



PASSION AT WORK

Date: May 20, 2022

To The Deputy Manager Department of Corporate Services BSE Limited PJ Towers, Dalal Street Mumbai – 400 001 <b>Scrip Code: 532784</b>	To The Manager The National Stock Exchange of India Limited Exchange Plaza, Plot No C/1, G Block Bandra Kurla Complex Mumbai – 400 051 <b>Scrip Code: SOBHA</b>
---	---

Dear Sir / Madam,

**Sub: Outcome of Board Meeting held on May 20, 2022**

A. This is to inform that the Board of the Directors of the Company, at the meeting held today, i.e. Friday, May 20, 2022, has inter alia transacted the following items of business:

1. Approved the Audited Financial Statements (Standalone and Consolidated) for the financial year 2021-22 and Audited Financial Results for the quarter and financial year ended March 31, 2022, as recommended by the Audit Committee.
2. Recommended a dividend of Rs. 3.00/- (30%) per equity share for the financial year ended March 31, 2022, subject to the approval of the members.
3. Approved the convening of Twenty Seventh Annual General Meeting of the Company on Wednesday, August 10, 2022.
4. Approved the appointment of M/s. Walker Chandiok & Co LLP (Firm registration number 001076N/N500013) as Statutory Auditors of the Company for a period of 5 years, i.e. from the conclusion of the 27<sup>th</sup> Annual General Meeting to be held on Wednesday, August 10, 2022, upto the conclusion of 32<sup>nd</sup> Annual General Meeting of the Company, in place of M/s B S R & Co. LLP, Chartered Accountants (Firm Registration No.101248W/W-100022), the retiring Auditors.

B. In this connection, please find enclosed herewith:

1. Audited Financial Results (Standalone and Consolidated) for the quarter and financial year ended March 31, 2022, along with the Statutory Audit Report.
2. Presentation on the Operations and Financial Results.
3. Brief profile of the new Statutory Auditors, M/s. Walker Chandiok & Co LLP.

C. Pursuant to Regulation 33(3)(d) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended, we hereby declare that the Auditors of the Company have Issued

**SOBHA LIMITED**

REGD & CORPORATE OFFICE : 'SOBHA', SARJAPUR - MARATHAHALLI OUTER RING ROAD, BELLANDUR POST, BANGALORE - 560034, INDIA  
CIN: L45201KA1995PLC018475 | TEL : +91-80-49320000 | FAX : +91-80-49320444 | www.sobha.com



**SOBHA**

their reports with unmodified (i.e., unqualified) opinion on the Financial Statements (Standalone & Consolidated) for the year ended March 31, 2022.

The Board Meeting commenced at 2.30 P.M. and concluded at 05:55 P.M.

Kindly take the aforesaid information on record in compliance of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015.

Yours sincerely,

**FOR SOBHA LIMITED**



**VIGHNESHWAR G BHAT**

**COMPANY SECRETARY AND COMPLIANCE OFFICER**



# B S R & Co. LLP

Chartered Accountants

Embassy Golf Links Business Park,  
Pebble Beach, B Block, 3<sup>rd</sup> Floor, No. 13/2,  
Off Intermediate Ring Road,  
Bengaluru-560 071 India

Telephone: + 91 80 4682 3000  
Fax: + 91 80 4682 3999

## Independent Auditor's Report

To the Board of Directors of Sobha Limited

Report on the audit of the Consolidated Annual Financial Results

### Opinion

We have audited the accompanying consolidated annual financial results of Sobha Limited (hereinafter referred to as the "Holding Company") and its subsidiaries including step down subsidiaries (Holding Company and its subsidiaries, including step down subsidiaries together referred to as "the Group"), and its joint venture, as listed in Annexure I, for the year ended 31 March 2022, attached herewith, being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations").

In our opinion and to the best of our information and according to the explanations given to us and based on the consideration of reports of other auditors on separate audited financial statements of the subsidiaries and joint venture, the aforesaid consolidated annual financial results:

- include the annual financial results of the entities mentioned in Annexure I;
- are presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
- give a true and fair view in conformity with the recognition and measurement principles laid down in the applicable Indian Accounting Standards, and other accounting principles generally accepted in India, of consolidated net profit and other comprehensive income and other financial information of the Group for the year ended 31 March 2022.

### Basis for Opinion

We conducted our audit in accordance with the Standards on Auditing ("SAs") specified under section 143(10) of the Companies Act, 2013 ("the Act"). Our responsibilities under those SAs are further described in the *Auditor's Responsibilities for the Audit of the Consolidated Annual Financial Results* section of our report. We are independent of the Group, and its joint venture in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Act, and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence obtained by us along with the consideration of audit reports of the other auditors referred to in sub paragraph (a) of the "Other Matters" paragraph below, is sufficient and appropriate to provide a basis for our opinion on the consolidated annual financial results.

### Emphasis of Matter

- We draw attention to note 7 to the Statement in respect of the investigation by Securities and Exchange Board of India (SEBI) on certain transactions entered into by the Holding Company in earlier periods. The Holding Company had been asked to provide contracts, documents, correspondences, business rationale and justification for those transactions and had responded to the inquiries. During the current year, the Holding Company received a show cause notice (SCN) from SEBI for alleged violation of certain provisions of SEBI Act, 1992 and regulations issued by SEBI thereunder, in respect of the aforesaid transactions. The Holding Company, in consultation with its legal counsel, responded to the notice challenging the factual allegations in the SCN. Further, subsequent to the balance sheet date, pursuant to the settlement hearing between the Company and its legal counsel with SEBI, the Company has proposed for the settlement amount, vide letter to SEBI

B S R & Co. (a partnership firm with Registration No. BA51223) converted into B S R & Co. LLP (a Limited Liability Partnership with LLP Registration No. AAB-8181) with effect from October 14, 2013

Registered Office:

14th Floor, Central B Wing and North C Wing, Nesco IT Park 4, Nesco Center, Western Express Highway, Goregaon (East), Mumbai - 400063

**Independent Auditor's Report (Continued)**

**Sobha Limited**

dated 25 April 2022. The response from SEBI is currently awaited.

Our opinion on the Statement is not modified in respect of this matter.

- b. We draw attention to note 8 that explains that during the previous years, the Company had entered into a joint development agreement (JDA) in which the counter party, i.e. land owners had obtained a license for setting up a residential township on land parcels. The license is based on the Bilateral Agreement which was entered into between the land owners and District Town and Country Planner (DTCP), Haryana and is governed under the development policy of Haryana Development and Regulation of Urban Areas Act (HDRUAA), 1975.

In respect of this transaction, the concerned authorities are inspecting if there were any irregularities in respect of the manner of allotment and pricing of certain plots under this project by the Company, with respect to the terms and conditions of the license and HRDUAA regulations and also whether the concerned charges were paid pursuant to the change in beneficial interest.

The Company has responded to the concerned authorities on these transactions from time to time. The matter has not yet been concluded, and the duration and outcome of the ongoing regulatory proceedings is presently uncertain.

Our opinion on the Statement is not modified in respect of this matter.

**Management's and Board of Directors'/Designated Partners Responsibilities for the Consolidated Annual Financial Results**

These consolidated annual financial results have been prepared on the basis of the consolidated annual financial statements.

The Holding Company's Management and the Board of Directors are responsible for the preparation and presentation of these consolidated annual financial results that give a true and fair view of the consolidated net profit/ loss and other comprehensive income and other financial information of the Group and its joint venture in accordance with the recognition and measurement principles laid down in Indian Accounting Standards prescribed under Section 133 of the Act and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. The respective Management and Board of Directors of the companies / Designated Partners of limited liability partnership included in the Group and its joint venture are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of each company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring accuracy and completeness of the accounting records, relevant to the preparation and presentation of the consolidated annual financial results that give a true and fair view and are free from material misstatement, whether due to fraud or error, which have been used for the purpose of preparation of the consolidated annual financial results by the Management and the Board of Directors of the Holding Company, as aforesaid.

In preparing the consolidated annual financial results, the respective Management and the respective Board of Directors of the companies / Designated Partners of Limited liability partnership included in the Group and its joint venture are responsible for assessing the ability of each company / limited liability partnership to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the respective Board of Directors / Designated Partners either intends to liquidate the company / limited liability partnership or to cease operations, or has no realistic alternative but to do so.

The respective Board of Directors of the companies / Designated Partners of limited liability partnership included in the Group and its joint venture is responsible for overseeing the financial reporting process of each company / limited liability partnership.

**Auditor's Responsibilities for the Audit of the Consolidated Annual Financial Results**

Our objectives are to obtain reasonable assurance about whether the consolidated annual financial results as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee



**Independent Auditor's Report (Continued)**

**Sobha Limited**

that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated annual financial results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated annual financial results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under Section 143(3) (i) of the Act, we are also responsible for expressing our opinion through a separate report on the complete set of financial statements on whether the company has adequate internal financial controls with reference to financial statements in place and the operating effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures in the consolidated annual financial results made by the Management and Board of Directors.
- Conclude on the appropriateness of the Management and Board of Directors use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the appropriateness of this assumption. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated annual financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group and its joint venture to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated annual financial results, including the disclosures, and whether the consolidated annual financial results represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial results of the entities within the Group and its joint venture to express an opinion on the consolidated annual financial results. We are responsible for the direction, supervision and performance of the audit of financial results of such entities included in the consolidated annual financial results of which we are the independent auditors. For the other entities included in the consolidated annual financial results, which have been audited by other auditors, such other auditors remain responsible for the direction, supervision and performance of the audits carried out by them. We remain solely responsible for our audit opinion. Our responsibilities in this regard are further described in sub paragraph (a) of the "Other Matters" paragraph in this audit report.

We communicate with those charged with governance of the Holding Company and such other entities included in the consolidated annual financial results of which we are the independent auditors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

We also performed procedures in accordance with the circular No CIR/CFD/CMD1/44/2019 issued by the Securities and Exchange Board of India under Regulation 33(8) of the Listing Regulations, to the extent applicable.



Independent Auditor's Report (Continued)

Sobha Limited

Other Matters

- a. The consolidated annual financial results include the audited financial results of 18 subsidiaries (including step down subsidiaries), whose financial statements reflect total assets (before consolidation adjustments) of Rs. 8,583.80 million as at 31 March 2022, total revenue (before consolidation adjustments) of Rs. 386.27 million and total net profit after tax (before consolidation adjustments) of Rs. 53.34 million and net cash outflows (before consolidation adjustments) of Rs. 28.77 million for the year ended on that date, as considered in the consolidated annual financial results, which have been audited by their respective independent auditors. The independent auditor's reports on financial statements of these entities have been furnished to us by the management.
- Our opinion on the consolidated annual financial results, in so far as it relates to the amounts and disclosures included in respect of these entities, is based solely on the report of such auditors and the procedures performed by us are as stated in paragraph above.
- Our opinion on the consolidated annual financial results is not modified in respect of the above matters with respect to our reliance on the work done and the reports of the other auditors.
- b. The consolidated annual financial results include the Group's share of total net profit after tax of Rs. Nil for the year ended 31 March 2022, as considered in the consolidated annual financial results, in respect of a joint venture. This unaudited financial statements has been furnished to us by the management.
- Our opinion on the consolidated annual financial results, in so far as it relates to the amounts and disclosures included in respect of of this joint venture is based solely on such financial statements. In our opinion and according to the information and explanations given to us by the Board of Directors, this financial statements are not material to the Group.
- Our opinion on the consolidated annual financial results is not modified in respect of the above matter with respect to the financial statements certified by the Board of Directors.
- c. The consolidated annual financial results include the results for the quarter ended 31 March 2022 being the balancing figure between the audited figures in respect of the full financial year and the published unaudited year to date figures up to the third quarter of the current financial year which were subject to limited review by us.

For B S R & Co. LLP

Chartered Accountants

Firm's Registration No.:101248W/W-100022



Amrit Bhansali

Partner

Bengaluru

20 May 2022

Membership No.: 065155

UDIN:22065155AJHJKL3527

## Independent Auditor's Report (Continued)

Sobha Limited

## Annexure I

List of subsidiaries and joint venture included in consolidated annual financial results.

Sr. No	Name of component	Relationship
1.	Sobha City	Subsidiary
2	Sobha Highrise Ventures Private Limited	Subsidiary
3	Sobha Developers (Pune) Limited	Subsidiary
4	Sobha Assets Private Limited	Subsidiary
5	Sobha Tambaram Developers Limited	Subsidiary
6	Sobha Nandambakkam Developers Limited	Subsidiary
7	Sobha Construction Products Private Limited	Subsidiary
8	Vayaloor Properties Private Limited	Step-down subsidiary
9	Vayaloor Builders Private Limited	Step-down subsidiary
10	Vayaloor Developers Private Limited	Step-down subsidiary
11	Vayaloor Real Estate Private Limited	Step-down subsidiary
12	Vayaloor Realtors Private Limited	Step-down subsidiary
13	Valasai Vettikadu Realtors Private Limited	Step-down subsidiary
14	Sobha Contracting Private Limited	Step-down subsidiary
15	Kilai Builders Private Limited	Step-down subsidiary
16	Kuthavakkam Builders Private Limited	Step-down subsidiary
17	Kuthavakkam Realtors Private Limited	Step-down subsidiary
18	Sobha Interiors Private Limited	Step-down subsidiary
19	Kondhwa Projects LLP	Joint Venture

ah

**Statement of consolidated financial results for the quarter and year ended 31 March 2022**

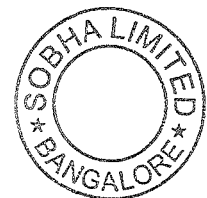
(₹ in million)						
	Particulars	3 months ended 31.03.2022 [Audited]*	Preceding 3 months ended 31.12.2021 [Unaudited]	Corresponding 3 months ended 31.03.2021 [Audited]*	Year to date figures for current year ended 31.03.2022 [Audited]	Previous year ended 31.03.2021 [Audited]
1	<b>Revenue</b>					
	(a) Revenue from operations	7,313	6,682	5,534	27,309	21,098
	(b) Other income	282	201	75	553	386
	(c) Finance income**	73	92	280	354	420
	<b>Total income</b>	<b>7,668</b>	<b>6,975</b>	<b>5,889</b>	<b>28,216</b>	<b>21,904</b>
2	<b>Expenses</b>					
	(a) Land purchase cost	1,161	232	1,308	1,960	2,544
	(b) Cost of raw materials and components consumed	699	457	641	1,982	1,862
	(c) Purchase of project materials	1,430	1,910	1,545	5,195	3,921
	(d) (Increase)/decrease in inventories	(1,665)	(1,280)	(2,934)	(3,153)	(4,169)
	(e) Subcontractor and other charges	1,917	1,569	1,768	6,414	5,124
	(f) Employee benefits expense	593	563	526	2,295	1,771
	(g) Depreciation and amortization	189	178	204	721	794
	(h) Finance costs***	1,845	1,948	1,502	7,497	6,012
	(i) Other expenses	1,135	956	1,183	3,724	3,293
	<b>Total expenses</b>	<b>7,304</b>	<b>6,533</b>	<b>5,743</b>	<b>26,635</b>	<b>21,152</b>
3	<b>Profit before tax (1-2)</b>	<b>364</b>	<b>442</b>	<b>146</b>	<b>1,581</b>	<b>752</b>
4	<b>Tax expense</b>					
	(a) Current tax	106	368	21	611	101
	(b) Deferred tax (credit) / charge	8	(253)	(54)	(198)	28
	<b>Total tax expense</b>	<b>114</b>	<b>115</b>	<b>(33)</b>	<b>413</b>	<b>129</b>
5	<b>Profit for the period (3-4)</b>	<b>250</b>	<b>327</b>	<b>179</b>	<b>1,168</b>	<b>623</b>
6	<b>Other comprehensive income</b>					
	Items that will not be reclassified to profit or loss in subsequent periods:					
	Re-measurement (losses) / gains on defined benefit plan (net of tax expenses)	9	5	7	(9)	7
	<b>Total other comprehensive income</b>	<b>9</b>	<b>5</b>	<b>7</b>	<b>(9)</b>	<b>7</b>
7	<b>Total comprehensive income for the period [comprising profit for the period (after tax) and other comprehensive income (after tax)] (5+6)</b>	<b>259</b>	<b>332</b>	<b>186</b>	<b>1,159</b>	<b>630</b>
8	<b>Paid-up equity share capital</b> (Face value per share - ₹ 10)	<b>948</b>	<b>948</b>	<b>948</b>	<b>948</b>	<b>948</b>
9	<b>Reserves excluding revaluation reverses</b>		-		<b>24,157</b>	<b>23,329</b>
10	<b>Net worth</b>	-	-		<b>25,105</b>	<b>24,277</b>
11	<b>Earnings per share (EPS) - (in ₹)</b>					
	Basic and diluted EPS (not annualised for the quarters)	<b>2.64</b>	<b>3.45</b>	<b>1.89</b>	<b>12.32</b>	<b>6.57</b>

\* refer note 6

\*\* Includes notional interest income on unwinding of discount on deposits as per Ind AS 109 amounting to ₹ 67 million, ₹ 86 million, ₹ 226 million for the three months ended 31 March 2022, 31 December 2021, 31 March 2021 respectively and ₹ 324 million, ₹ 307 million for the year ended 31 March 2022 and 31 March 2021 respectively.

\*\*\* Includes notional interest accrued on advance from customers as per Ind AS 115 amounting to ₹ 1,210 million, ₹ 1,209 million, ₹ 688 million for the three months ended 31 March 2022, 31 December 2021, 31 March 2021 respectively and ₹ 4,599 million, ₹ 2,650 million for the year ended 31 March 2022 and 31 March 2021 respectively.

21



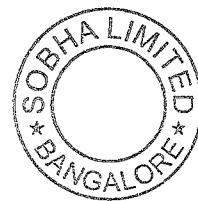


## Notes :

(1) The consolidated balance sheet is as below:

(₹ in million)

	Particulars	As at 31.03.2022 [Audited]	As at 31.03.2021 [Audited]
<b>A</b>	<b>Assets</b>		
<b>1</b>	<b>Non-current assets</b>		
	Property, plant and equipment	4,080	4,415
	Capital work-in-progress	-	-
	Right of use assets	123	157
	Investment property	3,677	3,529
	Investment property under construction	65	701
	Intangible assets	227	232
	Investments	1,149	1,143
	Financial assets		
	Investments		
	Trade receivables	564	424
	Other non-current financial assets	1,461	1,418
	Other non-current assets	4,341	5,201
	Current tax assets (net)	116	97
	Deferred tax assets (net)	19	19
		<b>15,822</b>	<b>17,336</b>
<b>2</b>	<b>Current assets</b>		
	Inventories	74,271	71,246
	Financial assets		
	Trade receivables	3,505	1,937
	Cash and cash equivalents	1,391	1,637
	Bank balance other than cash and cash equivalents	392	404
	Other current financial assets	4,885	5,718
	Other current assets	13,834	13,823
		<b>98,278</b>	<b>94,765</b>
	<b>Total assets</b>	<b>114,100</b>	<b>112,101</b>
<b>B</b>	<b>Equity and liabilities</b>		
<b>1</b>	<b>Equity</b>		
	Equity share capital	948	948
	Other equity	24,157	23,329
	<b>Total equity</b>	<b>25,105</b>	<b>24,277</b>
<b>2</b>	<b>Non-current liabilities</b>		
	Financial liabilities		
	Borrowings	7,277	3,505
	Lease liabilities	40	68
	Other non-current financial liabilities	-	-
	Long-term provisions	175	151
	Deferred tax liabilities (net)	151	342
		<b>7,643</b>	<b>4,066</b>
<b>3</b>	<b>Current liabilities</b>		
	Financial liabilities		
	Borrowings	17,252	26,396
	Lease liabilities	61	62
	Trade payables		
	Total outstanding dues of micro enterprises and small enterprises; and	-	-
	Total outstanding dues of creditors other than micro enterprises and small enterprises	6,753	7,318
	Other current financial liabilities	6,441	6,563
	Other current liabilities	50,487	43,193
	Provisions	155	139
	Current tax liabilities (net)	203	87
		<b>81,352</b>	<b>83,758</b>
	<b>Total liabilities</b>	<b>88,995</b>	<b>87,824</b>
	<b>Total equity and liabilities</b>	<b>114,100</b>	<b>112,101</b>



(2) The consolidated statement of cash flows is as below:

(₹ in million)

Particulars	Year to date figures for current year ended 31.03.2022 [Audited]	Year to date figures for current year ended 31.03.2021 [Audited]
<b>Cash flows from operating activities</b>		
Profit before tax	1,581	752
<b>Adjustments to reconcile profit before tax to net cash flows from operating activities</b>		
Depreciation and amortization expense	566	652
Depreciation of investment properties	155	142
Gain on sale of other property	(221)	-
Gain on sale of property, plant and equipment	(133)	(2)
Finance income (including fair value change in financial instruments)	(354)	(420)
Finance costs (including fair value change in financial instruments)	7,497	6,012
Allowance for credit loss	43	192
Share of profit from sale of interest in partnership firm	-	(144)
Bad debts written off	4	-
<b>Working capital adjustments:</b>		
Decrease / (Increase) in trade receivables	(1,996)	1,406
Decrease / (Increase) in inventories	(2,914)	(4,188)
Decrease / (Increase) in other financial assets	1,007	1,180
Decrease / (Increase) in other assets	868	513
(Decrease) / Increase in trade payables and other financial liabilities	(676)	(944)
(Decrease) / Increase in provisions	39	(6)
(Decrease) / Increase in other non-financial liabilities	3,263	1,251
<b>Cash generated from operating activities</b>	<b>8,729</b>	<b>6,396</b>
Income tax paid (net of refund)	(515)	(266)
<b>Net cash flows from operating activities</b>	<b>8,214</b>	<b>6,130</b>
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(202)	(414)
Proceeds from sale of other property	481	-
Purchase of intangible assets	2	(4)
Proceeds from sale of property, plant and equipment	180	23
Proceeds from sale of interest in partnership firm	-	144
Investment in Mutual funds	(6)	-
Investments in fixed deposits (net)	(103)	(194)
Interest received	30	112
<b>Net cash flows (used in) investing activities</b>	<b>382</b>	<b>(333)</b>
<b>Cash flows from financing activities</b>		
Proceeds from long-term borrowings	4,094	1,718
Repayment of long-term borrowings	(497)	(246)
Proceeds from short-term borrowings	8,999	14,185
Repayment of short-term borrowings	(18,162)	(16,414)
Lease payments	(29)	(23)
Interest paid	(2,916)	(3,391)
Dividend paid on equity shares	(332)	(664)
<b>Net cash flows (used in) financing activities</b>	<b>(8,843)</b>	<b>(4,835)</b>
Net increase/ (decrease) in cash and cash equivalents	(247)	962
Cash and cash equivalents at the beginning of the period	1,637	675
<b>Cash and cash equivalents at the end of the period</b>	<b>1,390</b>	<b>1,637</b>
Less: Book overdraft from scheduled banks	(290)	(240)
<b>Cash and cash equivalents, net of book overdraft</b>	<b>1,100</b>	<b>1,396</b>

(3) Based on the "management approach" as defined in Ind AS 108 - Operating Segments, the Chief Operating Decision Maker (CODM) evaluates the Group's performance and allocates resources based on an analysis of various performance indicators by business segments. Accordingly, information has been presented along these business segments viz., Real estate and Contractual and manufacturing business. Details of consolidated segment-wise revenue, results, assets and liabilities is given below:

(₹ in million)

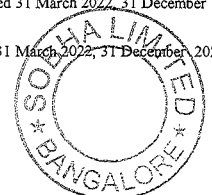
	Particulars	3 months ended 31.03.2022 [Audited]*	Preceding 3 months ended 31.12.2021 [Unaudited]	Corresponding 3 months ended 31.03.2021 [Audited]*	Year to date figures for current year ended 31.03.2022	Previous year ended 31.03.2021 [Audited]
I	<b>Segment revenue</b>					
	Real estate	5,403	4,466	2,899	20,181	13,103
	Contractual and manufacturing	2,139	2,423	2,773	7,920	8,693
	<b>Total</b>	<b>7,542</b>	<b>6,889</b>	<b>5,672</b>	<b>28,101</b>	<b>21,796</b>
	Less: Inter segment revenues	(229)	(207)	(138)	(792)	(698)
	<b>Net revenue from operations</b>	<b>7,313</b>	<b>6,682</b>	<b>5,534</b>	<b>27,309</b>	<b>21,098</b>
II	<b>Segment results</b>					
	Real estate	1,244	1,322	1,096	5,648	3,937
	Contractual and manufacturing	232	263	258	850	1,381
	<b>Profit before other adjustments **,**</b>	<b>1,476</b>	<b>1,585</b>	<b>1,354</b>	<b>6,498</b>	<b>5,318</b>
	Less: Finance cost***	(635)	(740)	(814)	(2,898)	(3,362)
	Less: Other unallocable expenditure	(765)	(610)	(523)	(2,602)	(1,703)
	Add: Finance and other income**	288	207	129	583	499
	<b>Profit before tax</b>	<b>364</b>	<b>442</b>	<b>146</b>	<b>1,581</b>	<b>752</b>
III	<b>Segment assets #</b>					
	Real estate	92,642	87,766	94,325	92,642	94,325
	Contractual and manufacturing	9,283	18,559	10,009	9,283	10,009
	Unallocated assets	12,175	6,918	7,767	12,175	7,767
	<b>Total assets</b>	<b>114,100</b>	<b>113,243</b>	<b>112,101</b>	<b>114,100</b>	<b>112,101</b>
IV	<b>Segment liabilities #</b>					
	Real estate	55,367	53,207	51,933	55,367	51,933
	Contractual and manufacturing	4,386	5,589	4,106	4,386	4,106
	Unallocated liabilities	29,242	29,602	31,785	29,242	31,785
	<b>Total liabilities</b>	<b>88,995</b>	<b>88,398</b>	<b>87,824</b>	<b>88,995</b>	<b>87,824</b>

\* refer note 6

# Capital employed = Segment assets - Segment liabilities

\*\* Excludes notional interest income on unwinding of discount on deposits as per Ind AS 109 amounting to ₹ 67 million, ₹ 86 million, ₹ 226 million for the three months ended 31 March 2022, 31 December 2021, 31 March 2021 respectively and ₹ 324 million, ₹ 307 million for the year ended 31 March 2022 and 31 March 2021 respectively.

\*\*\* Excludes notional interest accrued on advance from customers as per Ind AS 115 amounting to ₹ 1,210 million, ₹ 1,209 million, ₹ 688 million for the three months ended 31 March 2022, 31 December 2021, 31 March 2021 respectively and ₹ 4,599 million, ₹ 2,650 million for the year ended 31 March 2022 and 31 March 2021 respectively.



(4) The figures of standalone financial results are as follow:

(₹ in million)

Particulars	3 months ended 31.03.2022 [Audited]*	Preceding 3 months ended 31.12.2021 [Unaudited]	Corresponding 3 months ended 31.03.2021 [Audited]*	Year to date figures for current year ended 31.03.2022	Previous year ended 31.03.2021 [Audited]
Total income	7,689	6,856	5,956	28,089	21,912
Profit before tax	393	337	145	1,526	746
Profit for the period	277	252	183	1,128	655

(5) The consolidated financial results for the year ended 31 March 2022 has been audited by Statutory Auditors of the Group and they have issued an unmodified audit report. The audit report of the Statutory Auditors is being filed with Bombay Stock Exchange and National Stock Exchange and is also available on the Groups's website www.sobha.com. The figures for the last quarter are balancing figures in respect of full financial year and the published year to date figures upto the third quarter of the respective financial years. Also, the figures up to the end of third quarter has only been reviewed and not subjected to audit.

(6) The audited consolidated financial results for the year ended 31 March 2022 have been reviewed by the Audit Committee and taken on record by the Board of Directors of the Group at its meeting held on 20 May 2022. The information presented above is prepared in accordance with the Indian Accounting Standards (Ind AS) as prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and Companies (Indian Accounting Standards) Amendment Rules, 2016. The above unaudited consolidated financial results are filed with Stock Exchanges under Regulation 33 of the SEBI (Listing and Other Disclosure Requirements) Regulations, 2015 and are available on the Stock Exchange websites, www.nseindia.com and www.bseindia.com, and on the Company's website, www.sobha.com.

(7) In respect of matters relating to certain transactions entered into by the Holding Company in earlier years, the Holding Company had been asked to provide contracts, documents, correspondences, business rationale and justification for these transactions by regulatory authorities to which the Holding Company had responded from time to time. In respect of certain of the aforementioned transactions, the Holding Company and the counter parties to these transactions had agreed to a manner of settlement of certain receivables based on which the receivables have been settled by a combination of transfer of counter parties' share in units of an ongoing launched project and through the counter parties' revenue share in the sales proceeds of another project which is, expected to be generated over a period of time.

During the current year, the Holding Company has received a show cause notice (SCN) from Securities and Exchange Board of India (SEBI) for alleged violation of certain provisions of the SEBI Act, 1992 and Regulations issued by SEBI thereunder, thus, initiating adjudication proceedings in the above matter. The Holding Company, in consultation with its external legal counsel has responded to the charges made in the SCN challenging the factual allegations in the SCN and also filed a settlement application under the SEBI (Settlement Proceedings) Regulation, 2018, without admitting or denying the finding of fact and conclusions of law.

Based on the Holding Company's overall assessment, it believes that the outstanding amounts on these transactions are fully recoverable, and the terms of the aforesaid transactions are not prejudicial to the interests of the Holding Company. The Holding Company has not identified any adverse material impact to the financial results of the Company as at 31 March 2022 or for earlier periods.

Further, pursuant to the settlement hearing between the Holding Company and it's external legal counsel with SEBI, the Holding Company has proposed for a settlement amount of Rs.29 million, vide letter to SEBI dated 25 April 2022. The response from SEBI is currently awaited.

(8) The Holding Company had entered into a joint development arrangement with certain Land Owners in Gurugram, Haryana, in earlier years. In respect of this transaction, the concerned authorities are examining if there were irregularities in respect of the manner of allotment and pricing of certain plots under this project or payment of applicable fees and charges by the Holding Company or the landowners, with respect to the terms and conditions mentioned in the development policy of Haryana Development and Regulation of Urban Areas Act (HDRUAA), 1975 and the bilateral agreement between the land owners and Directorate of Town and Country Planning, Haryana (DTCP).

As part of the inquiry, the Holding Company and its officers have been asked to provide contracts, documents and justification in respect of this transaction by the concerned authorities and the proceedings on this matter are in progress. The Holding Company and its officers have been responding to the queries raised / documents sought from time to time.

The Holding Company, based on its overall assessment and independent legal opinion obtained, believes that these transactions have been carried out in accordance with all the applicable laws and regulations and the said bilateral agreement.

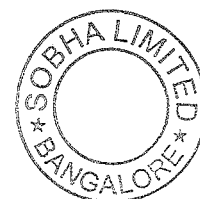
(9) The Board of Directors of the Company have recommended a final dividend of ₹ 3 per equity share for the year ended 31 March 2022, which will be placed for approval of the shareholders in the ensuing Annual General Meeting of the Company.

(10) The previous period / year figures have been regrouped / reclassified, wherever necessary, to conform to the current quarter presentation in order to comply with the requirements of the amended Schedule III to the Companies Act, 2013.

Bengaluru, India  
20 May 2022

For and on behalf of the Board of Directors of  
Sobha Limited

Jagadish Nangineni  
Managing Director



# B S R & Co. LLP

Chartered Accountants

Embassy Golf Links Business Park,  
Pebble Beach, B Block, 3<sup>rd</sup> Floor, No. 13/2,  
Off Intermediate Ring Road,  
Bengaluru-560 071 India

Telephone: + 91 80 4682 3000  
Fax: + 91 80 4682 3999

## Independent Auditor's Report

To the Board of Directors of Sobha Limited

Report on the audit of the Standalone Annual Financial Results

### Opinion

We have audited the accompanying standalone annual financial results of Sobha Limited (hereinafter referred to as the "Company") for the year ended 31 March 2022, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations").

In our opinion and to the best of our information and according to the explanations given to us, the aforesaid standalone annual financial results:

- are presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
- give a true and fair view in conformity with the recognition and measurement principles laid down in the applicable Indian Accounting Standards, and other accounting principles generally accepted in India, of the net profit and other comprehensive income and other financial information for the year ended 31 March 2022.

### Basis for Opinion

We conducted our audit in accordance with the Standards on Auditing ("SAs") specified under section 143(10) of the Companies Act, 2013 ("the Act"). Our responsibilities under those SAs are further described in the *Auditor's Responsibilities for the Audit of the Standalone Annual Financial Results* section of our report. We are independent of the Company, in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Act, and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence obtained by us, is sufficient and appropriate to provide a basis for our opinion on the standalone annual financial results.

### Emphasis of Matter

- We draw attention to note 8 to the Statement in respect of the investigation by Securities and Exchange Board of India (SEBI) on certain transactions entered into by the Company in earlier periods. The Company had been asked to provide contracts, documents, correspondences, business rationale and justification for those transactions and had responded to the inquiries. During the current year, the Company received a show cause notice (SCN) from SEBI for alleged violation of certain provisions of SEBI Act, 1992 and regulations issued by SEBI thereunder, in respect of the aforesaid transactions. The Company, in consultation with its legal counsel, responded to the notice challenging the factual allegations in the SCN. Further, subsequent to the balance sheet date, pursuant to the settlement hearing between the Company and its legal counsel with SEBI, the Company has proposed for the settlement amount, vide letter to SEBI dated 25 April 2022. The response from SEBI is currently awaited.

Our opinion on the Statement is not modified in respect of this matter.

- We draw attention to note 9 that explains that during the previous years, the Company had entered into a joint development agreement (JDA) in which the counter party, i.e. land owners had obtained

B S R & Co. (a partnership firm with Registration No. BA61223) converted into B S R & Co. LLP (a Limited Liability Partnership with LLP Registration No. AAB-8181) with effect from October 14, 2013

Registered Office:

14th Floor, Central B Wing and North C Wing, Nesco IT Park 4, Nesco Center, Western Express Highway, Goregaon (East), Mumbai - 400063

**Independent Auditor's Report (Continued)**

**Sobha Limited**

a license for setting up a residential township on land parcels. The license is based on the Bilateral Agreement which was entered into between the land owners and District Town and Country Planner (DTCP), Haryana and is governed under the development policy of Haryana Development and Regulation of Urban Areas Act (HDRUAA), 1975.

In respect of this transaction, the concerned authorities are inspecting if there were any irregularities in respect of the manner of allotment and pricing of certain plots under this project by the Company, with respect to the terms and conditions of the license and HDRUAA regulations and also whether the concerned charges were paid pursuant to the change in beneficial interest.

The Company has responded to the concerned authorities on these transactions from time to time. The matter has not yet been concluded, and the duration and outcome of the ongoing regulatory proceedings is presently uncertain.

Our opinion on the Statement is not modified in respect of this matter.

**Management's and Board of Directors' Responsibilities for the Standalone Annual Financial Results**

These standalone annual financial results have been prepared on the basis of the standalone annual financial statements.

The Company's Management and the Board of Directors are responsible for the preparation and presentation of these standalone annual financial results that give a true and fair view of the net profit/loss and other comprehensive income and other financial information in accordance with the recognition and measurement principles laid down in Indian Accounting Standards prescribed under Section 133 of the Act and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring accuracy and completeness of the accounting records, relevant to the preparation and presentation of the standalone annual financial results that give a true and fair view and are free from material misstatement, whether due to fraud or error.

In preparing the standalone annual financial results, the Management and the Board of Directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Board of Directors is responsible for overseeing the Company's financial reporting process.

**Auditor's Responsibilities for the Audit of the Standalone Annual Financial Results**

Our objectives are to obtain reasonable assurance about whether the standalone annual financial results as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these standalone annual financial results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the standalone annual financial results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

ah

**Independent Auditor's Report (Continued)**

**Sobha Limited**

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under Section 143(3) (i) of the Act, we are also responsible for expressing our opinion through a separate report on the complete set of financial statements on whether the company has adequate internal financial controls with reference to financial statements in place and the operating effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures in the standalone annual financial results made by the Management and Board of Directors.
- Conclude on the appropriateness of the Management and Board of Directors use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the appropriateness of this assumption. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the standalone annual financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the standalone annual financial results, including the disclosures, and whether the standalone annual financial results represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

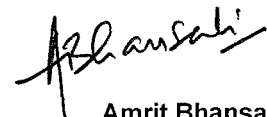
**Other Matters**

- a. The standalone annual financial results include the results for the quarter ended 31 March 2022 being the balancing figure between the audited figures in respect of the full financial year and the published unaudited year to date figures up to the third quarter of the current financial year which were subject to limited review by us.

For B S R & Co. LLP

*Chartered Accountants*

Firm's Registration No.:101248WW-100022



**Amrit Bhansali**

*Partner*

Bengaluru

20 May 2022

Membership No.: 065155

UDIN:22065155AJHJDG4006

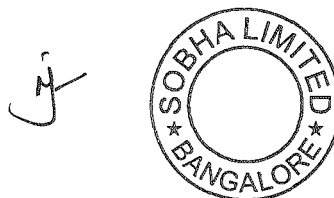
**Statement of standalone financial results for the quarter and year ended 31 March 2022**

(₹ in million)						
	Particulars	3 months ended 31.03.2022 [Audited]*	Preceding 3 months ended 31.12.2021 [Unaudited]	Corresponding 3 months ended 31.03.2021 [Audited]*	Year to date figures for current year ended 31.03.2022 [Audited]	Previous year ended 31.03.2021 [Audited]
1	<b>Revenue</b>					
	(a) Revenue from operations	7,316	6,554	5,533	27,141	20,967
	(b) Other income	280	200	131	549	493
	(c) Finance income**	93	102	292	399	452
	<b>Total income</b>	<b>7,689</b>	<b>6,856</b>	<b>5,956</b>	<b>28,089</b>	<b>21,912</b>
2	<b>Expenses</b>					
	(a) Land purchase cost	1,161	232	1,307	1,959	2,148
	(b) Cost of raw materials and components consumed	699	457	641	1,982	1,862
	(c) Purchase of project materials	1,460	1,951	1,570	5,180	4,010
	(d) (Increase)/ decrease in inventories	(1,546)	(1,218)	(2,738)	(2,746)	(3,383)
	(e) Subcontractor and other charges	1,889	1,567	1,738	6,382	5,094
	(f) Employee benefits expense	593	563	526	2,295	1,771
	(g) Depreciation and amortization	179	168	205	680	755
	(h) Finance costs***	1,808	1,890	1,448	7,283	5,760
	(i) Other expenses	1,053	909	1,114	3,548	3,149
	<b>Total expenses</b>	<b>7,296</b>	<b>6,519</b>	<b>5,811</b>	<b>26,563</b>	<b>21,166</b>
3	<b>Profit before tax (1-2)</b>	<b>393</b>	<b>337</b>	<b>145</b>	<b>1,526</b>	<b>746</b>
4	<b>Tax expense</b>					
	(a) Current tax	109	346	21	581	99
	(b) Deferred tax (credit) / charge	7	(261)	(59)	(183)	(8)
	<b>Total tax expense</b>	<b>116</b>	<b>85</b>	<b>(38)</b>	<b>398</b>	<b>91</b>
5	<b>Profit for the period (3-4)</b>	<b>277</b>	<b>252</b>	<b>183</b>	<b>1,128</b>	<b>655</b>
6	<b>Other comprehensive income</b>					
	Items that will not be reclassified to profit or loss in subsequent periods:					
	Re-measurement (losses) / gains on defined benefit plan (net of tax expenses)	9	5	6	(9)	7
	<b>Total other comprehensive income</b>	<b>9</b>	<b>5</b>	<b>6</b>	<b>(9)</b>	<b>7</b>
7	<b>Total comprehensive income for the period [comprising profit for the period (after tax) and other comprehensive income (after tax)] (5+6)</b>	<b>286</b>	<b>257</b>	<b>189</b>	<b>1,119</b>	<b>662</b>
8	Paid-up equity share capital (Face value per share - ₹ 10)	948	948	948	948	948
9	Reserves excluding revaluation reverses				22,710	21,922
10	Net worth				23,658	23,621
11	Paid-up debt capital				-	-
12	Debenture redemption reserve				-	-
13	Earnings per share (EPS) - (in ₹) Basic and diluted EPS (not annualised for the quarters)	2.92	2.66	1.93	11.90	6.91
14	Debt equity ratio (refer note 7)				1.03	1.28
15	Debt service coverage ratio (DSCR) (refer note 6)				0.21	0.20
16	Interest service coverage ratio (ISCR) (refer note 6)				1.54	1.23

\* refer note 4

\*\* Includes notional interest income on unwinding of discount on deposits as per Ind AS 109 amounting to ₹ 80 million, ₹ 87 million, ₹ 229 million for the three months ended 31 March 2022, 31 December 2021, 31 March 2021 respectively and ₹ 337 million and ₹ 319 million for the year ended 31 March 2022 and 31 March 2021 respectively.

\*\*\* Includes notional interest accrued on advance from customers as per Ind AS 115 amounting to ₹ 1,177 million, ₹ 1,176 million, ₹ 665 million for the three months ended 31 March 2022, 31 December 2021, 31 March 2021 respectively and ₹ 4,475 million and ₹ 2,515 million for the year ended 31 March 2022 and 31 March 2021 respectively.



Notes :

(1) The standalone balance sheet is as below:

		(₹ in million)	
	Particulars	As at 31.03.2022 [Audited]	As at 31.03.2021 [Audited]
<b>A</b>	<b>Assets</b>		
<b>1</b>	<b>Non-current assets</b>		
	Property, plant and equipment	2,315	2,648
	Right of use assets	199	246
	Investment property	1,883	1,692
	Investment property under construction	-	701
	Intangible assets	1	1
	Financial assets		
	Investments	4,398	3,976
	Trade receivables	564	424
	Other non-current financial assets	1,541	1,414
	Other non-current assets	4,339	5,199
		<b>15,240</b>	<b>16,301</b>
<b>2</b>	<b>Current assets</b>		
	Inventories	70,352	67,515
	Financial assets		
	Trade receivables	3,502	1,935
	Cash and cash equivalents	1,346	1,573
	Bank balance other than cash and cash equivalents	384	393
	Other current financial assets	5,208	6,022
	Other current assets	13,707	13,802
		<b>94,499</b>	<b>91,240</b>
	<b>Total assets</b>	<b>109,739</b>	<b>107,541</b>
<b>B</b>	<b>Equity and liabilities</b>		
<b>1</b>	<b>Equity</b>		
	Equity share capital	948	948
	Other equity	22,710	21,922
	<b>Total equity</b>	<b>23,658</b>	<b>22,870</b>
<b>2</b>	<b>Non-current liabilities</b>		
	Financial liabilities		
	Borrowings	6,636	2,768
	Lease liabilities	40	68
	Long-term provisions	175	151
	Deferred tax liabilities (net)	73	259
		<b>6,924</b>	<b>3,246</b>
<b>3</b>	<b>Current liabilities</b>		
	Financial liabilities		
	Borrowings	17,252	26,104
	Lease liabilities	61	62
	Trade payables		
	Total outstanding dues of micro enterprises and small enterprises; and	-	-
	Total outstanding dues of creditors other than micro enterprises and small enterprises	6,698	7,340
	Other current financial liabilities	5,882	5,644
	Other current liabilities	48,906	42,049
	Provisions	155	139
	Current tax liabilities (net)	203	87
		<b>79,157</b>	<b>81,425</b>
	<b>Total liabilities</b>	<b>86,081</b>	<b>84,671</b>
	<b>Total equity and liabilities</b>	<b>109,739</b>	<b>107,541</b>

62





(2) The standalone statement of cash flows is as below:

(₹ in million)

Particulars	Year to date figures for current year ended 31.03.2022 [Audited]	Previous year ended 31.03.2021 [Audited]
<b>Cash flows from operating activities</b>		
Profit before tax	1,526	746
<b>Adjustments to reconcile profit before tax to net cash flows from operating activities</b>		
Depreciation and amortization expense	569	656
Depreciation of investment properties	111	99
Gain on sale of other property	(221)	-
Gain on sale of property, plant and equipment	(133)	(2)
Finance income (including fair value change in financial instruments)	(399)	(452)
Finance costs (including fair value change in financial instruments)	7,283	5,760
Allowance for credit loss	19	192
Bad debts written off	4	-
Share of (profit) from sale of interest in partnership firm	-	(144)
Share of loss/ (profit) from investment in partnership firm	6	(138)
<b>Working capital adjustments:</b>		
Decrease / (Increase) in trade receivables	(1,996)	1,300
Decrease / (Increase) in inventories	(2,792)	(3,280)
Decrease / (Increase) in other financial assets	896	1,389
Decrease / (Increase) in other assets	979	54
(Decrease) / Increase in trade payables and other financial liabilities	(369)	(1,223)
(Decrease) / Increase in provisions	39	(6)
(Decrease) / Increase in other non-financial liabilities	2,926	1,743
<b>Cash generated from operating activities</b>	<b>8,448</b>	<b>6,694</b>
Income tax paid (net of refund)	(465)	(281)
<b>Net cash flows from operating activities</b>	<b>7,983</b>	<b>6,413</b>
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(257)	(445)
Proceeds from sale of other property	481	-
Proceeds from sale of property, plant and equipment	180	2
Proceeds from sale of interest in partnership firm	-	144
Loan given to subsidiaries (net)	(9)	(127)
Contribution to partnership current account	(417)	(440)
Investments in fixed deposits (net)	(74)	(184)
Interest received	32	132
<b>Net cash flows (used in) investing activities</b>	<b>(64)</b>	<b>(918)</b>
<b>Cash flows from financing activities</b>		
Proceeds from long-term borrowings	4,287	1,718
Repayment of long-term borrowings	(420)	(175)
Proceeds from short-term borrowings	8,849	14,167
Repayment of short-term borrowings	(17,691)	(16,436)
Lease payments	(29)	(23)
Interest paid	(2,810)	(3,106)
Dividend paid on equity shares	(332)	(664)
<b>Net cash flows (used in) financing activities</b>	<b>(8,146)</b>	<b>(4,519)</b>
Net increase/ (decrease) in cash and cash equivalents	(227)	976
Cash and cash equivalents at the beginning of the period	1,573	597
<b>Cash and cash equivalents at the end of the period</b>	<b>1,346</b>	<b>1,573</b>
Less: Book overdraft from scheduled banks	(271)	(240)
<b>Cash and cash equivalents, net of book overdraft</b>	<b>1,075</b>	<b>1,333</b>

(3) Based on the "management approach" as defined in Ind AS 108 - Operating Segments, the Chief Operating Decision Maker (CODM) evaluates the Company's performance and allocates resources based on an analysis of various performance indicators by business segments. Accordingly, information has been presented along these business segments viz., Real estate and Contractual and manufacturing business. Details of standalone segment-wise revenue, results, assets and liabilities is given below:

(₹ in million)

	Particulars	3 months ended 31.03.2022 [Audited]*	Preceding 3 months ended 31.12.2021 [Unaudited]	Corresponding 3 months ended 31.03.2021 [Audited]*	Year to date figures for current year ended 31.03.2022 [Audited]	Previous year ended 31.03.2021 [Audited]
I	<b>Segment revenue</b>					
	Real estate	5,233	4,277	2,742	19,691	12,686
	Contractual and manufacturing	2,312	2,484	2,929	8,242	8,979
	<b>Total</b>	<b>7,545</b>	<b>6,761</b>	<b>5,671</b>	<b>27,933</b>	<b>21,665</b>
	Less: Inter segment revenues	(229)	(207)	(138)	(792)	(698)
	<b>Net revenue from operations</b>	<b>7,316</b>	<b>6,554</b>	<b>5,533</b>	<b>27,141</b>	<b>20,967</b>
II	<b>Segment results</b>					
	Real estate	1,265	1,205	967	5,561	3,650
	Contractual and manufacturing	226	235	288	770	1,418
	<b>Profit before other adjustments ** ,***</b>	<b>1,491</b>	<b>1,440</b>	<b>1,255</b>	<b>6,331</b>	<b>5,068</b>
	Less: Finance cost***	(631)	(714)	(783)	(2,808)	(3,245)
	Less: Other unallocable expenditure	(764)	(612)	(521)	(2,602)	(1,703)
	Add: Share of (loss) / profit in a subsidiary partnership firm	4	8	67	(6)	138
	Add: Finance and other income**	293	215	127	611	488
	<b>Profit before tax</b>	<b>393</b>	<b>337</b>	<b>145</b>	<b>1,526</b>	<b>746</b>
III	<b>Segment assets #</b>					
	Real estate	87,177	88,167	86,636	87,177	86,636
	Contractual and manufacturing	10,387	10,064	10,397	10,387	10,397
	Unallocated assets	12,175	10,430	10,508	12,175	10,508
	<b>Total assets</b>	<b>109,739</b>	<b>108,661</b>	<b>107,541</b>	<b>109,739</b>	<b>107,541</b>
IV	<b>Segment liabilities #</b>					
	Real estate	52,153	50,842	49,732	52,153	49,732
	Contractual and manufacturing	4,686	5,817	4,265	4,686	4,265
	Unallocated liabilities	29,242	28,631	30,674	29,242	30,674
	<b>Total liabilities</b>	<b>86,081</b>	<b>85,290</b>	<b>84,671</b>	<b>86,081</b>	<b>84,671</b>

\* refer note 4

# Capital employed = Segment assets - Segment liabilities

\*\* Excludes notional interest income on unwinding of discount on deposits as per Ind AS 109 amounting to ₹ 80 million, ₹ 87 million, ₹ 229 million for the three months ended 31 March 2022, 31 December 2021, 31 March 2021 respectively and ₹ 337 million and ₹ 319 million for the year ended 31 March 2022 and 31 March 2021 respectively.

\*\*\* Excludes notional interest accrued on advance from customers as per Ind AS 115 amounting to ₹ 1,177 million, ₹ 1,176 million, ₹ 665 million for the three months ended 31 March 2022, 31 December 2021, 31 March 2021 respectively and ₹ 4,475 million and ₹ 2,515 million for the year ended 31 March 2022 and 31 March 2021 respectively.

7



- (4) The standalone financial results for the year ended 31 March 2022 has been audited by Statutory Auditors of the Company and they have issued an unmodified audit report. The audit report of the Statutory Auditors is being filed with Bombay Stock Exchange and National Stock Exchange and is also available on the Company's website [www.sobha.com](http://www.sobha.com). The figures for the last quarter are balancing figures in respect of full financial year and the published year to date figures upto the third quarter of the respective financial years. Also, the figures up to the end of third quarter has only been reviewed and not subjected to audit.
- (5) The audited standalone financial results for the year ended 31 March 2022 have been reviewed by the Audit Committee and taken on record by the Board of Directors of the Company at its meeting held on 20 May 2022. The information presented above is prepared in accordance with the Indian Accounting Standards (Ind AS) as prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and Companies (Indian Accounting Standards) Amendment Rules, 2016. The above audited standalone financial results are filed with Stock Exchanges under Regulation 33 of the SEBI (Listing and Other Disclosure Requirements) Regulations, 2015 and are available on the Stock Exchange websites, [www.nseindia.com](http://www.nseindia.com) and [www.bseindia.com](http://www.bseindia.com), and on the Company's website, [www.sobha.com](http://www.sobha.com).
- (6) DSCR represents profit before finance cost and exceptional items / finance cost incurred (excludes interest accounted on advance from customers) and principal repayment of loan funds during the period. ISCR represents profit before finance cost and exceptional items / finance cost(excludes interest accounted on advance from customers).
- (7) Debt-equity ratio represents debt [non-current borrowings, current borrowings and current maturities of non-current borrowings] / equity [equity share capital plus other equity, including debenture redemption reserve].
- (8) In respect of matters relating to certain transactions entered into by the Company in earlier years, the Company had been asked to provide contracts, documents, correspondences, business rationale and justification for these transactions by regulatory authorities to which the Company had responded from time to time. In respect of certain of the aforementioned transactions, the Company and the counter parties to these transactions had agreed to a manner of settlement of certain receivables based on which the receivables have been settled by a combination of transfer of counter parties' share in units of an ongoing launched project and through the counter parties' revenue share in the sales proceeds of another project which is, expected to be generated over a period of time.

During the current year, the Company has received a show cause notice (SCN) from Securities and Exchange Board of India (SEBI) for alleged violation of certain provisions of the SEBI Act, 1992 and Regulations issued by SEBI thereunder, thus, initiating adjudication proceedings in the above matter. The Company, in consultation with its external legal counsel has responded to the charges made in the SCN challenging the factual allegations in the SCN and also filed a settlement application under the SEBI (Settlement Proceedings) Regulation, 2018, without admitting or denying the finding of fact and conclusions of law.

Based on the Company's overall assessment, it believes that the outstanding amounts on these transactions are fully recoverable, and the terms of the aforesaid transactions are not prejudicial to the interests of the Company. The Company has not identified any adverse material impact to the financial results of the Company as at 31 March 2022 or for earlier periods.

Further, pursuant to the settlement hearing between the Company and its external legal counsel with SEBI, the Company has proposed for a settlement amount of Rs 29 million, vide letter to SEBI dated 25 April 2022. The response from SEBI is currently awaited.

- (9) The Company had entered into a joint development arrangement with certain Land Owners in Gurugram, Haryana, in earlier years. In respect of this transaction, the concerned authorities are examining if there were irregularities in respect of the manner of allotment and pricing of certain plots under this project or payment of applicable fees and charges by the Company or the landowners, with respect to the terms and conditions mentioned in the development policy of Haryana Development and Regulation of Urban Areas Act (HDRUAA), 1975 and the bilateral agreement between the land owners and Directorate of Town and Country Planning, Haryana (DTCP).

As part of the inquiry, the Company and its officers have been asked to provide contracts, documents and justification in respect of this transaction by the concerned authorities and the proceedings on this matter are in progress. The Company and its officers have been responding to the queries raised / documents sought from time to time.

The Company, based on its overall assessment and independent legal opinion obtained, believes that these transactions have been carried out in accordance with all the applicable laws and regulations and the said bilateral agreement.

- (10) The Board of Directors of the Company have recommended a final dividend of ₹ 3 per equity share for the year ended 31 March 2022, which will be placed for approval of the shareholders in the ensuing Annual General Meeting of the Company.
- (11) The previous period / year figures have been regrouped / reclassified, wherever necessary, to conform to the current quarter presentation in order to comply with the requirements of the amended Schedule III to the Companies Act, 2013.

Bengaluru, India  
20 May 2022

For and on behalf of the Board of Directors of  
Sobha Limited

*Jagadish*  
Jagadish Nangineni  
Managing Director







**Investor Presentation  
March 2022**

*Artistic Impression of Row Houses at SOBHA Victoria Park*

# Key Performance Highlights – Q4 FY-22

## Robust Operational Cashflow enabled Debt Reduction

- Highest ever quarterly cash inflow of Rs. 12.91 billion in Q4-22, up by 32% from Q4-21 & 22% from Q3-22
- Highest ever Real Estate cash inflow of Rs 10.60 billion in Q4-22, up by 48% from Q4-21 & 26% from Q3-22. Improvement in project progress related milestone collections boosted cash inflow
- Reduced Net Debt by Rs. 3.17 billion Q4-22, highest ever reduction in a quarter, taking the Net Debt down to Rs. 23.37 billion; Net Debt to Equity is down to 0.93 from 1.07 in Q3-22 & 1.17 in Q4-21. Net Debt reduced by a total of Rs. 5.16 billion in FY-22
- Cost of debt also reduced to 8.40%, lowest ever for the Company

## Steady Real Estate Sales achievement during the quarter

- Realized highest ever quarterly sales value of Rs. 11.10 billion with a sales volume of 1.34 mn sft.
- Achieved an average price of Rs. 8,265 per sft, which is the highest till date
- Bengaluru & Gurugram sales continue to perform, with Pune, GIFT City, Kochi, Chennai being steady
- Launched 'Sobha Brooklyn Towers Wing 3' in Bengaluru with Super Built-up Area of 197,036 sft.



# Key Performance Highlights – Q4 FY-22

## Increased Delivery led to higher Revenue

- Total Revenue stood at 7.60 billion, up by 34% from Q4-21
- EBITDA is at Rs. 1.19 billion, with an EBITDA margin of 16%
- PAT is at Rs. 0.26 billion, up by 40% from Q4-21
- Completed 4.1 mn sft of builtup area both in Real Estate & contractual projects in the quarter

## Structuring for disciplined growth

- Relentless focus on operational management balancing all aspects of the business
- Receivables of Rs. 53.87 billion from sold units, covers more than the required financial commitment of delivery of the launched projects
- Completed and unsold inventory is 0.37 million sq.ft, reduced from 0.44 million sq.ft at the end of Q3-22
- Good visibility of launch pipeline in FY 2023 & 2024 to capture the elevated demand outlook

# Contents

## ▶ Robust Cashflow

Steady Sales Performance

Sound Financials and Operations

Project Updates

# Cashflow Highlights (Q4-22)

## Total cash inflow

- Rs 12.91 billion - highest since inception
- Up by 32% (Q4-21) and 22% (Q3-22)

## Real Estate Cash inflow

- Rs 10.60 billion - highest since inception
- 48% (Q4-21) and 26% (Q3-22)

## Operating Cashflow

- Rs 4.00 billion
- Up by 71% (Q4-21) and 92% (Q3-22)

## Net debt

- Reduced by Rs. 3.17 billion to Rs. 23.37 billion
- QoQ reduction by 13%

## Borrowing cost

- 8.40 % (31 March 2022), lowest ever for the company
- Reduced by 25 bps QoQ

# Cashflow Highlights (FY-22)

## Total cash inflow

- Rs 39.82 billion - highest since inception
- 29% growth in inflow YoY

## Real Estate Cash inflow

- Rs 31.73 billion - highest since inception
- 43% growth YoY

## Operating Cashflow

- Rs 9.20 billion
- 44% growth YoY

## Net debt

- Reduced by Rs 5.16 billion, highest ever reduction in a financial year
- YoY reduction by 22%

## Borrowing cost

- 8.40 % (31 March 2022)
- Reduced by 64 bps YoY from 9.04%



# Cashflow Statement

Figures in Rs Million

PARTICULARS	Q4-22	Q4-21	Q3-22	FY-22	FY-21
<b>Operational cash inflows</b>					
Real Estate Operations	10,603	7,148	8,402	31,728	22,169
Contractual & Manufacturing	2,307	2,627	2,187	8,094	8,600
<b>Total Operational cash inflow (A)</b>	<b>12,910</b>	<b>9,775</b>	<b>10,589</b>	<b>39,822</b>	<b>30,769</b>
<b>Operational cash outflows</b>					
Real Estate project expenses	3,467	2,338	3,138	11,653	9,181
Joint Development Partner Payments	1,865	1,800	2,110	6,770	4,424
Contracts and Manufacturing expenses	2,282	2,357	2,075	7,632	7,634
Statutory Dues	403	190	346	1,507	532
Corpus Repayment	277	139	165	758	384
Central Over Heads	347	373	371	1,384	1,458
Advertising & Marketing expenses	268	231	295	913	766
<b>Total Operational cash outflow (B)</b>	<b>8,909</b>	<b>7,428</b>	<b>8,500</b>	<b>30,617</b>	<b>24,379</b>
<b>Operational Cash flow : (C=A-B)</b>	<b>4,001</b>	<b>2,347</b>	<b>2,089</b>	<b>9,205</b>	<b>6,390</b>

# Cashflow Statement (contd.)

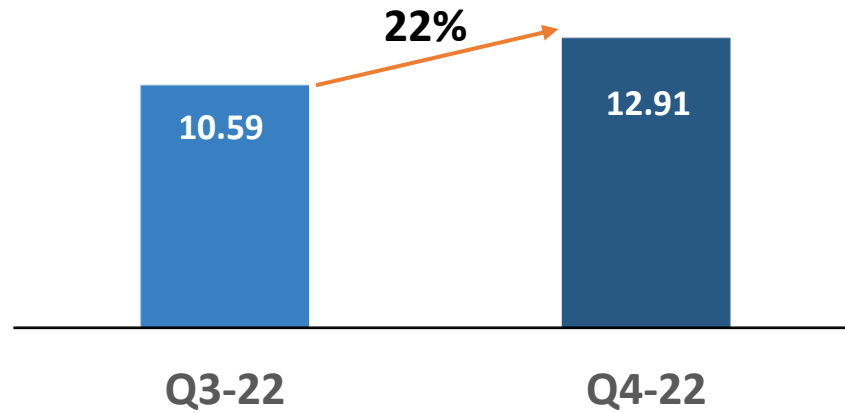
Figures in Rs Million

PARTICULARS	Q4-22	Q4-21	Q3-22	FY-22	FY-21
<b>Financial Outflows</b>					
Finance Cost	618	875	729	2,850	2,733
Income Tax	154	(34)	121	491	97
<b>Total Financial Outflows (D)</b>	<b>772</b>	<b>841</b>	<b>850</b>	<b>3,341</b>	<b>2,830</b>
<b>Cash flow after Financial Outflow : (E=C-D)</b>	<b>3,229</b>	<b>1,506</b>	<b>1,239</b>	<b>5,864</b>	<b>3,560</b>
<b>Capital Outflows</b>					
Land Payments	(104)	178	(51)	(94)	382
Dividend including tax	-	0	-	332	664
Donation / CSR Contribution	36	28	32	121	95
Capex – General	120	34	23	328	35
Capex – Commercial Real Estate	5	38	1	21	115
<b>Total Capital Outflow (F)</b>	<b>57</b>	<b>278</b>	<b>5</b>	<b>708</b>	<b>1,291</b>
<b>COVID Moratorium Interest availed (G)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>560</b>
<b>Total Cash Inflow : (A)</b>	<b>12,910</b>	<b>9,775</b>	<b>10,589</b>	<b>39,822</b>	<b>30,769</b>
<b>Total Cash Outflow : (H =B+D+F+G)</b>	<b>9,738</b>	<b>8,547</b>	<b>9,355</b>	<b>34,666</b>	<b>29,060</b>
<b>Free Cash flow (A - H)</b>	<b>3,172</b>	<b>1,228</b>	<b>1,234</b>	<b>5,156</b>	<b>1,709</b>

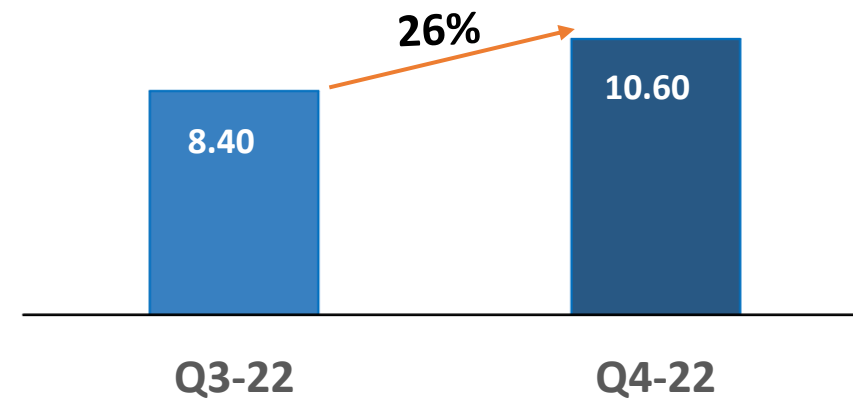
# Cashflow Highlights (Q4-22 v/s Q3-22)

Figures in Rs. Billion

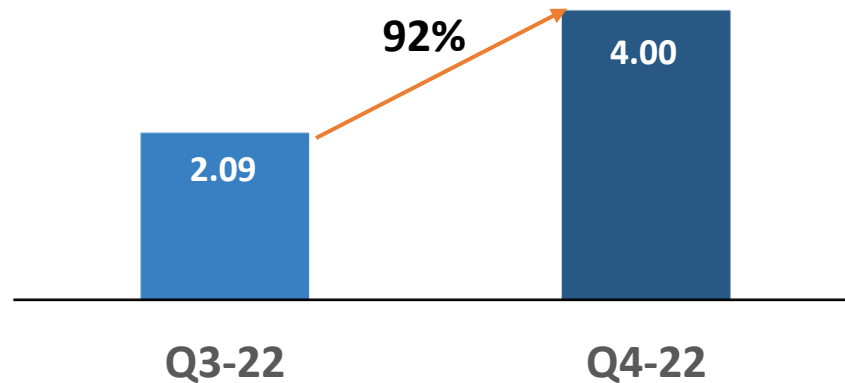
## TOTAL CASH INFLOW



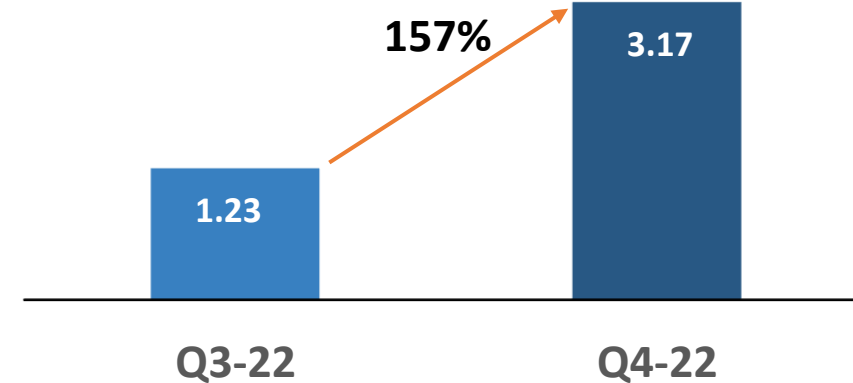
## REAL ESTATE CASH INFLOW



## OPERATING CASH FLOW

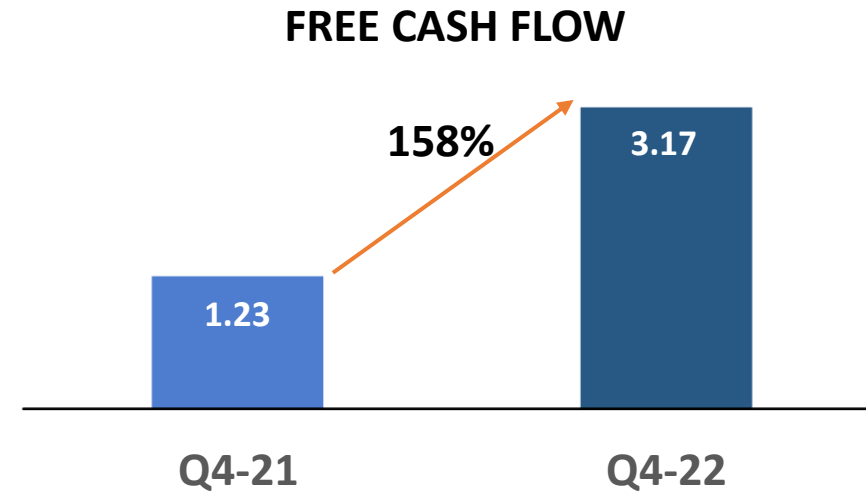
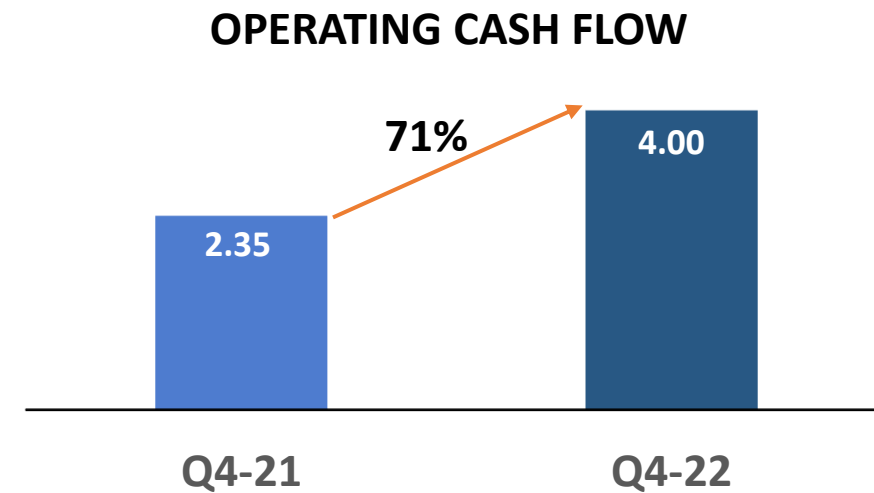
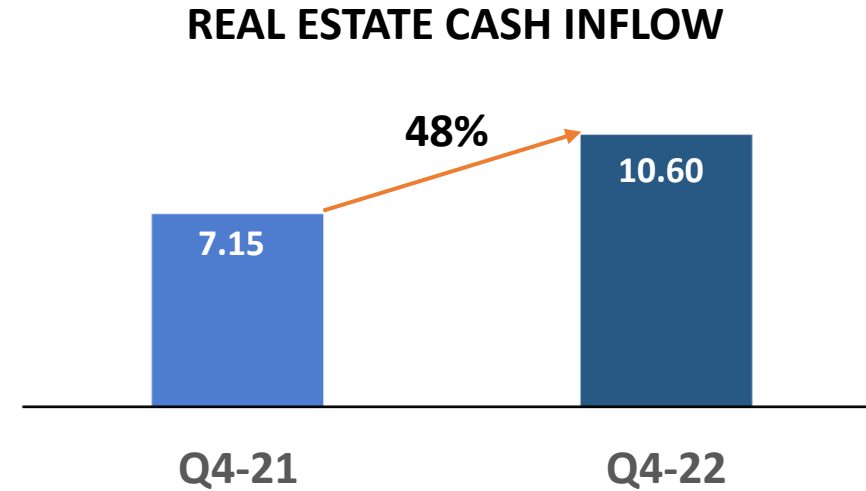
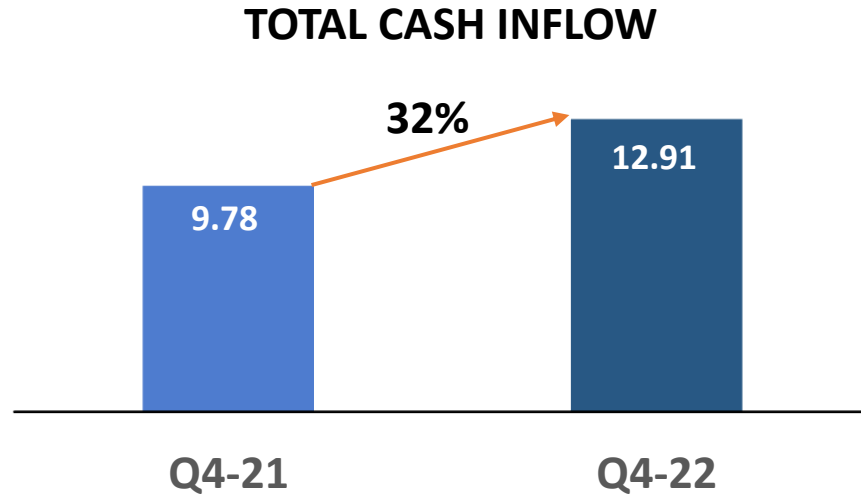


## FREE CASH FLOW



# Cashflow Highlights (Q4-22 V/s Q4-21)

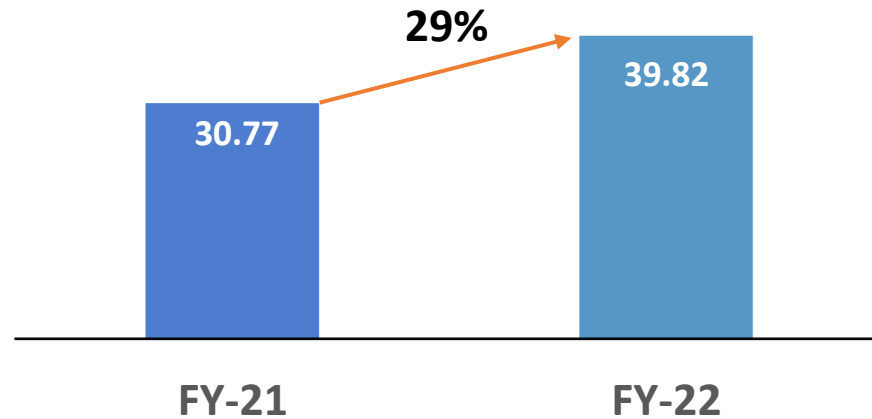
Figures in Rs. Billion



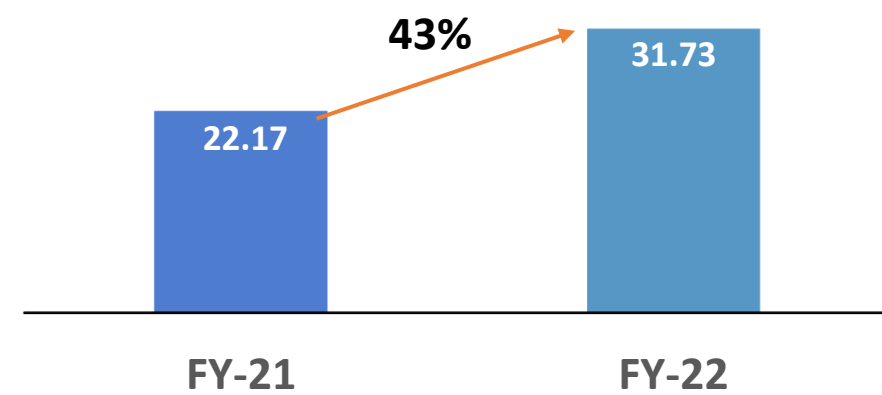
# Cashflow Highlights (FY-22 V/s FY-21)

Figures in Rs. Billion

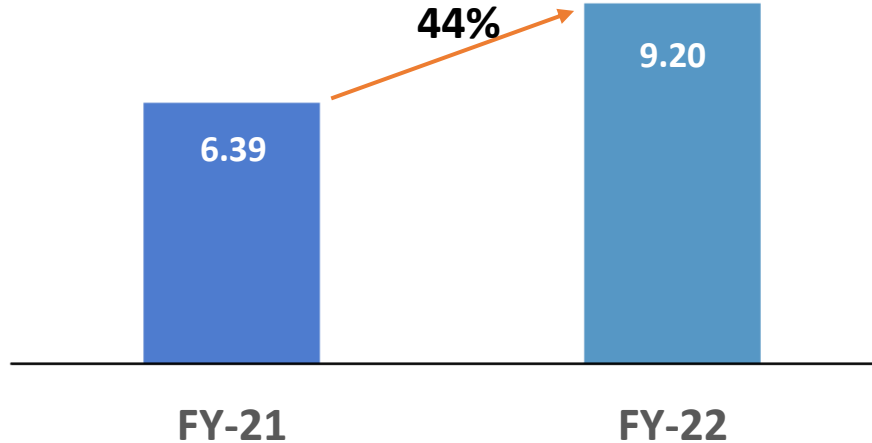
## TOTAL CASH INFLOW



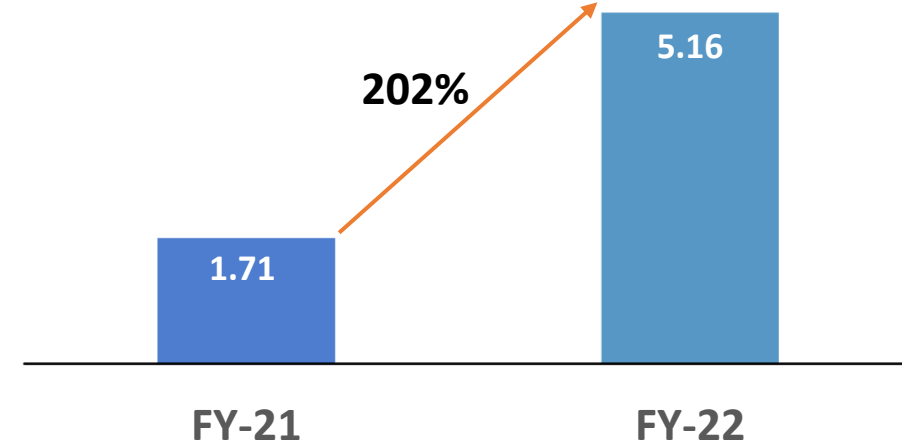
## REAL ESTATE CASH INFLOW



## OPERATING CASH FLOW

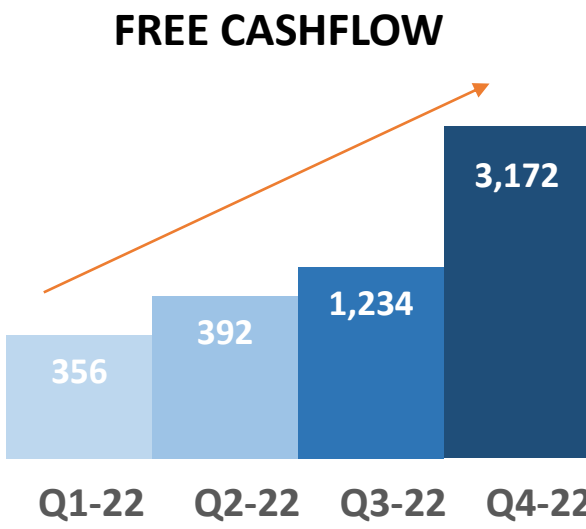
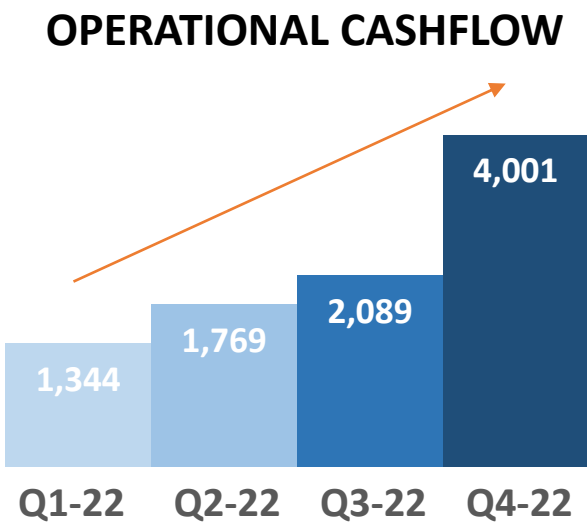
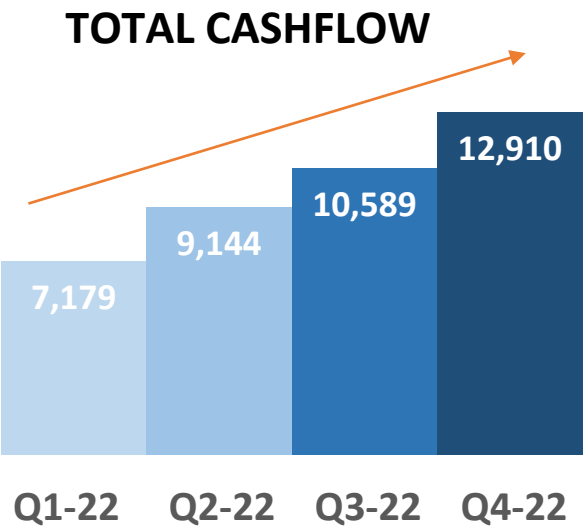


## FREE CASH FLOW



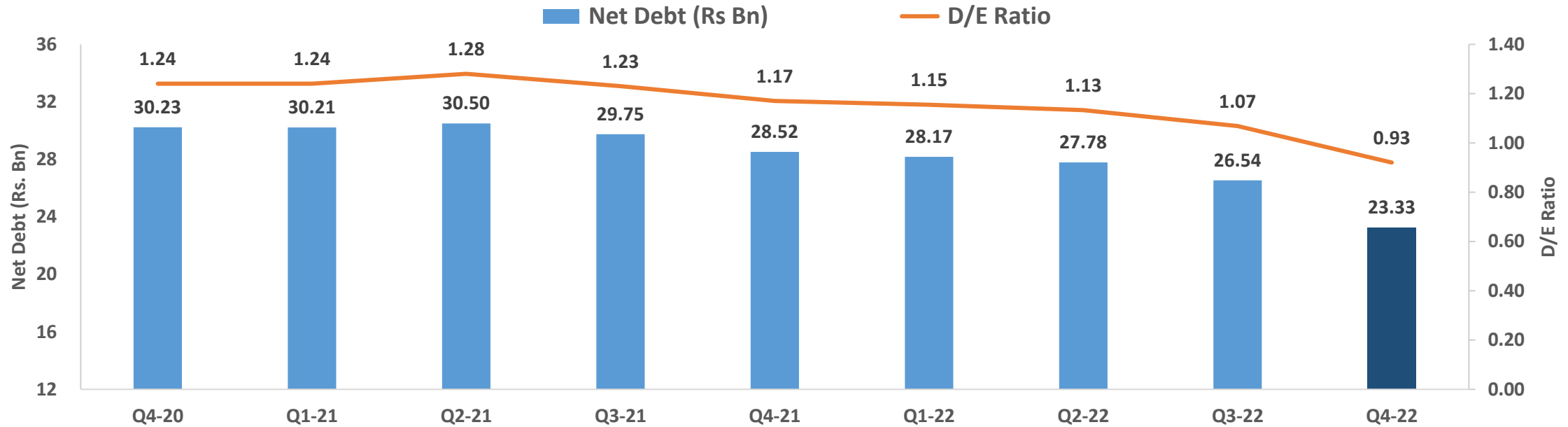
# Consistent Growth in Cashflow in FY 2022

Figures in Rs. Million



# Net Debt has been reducing consistently in the past six quarters

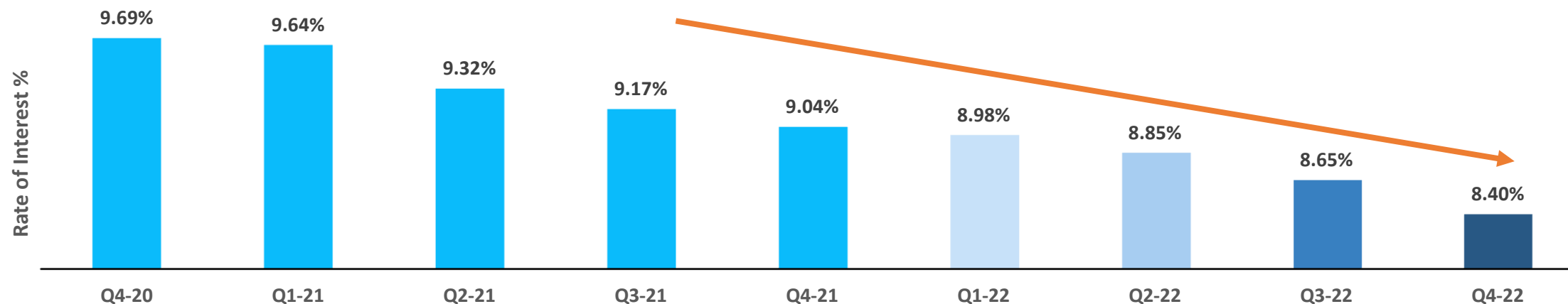
Figures in Rs. Billion



Particulars	31st Mar-20	30th Jun-20	30th Sept-20	31st Dec-20	31st Mar-21	30th June-21	30th Sept-21	31st Dec-21	31st Mar-22
Gross Debt	31.18	31.25	31.56	31.34	30.62	30.21	29.33	28.04	25.33
Less: Cash & Cash Equivalents	0.95	1.04	1.06	1.59	2.10	2.04	1.55	1.50	1.96
<b>Net Debt</b>	<b>30.23</b>	<b>30.21</b>	<b>30.50</b>	<b>29.75</b>	<b>28.52</b>	<b>28.17</b>	<b>27.78</b>	<b>26.54</b>	<b>23.37</b>

# Borrowing Cost has been declining since last 9 quarters

## AVERAGE BORROWING COST (%)



Gross Finance Cost (Rs. Mn)								
Q4-20	Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22
840	848	851	848	815	754	770	739	635



# Real Estate (residential) projects: projected cash flow

Particulars	Completed projects with unsold inventory	Ongoing - Area offered for sale	Ongoing - Area not offered for sale	Total	Unit
Total Saleable area	16.83	19.70	9.41	<b>45.94</b>	Mn. sqft
Sobha Share of Saleable area	15.94	19.25	8.32	<b>43.51</b>	Mn. Sqft
Total area sold till 31st Mar 2022	15.57	13.84	-	<b>29.41</b>	Mn. Sqft
Unsold area as on 31st Mar 2022	0.37	5.40	8.32	<b>14.09</b>	Mn. Sqft
Balance construction cost to be spent to complete the entire developments	2.42	47.91	36.87	<b>87.20</b>	Rs. Bn
Outstanding receivables + Balance to be billed and collected on sold units + Refundable deposit	6.53	47.34	-	<b>53.87</b>	Rs. Bn
Projected Sales value of unsold stock	2.91	37.13	60.60	<b>100.64</b>	Rs. Bn
<b>Cumulative Cash flow available (+ve)</b>	<b>7.03</b>	<b>36.56</b>	<b>23.73</b>	<b>67.31</b>	<b>Rs. Bn</b>

## Highlights:

- 1. Unsold completed inventory stands at 0.37 million square feet, probably the lowest in real estate industry.**
- 2. Balance receivables of Rs. 53.87 billion from residential units sold, fully covers the balance project cost to be spent for completing these projects.**

^Unsold area sale value is based on estimated selling price in respective projects.

# Contents

Robust Cashflow

▶ **Steady Sales Performance**

Sound Financials and Operations

Project Updates

# Sales Highlights (Q4-22)

- Highest ever total sales volume (super built-up area) since inception
  - 1.34 million square feet, valued at Rs 11.10 billion
- Best ever price realization\* of Rs 8,265 per square feet achieved
  - Average price realization improved by 4.4% QoQ
  - Consistent demand across all product segments
- Contractual and manufacturing sales steady at Rs. 1.99 billion
- ‘Sobha Brooklyn Towers Wing 3’ was launched during Q4 FY-22, in Bengaluru
  - 261 units residential tower with smaller apartment sizes
  - Super built-up area of 197,036 square feet

*\* Price realization includes GST*

# Sales Highlights (FY-22)

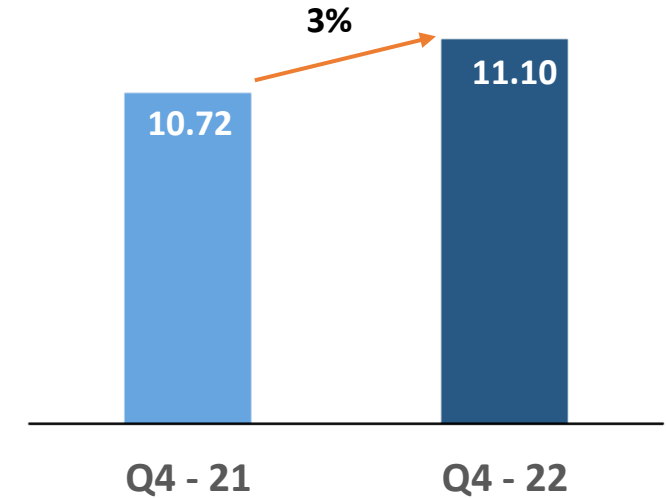
- Achieved best ever sales performance
  - Volume of 4.91 million square feet across India
  - Sale value of Rs 38.70 billion
- Sobha's share of sales value stood at highest ever since inception - Rs. 32.68 billion
- Bengaluru, Gurugram and GIFT City regions have achieved highest ever sales volume during the FY-22.
- Total Sales volume is up by 22% and value up by 23% respectively YoY.
- Sales volume achieved by Gurugram region is up by 83% YoY
- Achieved 53% sales in Rs. 1 crore to Rs 2 crore price category during FY-22 where we have majority of our inventory.
- Delivered 4.07 million square feet of developable area during FY-22 in real estate

# Sales performance (Q4–22)

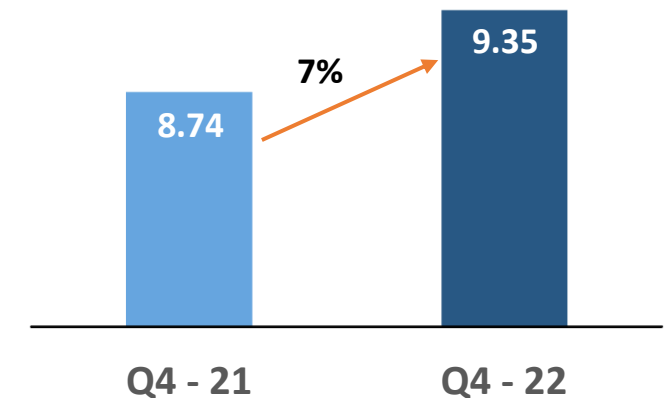
## BEST EVER QUARTERLY SALE VALUE RECORDED DURING Q4 – FY22

Region	Area Sold	Total Sale Value	Sobha Share of Sale Value	Total Average Price Realization
	in Sq Feet	in Rs Mns	in Rs Mns	Rs / Sq Feet
Bengaluru	932,215	7,046	6,405	7,559
Chennai	41,084	174	165	4,232
Kochi	58,039	583	331	10,040
Coimbatore	4,872	36	36	7,363
Gurugram	234,123	2,681	1,839	11,452
Thrissur	11,786	105	105	8,892
Pune	17,589	199	199	11,292
GIFT City	42,771	272	272	6,365
<b>Total</b>	<b>1,342,480</b>	<b>11,096</b>	<b>9,352</b>	<b>8,265</b>

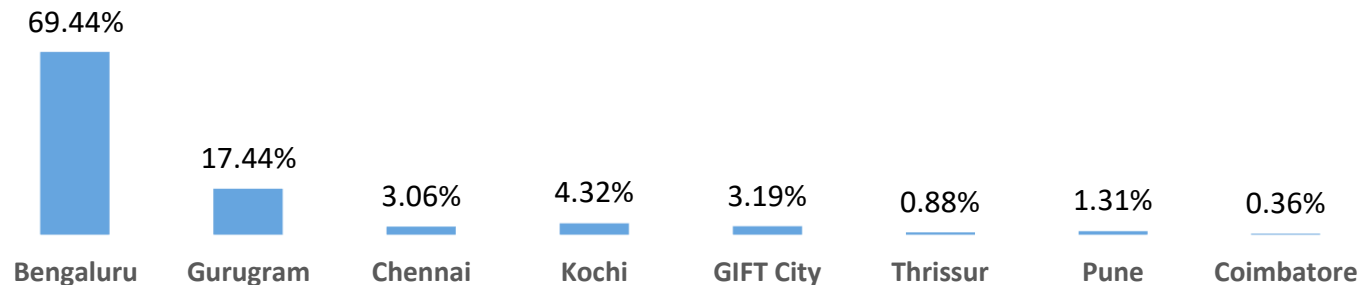
## TOTAL SALE VALUE (IN RS BN)



## SOBHA SHARE VALUE (IN RS BN)



## REGION-WISE CONTRIBUTION TO TOTAL SALE VOLUME



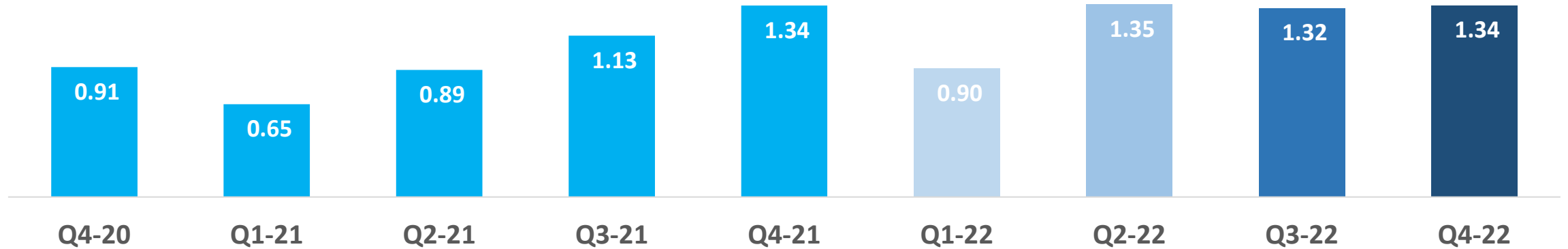
# Sales performance (FY-22)

**Best ever total sale value of Rs. 38.70 billion achieved in current financial year**

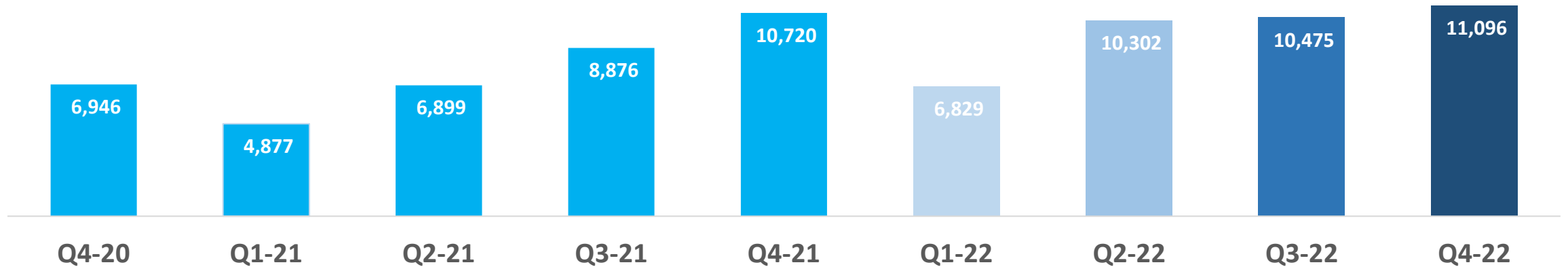
Region	FY 2021-22				FY 2020-21			
	Area Sold	Total Sale Value	Total Average Price Realization	Sobha Share of Sale Value	Area Sold	Total Sale Value	Total Average Price Realization	Sobha Share of Sale Value
	in Sq Feet	in Rs Mns	Rs / Sq Feet	in Rs Mns	in Sq Feet	in Rs Mns	Rs / Sq Feet	in Rs Mns
Bengaluru	3,353,250	24,739	7,378	22,124	2,702,120	20,306	7,515	16,712
Gurugram	682,755	7,147	10,467	4,837	373,058	3,599	9,648	2,520
Chennai	115,546	603	5,217	581	125,072	892	7,133	892
Mysore	-	-	-	-	34,056	71	2,073	50
Kochi	241,747	2,285	9,450	1,231	395,527	3,811	9,636	1,947
GIFT City	166,935	1,019	6,106	1,019	66,843	374	5,593	374
Thrissur	131,021	939	7,168	939	150,156	1,079	7,184	1,079
Pune	166,044	1,643	9,893	1,643	93,580	863	9,221	863
Kozhikode	11,253	74	6,618	59	16,452	110	6,708	90
Coimbatore	41,014	252	6,145	252	56,517	267	4,724	231
<b>Total</b>	<b>4,909,567</b>	<b>38,701</b>	<b>7,883</b>	<b>32,684</b>	<b>4,013,381</b>	<b>31,372</b>	<b>7,817</b>	<b>24,759</b>

# Consistent Sales performance over the Quarters

QUARTERLY SALES VOLUME (MN SQFT.)

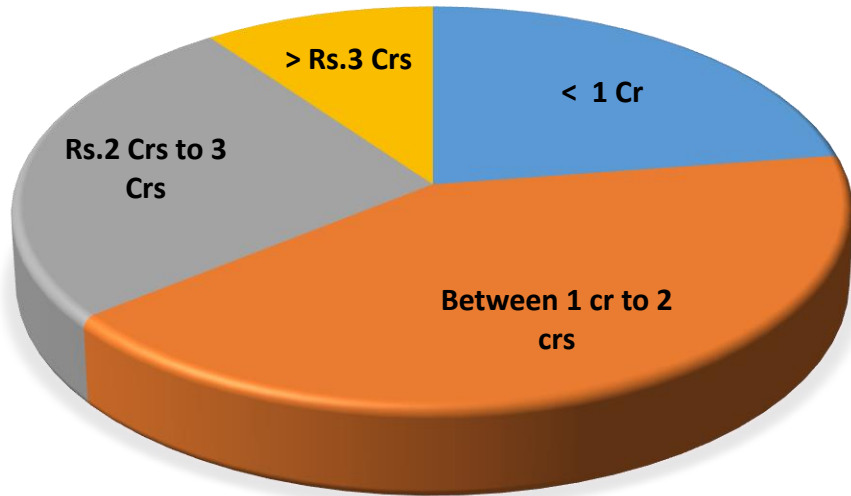


QUARTERLY SALES VALUE (RS. IN MN)

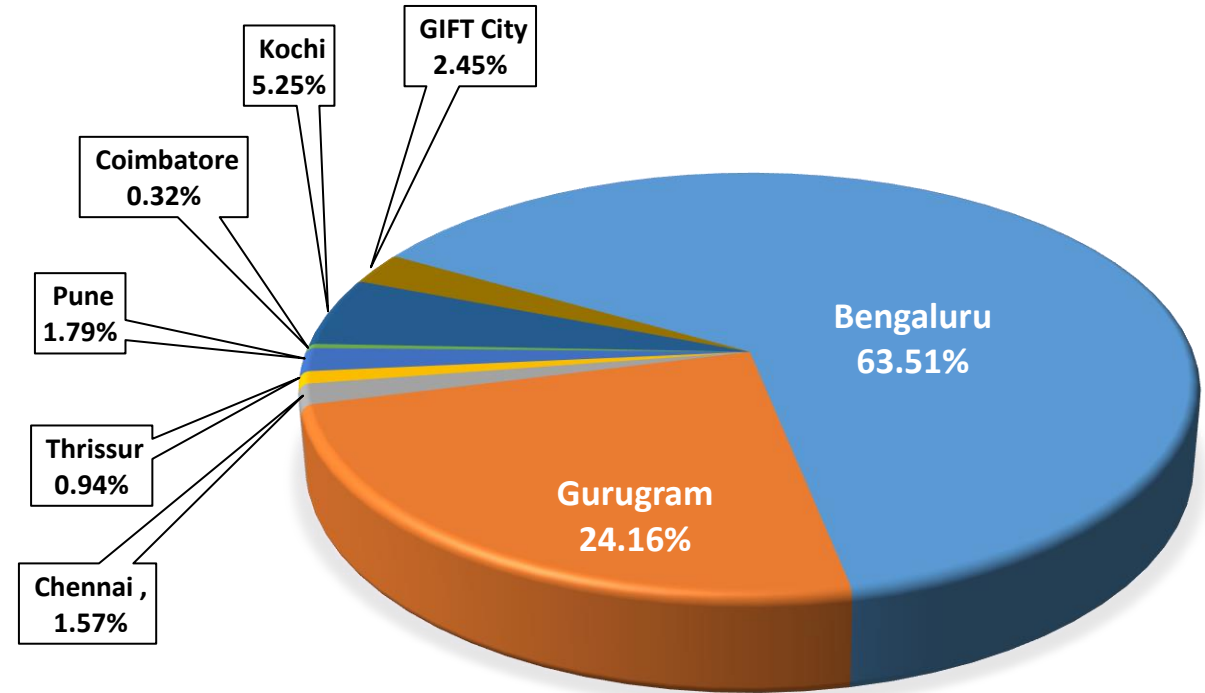


# Sales value classification (Q4 – 22) - Price band & region wise

% CONTRIBUTION PER PRICE BRACKETS



REGION CONTRIBUTION TO TOTAL SALE VALUE

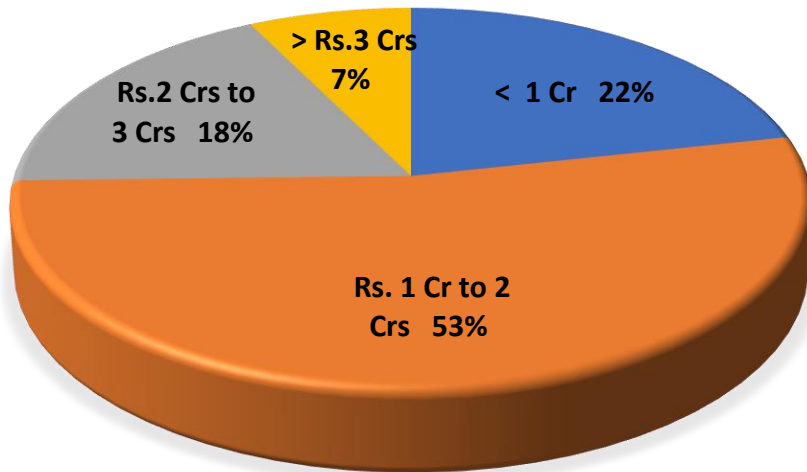


Luxury product segment showing robust demand growth for past few quarters

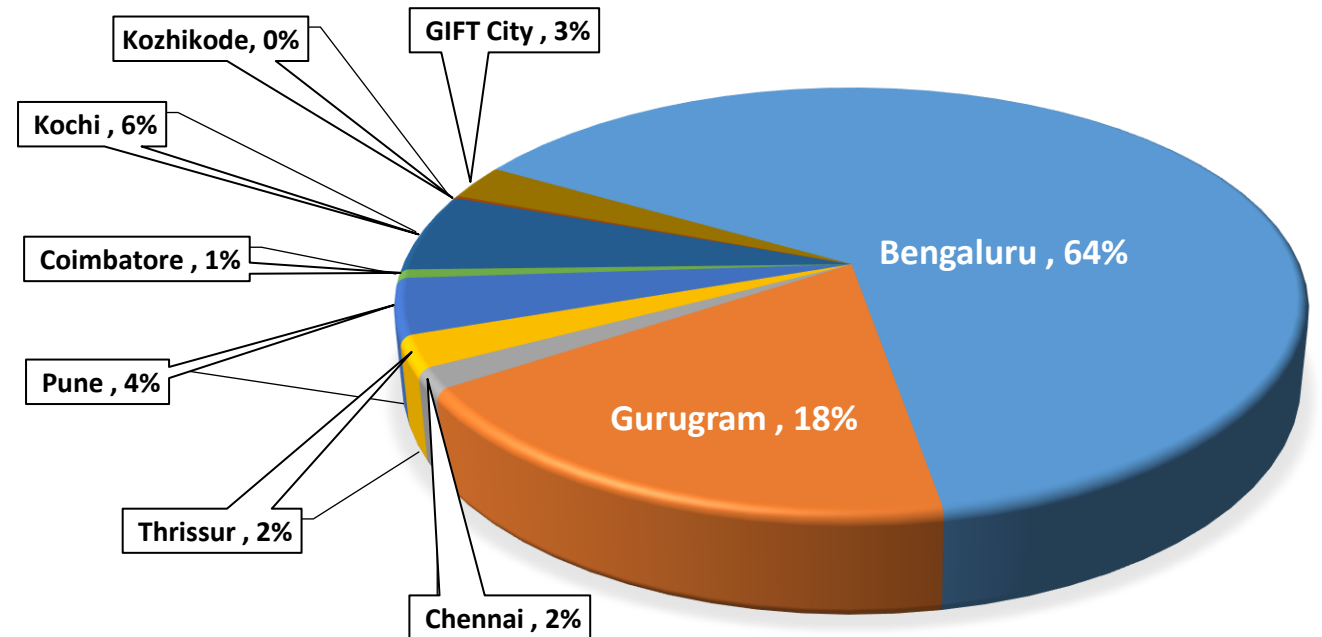


# Sales value classification (FY – 22) - Price band & region wise

% CONTRIBUTION PER PRICE BRACKETS



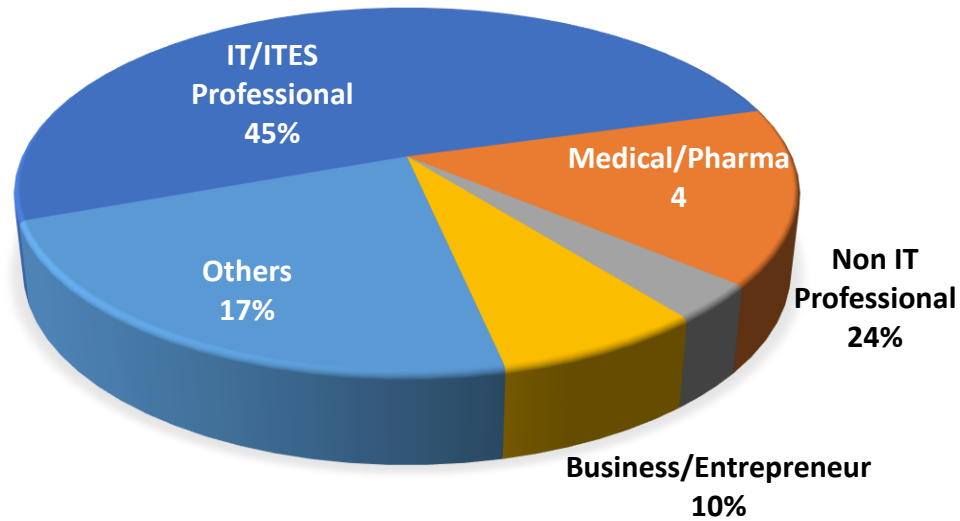
REGION CONTRIBUTION TO TOTAL SALE VALUE



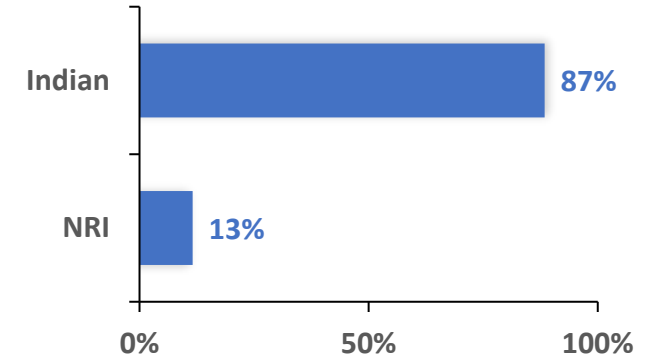
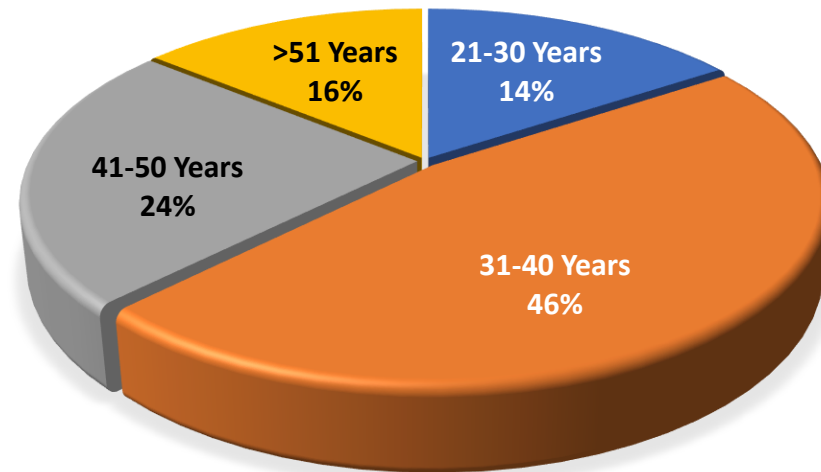
We continue to focus on adding supply in the Luxury product category which has seen lot of traction

# Buyer Profile (12 months rolling)

PROFESSION-WISE



AGE-WISE



# Contents

Robust Cashflow

Steady Sales Performance

▶ **Sound Financials and Operations**

Project Updates

# Financial Highlights (Q4-22)

- Total Income of Rs. 7.60 billion
- Real Estate Revenue : Rs. 5.33 billion
  - Growth of 19% QoQ & 84% YoY
- EBITDA is at Rs. 1.19 billion; Margin of ~16%
- PBT at Rs. 0.36 billion; Margin at 5%. | PAT at Rs. 0.26 billion; Margin at 3%
- Debt Equity stands at 0.93 (31 March 2022) as compared to 1.07 in previous quarter
- Contractual and manufacturing revenue is at Rs. 1.99 billion
- Out of the cumulative sales done in residential business as on 31.03.2022, there is a balance revenue of Rs. 80.81 billion to be recognised

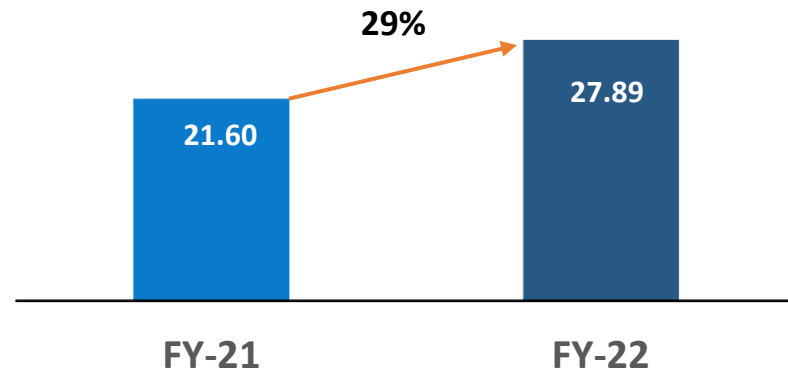
# Financial Highlights (FY-22)

- Total Income at Rs. 27.89 billion | 29% growth from FY-21
- Real Estate Revenue at Rs. 20.10 billion | growth of 53% YoY
- Contractual & manufacturing vertical revenue at Rs. 7.20 billion
- EBITDA at Rs. 5.20 billion; Margin of 19%.
- PBT at Rs. 1.58 billion; Margin of 6%.
- PAT at Rs. 1.16 billion; Margin of 4%.
- Financial cost lower by Rs. 464 million

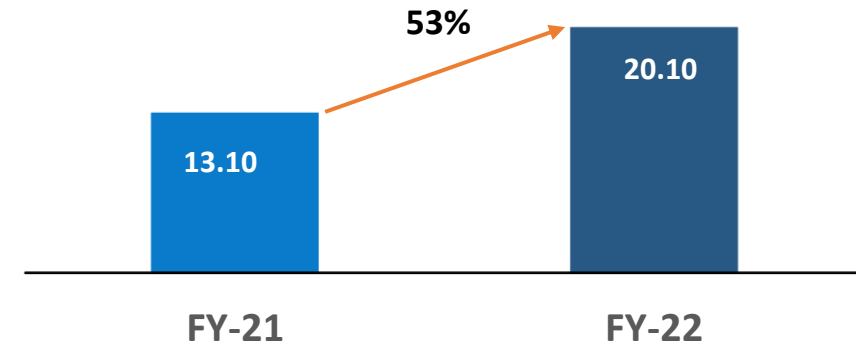
# Financial Highlights (FY-22 V/s FY-21)

Amount in Rs. Billions

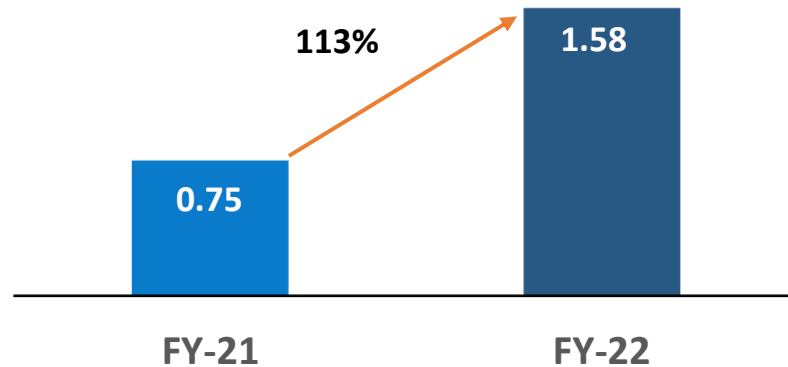
## TOTAL INCOME



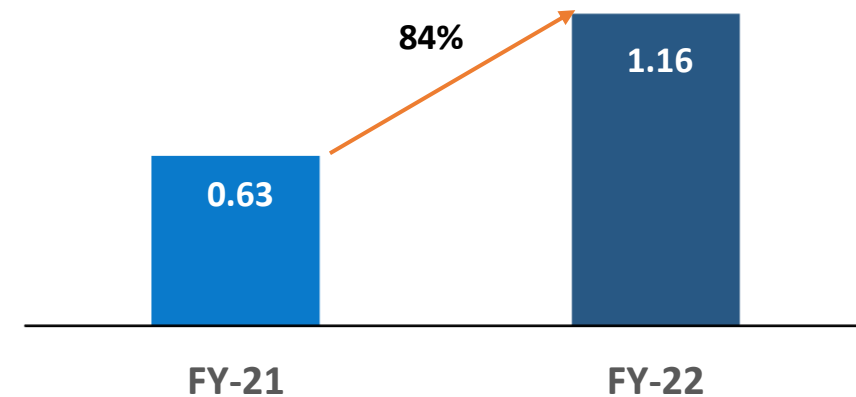
## REAL ESTATE REVENUE



## PBT



## PAT



# Profit & Loss Statement

Amount Rs.in Millions

PARTICULARS	Q4-22	Q4-21	Q3-22	FY-22	FY-21
Real Estate Revenue	5,326	2,899	4,466	20,104	13,103
Contractual & Manufacturing Revenue	1,986	2,635	2,216	7,204	7,995
Other Income *	288	129	206	582	499
<b>Total Income</b>	<b>7,600</b>	<b>5,663</b>	<b>6,888</b>	<b>27,890</b>	<b>21,597</b>
Total Expenditure	6,411	4,499	5,529	22,690	16,689
<b>EBIDTA</b>	<b>1,189</b>	<b>1,164</b>	<b>1,359</b>	<b>5,200</b>	<b>4,908</b>
EBIDTA Margin	16%	21%	20%	19%	23%
Depreciation	190	203	178	721	794
Finance Expenses **	635	815	739	2,898	3,362
<b>Profit Before Tax</b>	<b>364</b>	<b>146</b>	<b>442</b>	<b>1,581</b>	<b>752</b>
PBT Margin	5%	3%	6%	6%	3%
Tax Expenses (Provision)	114	(33)	115	413	129
<b>PAT after share of associates</b>	<b>250</b>	<b>179</b>	<b>327</b>	<b>1,168</b>	<b>623</b>
Other comprehensive income (net of tax expense)	9	7	5	(10)	7
<b>Net Profit</b>	<b>259</b>	<b>186</b>	<b>332</b>	<b>1,158</b>	<b>630</b>
Net Profit Margin	3%	3%	5%	4%	3%

\* Other Income excludes notional interest income on unwinding of discount on JDA deposits as per Ind AS 109.

\*\* Finance Expenses excludes notional interest accrued on advance from customers as per Ind AS 115.

# Contracts Portfolio

Figures in Rs. Billion

- Overall area delivered since inception: 57.04 million square feet

## CONTRACTUAL ONGOING PROJECTS (31 MAR 2022)

Sl No	Location	Built-up area (Mn Sqft)
1	Bengaluru	2.20
2	Bhubaneshwar	0.01
3	Nagpur	0.41
4	Pune	0.07
5	Trivandrum	0.10
6	Haryana	0.49
Total		3.29

## CONTRACTUAL REVENUE & COLLECTION

Particulars	FY - 22	FY - 21
Revenue		
Contracts	4.66	5.33
Manufacturing	2.54	2.67
Total	7.20	8.00
Collections		
Contracts	4.99	5.45
Manufacturing	3.10	3.15
Total	8.09	8.60



# Consolidated Balance Sheet

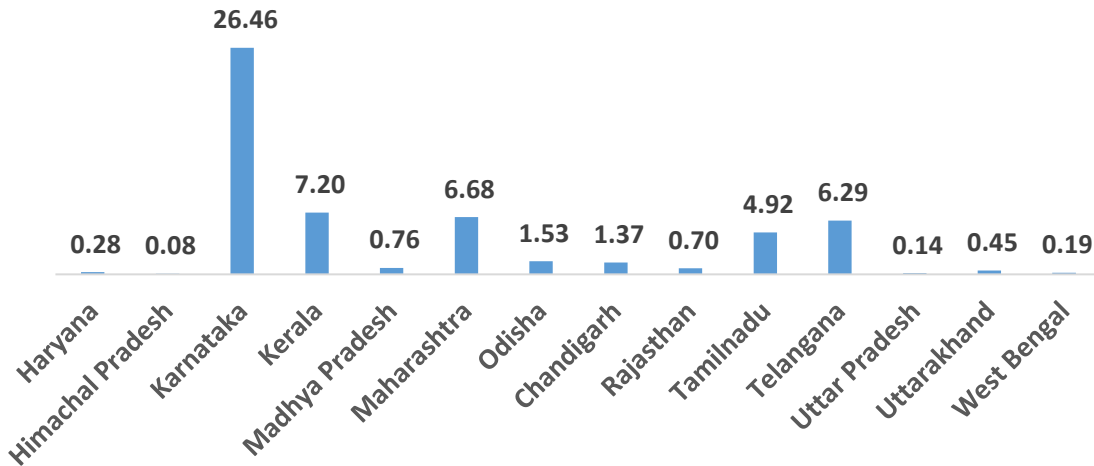
Figures in Rs. Million

PARTICULARS	31'Mar 2022	31'Mar 2021
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, Plant and equipment	4,080	4,415
Investment Property	3,677	3,529
Investment Property under construction	65	701
Intangible assets	227	232
Right of use assets	123	157
<b>Financial assets</b>		
Investments	1,149	1,143
Trade Receivables	564	424
Other Non-current financial assets	1,461	1,418
Other non-current assets	4,341	5,201
Current tax assets (net)	116	97
Deferred tax assets (net)	19	19
<b>TOTAL</b>	<b>15,822</b>	<b>17,336</b>
<b>Current Assets</b>		
Inventories	74,271	71,246
<b>Financial Assets</b>		
Trade receivables	3,505	1,937
Cash and cash equivalents	1,391	1,637
Bank balance other than Cash & cash equivalents	392	404
Other Current financial assets	4,885	5,718
Other current assets	13,834	13,823
<b>TOTAL</b>	<b>98,278</b>	<b>94,765</b>
<b>TOTAL ASSETS</b>	<b>114,100</b>	<b>112,101</b>

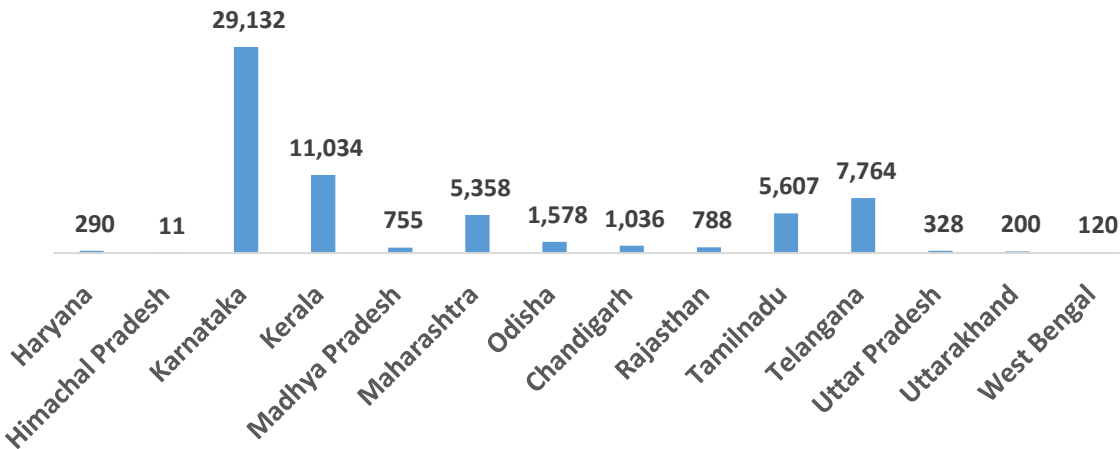
PARTICULARS	31'Mar 2022	31'Mar 2021
<b>EQUITY &amp; LIABILITIES</b>		
<b>Equity</b>		
Equity Share Capital	948	948
Other Equity	24,157	23,329
<b>Total Equity</b>	<b>25,105</b>	<b>24,277</b>
<b>Non-Current Liabilities</b>		
Financial Liabilities		
Borrowings	7,277	3,505
Lease liabilities	40	68
Provisions	175	151
Deferred tax liabilities (net)	151	342
<b>TOTAL</b>	<b>7,643</b>	<b>4,066</b>
<b>Current Liabilities</b>		
Financial Liabilities		
Borrowings	17,252	26,396
Lease liabilities	61	62
Trade payables	6,753	7,318
Other Current financial liabilities	6,441	6,563
Other current liabilities	50,487	43,193
Liabilities for current tax (net)	155	87
Provisions	203	139
<b>TOTAL</b>	<b>81,352</b>	<b>83,758</b>
<b>Total Liabilities</b>	<b>88,995</b>	<b>87,824</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>114,100</b>	<b>112,101</b>

# Contracts: Completed Projects region wise contribution details

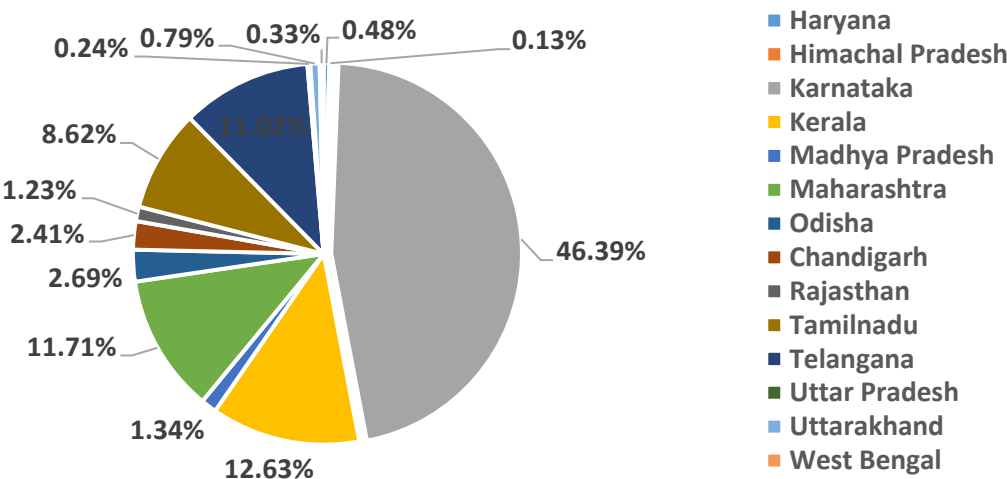
TOTAL DEVELOPED AREA(IN MN SQFT)



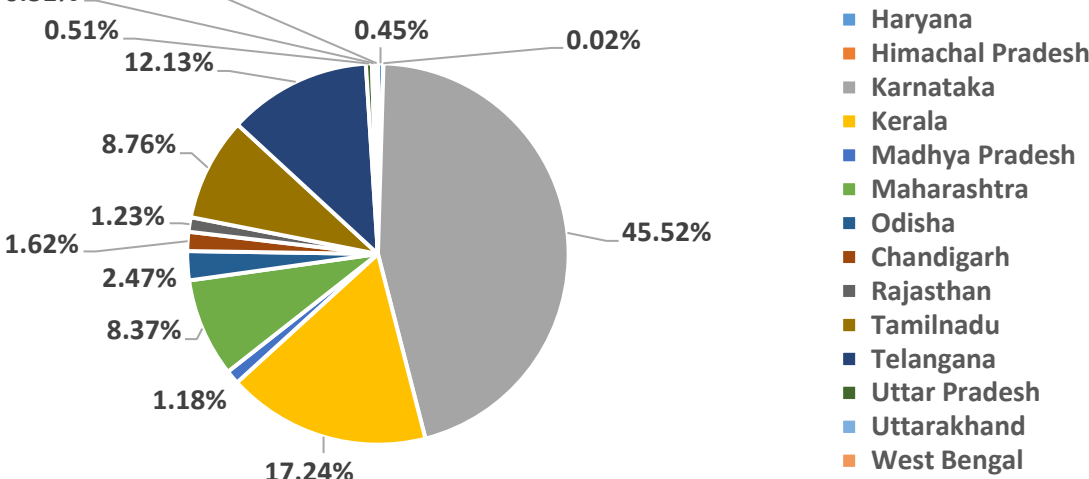
ORDER VALUE (IN RS. MN)



TOTAL DEVELOPED AREA CONTRIBUTION



ORDER VALUE CONTRIBUTION



# Manufacturing division performance

- SOBHA – Only real estate company in India with Aatma Nirbhar (Self-Reliant) Model
- It supports company to achieve world class quality with timely & efficient delivery

Glazing & Metal Works Division		Interiors & Furnishing Division		Concrete Products Division	
Turnover (FY-22):-	Rs. 1.21 Bn	Turnover (FY-22):-	Rs. 0.73 Bn	Turnover (FY-22):-	Rs. 0.52 Bn
No. of Employees	113	No. of Employees	164	No. of Employees	16
Factory Area	0.30 Mn sqft	Factory Area	0.80 Mn sqft	Factory Area	0.40 Mn sqft
<ul style="list-style-type: none"> <li>■ Metal/Steel fabrication</li> <li>■ Aluminum doors &amp; windows, structures</li> <li>■ Glass works</li> </ul>		<ul style="list-style-type: none"> <li>■ Wood-based products such as doors, windows, paneling, cabinets, cupboards &amp; loose furniture.</li> <li>■ Economy, Deluxe, Super Deluxe &amp; Premium Mattresses from furnishing division</li> </ul>		<ul style="list-style-type: none"> <li>■ Wide range such as concrete blocks, pavers, kerbstones, water drainage channels, paving slabs and elite landscape products</li> <li>■ Glass Fiber reinforced concrete</li> </ul>	

Note: \*All divisions turnover represents net revenue excluding inter division sales & GST

# Commercial portfolio: completed & upcoming projects

Project Name	Status	Total leasable area (in sqft)	Sobha Share of leasable area (sqft)
Sobha City Mall, Thrissur	Operational	338,493	258,247
One Sobha, Bangalore	Operational	225,334	150,974
<b>Sub Total</b>		<b>563,827</b>	<b>409,221</b>
Sobha City Athena, Bangalore	Ongoing	28,863	28,863
<b>Sub Total</b>		<b>28,863</b>	<b>28,863</b>
Yadavanahalli, E.City Bangalore	Upcoming	292,723	292,723
Metropolis - Phase 2, Thrissur	Upcoming	27,607	27,607
<b>Sub Total</b>		<b>320,330</b>	<b>320,330</b>
<b>Grand Total</b>		<b>913,021</b>	<b>758,414</b>

**SOBHA CITY MALL, THRISSUR - OPERATIONAL**



**1 SOBHA, BANGALORE- OPERATIONAL**



# Contents

Robust Cashflow

Steady Sales Performance

Sound Financials and Operations

▶ **Project Updates**

PASSION AT WORK

# Real Estate - Projects portfolio – Completed & Ongoing

CITY	COMPLETED	ONGOING	FORTHCOMING
Bengaluru *	49.11	16.24	8.35
Mysore	1.33	0.25	-
Gurugram	2.39	2.77	1.75
Kochi	-	3.95	-
Thrissur *	2.90	1.50	0.03
Kozhikode	-	1.09	-
Trivandrum	-	-	0.64
Chennai	2.38	1.04	-
Coimbatore	3.73	0.32	-
Hosur	-	-	1.31
GIFT City	-	1.23	0.82
Pune	1.20	0.94	-
Hyderabad	-	-	0.64
<b>Total</b>	<b>63.04</b>	<b>29.33</b>	<b>13.53</b>

Total Developable / Leasable Area in Mn sqft

## Note:

- Real Estate product mix includes Multi Storied Apartments, Row Houses, Villas, Plotted Developments & Club House Facilities etc.
- Developed / Developable area includes super built-up area (SBA) / saleable area to the customer plus common area, car parking area, service area, storage area, internal roads and common amenities.

- Completed Real Estate projects located across **7 cities**, with total development of **63.04 mn sqft** and Super Built-up area of **47.63 mn sqft**
- Under construction projects located across **10 cities**, with Total developable area of **29.33 mn sqft** and Super Built-up area of **19.16 mn sqft**
- Forthcoming residential projects located across **7 cities**, with and super Built-up area of **13.53 Mn sqft**.

*\*(includes) Proposed Commercial projects in Bangalore and Thrissur with Total Leasable Area of **0.29 and 0.03 mn sqft** respectively*

# Real Estate - Projects portfolio - Forthcoming

## FORTHCOMING LAUNCH PIPELINE

LOCATION	No of Projects	Total Saleable area (Mn Sft)
Real Estate - Forthcoming		
Bengaluru	10	8.06
Hosur	1	1.31
Gurugram	1	1.75
GIFT City	1	0.82
Hyderabad	1	0.64
Trivandrum	1	0.64
<b>Sub Total</b>	<b>15</b>	<b>13.21</b>

Commercial Portfolio (Total Leasable Area)		
Bengaluru	1	0.29
Thrissur	1	0.03
<b>Sub Total</b>	<b>2</b>	<b>0.32</b>

<b>Grand Total</b>	<b>17</b>	<b>13.53</b>
--------------------	-----------	--------------

**Note:** Saleable area for the forthcoming projects may change based on final approvals.

## ONGOING PROJECTS - RERA REGISTRATION STATUS

Location	No of projects applied for RERA	No of projects approved by RERA
Bengaluru	83	83
Mysore	1	1
Gurugram	6	6
Pune	3	3
GIFT City	2	2
Chennai	5	5
Coimbatore	1	1
Thrissur	3	3
Kozhikode	2	2
Kochi	4	4
<b>Total</b>	<b>110</b>	<b>110</b>

Unsold Area in Completed projects (mn sft)	0.37
Unsold Area in Ongoing projects - Area offered for sale (mn sft)	5.40
Unsold area from ongoing projects - not offered for sale (mn sft)	8.32
Future Launches (mn sft)	13.21
<b>Total inventory available for sale in future</b>	<b>27.30</b>



# Project status: Sobha Dream Acres, Bengaluru

Total Developable Area Launched	7.58 mn sqft	Total SBA launched for sale as on Mar 2022	5.78 mn sqft
		Total SBA Sold till Mar 2022	5.64 mn sqft
Area Completed till Mar 2022	5.48 mn sqft	Percentage sold	97 %



Dream Acres-Tropical Greens Wing 25 & 26



Dream Acres-Tropical Greens Wing 29 & 30



# Ongoing projects

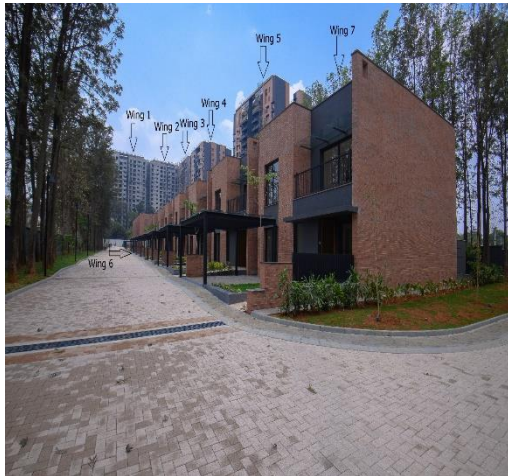
## SOBHA Dream Acres, Bengaluru



## SOBHA Royal Pavilion, Bengaluru (Wing 3-5 & Tower 6-8)



## SOBHA HRC Pristine, Bengaluru



## SOBHA City, Gurugram (Tower A2, B2, C2 )





# Completed residential projects during Q4-22

**SOBHA Dream Acres Tropical  
Greens, Bengaluru (Wing 37,& 50)**



**SOBHA City, Gurugram  
(Towers B1 & A1)**



**SOBHA Palm Court, Bengaluru  
(Wings 1,2,3, & 4)**





# New launches during Q4-22

## SOBHA Brooklyn Towers, Bengaluru



# Board of Directors



**Ravi PNC Menon**  
**Chairman**

- Over 16 years of experience in the real estate and construction business
- Bachelor of Science in Civil Engineering from Purdue University, USA



**Jagadish Nangineni**  
**Managing Director**

- Over 20 years of experience in diversified industries such as real estate, consulting & technology.
- B.Tech in Civil Engineering from IIT Bombay and PGDM from IIM Calcutta



**R.V.S. Rao**  
**Independent Director**

- Over 48 years of experience in banking and finance
- Bachelor's degree in Commerce from Mysore University and a Bachelor's degree in Law from Bangalore University institutions



**Anup Shah**  
**Independent Director**

- Over 36 years of experience in the field of law, specifically real estate law.
- Degree in law from the Government Law College, Mumbai



**Srivathsala Kanchi Nandagopal**  
**Independent Director**

- A serial entrepreneur, Founder of 4 Organizations, with Businesses spanning across Angel Investing, Financial planning for HNIs and Strategic Business advisory
- Certified Financial Planner from ICAI besides holding Masters in Commerce from Bangalore University



**Raman Mangalorekar**  
**Independent Director**

- Over 30 years of industry, consulting, and private equity experience.
- MBA from Indiana University with specializations in Finance and MIS. He also has a Masters in Commerce from Bangalore University.



# THANK YOU



## **SOBHA Corporate Office - Bangalore**

Sobha Limited.  
'SOBHA', Sarjapur-Marathahalli Outer Ring  
Road(ORR),  
Devarabisanahalli, Bellandur Post,  
Bangalore-560103  
Phone: +91-80- 49320000, Fax: +91-80- 49320444  
Web : [www.sobha.com](http://www.sobha.com)

## **Investors Contact**

Mr. Yogesh Bansal  
Chief Financial Officer  
Tel: +91-80-49320000 Ext. 5026  
Email: [yogesh.bansal@sobha.com](mailto:yogesh.bansal@sobha.com)

Mr. Soumyadeep Saha  
Investor Relations  
Tel: +91-80-49320000 Ext. 5024  
Email: [soumyadeep.s@sobha.com](mailto:soumyadeep.s@sobha.com)

### **Disclaimer:**

*The information in this presentation contains certain forward-looking statements and publically available data from various recourses such as research reports, publications etc. 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 projections made by the company.*

**INFORMATION AS REQUIRED UNDER REGULATION 30 - PART A OF SCHEDULE III OF SEBI (LISTING OBLIGATIONS AND DISCLOSURE REQUIREMENTS), REGULATIONS, 2015**

S. No.	Requirement	Disclosure	
	<b>Name of Auditor</b>	<b>M/s. B S R &amp; Co. LLP</b>	<b>M/s. Walker Chandiok &amp; Co LLP</b>
1.	Reason for change	Retiring at the conclusion of ensuing Annual General Meeting due to completion of period of five years.	Appointment
2.	Date of appointment / Term of appointment	Tenure of office of M/s. B S R & Co. LLP as Statutory Auditors of the Company expires at the conclusion of the 27 <sup>th</sup> Annual General Meeting.	M/s. Walker Chandiok & Co. LLP will hold office for a period of five years from the conclusion of the 27 <sup>th</sup> Annual General Meeting to be held on Wednesday August 10, 2022, upto the conclusion of 32 <sup>nd</sup> Annual General Meeting of the Company, subject to the approval of shareholders of the Company.
3.	Brief Profile	NA	M/s Walker Chandiok & Co. LLP (Firm registration number 001076N/N500013) is one of the largest and oldest Indian firm having 85 years of experience in providing audit, tax and advisory services. The audit firm is a Limited Liability Partnership Firm ("LLP") incorporated in India. Total number of staff and partners are more than 1888. Firm has offices at Bengaluru, Chandigarh, Chennai, Delhi, Gurgaon, Hyderabad, Kolkata, Mumbai, Noida, Pune, Kochi and Dehradun. The Audit firm has valid Peer Review Certificate and is providing audit and assurance services to its clients.

