



For immediate publication

SELF RELIANT AND DIGITALLY ENABLED ENTERPRISE: LEADING WITH BETTER PERFORMANCE

Bengaluru, August 7, 2020:

SOBHA Limited today announced its unaudited financial results for the 1st Quarter of Financial Year 2020-21.

The quarter gone by has been the most unprecedented and challenging one so far. However, despite the impact of COVID-19 and the resultant economic slowdown, our performance has been quite satisfactory. Given our self-reliant business model, strong brand equity and established track record, we are well positioned to face this uncertain environment and come out stronger from this crisis.

SOBHA has achieved total sales volume of 0.65 million square feet valued at Rs. 4.88 billion during Q1-21. Total average price realisation also showed upward trend as compared to Q1-20, as we saw good sales traction for our luxury and super luxury projects across cities. The level of inquiries from customers are now almost back to pre-COVID levels.

We have achieved total cash inflow of Rs. 5.47 billion during the quarter despite various operational challenges. During the quarter we have generated net operational cash flow of Rs. 0.93 billion and we continue to focus on efficient cash flow management. Our average borrowing cost also came down during the quarter and stands at 9.64% as of 30th June 2020. We continue to enjoy sufficient liquidity from banks/financial institutions at a much lower cost than industry average.

The company has reported total income of Rs.3.59 billion during Q1-21. EBITDA and PAT for Q1-21 stands at Rs.1.09 billion and Rs.0.07 billion respectively .EBITDA margin stands at 30%.

Speaking on the occasion, Mr. J.C. Sharma, Vice Chairman and Managing Director, SOBHA Limited said, "As we start FY-21 in the middle of an unprecedented pandemic, we are pleased to inform that we have posted a better than industry average sales performance. This was backed by increased use of digital platforms and technology in our Sales and Marketing efforts, along with already existing self-reliant- model of construction operations. Company was also able to use various augmented reality and virtual reality tools to enhance customer experience . With more and more companies opting for work from home, inherent demand for better quality homes, low interest rates and other benefits extended by government, demand is likely to sustain in the coming quarters and organized players are expected to perform better."

Exceptional Execution

SOBHA's superior execution capability is its core strength. The company currently has ongoing real estate projects aggregating to 38.52 million square feet of developable area and 26.81 million square feet of saleable area, and ongoing contractual projects aggregating to 9.48 million square feet under various stages of construction. As on 30th June 2020, the company has delivered about 109.74 million



square feet of developable area. The company has a real estate presence in 10 cities, viz. Bengaluru, Gurugram, Chennai, Pune, Coimbatore, Thrissur, Kozhikode, Kochi, Gujarat (Gift City) and Mysore. Overall, SOBHA has footprint in 27 cities in 14 states across India.

About SOBHA Limited:

Founded in 1995, SOBHA Limited is one of the fastest growing and foremost self-reliant real estate players in the country. It means that the company has all the key competencies and in-house resources to deliver a project from its conceptualization to completion. SOBHA is primarily focused on residential and contractual projects. The Company's residential projects include presidential apartments, villas, row houses, super luxury & luxury apartments, plotted developments and aspirational homes. In all its residential projects, the company lays strong emphasis on environmental management, water harvesting and highest safety standards. On the contractual projects side, the Company has constructed a variety of structures for corporates including offices, convention centres, software development blocks, multiplex theatres, hostel facilities, guest houses, food courts, restaurants, research centres, and club houses. Details about company financials can be found through the given link below:

<https://www.sobha.com/investor-relations-investor-presentation.php>

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