SOBHA

PASSION AT WORK

July 05, 2018

To

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

Dear Sir / Madam,

Sub: Real Estate Operations Update for the quarter ended June 30, 2018.

With reference to the above captioned subject, please find enclosed a statement containing an update on the real estate operations of the Company for the quarter ended June 30, 2018.

We request you to kindly take the aforesaid information on record for dissemination through your website.

Thanking You.

Yours sincerely,

Sobha Limited Bangalore

FOR SOBHA LIMITED

VIGHNESHWAR G BHAT
COMPANY SECRETARY AND COMPLIANCE OFFICER

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REAL ESTATE OPERATIONAL UPDATE – Q1 FY 2018-19

According to the latest report by World Bank titled 'The Global Economic Prospects report' has projected a GDP of 7.3% for the current financial year (2018-19) and 7.5 percent in FY 2019-20 for India. This reflects that the economy is moving beyond the difficulties caused by the implementation of Goods and Services Tax (GST). In fact, the current quarter of the fiscal marks a year of implementation of RERA and GST - two historic reforms. Both these policy initiatives have had a positive impact on the sector over the last one year.

Additionally, the Government has been continuously supporting the 'Housing for All' scheme by passing on the benefits to home buyers under Pradhan Mantri Awas Yojana (PMAY) such as the reduction of GST rate to 8% for affordable housing earlier this year. These positive developments will help the real estate sector perform better in the long term.

While the National Housing Bank's Housing Price Index (HPI) shows an increase in the range of 3 to 4% across most housing markets, the overall sentiments remain low-key. Moreover, the improvement in the number of new launches is yet to see the desired level of increase in volumes as witnessed by the automobile sector, which reflects the strong and robust consumer consumption in India.

In this context, SOBHA has entered the new financial year confidently with many new launches in the pipeline. During this quarter, we announced an investment of over INR 500 crore towards residential development in Gujarat International Finance Tech-City (GIFT City) and have other launches planned in multiple cities over the next few quarters.

In this backdrop, we are pleased to announce that our first quarter performance has been encouraging vis-à-vis the same quarter last year. The Company during the first quarter achieved new sales volume of 960,085 square feet total valued at ₹ 7,624 million with an average realisation of ₹ 7,941 per square feet (SOBHA Share of sales value at ₹ 6,118 million with an average realisation of ₹ 6,373 per square feet). The sales volume and total sales value are up by 18% and 22% respectively as compared to corresponding quarter of last year. The markets of Bengaluru, Gurugram and Kochi continue to perform well and are ably supported by the Coimbatore and Mysore.

During the first quarter, the company had launched one plotted development project namely, 'Sobha Meadows', in Mysore, measuring total saleable area of 0.13 million square feet. Also, it has received RERA approval for one of its Bangalore project during last week of June 2018, namely 'Sobha Lake

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Gardens' at Old Madras Road, having total saleable area of 0.89 million square feet. This project will be released for sale during July, 2018.

The summarized real estate performance for the quarter ended June 30, 2018 is given below:

New Sales Volume:

in Square Feet

Location	Q1 19	Q1 18	Q4 18	FY 18
Bangalore	612,944	592,936	750,375	2,600,252
Gurugram	102,190	123,874	75,733	360,857
Chennai	48,253	27,485	20,100	102,227
Kochi	75,627	28,430	116,409	317,618
Thrissur	27,400	13,191	6,425	59,570
Coimbatore	31,004	15,913	25,127	69,271
Calicut	12,192	7,750	4,871	45,340
Mysore	49,371	14,592	10,944	67,230
Pune	1,104	(8,941)	5,727	3,025
TOTAL	**960,085**	**815,230**	**1,015,711**	**3,625,390**

(10.764 Square Feet =1 Square Metre)

Sales volume up by 18% as compared to Q1-18. Bangalore region contributes 64% of total sales volume during Q1-19 and other locations volume increased by 56% as compared to corresponding quarter of last year.

Sales Value:

Particulars	Q1 19	Q1 18	Q4 18	FY 18
Total Sales value (` Million)	7,624	6,234	8,118	28,612
Sales Value – Sobha Share (₹ Million)	**6,118**	**5,627**	**6,558**	**24,217**

Total sales value is up by 22% and Sobha share sales value is up by 9% as compared to corresponding quarter of last year.

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Price Realisation:

Particulars	Q1 19	Q1 18	Q4 18	FY 18
Average Price Realisation – Total (` / Square Feet)	7,941	7,647	7,993	7,892
Price Realisation – Sobha Share (₹ / Square Feet)	**6,373**	**6,903**	**6,457**	**6,680**

The average price realisation is combination of all product mix, which varies quarter on quarter.

We are delighted to share that SOBHA has been voted as the Top Brand for the 4th consecutive year by Track2Realty's BrandXReport 2017-18. The comprehensive Brand Perception Audit Report has recognised SOBHA as the top national realty brand, top brand in South India, top brand in residential space, top brand in consumer confidence and top brand in super luxury segment. The NRIs spread across the globe too have voted SOBHA as their top of the mind recall. In addition to this, the company has been recognised as the best player for its sterling CSR practices in the country.

Investor Contact Details:

Subhash Mohan Bhat Chief Financial Officer Mobile: +91 99801 99088 Email: subhash.bhat@sobha.com	K. Bala Murugan Investor Relations – VCMD's Office Mobile: +91 98807 30459 Email: balamurugan.k@sobha.com

Disclaimer: The information in this update contains certain forward-looking statements. These include statements regarding outlook on future development schedules, business plans and expectations of capital expenditure. These statements are based on current expectations that involve a number of risks and uncertainties which could cause actual results to differ from those anticipated by the Company.

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