



April 04, 2017

To

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
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Dear Sir / Madam,

Sub: Real Estate Operations Update for the quarter and financial year ended March 31, 2017.

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 and financial year ended March 31, 2017.

We request you to kindly 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 2016-17

The Financial Year 2016-17 with its eventful ups and downs has come to an end. The Parliament approved RERA Act which is bound to have huge transformational impact on the real estate sector. GST is another significant reform which will subsume all indirect taxes and pave way for a single market across India. The real estate sector should see some benefits on absorbed costs like cement, steel and other building materials.

Union Budget, has given special emphasis to the affordable housing segment. The infrastructure status would certainly help the real estate entities with impeccable governance practices to raise funds at substantially better interest rates. The practical amendments to avail of Income tax benefits on Carpet area basis introduced during last Union budget for affordable housing scheme is a welcome step. The credit linked subsidy scheme for first time homebuyer under Pradhan Mantri Awas Yojana (PMAY) should provide a positive push for real estate demand for the mid income group.

On unexpected lines, demonetization happened in the last quarter, which lapped out 86% of the cash money overnight. This had profound impact on the economy especially in the real estate sector. Third quarter performance bears testimony to the same, as most of the developers faced difficulty including your company.

With this background, at the close of the financial year 2017, the Company has registered new sales area of 3.00 Million Square Feet valued at ₹ 18.66 Billion at an average price realisation of ₹ 6,216 Per Square Feet. (Total value including JD share ₹ 20.12 Billion at an average price realisation of ₹ 6,704 Per Square Feet.)

The Company during the fourth quarter achieved new sales volume of 723,265 square feet valued at ₹ 5,048 Million with an average realisation of ₹ 6,980 per square feet. (Total value including JD share ₹ 5,572 million, at an average price realisation of ₹ 7,704 Per Square Feet). The sales volume and values are up by 18% and 35% respectively as compared to preceding quarter performance. Average price realisation is higher due to increased demand from higher valued products during fourth quarter. It is encouraging to observe that the company has witnessed revival in demand in Delhi - NCR market.

It is further to be noted that that the improved fourth quarter sales performance was achieved without adding any new launches.





SOBHA

PASSION AT WORK

We are also pleased to inform that borrowing cost of the company has been further brought down during the quarter by more than 50 basis points to below 10.5% pa. The operational cash flows of the company remained healthy and positive during the 4th quarter of 2016-17.

The summarised real estate performance for the quarter ended March 31, 2017 is given as under:

New Sales:

In Square Feet

Location	Q4 17	Q3 17	Q4 16	FY 17	FY 16
Bangalore	508,572	503,037	668,933	2,255,440	2,592,144
NCR	97,867	23,104	36,884	233,592	65,718
Chennai	55,651	33,470	25,352	180,229	300,468
Thrissur	3,312	13,289	40,515	76,357	103,264
Pune	7,883	12,603	2,581	54,397	54,468
Coimbatore	8,355	5,059	1,484	28,654	19,635
Cochin	8,200	7,342	5,190	68,020	42,653
Calicut	18,036	2,224	4,824	27,759	86,842
Mysore	15,389	13,524	99,922	77,381	118,530
TOTAL	723,265	613,652	885,685	3,001,829	3,383,722

(1 Square Metre = 10.764 Square Feet)

The sales volume increased by 18% sequentially.

Sales Value:

Particulars	Q4 17	Q3 17	Q4 16	FY 17	FY 16
Total Sales value (₹ Million)	5,572	3,908	5,671	20,124	21,458
Sales Value - Sobha Share (₹ Million)	5,048	3,732	5,347	18,661	20,118

The sales value is up by 35% sequentially.





FACTION AT WORK

Price Realisation:

Particulars	Q4 17	Q3 17	Q4 16	FY 17	FY 16
Average Price Realisation – Total (₹ / Square Feet)	7,704	6,369	6,403	6,704	6,342
Price Realisation – Sobha Share (₹ / Square Feet)	6,980	6,082	6,037	6,216	5,946

The average price realisation is up by 15% sequentially.

We hope that this momentum is carried forward in the financial year 2017-18 as well. We also expect that Real Estate sector will be able to transition smoothly to a new era governed by RERA and GST act.

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.

