



**S**  **BHA**

REALTY

Investor Update

4M FY26

# About Sobha Group

## Sobha Realty – Quality-Driven Real Estate Developer with Complete Backward Integration Model

**62 Mn+**

Saleable area (sq. ft.) of projects launched

**14 Mn+**

Saleable area (sq. ft.) of projects delivered

**50+**

Ongoing projects across UAE

**49,000+**

Number of units launched

**8,000+**

Number of units delivered

**87 Bn+**

Total sales (AED) till date

**ART of THE DETAIL**



### Sobha Group Existing Business

**SOBHA**  
REALTY

**SOBHA**  
CONSTRUCTIONS

**PNC**  
architects

**SOBHA**  
FACADES

**SOBHA**  
MODULAR

**SOBHA**  
COMMUNITY MANAGEMENT

**STAY**  
BY LATINEM

**LATINEM**  
FACILITIES MANAGEMENT

**LATINEM**  
LANDSCAPING

**LATINEM**  
SECURITIES

### Sobha Group Upcoming Business

**SOBHA**  
FURNITURE

**SOBHA**  
ENERGY SOLUTIONS

**SOBHA**  
CONCRETE

# Adequate Resources Available to Support All Commitments



\*Total available resources doesn't include the unsold inventory available with the company

## 4M FY26 Performance Snapshot

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Sales<sup>^</sup>

AED 5.2 Bn

Revenue

AED 4.2 Bn

Collections

AED 4.1 Bn

Collection Backlog

AED 34.2 Bn

Revenue Backlog

AED 29.2 Bn

Ratings (Apr-26)<sup>\*</sup>

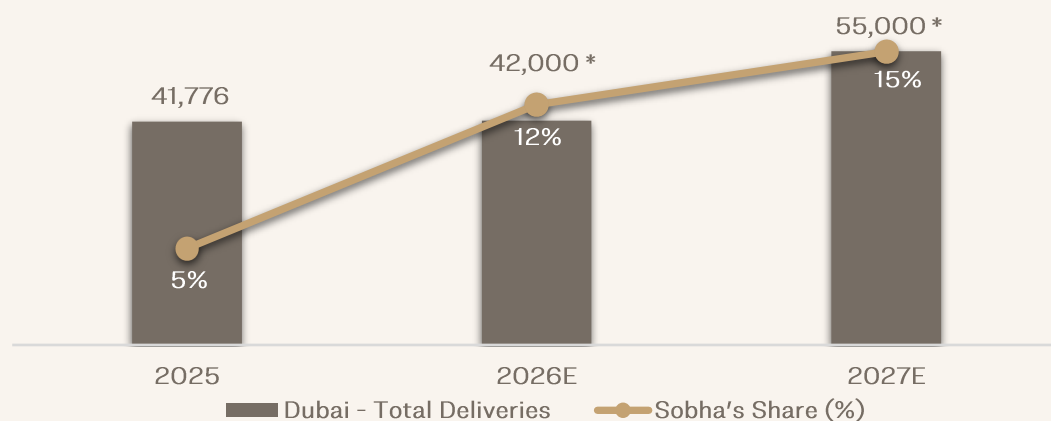
BB / Ba2  
(S&P) (Moody's)

<sup>^</sup>Including sales of JVs (Siniya and Downtown UAQ)

<sup>\*</sup>Rating Reaffirmed in Mar 26 by S&P Global and Apr 26 by Moody's

# Strengthening Brand Equity & Market Position through Consistent Deliveries

## Expected Deliveries of Dubai Market



### Market Outlook:

- Despite a ~120k+ units annual delivery pipeline, FY26 completions are expected to remain at ~40k units, constrained by limited contracting capacity and regional geopolitical uncertainties. Deliveries are expected to improve in FY27, however without a material step-up, as capacity expansion across will be gradual across contractors and developers.

### Sobha's Positioning:

- With the modest growth in Dubai market deliveries, Sobha is well positioned to expand its delivery market share over the next 2–3 years, supported by a strong project pipeline and its robust backward integration model. Deliveries will drive collections, strengthen liquidity, and enable profit realization, making Sobha comparatively more resilient than peers.
- Sobha's consistent track record of timely project delivery is likely to further enhance its brand equity and reinforce customer confidence, supporting sustained demand and long-term positioning in the market.

\*Based on internal estimates

## Key Projects to be Delivered in FY26 & FY27



Waves Opulence



Creek Vista Heights



Sobha One



Sobha Reserve



Sobha Seaheaven



Riverside Crescent

# Resilient Performance of Sobha's 2026 Major Launches Despite Regional Conflicts

**The Brooks (Sobha Sanctuary, Dubai)**

Launch Date	Jan-26
Handover Year	2029
Launch Units	147
Launch Value (Estimated)	AED 0.9 Bn
% Sold	69%

**The Greens (Sobha Sanctuary, Dubai)**

Launch Date	Jan-26
Handover Year	2029
Launch Units	289
Launch Value (Estimated)	AED 1.4 Bn
% Sold	48%

**The Willows (Sobha Sanctuary, Dubai)**

Launch Date	Feb-26
Handover Year	2029
Launch Units	206
Launch Value (Estimated)	AED 0.9 Bn
% Sold	41%

**River Cove Residence (Sobha City, Abu Dhabi)**

Launch Date	Apr-26
Handover Year	2029
Launch Units	430
Launch Value (Estimated)	AED 0.8 Bn
% Sold	85%


**The Terraces (Sobha City, Abu Dhabi)**

Launch Date	Apr-26
Handover Year	2029
Launch Units	98
Launch Value (Estimated)	AED 0.7 Bn
% Sold	45%

# Update on Senior Management



### Incoming CFO




**Professional Experience**

Manish Jindal is an experienced finance leader and Chartered Accountant with 16+ years of experience across the UAE, UK, USA, and India. He has held leadership roles across Real Estate, FMCG, and Manufacturing sectors, with expertise in treasury, institutional financing, capital markets, and financial strategy. Prior to joining Sobha Realty, he held senior finance positions at RAK Ceramics PJSC and Dabur International across multiple global markets.

With his strong finance background and deep understanding of Sobha Realty’s financial framework, he has been promoted to CFO role to support a seamless leadership transition and continued strategic continuity.

**Mr. Manish Jindal**

### Outgoing CFO



**Professional Experience**

With 13+ 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.

We sincerely thank him for his exceptional contribution and leadership during his association with Sobha Realty and wish him continued success in his future endeavors.

**Mr. Nikunj Patel**

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