



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.

About SOBHA Limited:

Founded in 1995, SOBHA Limited is one of the fastest growing and foremost backward integrated 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. For more information on SOBHA Limited, please visit: www.sobha.com

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