



Date: April 07, 2022

To  
The Deputy Manager  
Department of Corporate Services  
BSE Limited  
PJ Towers, Dalal Street  
Mumbai – 400 001  
**Scrip Code: 532784**

To  
The Manager  
The National Stock Exchange of India  
Limited  
Exchange Plaza, Plot No C/1, G Block  
Bandra Kurla Complex  
Mumbai – 400 051  
**Scrip Code: SOBHA**

Dear Sir / Madam,

**Sub: Real Estate Operations Update for the quarter ended March 31, 2022**

With reference to the above captioned subject, please find enclosed a statement containing an update on the real estate operations of the Company for the quarter ended March 31, 2022.

We request you to take the aforesaid information on record for dissemination through your website.

Thanking You.

Yours sincerely,

**For Sobha Limited**

**Vighneshwar G Bhat**  
**Company Secretary and Compliance Officer**





## SOBHA LIMITED

### REAL ESTATE OPERATIONAL UPDATE – Q4 FY 2021-22

The Indian economy has started gaining momentum in Q4, FY 2022. The growth in housing sector is building on consistent demand prevalent from the past eighteen months, reducing the unsold inventory as well. High customer confidence supported by strong job market in an improving economy, low home loan rates, savings during pandemic period, desire to own a larger & higher quality home are driving this growth.

With this background, we are pleased to inform that, during FY-22 we have achieved best ever sales volume and sale value. This is achieved despite operational hurdles at the start of quarter due to Omicron wave. During FY-22, Bengaluru, Pune, Gurugram, and GIFT City regions have shown high growth in terms of sales value & volume which is the highest ever since inception. Cash flows during the year remains strong resulting in net debt reduction as compared to FY-21. We have improved the price realization from past few quarters, which would act as margin protection against recent cost increase.

The summarized operational performance for the quarter and financial year ended March 31, 2022, is given below:

#### New Sales:

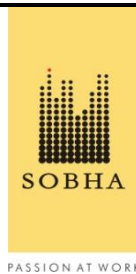
#### In Square Feet

Location	Q4-22	Q4-21	Q3-22	H2-22	H2-21	FY-22	FY-21
Bengaluru	932,215	892,604	958,814	1,891,030	1,679,234	3,353,250	2,702,120
Gurugram	234,123	162,537	191,774	425,897	259,804	682,755	373,058
GIFT City	42,771	22,460	45,737	88,509	50,263	166,935	66,843
Pune	17,589	50,643	43,890	61,479	68,992	166,044	93,580
Thrissur	11,786	39,466	32,861	44,648	85,122	131,021	150,156
Chennai	41,084	37,601	16,915	57,999	69,422	115,547	125,072
Coimbatore	4,872	13,929	14,770	19,642	28,903	41,014	56,517
Kochi	58,039	118,467	13,310	71,350	225,638	241,747	395,527
Kozhikode	-	-	4,612	4,612	-	11,253	16,652
Mysore	-	-	-	-	3,903	-	34,056
<b>Total</b>	<b>1,342,480</b>	<b>1,337,707</b>	<b>1,322,684</b>	<b>2,665,164</b>	<b>2,471,281</b>	<b>4,909,567</b>	<b>4,013,581</b>

#### Sales Value and Price Realisation:

Particulars	Q4-22	Q4-21	Q3-22	H2-22	H2-21	FY-22	FY-21
<b>Total Sales value (Rs. Million)</b>	11,096	10,720	10,475	21,571	19,596	38,702	31,372
<b>Sales Value – SOBHA Share (Rs. Million)</b>	9,352	8,742	9,082	18,433	15,519	32,684	24,759
<b>Total Average Price Realisation (Rs. / Square Feet)</b>	8,265	8,014	7,920	8,094	7,929	7,883	7,817





### **KEY OPERATIONAL HIGHLIGHTS Q4-22**

- Achieved total sales volume of 1.34 million square feet of super built-up area and highest ever realization of Rs. 11.10 billion.
- SOBHA share of sales value is the highest ever since inception.
- Due to consistent demand across all the product segments and price increase, we were able to achieve best ever price realization of Rs. 8,265 per square feet.
- Sales volume achieved by Gurugram region in this quarter is the highest ever since start of operations in the region.
- During the quarter, we have launched '**SOBHA Brooklyn Towers Wing 3**' residential project in Bengaluru with super built-up area of 197,036 square feet.
- Cash flows remained healthy during the quarter resulting in further net debt reduction.
- Our average cost of borrowing has further come down during the quarter.

### **KEY OPERATIONAL HIGHLIGHTS FY-22**

- Achieved best ever sales volume of 4.91 million square feet and sale value of Rs. 38.70 billion.
- SOBHA share of sales value is the highest ever since inception.
- SOBHA share of sales value is up by 32% as compared to FY-21.
- Bengaluru, Gurugram, Pune and GIFT City regions have achieved highest ever sales volume during the FY-22.
- Total Sales volume and sales value were up by 22%, 23% respectively as compared to FY-21.
- Sale volume achieved by Bengaluru, Gurugram, GIFT City and Pune regions during FY-22 have grown by 24%, 83%, 150% and 77% respectively as compared to FY-21.

### **Investor Contact Details:**

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*Disclaimer: The information in this update contains certain forward-looking statements. 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 those anticipated by the Company.*

