

SOBHA
REALTY

Investor Update
FY 2025



Continued Growth Driven by Robust Market Momentum and Strategic Expansion Efforts

- ✓ Dubai's off-plan primary real estate market witnessed a 33% YoY* growth in FY25, propelled by strong population growth, persistent structural supply constraints, and sustained demand from both local and international buyers
- ✓ Sobha continued to remain one of the largest real estate players in UAE with presence across Dubai & UAQ and planned expansion in Abu Dhabi. During the year, the company launched 15,000+ units across new and existing projects in Hartland II, Sobha One, Sobha Siniya, Downtown UAQ, Sobha Central communities & completed ~3,000^ units ahead of schedule, while continuing its strong track record of early project delivery
- ✓ The company achieved robust sales of AED 27.6 bn# in FY25, growing ~32% YoY
 - FY25 Revenues rose 59% YoY to AED 14.1 bn, driven by accelerated pace of construction, while EBITDA rose by 106% YoY to AED 4.7 bn & Net Profit rose by 118% YoY to AED 4.0 bn**
 - Strong revenue backlog of ~AED 29 bn## provides high visibility of future revenue
- ✓ Sobha's extensive portfolio reached to 39,000+ units (~41 Mn square feet saleable area) across Dubai & UAQ in FY25, ensuring sustainable future growth
- ✓ In Sep-25, company raised USD 750 Mn through Green Sukuk – the largest ever Green Sukuk by a Real Estate Developer globally. The sukuk offering was oversubscribed by 2.8x, with majority allocation to International Investors, reflecting continued investor confidence in Sobha
- ✓ Company also recently completed the largest land acquisition in its history with the purchase of ~37 Mn sq.ft. land parcel in Al Yufrah 1, Dubai, This strategic acquisition is expected to deepen Sobha's presence in the Dubai real estate market and support sustained sales momentum in the coming years
- ✓ S&P affirmed Company's CFR & Sukuk rating at BB/stable, reflecting the company's continued strong business fundamentals

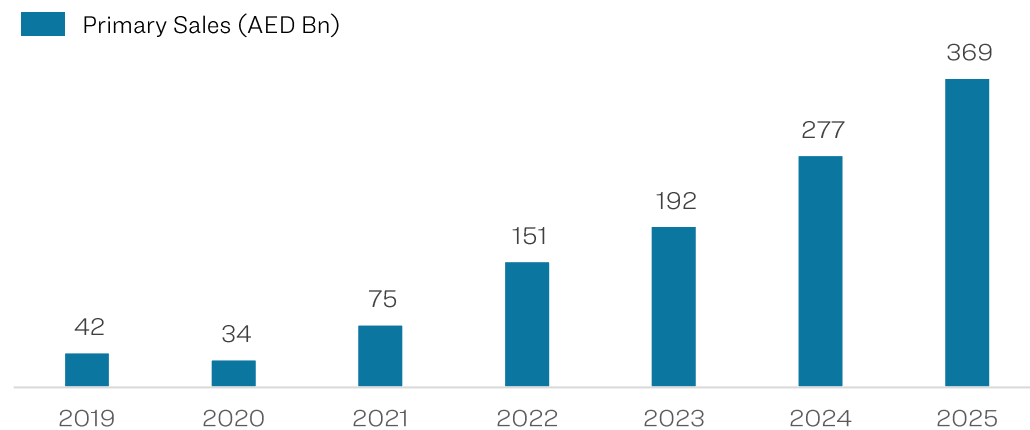
*Source: REIDIN #Including Sobha Siniya & Downtown UAQ sales **Includes proportionate share of Sobha Siniya & Downtown UAQ ##Excluding Sobha Siniya & Downtown UAQ revenue backlog
^~2000 units are completed & delivered and ~1000 units are completed & awaiting BCC



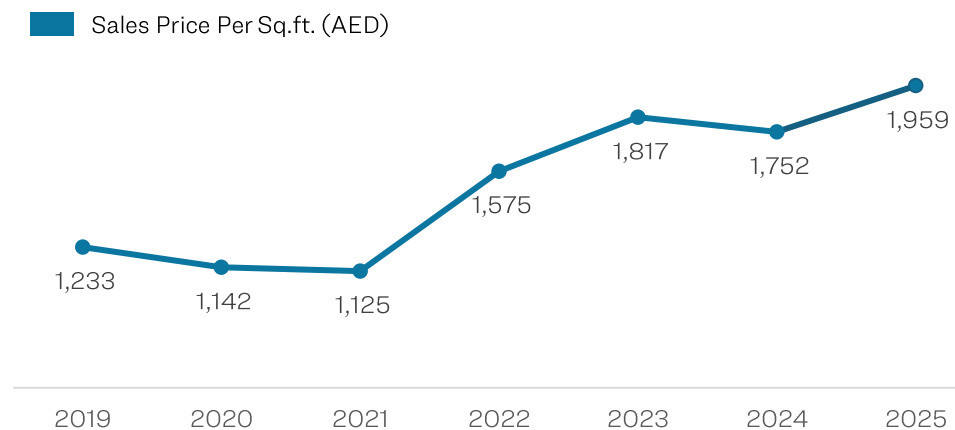
Dubai Real Estate Market

Dubai's Residential Market Continues to Sustain Robust Growth Momentum

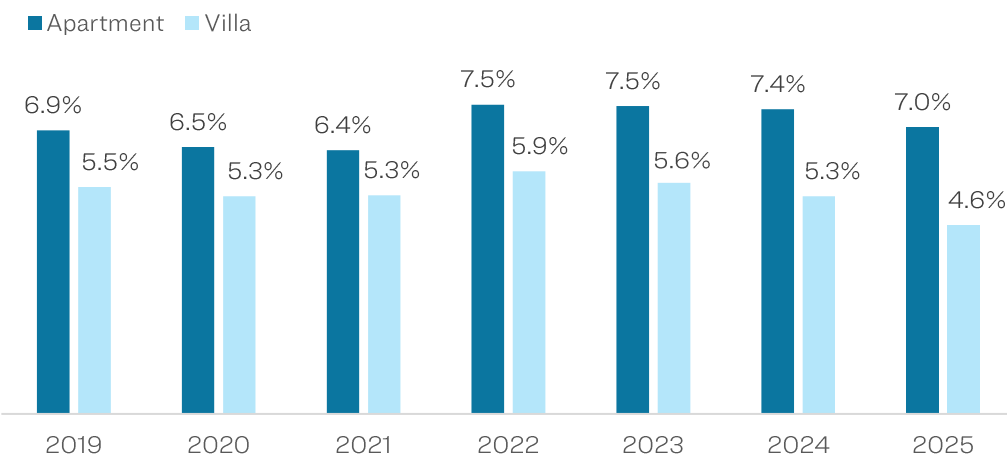
Primary Market Sales Growth Momentum Continues



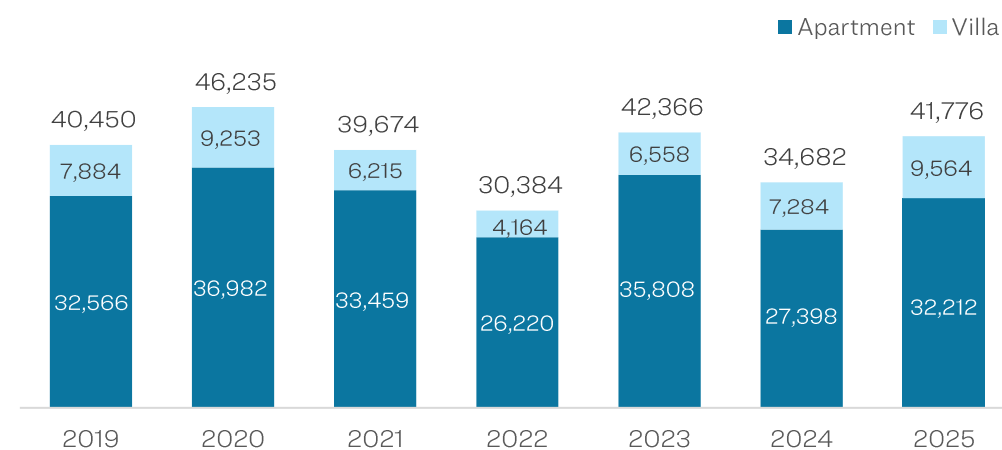
Avg. Selling Prices Remain Relatively Stable



Rental Yields* (%) Remain Consistently High...



...Due to Limited Deliveries Coming to the Market



* Gross Rental Yields

Source: Dubai Land Department, REIDIN



Sobha Overview

Sobha's Edge: Vertical Integration

End-to-end Execution across All Phases of Project Development

DESIGN & ENGINEERING



Coordinated Design & Engineering Approach

Architectural & Structural Design

Masterplan Designing

Landscaping & Environment

450+ in-house architects for quick Turnaround of masterplan designs

MANUFACTURING

Cost-effective Manufacturing of high-quality Materials

Prefab Steel Solutions & Façade Works

Furniture & Interiors

Concrete & Modular Manufacturing

In-house manufacturing driving quality sourcing and cost effectiveness



CONSTRUCTION



Inhouse Construction Driving Superior Quality

Civil Structure & Landscaping

Mechanical, Electrical, Fabrication & Plumbing Work

Complete Interior & Exterior Works

Own workforce of 55K+ employees ensure ahead-of-schedule deliveries

POST HANDOVER

Post Handover Services Ensuring Customer Satisfaction

Facilities Management

Community Management

Security Services

District Cooling Services

Dedicated customer support teams to foster peaceful community living



Harvard Case Study – Backward Integration for Quality

- In January 2019, Harvard Business School published a case study titled “Sobha Group Real Estate: Backward Integration for Quality”

- After a successful venture in the Gulf, Mr. Menon returned to India in the mid 90s to tap the underdeveloped real estate market. However, he struggled to find suitable suppliers and building contractors to achieve his vision of quality real estate.

- In 2000, he began backward integrating Sobha India’s operations, so it could self-perform all required activities from ideation to completion.

- The backward integration phased out outsourced vendors and began to build inhouse infrastructure to ensure quality and timely finishing.

- Sobha India created inhouse services of the Design Team, Engineering Team, Cost Consultants, Manufacturing Unit, and Main Contractor to name a few.

- The same model has been replicated in Dubai Business :

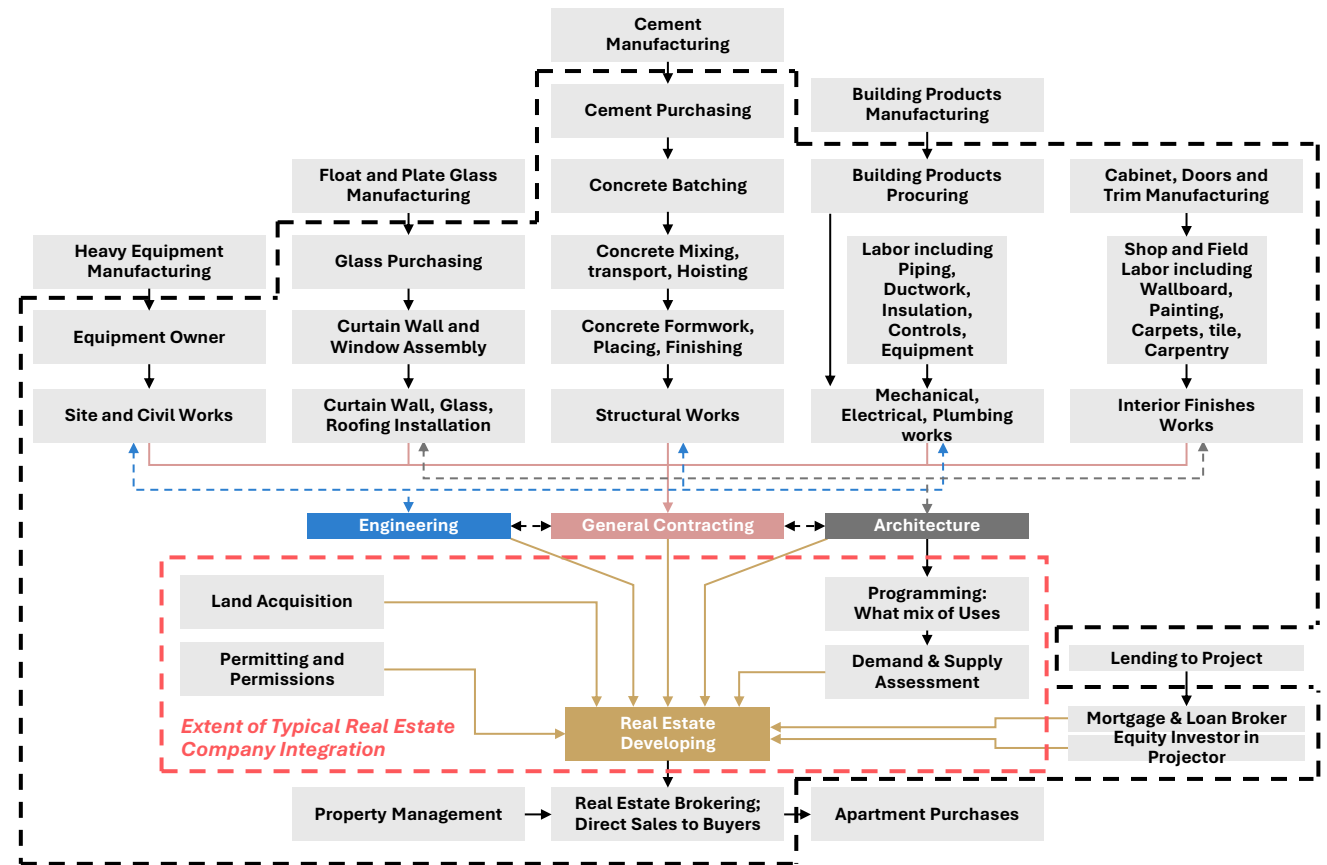
- There are over 450+ inhouse architects and designers based in Dubai (PNC Architects)

- Inhouse main contractor

- Inhouse manufacturing unit (interiors & facades material)

- Inhouse facility management services

Below is a typical real estate developer model (red box) vs. Sobha’s Backward Integrated Model (within black dotted line)



The model was successfully tested and implemented in India; later adopted for the UAE business to benefit from the same experience and synergies

Footprint Across Key Real Estate Markets in UAE



Note: Project Details as on 31st Dec 2025

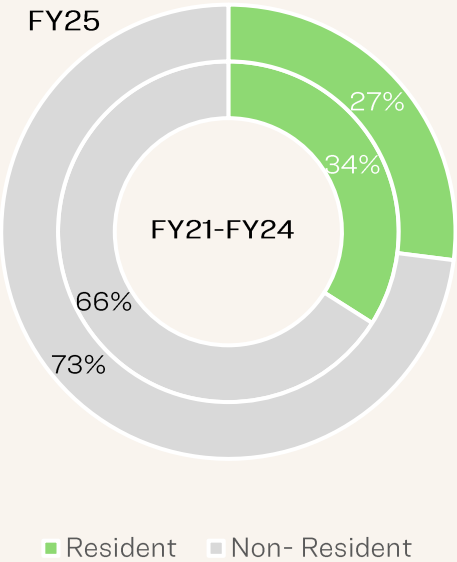
Existing Communities / Projects

Upcoming Communities

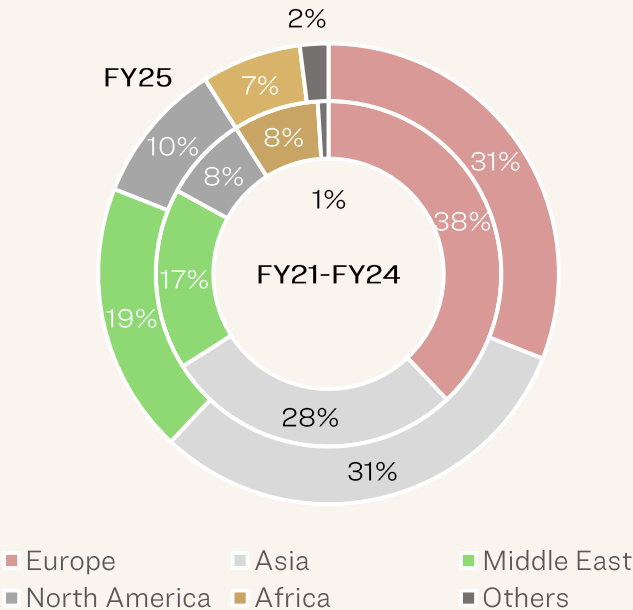
Diverse Customer Base Reflecting Resilient Buyer Profile

Bifurcation of Customers*
(Cumulative 4 Year Period from FY21 to FY24 & FY25)

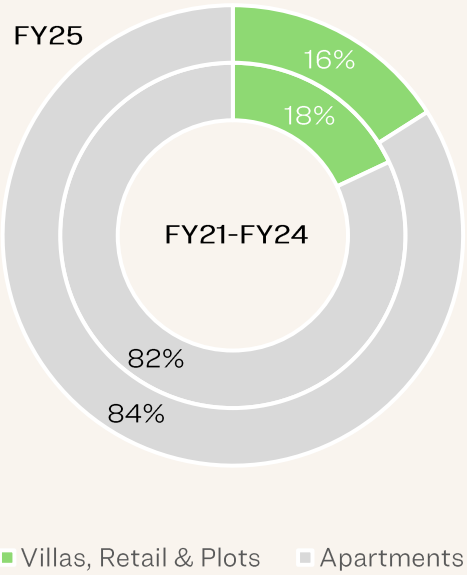
Residence



Region

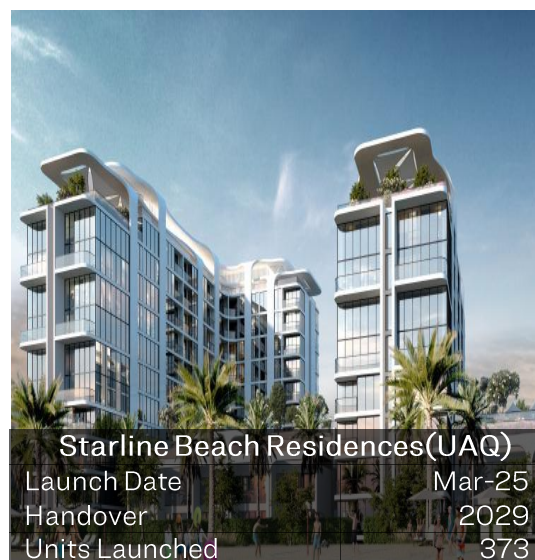
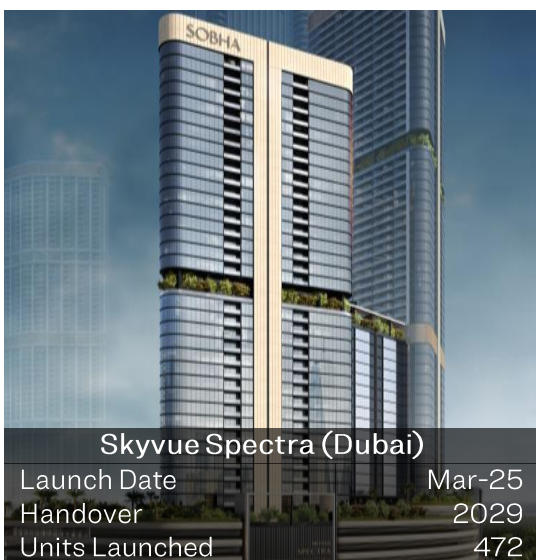
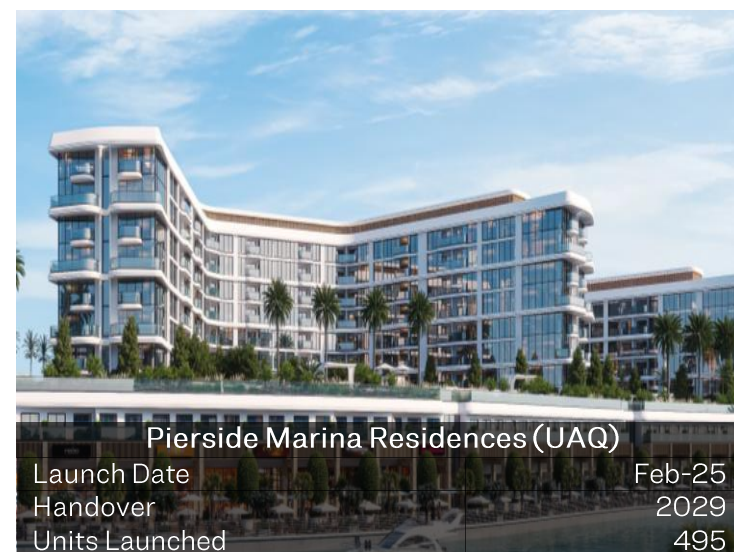
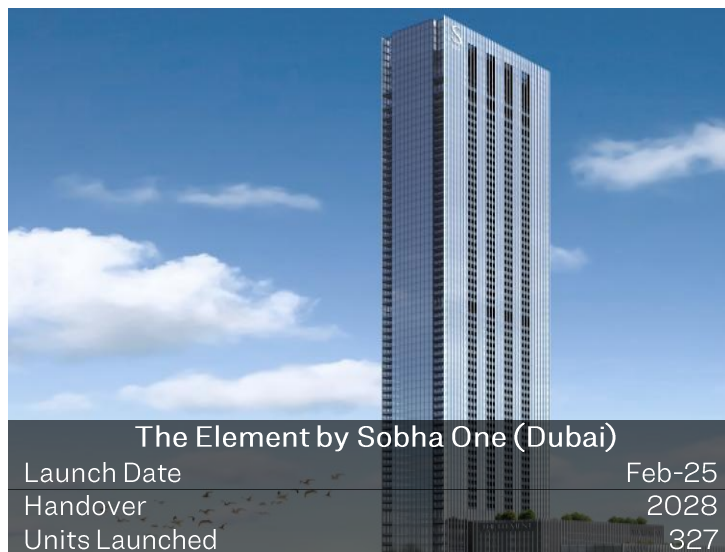


Property Type

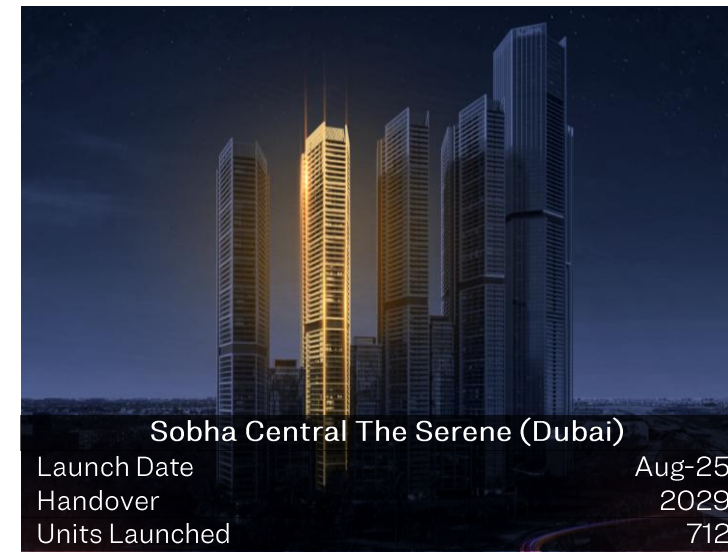
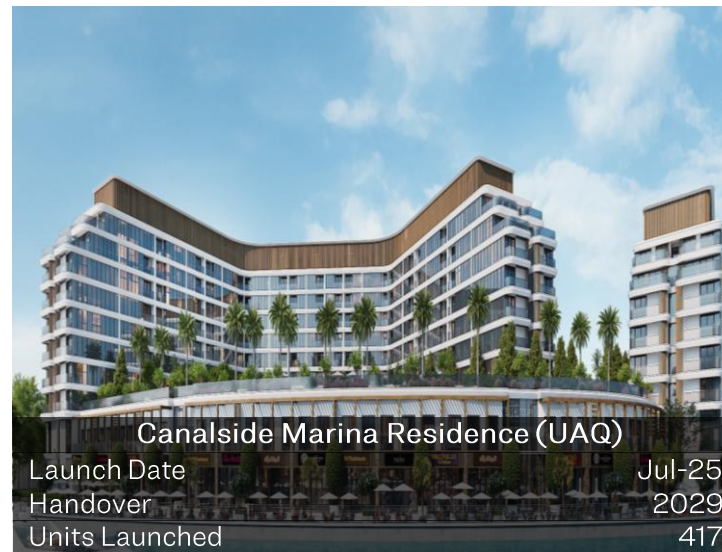
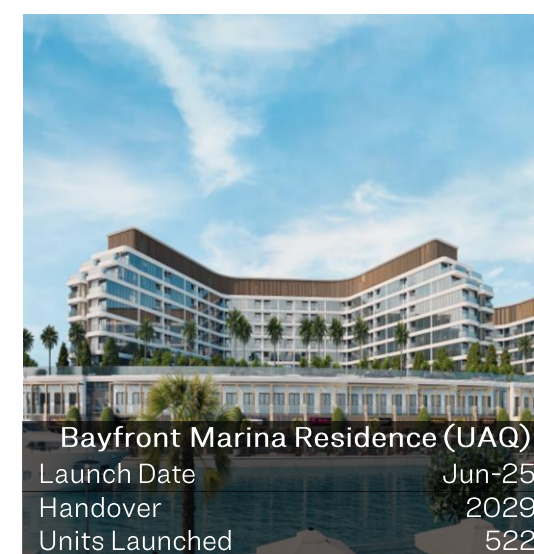
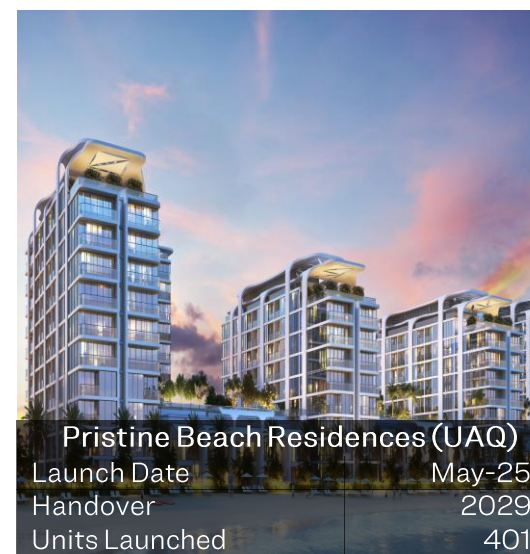
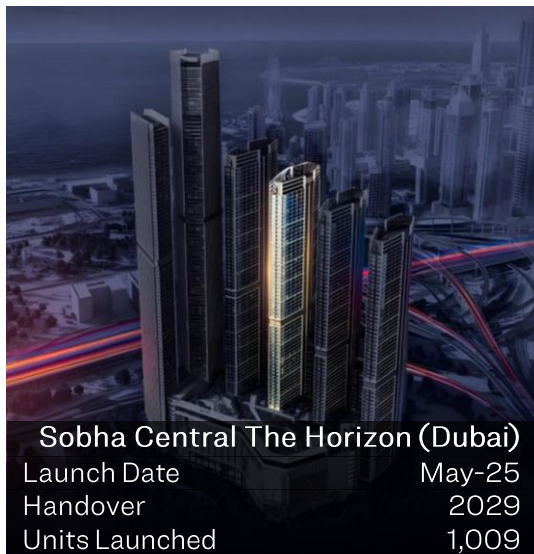


*Based on the number of units sold since FY21 by Sobha and its JVs (Siniya Island and Downtown UAQ)

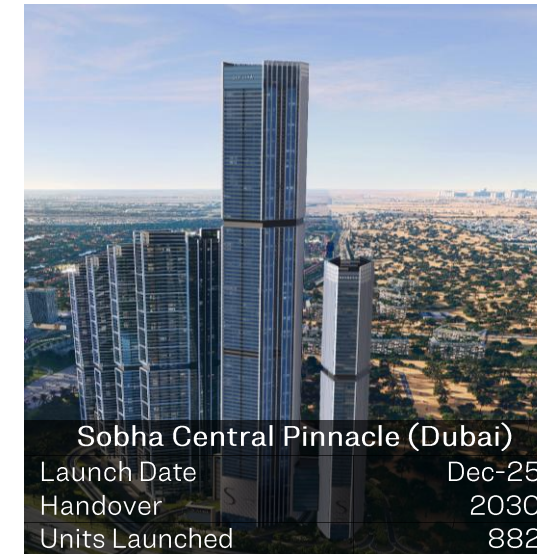
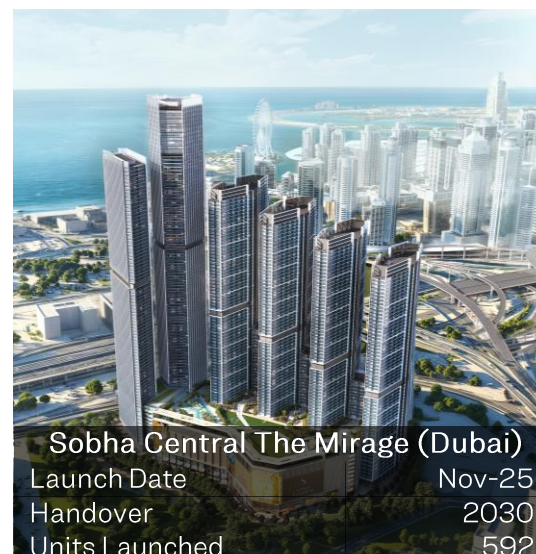
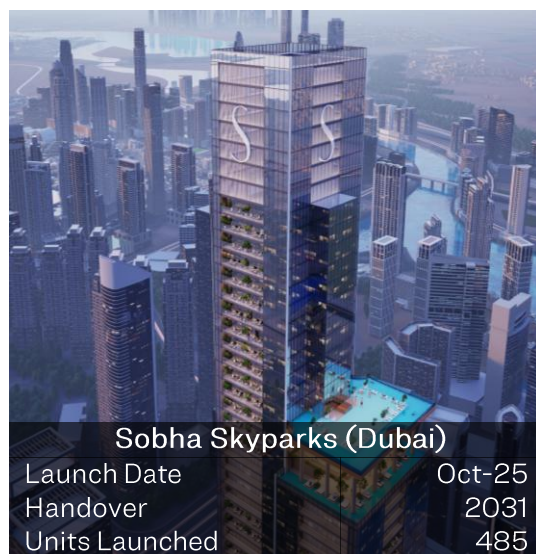
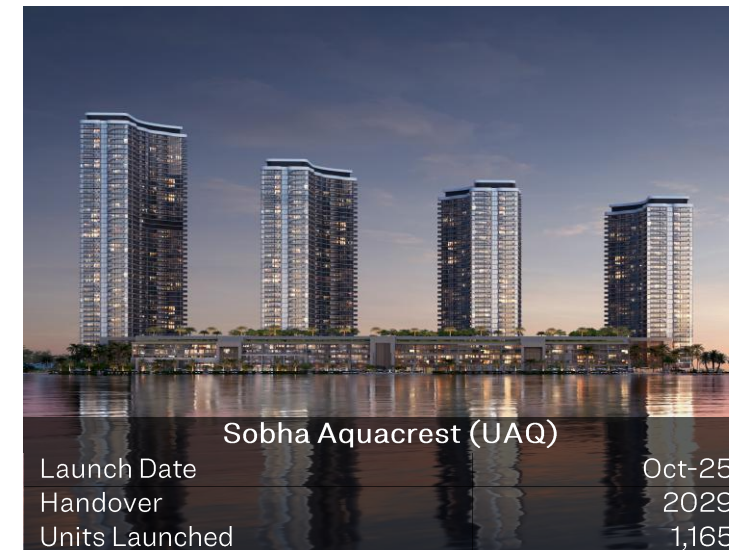
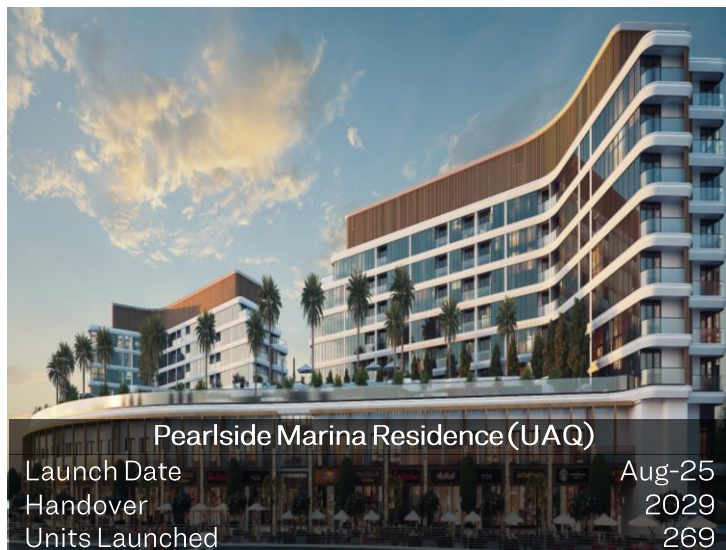
Slew of Sobha Launches in FY 2025 Across Diverse Locations



Slew of Sobha Launches in FY 2025 Across Diverse Locations



Slew of Sobha Launches in FY 2025 Across Diverse Locations

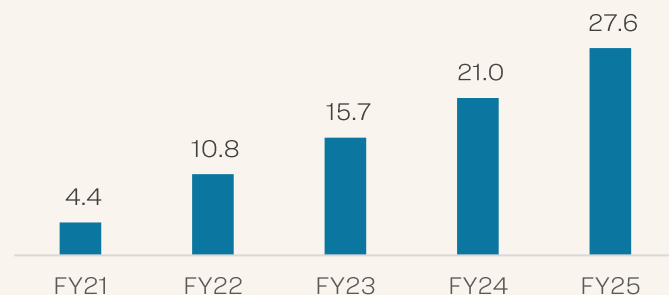




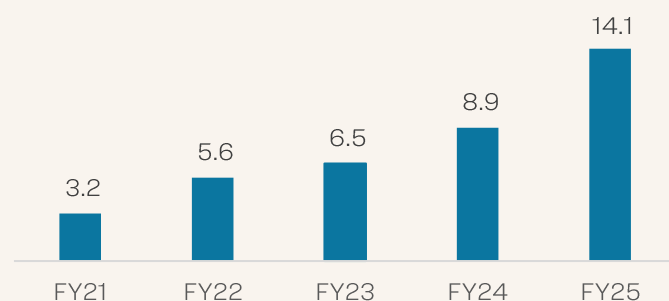
Financial Overview

Superior Financial Performance Driven by Robust Sales & Revenue Growth Combined with Margin Improvements

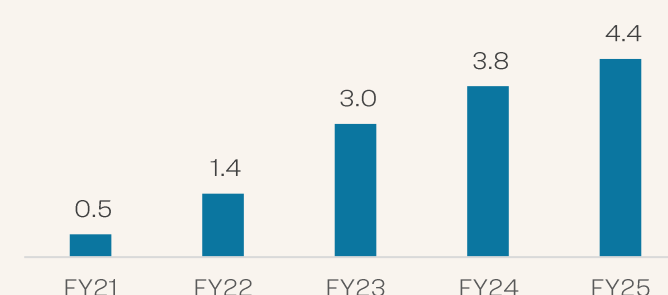
Robust Sales Momentum Continues[#]



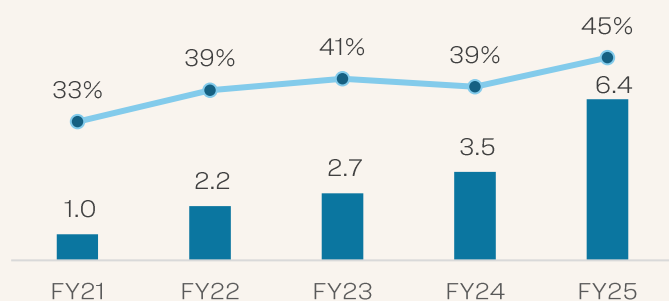
Healthy Revenue Growth



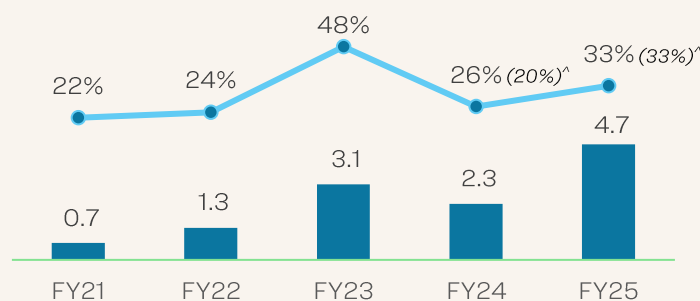
Sizeable Operational Cash Flow Generation



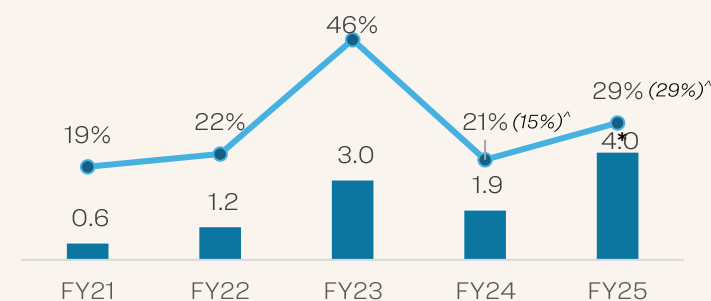
Gross Profit & Margin (%)



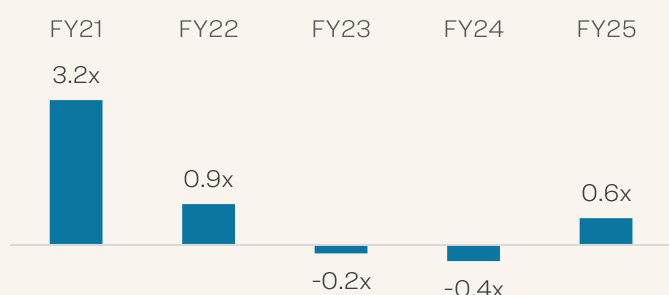
EBITDA & Margin (%)



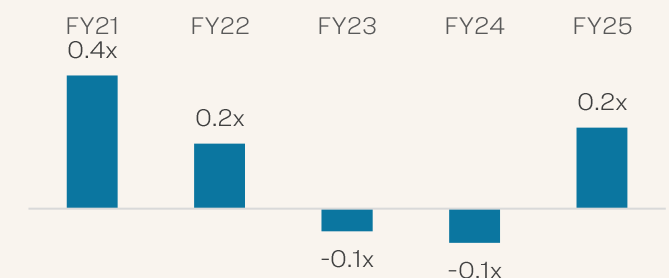
Net Profit* & Margin (%)



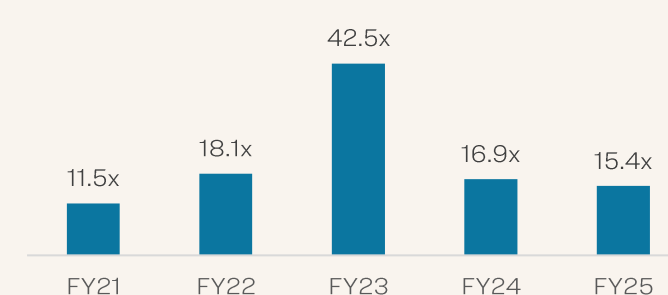
Minimal Net Debt/EBITDA (x)



Consistently Low Net Debt/Equity (x)



High EBITDA/Net Finance Cost (x) Coverage

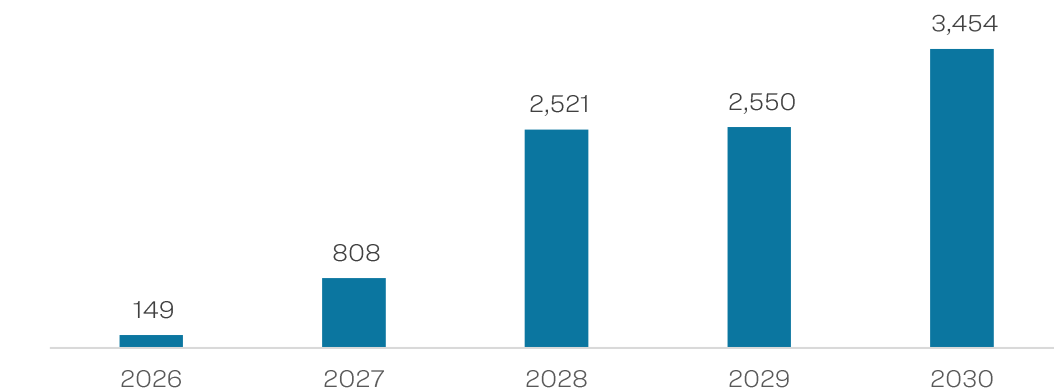


Healthy Liquidity Underpinned by Sizeable Cash Balances and Spaced-out Debt Maturity

Healthy Cash Generation leading to Ample Liquidity (AED Mn)*

Gross Debt	Cash	Net debt
9,482	6,685	2,797

Long-tenured Loans, further Boosting Liquidity Profile (AED Mn)*



Credit Ratings

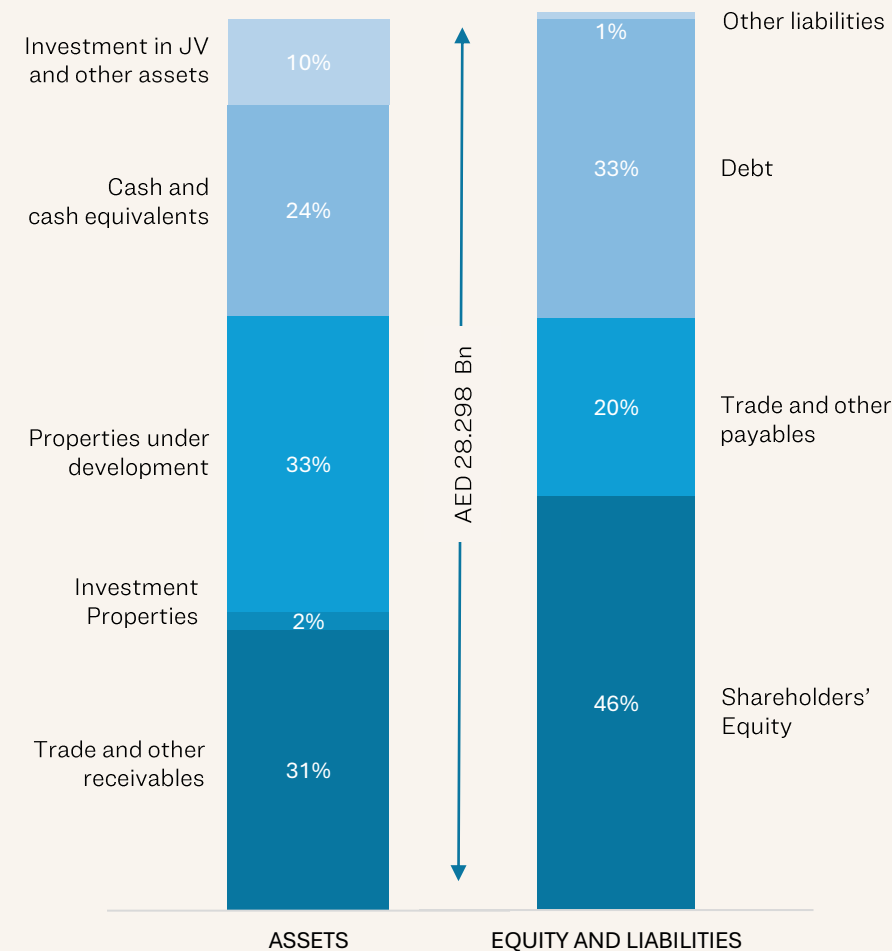
S&P Global
Ratings

Sukuk: BB/Stable
CFR: BB/Stable
(Rating Affirmed in Sep'25)

MOODY'S

Sukuk: Ba2/Stable
CFR: Ba2/Stable
(CFR Rating Upgraded in Apr'25)

B/S Break Down – as on 31st December 2025



Well Defined Operational & Financial Parameters to Ensure Long Term Sustainability



Land Bank

Maintain sufficient land bank to serve next 2-3 years demand

Current land bank sufficient to support near-term growth

Focus on land parcels in desirable locations on deferred long-term payment plans



Inventory

Ensure there is no more than 6-9 months inventory prior to new launches

Fast tracking of identified project launches to cater to increased demand

Agile strategy to review launch schedule based on market trends



Sales Strategy

Target to sell 50% of the project within first 6 months of launch

Ensure projects are materially sold prior to incurring significant construction costs



Payment Plans

Tightening payment plans reducing funding gaps

No reliance on post-handover payment plans for new sales

Average payment plan for recent projects: ~60% during construction and balance on completion



Leverage & Liquidity

Leverage:

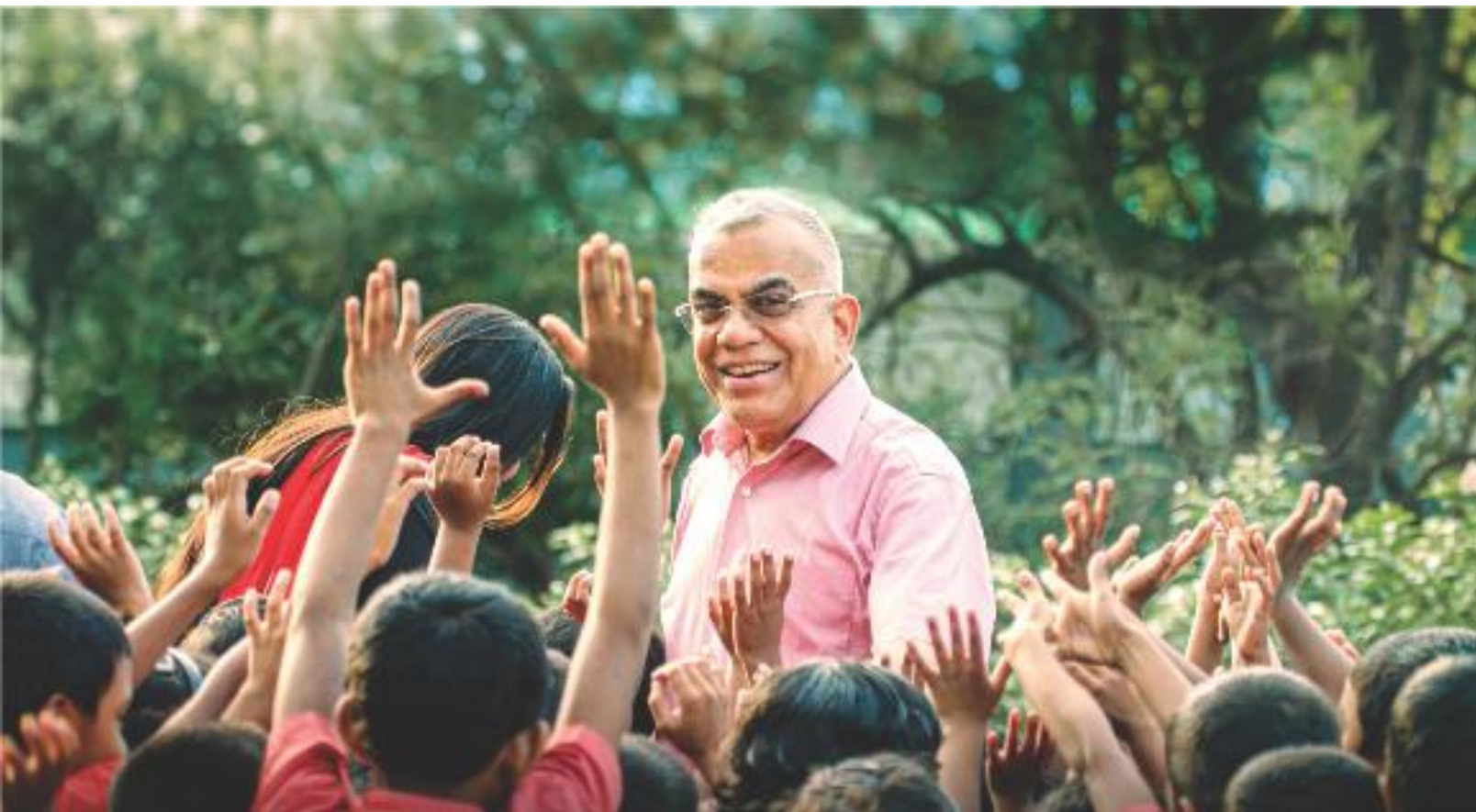
Net Debt / Equity to not exceed 1.25x

Net Debt / EBITDA to not exceed 2.75x throughout development cycles

EBITDA / finance cost to be maintained at greater than 1.5x

Liquidity:

Maintain cash balance of 4 – 6 months of operating expenses



Environmental,
Social & Governance

Environmental – Achieving Green Building Certifications & Recognition in ESG through Key Climate Initiatives

Achieving Global Green Building Certifications

- All new developments of Sobha are aiming for globally acclaimed green building certifications such as LEED USA, Green Mark Singapore, Edge and Fitwell
- Recent green building certificates achieved by Sobha projects



Sobha One achieved the prestigious BCA Green Mark Platinum Super Low Energy (SLE) Certification

The first SLE Platinum outside Singapore



Sobha Waves Opulence has achieved the Preliminary EDGE certificate

The first EDGE project in Dubai & the first EDGE design approved building for Residential in the UAE

Awards and Recognitions

Sustainable Project of the year – Sobha One



Exemplary Circular Economy Program 2024 Award



Chief Sustainability Officer of the Year – Sustainability Innovation Awards 2025



Key Climate Initiative

Emission Reduction

- Achieved 4,000 Tons of CO₂e emission reductions in 2024 through various initiatives

Solar Energy Project

- Implementation of multiple Solar PV projects across construction sites, factories, offices with a combined planned capacity of over 10 MW, reducing reliance on electricity from conventional sources

Low-Carbon Cement

- Switched to Vertua low-carbon cement across selected projects, reducing CO₂ emissions from one of the most carbon-intensive construction materials

Biodiesel Usage

- Adopted B5 biodiesel across construction activities, with 1.5 million liters used in 2024, reducing carbon emissions from fuel combustion and lowering reliance on fossil fuels

Energy Optimization Initiatives

- Introduced energy-saving measures at manufacturing and construction sites, such as LED lighting upgrades, better control of HVAC and equipment usage, automated HVLS fans, and optimized generator sizing — all aimed at reducing energy use and emissions

Hybrid Vehicles

- Added four hybrid vehicles to the fleet, improving fuel efficiency and reducing greenhouse gas emissions, with plans to expand the fleet further in the near future

Advancing Efficiency Through the 70:70 Strategy

- Introduced the 70:70 strategy, targeting 70% of construction activities shifted to controlled manufacturing environments and 70% process automation, reducing material waste and optimizing energy use.

Environmental - Seeking Excellence in ESG Reporting & Benchmarking Against Global Standards

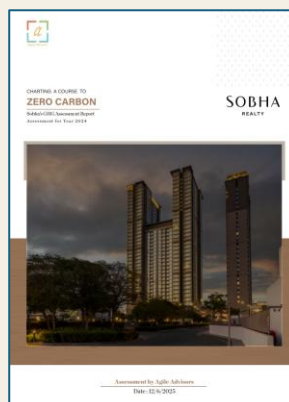
Sound Sustainability Reporting

2024 CLIMATE REPORTING



ESG REPORT

- Voluntarily initiated ESG reporting in 2021 and has since published reports at regular intervals, with the most recent ESG Report for 2024 released recently
- Voluntarily supported TCFD. Released 2024 TCFD report
- Completed our comprehensive GHG assessment (2024) for the 3rd consecutive year comprising all scopes i.e. Scope-1, Scope-2 and Scope-3
- Established an internal Net Zero road map strategy to align with overall UAE's national Net Zero agenda
- Launched Green Financing Framework to support and drive sustainability



GHG REPORT



TCFD REPORT

Adherence to Global Standards



GRESB Development Benchmark

- Sobha Realty was awarded a 4-Star Rating and a stellar score of 97 in the 2025 GRESB Real Estate Assessment
- This achievement crowns a remarkable three-year ascent, with scores rising from 72 in 2023 to 91 in 2024 and now to 97, reflecting a deep, corporate-wide commitment to exponential improvement in sustainability
- The 4-Star Rating, a distinction, underscores Sobha Realty's transition from a regional leader to a recognized global force in environmental, social, and governance (ESG) excellence
- In this competitive cohort, which included entities from India, China, the UAE, Vietnam, and Taiwan, Sobha Realty secured the #1 rank, solidifying its position as the ESG leader in the region
- The company's performance was exceptional across the board. Its overall score of 97 significantly outstripped the global average of 88, while a perfect Management score of 30/30 highlighted superior leadership and risk management. An exceptional Development score of 68/70 further reaffirmed its success in embedding sustainability into its design and construction processes



Alignment to Global Sustainability Standards

- Intend to align company's strategy with 14 United Nation's Sustainable Development Goals, a voluntary initiative based on company's commitments to implement relevant universal sustainability principles and take steps to support UN goals
- Adopted the Global Reporting Initiative ("GRI") Standards for ESG benchmarking with annual performance review against each benchmark to ensure progress is being made on each key initiative



Social - Committed to serving the people within Sobha and the Communities we operate in

United Arab Emirates (UAE)

BAPS Hindu Mandir

In line with its CSR goals, Sobha Realty Founder PNC Menon donated to the BAPS Hindu Mandir in Abu Dhabi, underscoring the Group's commitment to cultural diversity, tolerance, and humanitarian initiatives in the UAE

Asian Youth Para Games

Sobha Group contributed as a sponsor of the Asian Youth Para Games Dubai 2025, supporting 1,500 young para-athletes from 35 nations and reinforcing its commitment to inclusion, youth empowerment, and community development

Al Jalila Foundation - Dubai

The Al Jalila Foundation, which is supported by the Dubai Government, undertakes medical education and research initiatives in the UAE. Mr. PNC Menon, and others have helped raise significant amount for the cancer hospital, in which Sobha Realty has also committed funding

Endowment University in Dubai

MBRGI and Sobha Realty signed a charitable grant agreement for the establishment of an endowment university in Dubai



India

Sobha Care

Under the Sobha Care Program, technicians and their families are eligible to obtain monetary benefits of various kinds to improve their quality of life and motivate them to grow along with the company

Programs under Sobha Care include Sobha Edu Care (scholarships to children), Sobha New-born Care, Sobha Women Empowerment, Sobha Marriage Blessings and Sobha Housing Scheme

1,000 Homes by Sobha Community Home Project

'GRIHA SOBHA' achieved the milestone of hand over of first 100 homes (out of the 1,000 promised homes) for free, to women from underprivileged families in March 2024, with the foundation stone being laid for another 120 homes

Sobha Healthcare Center

Sobha Healthcare was established to make healthcare accessible for the 2,500 underprivileged families of Kizhakkencherry, Kerela

Sobha Academy

With 1,200 students getting a quality education at no cost, Sobha Academy is truly helping India grow from its grassroots

Sobha University for Women

Sobha University is full-fledged residential university, established to provide free access to advanced college education with cutting-edge infrastructure. It covers all expenses for 5,000 female students

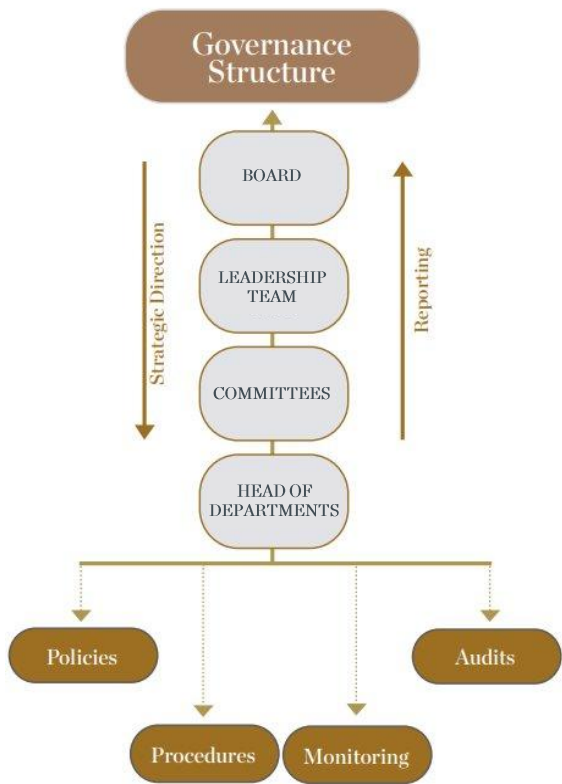
Oman

SAS Housing Initiative

Mr. PNC Menon, signed an MoU with Al Rahma Association of Motherhood and Childhood in Muscat to make contribution over the next 10 years, beginning in 2023, to build 300 homes for orphans and needy families. The association seeks to provide a better life for orphans and underprivileged families registered with it, by implementing the SAS project which aims to provide suitable housing for them

Governance - Robust Corporate Governance Throughout all Levels of the Company

Prudent Corporate Structure



Multiple Governance Committees (Ensure Efficient Operation across all Levels of the Company)



Risk Management Committee

Charged with identifying, assessing, and mitigating risks across Sobha Group's operations, this committee evaluates strategic, financial, operational, and compliance risks, and develops strategies to manage and mitigate potential threats to the organization. Through its proactive stance, the committee bolsters the organization's resilience and fosters its enduring success by adeptly navigating risks inherent in its diverse business portfolio



Investment Committee

Tasked with evaluating and deciding on the allocation of the group's capital across diverse investment opportunities, the Investment Committee meticulously analyzes the market trends, risk factors, and potential returns. This pivotal role ensures the optimization of the group's investment portfolio, fostering prudent financial management and driving sustainable growth and profitability for the Group



Remuneration & Nomination Committee

The Nomination and Remuneration Committee oversees the nomination of qualified individuals for Board and executive positions while also reviewing and recommending suitable remuneration packages for key executives and directors. This ensures alignment with industry standards and the company's performance metrics. The Committee's focus on attracting and retaining top talent fosters good corporate governance within the Group



Audit Committee

Responsible for overseeing financial reporting, internal controls, risk management, and compliance with regulatory requirements. The Audit Committee ensures the integrity of financial statements and monitors the effectiveness of internal audit functions.

Diverse & Accomplished Leadership Team



Mr. PNC Menon
Founder

Mr. PNC Menon is the Founder Sobha Group. He began his career in the Middle East in 1976 and established himself as one of the largest turnkey interiors and contracting solutions providers in the GCC region. With over four and a half decades of experience and a relentless commitment to delivering world-class quality, he has helped the Company become the 3rd largest developer in Dubai in less than a decade



Mr. Ravi Menon
Chairman

Mr. Ravi Menon has 23+ years of experience in construction and real estate development. He focuses, on the group strategy, project execution, quality control, technology advancement, and customer satisfaction. Prior to being appointed Chairman of the Group, he served as Chairman of Sobha India. He also serves as Chairman of the Board of the Company



Dr. Mahmoud AlBurai
Independent Director

Dr. Mahmoud AlBurai has 18+ years of experience in the real estate sector. He currently holds the position of President at FIABCI Emirates and serves as a senior advisor in the Dubai Government. Earlier he served as the CEO of the Dubai Real Estate Institute, RERA and Dubai Holding. He also serves as an Independent Director on the Board of the Company



Mr. Francis Alfred
Managing Director

Bringing over 24 years of experience to his role, Mr. Francis Alfred is responsible for the overall management and monitoring of master planning, project lifecycle, design and delivery of all the Group's real estate projects under development. He also serves as a Director on the Board of the Company



Mr. Nikunj Patel
Chief Financial Officer

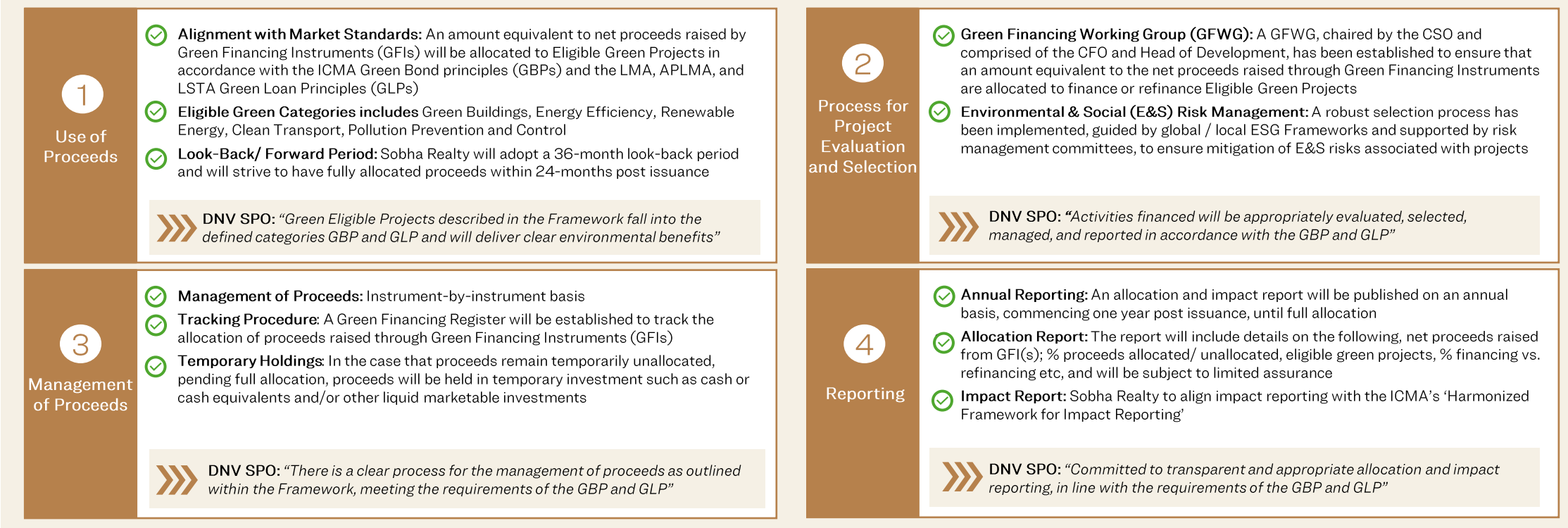
With 11+ years of leadership experience, Mr. Nikunj Patel is a seasoned finance professional with a strong track record in corporate finance, treasury, legal and compliance, investment management, and management consulting. He is a Chartered Accountant and holds B.com degree and certification in business valuations



Green Financing Framework

Green Financing Framework: Alignment with the ICMA Principles and Second Party Opinion

Sobha Realty's Green Financing Framework is Structured in Accordance with the Four Key Pillars of the ICMA's GBPs



Second Party Opinion (SPO)



DNV Business
Assurance Services UK
Limited



August 2025



Four Assessment Principles:

1. Use of Proceeds
2. Process for Project Evaluation and Selection
3. Management of Proceeds
4. Reporting







Positive assessment and confirmation that the Framework aligns with market practice:

- International Capital Markets Association **Green Bond Principles (June 2025)**
- LMA, ALPMA, LSTA **Green Loan Principles (March 2025)**



Green Financing Framework: Eligible Asset Criteria for Use of Proceeds

Eligible Asset Category	Eligibility Criteria	UN SDG Alignment ¹
Green Buildings	<p>Financing related to the construction, development, acquisition, maintenance and operation of new and existing residential, commercial or mixed-use buildings that have obtained or will receive a minimum building certification of the following for example:</p> <ul style="list-style-type: none"> • LEED certification ('Gold' or better) • BCA Green Mark ('Gold+' or better) • EDGE certification • Or are within top 15% of national or regional buildings with regards to energy efficiency 	 
Energy Efficiency	<p>Investments in refurbishments and/or upgrades of commercial and residential buildings that result in a minimum of 30% of energy efficiency including:</p> <ul style="list-style-type: none"> • Installation, maintenance and repair of on-site energy efficiency equipment e.g., HVAC and water heating systems or energy-efficient light sources (LEDs); and/or • Installation, maintenance and repair of on-site instruments and devices for measuring, regulating and controlling energy performance of buildings e.g., smart meters. 	
Renewable Energy	<p>Financing related to the production or procurement of energy from renewable energy sources:</p> <ul style="list-style-type: none"> • Renewable energy generation capacity at commercial and residential properties e.g. wind (onshore and offshore), solar (PV or CSP) • Bio-fuels (from used cooking oil / cooking oil wastage) • Purchasing Power Agreements ("PPAs") and any other investments that pertain to the procurement of renewable energy that is aligned with the GHG protocol • Battery Energy storage systems (BESS) 	
Clean Transport	<p>Financing related to zero tailpipe emission vehicles and associated infrastructure, such as:</p> <ul style="list-style-type: none"> • Installation of charging infrastructure for electric vehicles (EVs) at commercial and residential properties • Infrastructure relating to other low-emissions mobility solutions, like bicycle garages at commercial and residential properties 	
Pollution Prevention and Control	<p>Investment in waste reduction, reuse or recycling projects that result in diversion from landfills, reduction in extraction of virgin materials and recycling to bring the waste back to economic value</p>	



Exclusion Criteria: Fossil fuel energy; Nuclear energy; Gambling, Tobacco, Alcohol, Weapons; Child or forced labour



Additionally, this Framework incorporates EU Paris Aligned Benchmark (PAB) exclusion restrictions

1. In accordance with ICMA Guidance

Note: Sobha's Green Financing Framework and Second Party Opinion can be found at this link: <https://sobharealty.com/sustainability/>

SOBHA
REALTY