

PASSION AT WORK

For immediate publication

"Sobha Limited strategically forays into compact luxury homes segment with the successful launch of 'Sobha Dream Acres' Project"

Bangalore, Tuesday, 12th May, 2015:

Key Highlights – FY'15

- Revenues at Rs. 24.55 billion on a consolidated basis, up 12% YoY
- EBITDA of Rs. 6.32 billion, up 3% YoY
- PBT at Rs. 3.72 billion, marginal up by 0.3% YoY
- PAT at Rs. 2.38 billion, up 1% YoY
- Debt-Equity Ratio at 0.75 on a consolidated basis
- Cash inflow of Rs. 25.77 billion
- Net operational cash flow of Rs. 3.34 billion
- Registered new sales value of Rs. 20.95 billion
- Registered new sales volume of 3.28 million square feet
- Achieved average price realisation of Rs. 6,389 per square feet
- Launched 14.12 million square feet of developable area and 10.74 million square feet of saleable area
- Completed and handed-over 10 real estate projects of 4.36 million square feet of developable area
- Highest ever revenue of Rs.7.96 billion from Contractual and Manufacturing business, up 23% YoY
- Completed 15 contractual projects of 3.24 million square feet
- Board recommends dividend of Rs. 7 per equity share of Rs. 10 each

Key Highlights – Q4 FY'15

- Revenues at Rs. 5.09 billion on a consolidated basis
- EBITDA of Rs. 1.45 billion
- PBT at Rs. 955 million
- PAT at Rs. 616 million



SOBHA LIMITED (INCORPORATED IN INDIA)
 SOBHA CORPORATION, SOBHA NARAYAN NARAYANJI BUILDING ROAD CROSS, DEWANGANAPALLE, HYDRABAD - 500 004
 INDIA. TEL: 011-26109000 FAX: 011-26109001 E-MAIL: info@sobha.com www.sobha.com

20 YEARS
PASSION AT WORK



PASSION AT WORK

- Cash inflow of Rs. 6.01 billion
- Net operational cash flow of Rs. 804 million
- Registered new sales value of Rs. 6.27 billion
- Registered new sales volume of 1.03 million square feet
- Achieved average price realisation of Rs. 6,092 per square feet

Realty major Sobha Limited, on a consolidated basis, registered a turnover of Rs. 5.09 billion during the 4th Quarter of FY 2014-15, which ended on 31st March, 2015. The Profit before Tax (PBT) stood at Rs. 955 million, and the Profit after Tax (PAT) was Rs. 616 million on a consolidated basis.

For the financial year ended March 31, 2015, the Company registered a turnover of Rs. 24.55 billion on a consolidated basis. The Profit before Tax (PBT) stood at Rs. 3.72 billion, and the Profit after Tax (PAT) was Rs. 2.38 billion.

Speaking on the occasion, **Mr. J.C. Sharma, Vice Chairman and Managing Director, Sobha Limited**, said, "The financial year 2015 was a mixed bag; on the macro-economic front, we could see visible improvements – uptick in GDP growth rate, reduction in current account deficit and manageable inflation levels to name a few. For the real estate sector though, the financial year continued to be challenging – subdued demand, lower absorption rates and higher inventory levels – all evidencing a general slowdown in the market. Further, the input costs of critical resources like cement, sand and manpower have increased along with a corresponding increase in the indirect costs. However, due to the prevailing slowdown, the Company was not in a position to pass on the rise in input costs to the end customers by way of revision in product prices.

In such a scenario, we are pleased to report that the Company's top line has recorded a double-digit growth. The overall revenues is up 12% YoY at Rs. 24.55 billion on a consolidated basis. It is also notable that our Contractual and Manufacturing business have generated highest ever revenues of Rs 7.96 billion which is up by 23% YoY."

On the operational front, **Mr. J. C. Sharma** said, "The Company has launched a total of 14.12 million square feet of developable area and 10.74 million square feet of saleable area in FY'15. Moreover, we have successfully completed and handed-over 10 real estate projects and 15 contractual projects aggregating to 7.61 million square feet of developable area."



SOBHA LIMITED (SOBHA) - SOBHA DEVELOPERS LTD.
SOBHA CORPORATE OFFICE: SOBHA, BANGALORE, MARATHAHALLI (OFFICE ROAD) 100 FT. (MAYAPUR) BANGALORE, 560025
BANGALORE, INDIA. TEL: 080 2600 0000 FAX: 080 2600 0001







PASSION AT WORK

Outlook for FY'16:

Commenting on the outlook for fiscal 2016, **Mr. J.C. Sharma** stated, "Considering the present macro-economic environment and industry absorption levels, the Company is targeting to sell 4 million square feet of new area valued at Rs 26 Billion during the financial year 2015-16."

Exceptional Execution

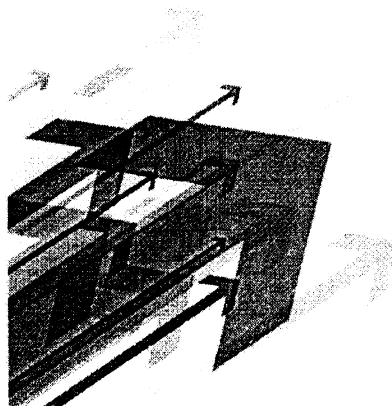
Sobha's superior execution capability is its core strength. Since inception, Sobha has completed 102 real estate projects and 262 contractual projects covering about 70.54 million square feet of area. The Company currently has ongoing residential projects aggregating to 41.81 million square feet of developable area and 26.59 million square feet of saleable area, and ongoing contractual projects aggregating to 9.31 million square feet under various stages of construction. The Company has a real estate presence in nine cities, viz. Bangalore, Gurgaon, Chennai, Pune, Coimbatore, Thrissur, Calicut, Cochin and Mysore. Overall, Sobha has a footprint in 24 cities and 13 states across India.

Recognition & Awards

Some of the key awards won during the fourth quarter of FY 2014-15 are listed below:

- Sobha Limited received the India Green Building Council (IGBC) Green Homes Platinum rating for Sobha Turquoise, Coimbatore.
- Mr. P N C Menon, Chairman Emeritus, Sobha Limited has been felicitated with CMA Management Leadership Excellence Award 2014 by Calicut Management Association (CMA).
- Mr. J C Sharma, Vice Chairman and Managing Director, Sobha Limited was presented with the 'Best CEO in Real Estate Award' by NDTV Property Awards. The Company also received the Premium Apartment Project of the Year – West for Sobha Orion, Pune at NDTV Property Awards.
- Confederation of Indian Industries (CII) conferred 'Sobha *Indraprastha* and Global Mall' with 3 STAR rating for Environment, Health and Safety standards.
- CIDC conferred 'Sobha *Indraprastha* and Global Mall' with 'Achievement Award' for Health, Safety & Environment (Code - I).





WORLD
ECONOMIC
FORUM

For further information, please contact:

abhinav.kanchan@sobha.com

