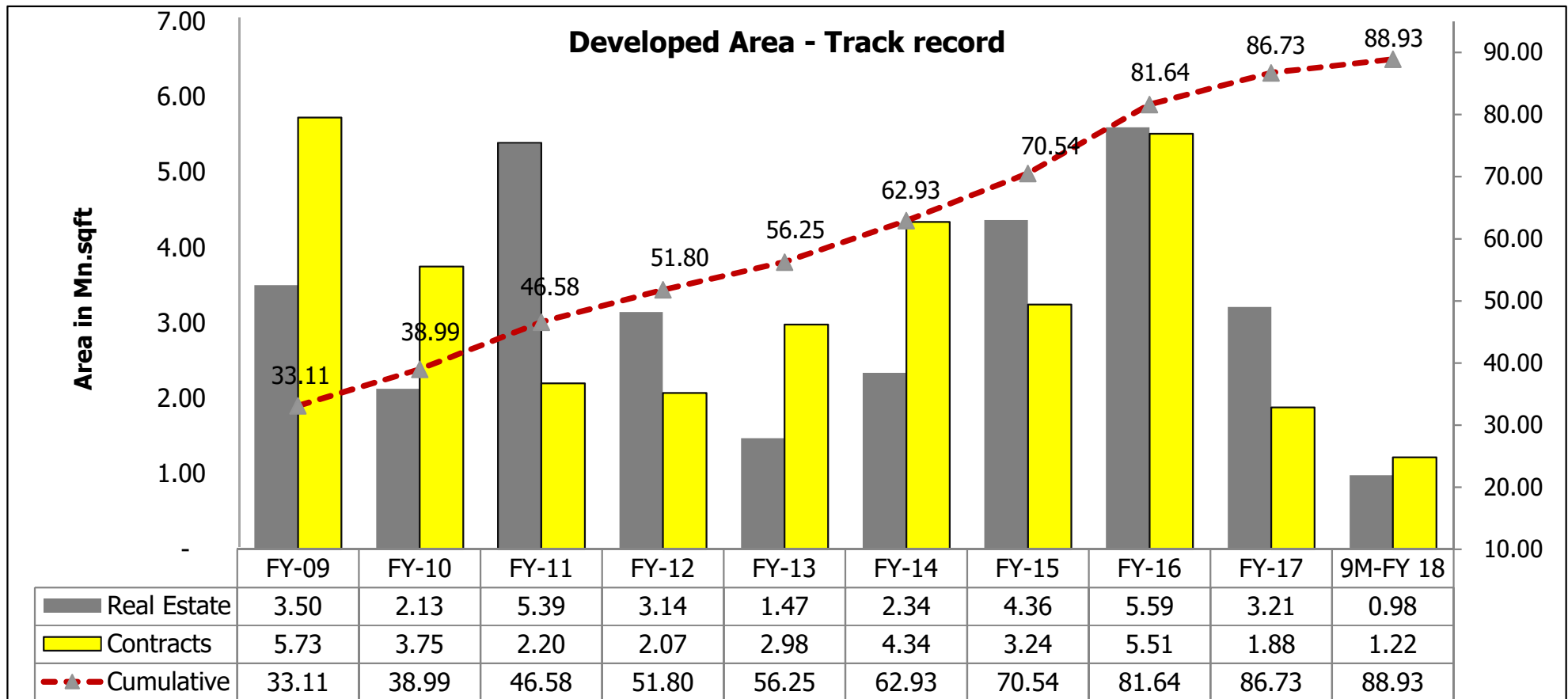
Biocon, Bangalore

- Other Corporate Clients include LuLu, Biocon, Syngene, Dell, HP, Timken, Taj, Bayer Material Science, HCL, Bharat Forge, ITC, Bosch, GMR, Huawei Technologies, Hotel Leela Ventures, Wonderla Holidays, Manipal Group etc



(1 Square Meter = 10.764 Square Feet)

EXECUTION DELIVERY TRACK RECORD



❖ Sobha has completed 18.72 mn.sqft of developable area over a period of 12 years since inception from 1995 to 2007, and thereof has completed 70.21 mn.sqft of area in the next \approx 10 years, till end of December-2017.

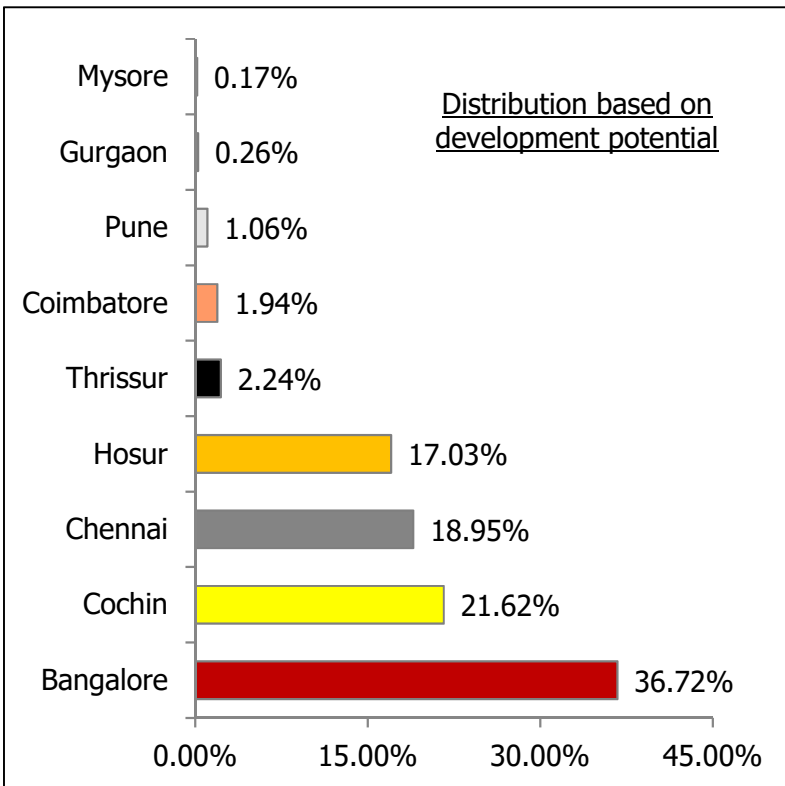
❖ Track record of on time execution.

❖ On an average, developed and handed over \approx 6.50 mn.sqft of area in the past 5 years.



LAND BANK STATUS

Total Extent of Land	2,483	Acres
Sobha Share of Land	2,395	Acres
Total Cost consideration	24,782	Rs.Mns
Balance amount payable	844	Rs.Mns
Cost / sqft of Sobha Share	237	Rs./sqft
FSI cost of Sobha Share	121	Rs./sqft



Total Developable Area	210.85 Mn.sqft
Sobha Share	204.55 Mn.sqft

BANGALORE (760.51 acres)

Developable Area	78.51
Sobha Share	75.12

MYSORE (17.46 acres)

Developable Area	0.42
Sobha Share	0.35

PUNE (73.23 acres)

Developable Area	2.37
Sobha Share	2.17

THRISSUR (47.09 acres)

Developable Area	4.57
Sobha Share	4.57

COCHIN (474.68 acres)

Developable Area	45.46
Sobha Share	44.23

GURGAON (14.70 acres)

Developable Area	1.04
Sobha Share	0.54

CHENNAI (542.68 acres)

Developable Area	39.67
Sobha Share	38.77

HOSUR (484.76 acres)

Developable Area	34.84
Sobha Share	34.84

COIMBATORE (67.48 acres)

Developable Area	3.96
Sobha Share	3.96

Note: Developable area is based on current FSI available



BACKWARD INTEGRATION (World Class Manufacturing Facilities)



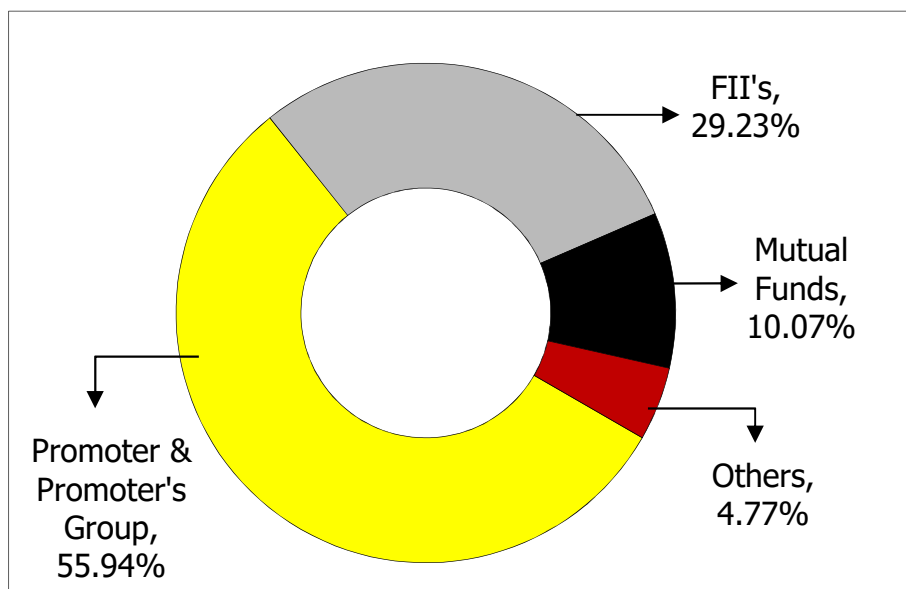
Interiors & Furnishing Division		Glazing & Metal Works Division		Concrete Products Division	
Turnover* : 9M FY-18	Rs.698 Mns	Turnover *: 9M FY-18	Rs.1,369 Mns	Turnover *: 9M FY-18	Rs.248 Mns
Factory area	0.80 Mn sq ft	Factory area	0.30 Mn sq ft	Factory area	0.40 Mn sq ft
PRODUCTS <ul style="list-style-type: none"> 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 <ul style="list-style-type: none"> Metal / Steel fabrication Aluminum door and windows, structure Glass works 		PRODUCTS <ul style="list-style-type: none"> Manufacture of wide range of concrete products such as concrete blocks, pavers, kerbstones, water drainage channels, paving slabs and elite landscape products Set up new facilities for producing Glass Fiber Reinforced Concrete. 	

Note:

* All divisions turnover represents net revenue excluding inter division sales and GST.



SHARE HOLDING PATTERN



Top FII's

- Nordea
- Schroder International
- HSBC Global Investment
- Invesco
- Fidelity Investments
- Vanguard Index Fund
- HSBC Global Investments
- ICG Fund (India Capital Growth Fund)
- Dimensional Emerging Market Fund

Top Insurance & Mutual Funds

- Franklin Templeton
- ICICI Prudential
- L&T Mutual Fund
- LIC India

	31 st Dec-17	30 th Sept-17	30 th June-17	31 st Mar-17	31 st Dec-16
Promoter & Promoter Group Holding	55.94%	56.08%	56.08%	60.24%	60.24%
FII's & Foreign Portfolio Investor	29.23%	28.72%	32.23%	27.89%	28.02%
Mutual Funds	10.06%	10.07%	6.31%	6.93%	6.37%
Public & Others	4.77%	5.13%	5.38%	4.94%	5.37%

❖ No. of shareholders as on 31st December, 2017 – 49,203



SOBHA – STOCK PERFORMANCE

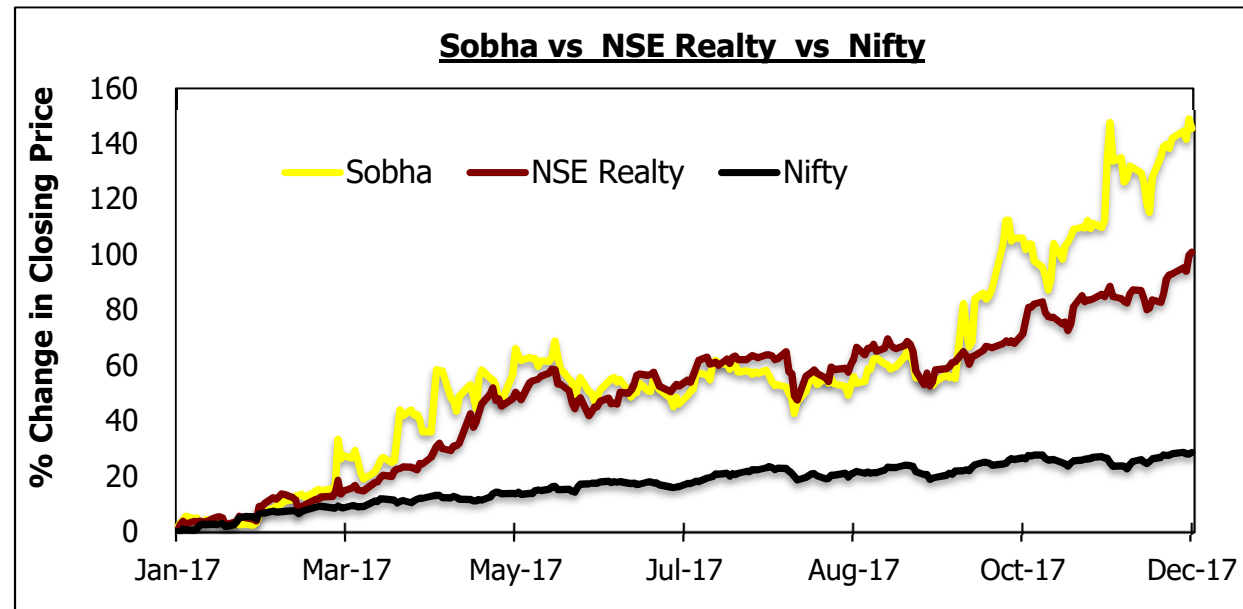
Status as on: 31st Dec,2017

No. of Shares	94.85 Million
Market Capitalization	Rs.58.70 Billion
Stock Price : 52 week High / Low	Rs.627 / Rs.252
Avg. Daily volume (12 months)	447,360

Source : NSE, BSE

Key Research Houses covering the stock...

- Morgan Stanley
- Kotak Securities
- CLSA India
- SBICap Securities
- J P Morgan
- Axis Capital
- IIFL (India Info Line)
- Batlivala & Karani Securities
- Macquarie Capital Securities
- JM Financials
- ICICI Direct
- Edelweiss
- Goldman Sachs
- Emkay Global
- BNP Paribas
- Anand Rathi
- ICICI Securities
- Ambit Capital
- Motilal Oswal



Detailed break-up as of 31st December,17

- Consolidated Balance Sheet
- Profit and Loss Statement
- Cash Flow Statement
- List of RERA registered projects
- Real Estate Ongoing Projects



CONSOLIDATED BALANCE SHEET (IND AS)

Amount Rs.in Millions

PARTICULARS	DEC-17	DEC-16
ASSETS		
Non-current assets		
Property, Plant and equipment	2,849	3,317
Capital work-in-progress	1,006	701
Investment Property	1,970	1,994
Intangible assets	2	2
Financial assets		
Investments	1,036	214
Trade Receivables	126	114
Other Non-current financial assets	408	474
Other non-current assets	4,304	3,981
Current tax assets (net)	23	18
	11,724	10,815
Current Assets		
Inventories	50,794	45,056
Financial Assets		
Trade receivables	3,383	2,907
Cash and cash equivalents	877	819
Bank balance other than Cash & cash equivalents	95	181
Other Current financial assets	8,744	10,073
Other current assets	17,197	20,756
MAT Credit Asset(Net)	69	-
	81,169	79,792
TOTAL ASSETS (Rs.Million)	92,883	90,607

PARTICULARS	DEC-17	DEC-16
EQUITY & LIABILITIES		
Equity Share Capital	948	963
Securities premium account	26,097	25,010
Total Equity	27,045	25,973
Non-current Liabilities		
Financial Liabilities		
Borrowings	2,838	4,739
Other financial liabilities	2	2
Long term Provisions	170	76
Deferred tax liabilities (Net)	2,615	2,272
	5,625	7,089
Current Liabilities -		
Financial Liabilities		
Borrowings	21,312	16,812
Trade payables	7,158	6,775
Other current financial liabilities	4,755	2,080
Other current liabilities	26,596	31,291
Provisions	119	199
Liabilities for current Tax (net)	273	388
	60,213	57,545
Total Liabilities	65,838	64,634
Total Equity and Liabilities (Rs.Million)	92,883	90,607



Note : Figures have been regrouped & reclassified, wherever necessary.

PROFIT & LOSS STATEMENT (Ind-As)

Amount Rs.in Millions

Particulars	9M-18	9M-17	Q3-18	Q3-17	Q2-18	FY 16-17
Property Development	14,993	11,097	5,007	3,320	4,931	14,884
Contractual + Manufacturing	5,181	5,533	1,912	2,130	1,535	7,577
Other Income	299	326	85	94	112	386
Total Revenue	20,473	16,956	7,004	5,544	6,578	22,847
Total Expenditure	16,341	13,700	5,544	4,486	5,218	18,264
EBITDA	4,132	3,256	1,460	1,058	1,360	4,583
EBITDA %	20.2%	19.2%	20.7%	19.1%	20.7%	20.1%
Depreciation	409	465	137	157	137	638
Finance Expenses	1,460	1,100	498	364	513	1,497
Profit Before Tax	2,263	1,691	825	537	710	2,448
PBT %	11.1%	10%	11.6%	9.8%	10.8%	10.7%
Tax Expenses	749	673	291	211	207	970
Add: Share of profit jointly controlled entity	-	119	-	68	-	129
PAT after share of associates	1,514	1,137	534	394	503	1,607
Other comprehensive income (net of tax expense)	(4)	5	4	2	(1)	1
NET PROFIT	1,510	1,142	538	396	502	1,608
NET PROFIT %	7.4%	6.7%	7.7%	7.2%	7.6%	7.04%



Note : Figures have been regrouped & reclassified, wherever necessary.

CASH FLOW STATEMENT

Amount Rs.in Millions

PARTICULARS	9M-18	9M-17		Q3-18	Q3-17	Q2-18
Operational cash inflows						
Real Estate Operations	14,949	13,553		4,874	4,332	4,338
Contractual & Manufacturing	6,026	5,161		1,870	1,849	2,598
Total Operational cash inflow –(A)	20,975	18,714		6,744	6,181	6,936
Operational cash outflows						
Real Estate project expenses	9,117	6,917		3,247	2,408	2,910
Contracts and Manufacturing expenses	4,469	4,198		1,312	1,422	1,572
Statutory Dues & Other Taxes	807	988		160	399	275
Corpus Repayment	145	144		68	63	23
Central Over Heads	1267	1,034		415	340	454
Advertising & Marketing expenses	405	643		153	329	139
Total Operational cash outflow- (B)	16,210	13,924		5,355	4,961	5,373
Net Operational Cash flow : (C=A-B)	4,765	4,790		1,389	1,220	1,563

Note: Figures have been regrouped & reclassified, wherever necessary.



CASH FLOW STATEMENT

Amount Rs.in Millions

PARTICULARS	9M-18	9M-17		Q3-18	Q3-17	Q2-18
Financial Outflows						
Interest Paid (Net of interest received)	1,959	2,033		633	589	785
Income Taxes	660	542		203	233	184
Total Financial Outflows (D)	2,619	2,575		836	822	969
Net Cash flow after Financial Outflow : (E=C-D)	2,146	2,215		553	398	594
Capital Outflows						
Land Payments	3,396	1,021		241	278	2,794
Buy Back of Shares	621	582		621	-	-
Dividend including tax	290	232		-	-	290
Donation / CSR Contribution	128	130		42	36	38
Capex – General	48	53		22	13	14
Capex – Commercial Real Estate	202	128		71	45	43
Total Capital Outflow (F)	4,685	2,146		997	372	3,179
Total Cash Inflow : (A)	20,975	18,714		6,744	6,181	6,936
Total Cash Outflow : (G =B+D+F)	23,514	18,645		7,188	6,155	9,521
Net Cash flow (A - G)	(2,539)	69		(444)	26	(2,585)

Note: Figures have been regrouped & reclassified, wherever necessary.



Real Estate Projects registered in RERA



Sl.No	Project Cluster	Project Name (As per RERA)	RERA No.
	Bangalore		
1	Sobha Silicon Oasis (Apartments)	Sobha Silicon Oasis Phase 1 Wing 1, 2, 3, 4, 5 & 6	PR/KN/170726/000032
2		Sobha Silicon Oasis Phase 2 Wing 7	PR/KN/170728/000120
3		Sobha Silicon Oasis Phase 3 Wing 8	PR/KN/170728/000118
4		Sobha Silicon Oasis Phase 4 Wing 9	PR/KN/170728/000119
5		Sobha Silicon Oasis Phase 5 Wing 10 & 11	PR/KN/170728/000121
6	Sobha Silicon Oasis (Row Houses)	Sobha Silicon Oasis Phase 6 Block 2 and 3 (Row house No. 1 to 8 & 11 to 17)	PR/KN/170728/000153
7		Sobha Silicon Oasis Phase 7 Block 2 and 3 (Row House No. 9, 10)	PR/KN/170728/000212
8	Sobha Dream Acres - Rain Forest	Sobha Dream Acres - Rain forest Phase 1 Wing 1 and 2	PR/KN/170729/000193
9		Sobha Dream Acres - Rain Forest Phase 2 Wing 3 and 4	PR/KN/170729/000157
10		Sobha Dream Acres - Rain Forest Phase 3 Wing 5 and 6	PR/KN/170729/000221
11		Sobha Dream Acres - Rain Forest Phase 4 Wing 11	PR/KN/170729/000156
12		Sobha Dream Acres - Rain Forest Phase 5 Wing 16	PR/KN/170729/000223
13		Sobha Dream Acres - Palm Springs Phase 14 Wing 53	PR/KN/170729/000160
14		Sobha Dream Acres - Rain forest Phase 15 Wing 17	PR/KN/170729/000293
15	Sobha Dream Acres - Tropical Greens	Sobha Dream Acres - Tropical Greens Phase 6 Wing 41	PR/KN/170729/000165
16		Sobha Dream Acres - Tropical Greens Phase 7 Wing 42	PR/KN/170729/000202
17		Sobha Dream Acres - Tropical Greens Phase 8 Wing 43 and 44	PR/KN/170729/000195
18		Sobha Dream Acres - Tropical Greens Phase 9 Wing 45	PR/KN/170729/000163
19		Sobha Dream Acres - Tropical Greens Phase 10 Wing 46	PR/KN/170729/000206
20		Sobha Dream Acres – Tropical Greens Phase 18 Wing 39 and 40	PR/KN/170828/001467
20	Sobha Dream Acres - Palm Springs	Sobha Dream Acres - Palm Springs Phase 11 Wing 47	PR/KN/170729/000207
21		Sobha Dream Acres - Palm Springs Phase 12 Wing 48 and 49	PR/KN/170728/000168
22		Sobha Dream Acres - Palm Springs Phase 13 Wing 52	PR/KN/170729/000170
23		Sobha Dream Acres – Palm Springs Phase 17 Wing 54	PR/KN/170828/001452



Real Estate Projects registered in RERA

Sl.No	Project Cluster	Project Name (As per RERA)	RERA No.
24	Sobha Indraprastha	Sobha Indraprastha	PR/KN/170729/000234
25	Sobha Arena	Sobha Arena - The Plaza (Block 3)	PR/KN/170729/000384
26		Sobha Arena - The Park (Block 2)	PR/KN/170730/000411
27	Sobha Palm Court	Sobha Palm Court	PR/KN/170729/000164
28	Sobha Valley View - Heritage	Sobha Valley View - Heritage	PR/KN/170730/000117
29	Sobha Clovelly	Sobha Clovelly	PR/KN/170730/000201
30	Sobha Avenue	Sobha Avenue	PR/KN/170730/000231
31	Sobha 25 Richmond	Sobha 25 Richmond	PR/KN/170730/000257
32	Sobha Morzaria Grandeur 2	Sobha Morzaria Grandeur 2 (W1)	PR/KN/170730/000412
33	Sobha City - Casa Paradiso Block 4	Sobha City - Casa Paradiso Block 4	PR/KN/170730/000429
34	Sobha - HRC Pristine - Apartments	Sobha HRC Pristine Phase 2 Block 2	PR/KN/171027/002270
35		Sobha - HRC Pristine Phase 3 Block 3	PR/KN/171027/002268
36	Sobha - HRC Pristine - Row Houses	Sobha HRC Pristine Phase 4 Block 4 and 5	PR/KN/171026/002267
	Chennai		
37	Sobha Winchester	Sobha Winchester	TN/01/BUILDING/0013/2017
	Pune		
38	Sobha Orion	Sobha Orion	P52100002044
	Gurgaon		
39	Sobha City - Tower A1,B1,C1	Sobha City, Phase 1 Part 1	86
40	Sobha City - Tower A2,B2,C2	Sobha City, Phase 1 Part 2	115
	In addition to the above list, the following 3 projects were registered in RERA, Which are yet to be released for sale :		
1	Sobha - HRC Pristine - Apartments	Sobha - HRC Pristine Phase 1 Block 1	PR/KN/171027/002276
2	Sobha Arena	Sobha Arena - Pebble Court (Block 1)	PR/KN/171230/002338
3		Sobha Arena - The Square (Block 4)	PR/KN/171230/002343



Real Estate – Details of Ongoing projects as on 31st December, 2017

Area in Million Sq.feet

Sl.No	Projects	Location	Type	Total Developable Area	Total Saleable Area	Sobha Share of Saleable Area
I	<u>Projects completed & applied for Occupancy Certificate (RERA registration not applicable)</u>					
1	Sobha Palladian	HAL Road, Bangalore	Apartments	0.64	0.47	0.47
2	Sobha City - Santorini 2	Thanisandra, Bangalore	Apartments	0.51	0.39	0.39
3	Sobha City - Casa Paradiso 3	Thanisandra, Bangalore	Apartments	0.46	0.38	0.38
4	Sobha Forest View- Alder	Kanakapura Road, Bangalore	Apartments	0.35	0.28	0.28
5	Sobha Dream Acres - Rain Forest (Wing 9,10,12 & 14)	Balagere, Bangalore	Apartments	0.72	0.53	0.53
				2.68	2.05	2.05
II	<u>Ongoing Projects - RERA registration are exempted as per rule.</u>					
1	Sobha Lifestyle Legacy (Ph 2)	Devanahalli, Bangalore	Villas	0.97	0.49	0.37
2	Sobha West Hill - Part C	Veerakeralam, Coimbatore	Villas	0.05	0.03	0.03
3	élan (JD with LMW)*	Ganapathy, Sakthi Main Road	Apartments	0.42	0.34	0.34
4	International City - Ph 1 (B & B3)	Babupur, Gurgaon	Villas & Duple Villas	1.06	0.75	0.47
5	International City - Phase 2 (E)	Babupur, Gurgaon	Villas & Duple Villas	1.79	1.14	0.73
6	International City - Phase 2	Babupur, Gurgaon	Row Houses	0.06	0.04	0.03
7	International City - Phase 3 (Part)	Babupur, Gurgaon	Row Houses	0.69	0.45	0.28
8	Sobha Retreat	Jettihundi, Mysore	Plotted Development	0.62	0.32	0.32
9	St.Mark's Road Property	St.Mark's Road	Commercial	0.38	0.20	-
				6.04	3.76	2.57
III	<u>Ongoing Projects - RERA rules not yet notified</u>					
1	Sobha Bela Encosta	Palazhi, Kozhikode	Villas	0.43	0.21	0.21
2	Sobha Rio Vista	Feroke, Kozhikode	Apartments	0.64	0.51	0.51
3	Sobha Lake Edge	Sobha City @ Thrissur, Kerala	Apartments	0.29	0.24	0.24
4	Marina One - Block 3 & 4	Marine Drive, Cochin	Apartments	0.74	0.61	0.61
5	Sobha Silver Estate	Pottore, Thrissur	Villas	0.31	0.18	0.18
				2.41	1.75	1.75
IV	<u>Ongoing Projects - Registered under RERA</u>					
1	Sobha City - Casa Paradiso 4	Thanisandra, Bangalore	Apartments	0.46	0.38	0.38
2	Sobha Indraprastha	Gopalapura, Central Bangalore	Apartments	2.38	0.84	0.84
3	Sobha Silicon Oasis - Apts (Blk 1-11)	Hosa Road, Bangalore	Apartments	1.99	1.42	1.42
4	Sobha Silicon Oasis- Row Houses	Hosa Road, Bangalore	Row Houses	0.05	0.05	0.05
5	Sobha Valley View (Phase 1)	Banashankari Extn, Bangalore	Apartments	0.73	0.48	0.48



Real Estate – Details of Ongoing projects as on 31st December, 2017

Area in Million Sq.feet

Sl.No	Projects	Location	Type	Total Developable Area	Total Saleable Area	Sobha Share of Saleable Area
6	Sobha Arena - The Park	Kanakapura Road, Bangalore	Apartments	0.32	0.22	0.22
7	Sobha Arena - The Plaza	Kanakapura Road, Bangalore	Apartments	0.32	0.22	0.22
8	Sobha Morzaria Grandeur-2	Diary Circle, Bangalore	Apartments	0.10	0.08	0.08
9	Sobha Avenue	Whitefield, Bangalore	Apartments	0.40	0.29	0.29
10	Sobha Dream Acres - Rain Forest	Balagere, Off ORR, Bangalore	Apartments	1.55	1.16	1.16
11	Sobha Dream Acres - Tropical Greens	Balagere, Off ORR, Bangalore	Apartments	1.33	1.00	1.00
12	Sobha Dream Acres : Palm Springs	Balagere, Off ORR, Bangalore	Apartments	0.80	0.59	0.59
13	Sobha Clovelly	Padmanabha Nagar, Bangalore	Apartments	0.53	0.33	0.33
14	Sobha 25 Richmond	Longford Town, Bangalore	Apartments	0.02	0.02	0.01
15	Sobha Palm Court	Kogilu Cross, Bangalore	Apartments	0.69	0.51	0.42
16	Sobha HRC Pristine - Block 2 & 3	Jakkur, Bangalore	Apartments	0.64	0.46	0.46
17	Sobha HRC Pristine - Block 4 & 5	Jakkur, Bangalore	Row Houses	0.04	0.04	0.04
18	Sobha City - Tower A1,B1,C1	Babupur, Gurgaon	Apartments	0.58	0.46	0.46
19	Sobha City - Tower A2,B2,C2	Babupur, Gurgaon	Apartments	0.58	0.46	0.46
20	Sobha Winchester	Kovilampakkam, Chennai	Apartments	0.70	0.51	0.37
				14.21	9.51	9.28
V	<u>Ongoing Projects - Registered under RERA -Yet to be released for sale :</u>					
1	Sobha HRC Pristine - Block 1	Jakkur, Bangalore	Apartments	0.41	0.29	0.29
2	Sobha Arena - The Square (Block 4)	Kanakapura Road, Bangalore	Apartments	0.38	0.26	0.26
3	Sobha Arena - Pebble Court (Block 1)	Kanakapura Road, Bangalore	Apartments	0.46	0.32	0.32
				1.25	0.87	0.87
VI	<u>Projects received Plan approvals -- Not released for sale - Yet to be registered under RERA:</u>					
1	Sobha Dream Acres - Unreleased	Balagere, Off ORR, Bangalore	Apartments	5.36	4.00	4.00
2	International City - Residential (Ph 3 & 4)	Babupur, Gurgaon	Villas & Row Houses	2.84	1.16	0.74
3	International City - Commercial	Babupur, Gurgaon	Commercial Space	0.46	0.46	0.29
4	Sobha City - Unreleased Towers	Babupur, Gurgaon	Apartments	2.95	2.32	2.32
5	Marina One (Unreleased)	Marine Drive, Cochin	Apartments	3.17	2.60	2.60
				14.78	10.54	9.95
	GRAND TOTAL			41.37	28.48	26.47

* 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.





PASSION AT WORK

THANK YOU

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Sobha Corporate Office - Bangalore



Sobha Aspire & Elite- Bangalore



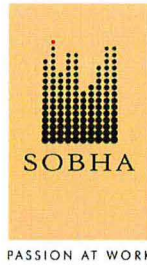
Sobha Turquoise - Coimbatore



Sobha Lifestyle - Bangalore

Disclaimer:

The information in this presentation contains certain forward-looking statements and publically 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.



Press Release

For immediate publication

SOBHA voted as Number 1 choice of homebuyers nationally

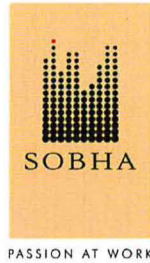
Bengaluru, February 9, 2018:

SOBHA Limited today announced the unaudited financial results for the quarter ended December 31, 2017. A brief snap shot of the key operational and financial parameters for the third quarter of the financial year ending 2017-18 is given below:

- Revenues at Rs. 7 billion on a consolidated basis
- EBITDA of Rs. 1.46 billion; EBITDA margin improves at 20.7%
- PBT at Rs. 825 million; PBT margin at 11.6%
- PAT at Rs. 538 million; PAT margin at 7.7%
- Revenue, PBT and PAT are up by 26%, 54% and 36% Y-o-Y respectively
- Cash inflow of Rs.6.74 billion
- Net operational cash flow of Rs.553 million
- Average Cost of Borrowings at 9.74%
- Registered new sales volume of 0.93 million square feet
- Registered new sales value of Rs. 7.51 billion (SOBHA Share of Rs.6.11 billion)
- Achieved average price realisation of Rs. 8,045 per square feet (SOBHA Share of Rs.6,541 per square feet)

SOBHA Limited, on a consolidated basis, registered a turnover of Rs. 7 billion during the third quarter of the financial year 2017-18. The Profit before Tax (PBT) stood at Rs. 825 million and the Profit after Tax (PAT) at Rs. 538 million on a consolidated basis. During the quarter, the Company generated net positive operational cash flows of Rs. 553 million after meeting interest and tax expenses.

Speaking on the occasion, Mr. J.C. Sharma, Vice Chairman and Managing Director, SOBHA Limited said, "We are pleased to report that we have achieved highest ever revenue for the quarter and highest ever cumulative revenue for 9 months, backed by good operational performance across all categories and all regions. This reflects the confidence of buyers in the brand SOBHA in post-RERA era.



In a tough environment, SOBHA has been able to achieve new sales volume of 933,365 square feet in total, valued at INR 7,509 million with an average realisation of INR 8,045 per square feet (SOBHA's share of sales value of INR 6,105 million with an average realisation of INR 6,541 per square feet) in the third quarter of the FY18. The sales volume and total sales value are up by 8.4% and 11.2% respectively as compared to preceding quarter. Additionally, the sales volume and total sales value have increased by 52% and 92% respectively as compared to Q3 FY17."

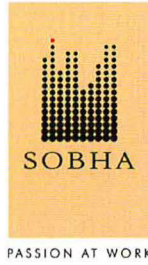
He added, "The efforts made by the Government in the last few quarters to push for affordable housing in a low interest environment should augur well as the sector transitions to a demand-led environment."

Emphasising further, he said, "The affordable housing received a huge impetus in the form of infrastructure status in last year's Union Budget. Several players who were traditionally in the luxury or high-end segment are also looking at the affordable housing. Today, it is one the most lucrative segment in housing market. Besides this, the Government also increased tenure of loans under Credit Linked Subsidy Scheme (CLSS) of Pradhan Mantri Awas Yojana (PMAY), extended of income tax benefits to apartments of carpet area of 60 square metre and lowered interest rates give the right push to the sector. Together, they have laid the right foundation for a strong economy and real estate sector. This will increase the demand for housing where SOBHA expects to be a relevant player."

Furthermore, he said, "It is heartening to note that SOBHA has been voted as Number 1 choice of homebuyers nationally in Track2Realty's Consumer Confidence Report 20:20. This report is one-of-its-kind of comprehensive study on consumer confidence and psychology about the Indian real estate market. This is the 4th consecutive year that SOBHA has won top rank in the consumer confidence survey, making it an exceptional and a rare feat achieved by any real estate brand in the country."

Exceptional Execution

SOBHA's superior execution capability is its core strength. Since inception, SOBHA has completed about 88.93 million square feet of area. The Company currently has ongoing real estate projects aggregating to 41.37 million square feet of developable area and 28.48 million square feet of saleable area, and ongoing contractual projects aggregating to 7.17 million square feet under various stages of construction. The Company has a real estate presence in 9 cities, viz. Bangalore, Gurgaon, Chennai, Pune, Coimbatore, Thrissur, Calicut, Cochin and Mysore. Overall, SOBHA has footprint in 26 cities and 13 states across India.



Recognition & Awards

Some of the key recognitions are as follows:

- Recognised as the as Number 1 choice of homebuyers nationally in Track2Realty's Consumer Confidence Report 20:20, making it an exceptional and a rare feat achieved by any real estate brand in the country.
- This is the 4th consecutive year that SOBHA has won top rank in consumer confidence survey.
- The report also places SOBHA on top of the chart of real estate developers in South India for the 4th time.

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