



S BHA  
REALTY

Investor Update

H1 FY26

# Diversifying Into Abu Dhabi's Growing Real Estate Market While Maintaining Delivery Discipline

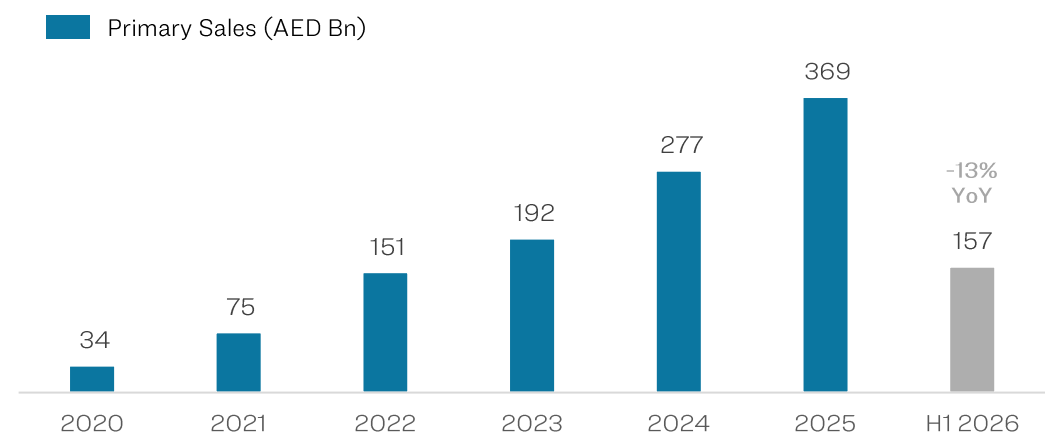
- ✓ Dubai's primary market sales declined 13%\* YoY from a record base of FY25, largely reflecting the near-term demand impact of the regional conflict; although PSF prices remain stable, underscoring **resilient end-user conviction in Dubai**
- ✓ **Abu Dhabi** has emerged as the **UAE's fastest-growing market**, with primary sales up 239% YoY despite regional headwinds – the **growth trajectory is expected to be sustained** by its expanding commercial base and tourism infrastructure pipeline
- ✓ Extending company's **proven diversification strategy beyond Dubai** at an early stage of the market's growth cycle, **Sobha launched "Sobha City"**, its first master-planned community in Abu Dhabi, which saw **strong buyer demand**
- ✓ Overall, Sobha **launched 1,900+ units** across its Sobha Sanctuary, Sobha Siniya and Sobha City communities
- ✓ It also **delivered 1,300+ units**, and is on-track to deliver **further 5,400+ units in H2 FY26**, reinforcing its track record of **on-time or ahead-of-schedule delivery through the cycle**
- ✓ The company achieved
  - Sales of **AED 8.1 bn**<sup>#</sup>
  - Revenues of **AED 6.6 bn**
  - EBITDA & Net Profit of **AED 2.2 bn & AED 1.8 bn**<sup>\*\*</sup> respectively
- ✓ Strong **revenue backlog of ~AED 29 bn**<sup>##</sup> underpinned by a total project pipeline of 41,500+ units, provides forward visibility of revenue and profitability
- ✓ S&P & Moody's has **reaffirmed company's 'BB' and 'Ba2' rating**, reflecting its strong fundamentals and resilience through the current operating environment



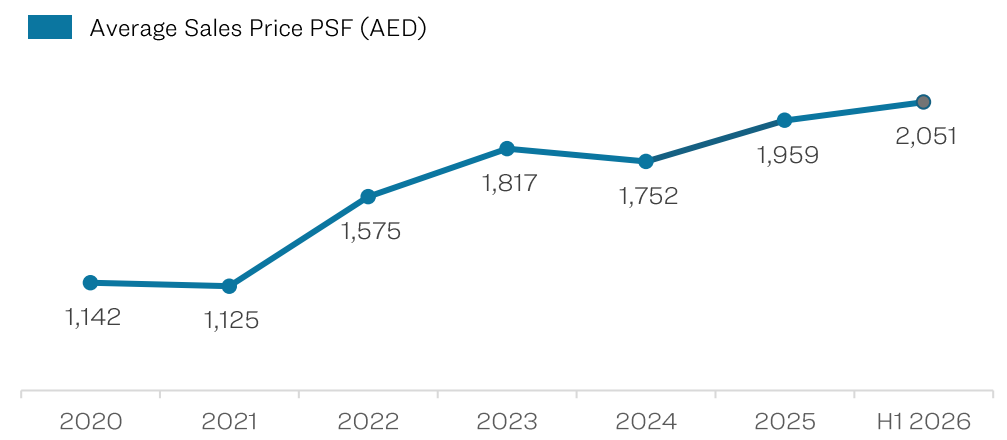
## Dubai & Abu Dhabi Real Estate Market

# Dubai's Residential Market Transitioning from Rapid Expansion to Sustainable Growth

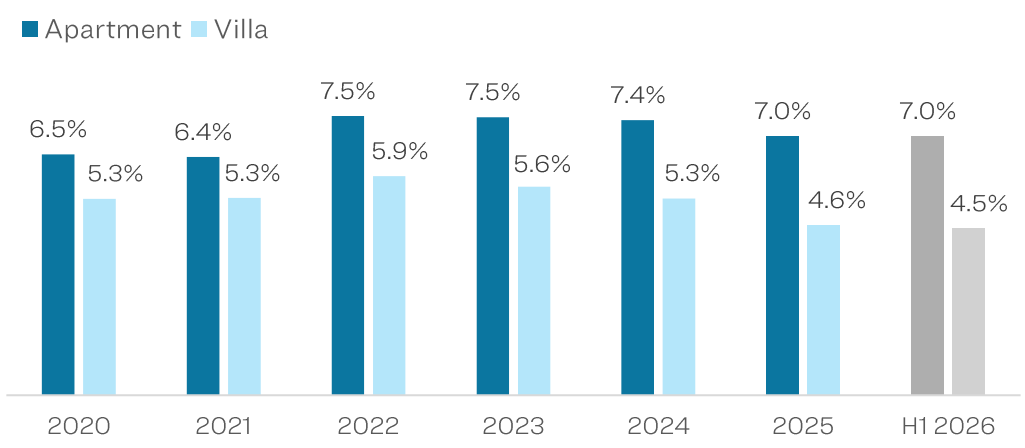
Primary Market Sales Moderate from Peak Levels...



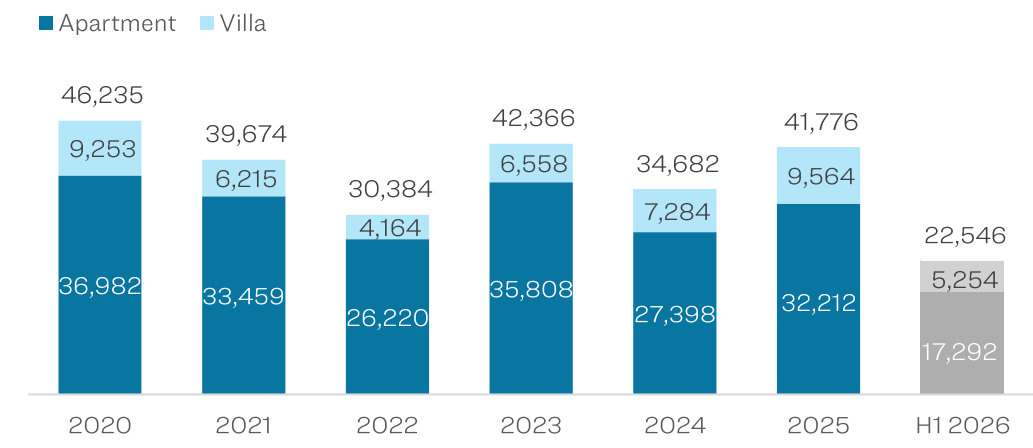
...While Avg. Selling Price Realizations Remain Stable



Rental Yields\* (%) Remain at Same Levels...



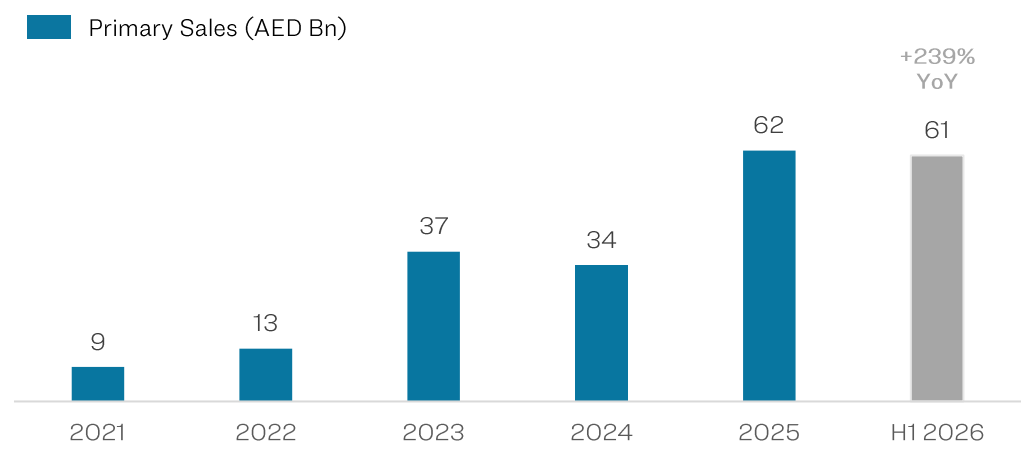
...As Deliveries Coming to the Market Remain Limited



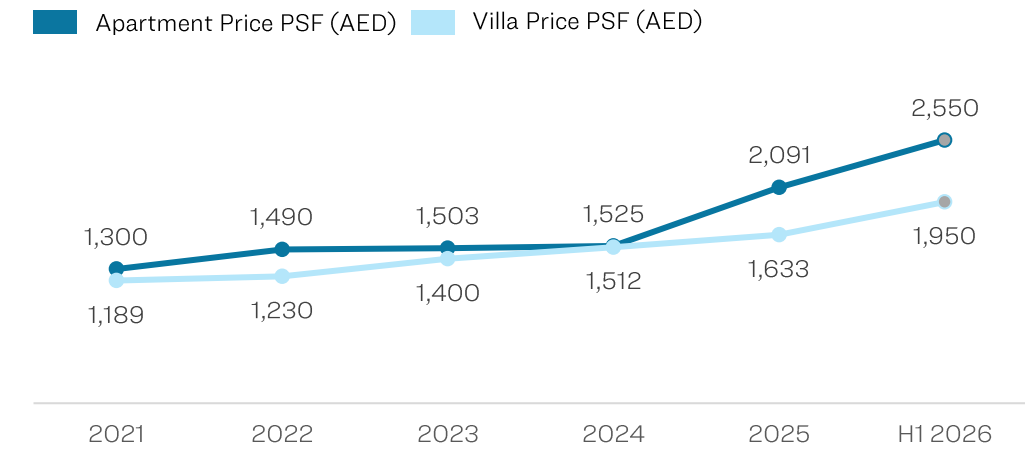
\* Gross Rental Yields  
Source: Dubai Land Department, REIDIN

# Abu Dhabi Emerges as the UAE's Fastest-Growing Residential Market

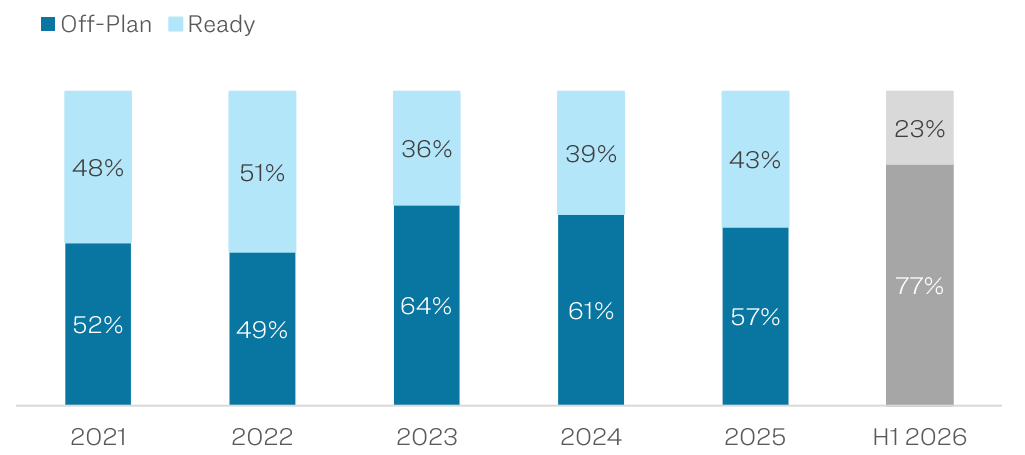
Robust Sales Growth Underpinned by Strong Demand...



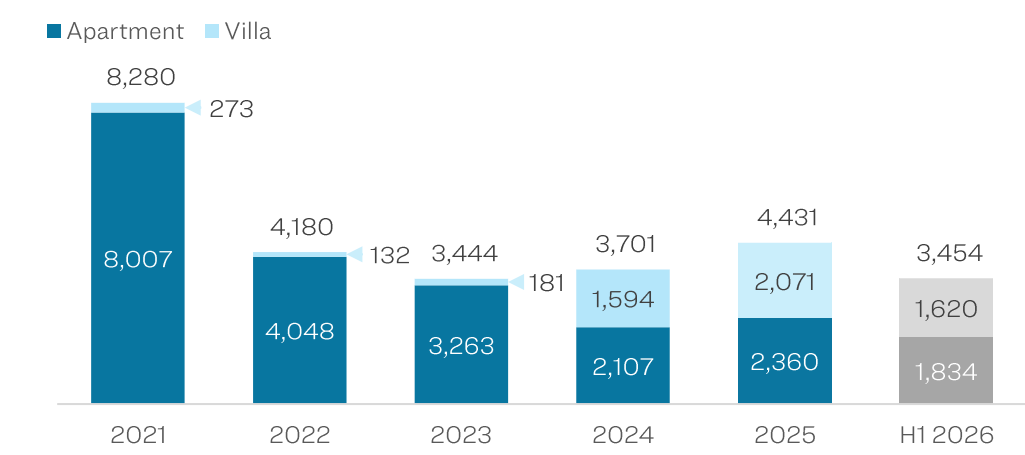
...With Average PSF Prices Rising at a Measured Pace



Off Plan Sales Continue to Dominate Market...



...As Deliveries Still Trail the Pace of Demand



Source: ADREC, Bayut, ADX Interact



## 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

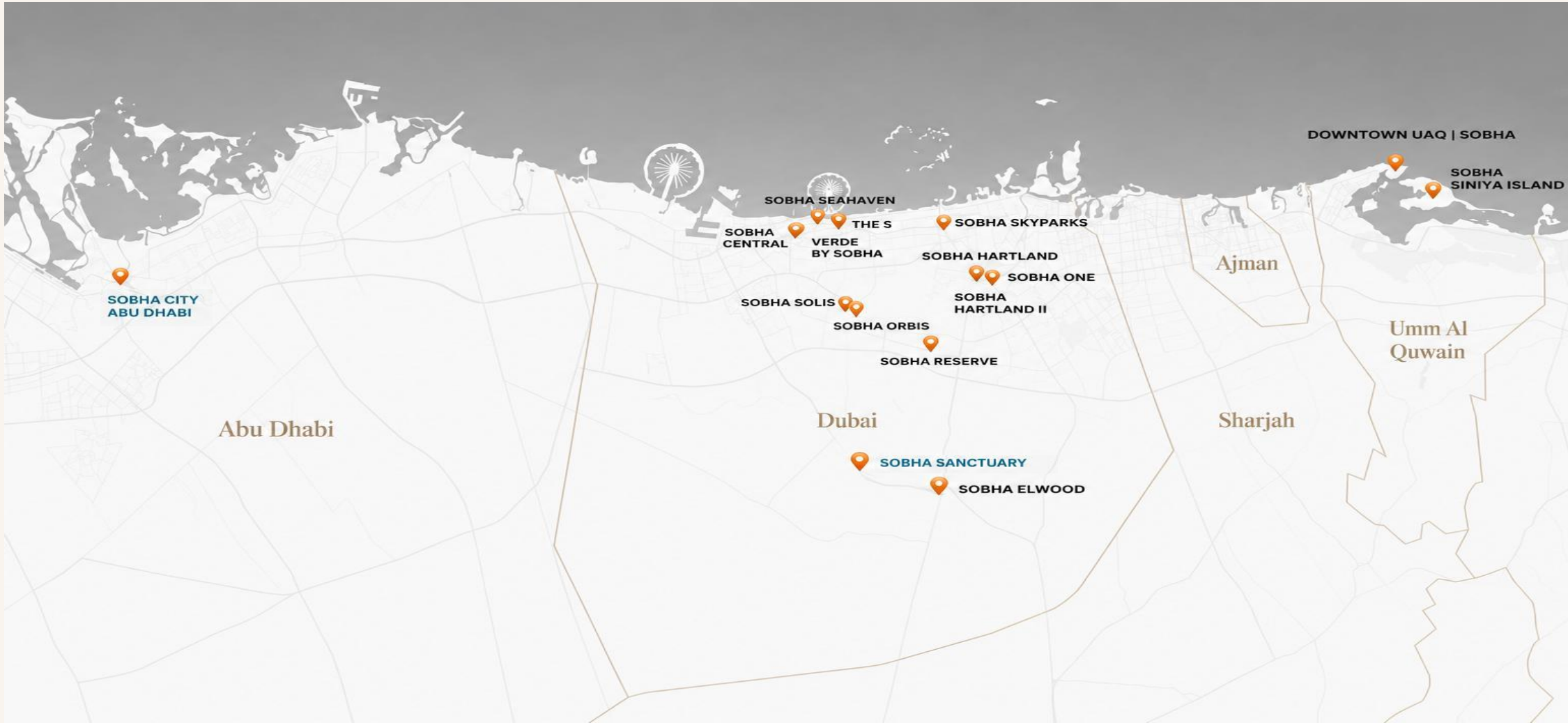
Security Services

District Cooling Services

*Dedicated customer support teams to foster peaceful community living*



# Expanding Footprint Across Key Real Estate Markets in UAE



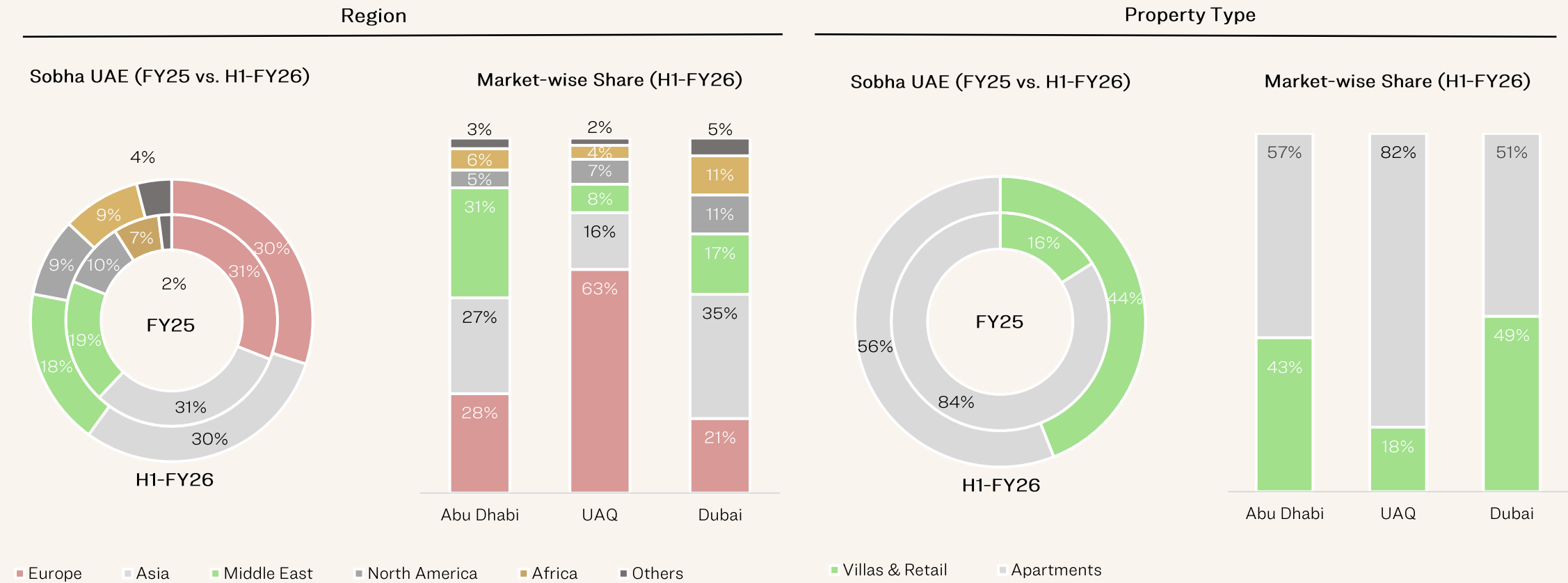
Note: Project Details as on 30<sup>st</sup> Jun 2026

Existing Communities / Projects

Recent Launches

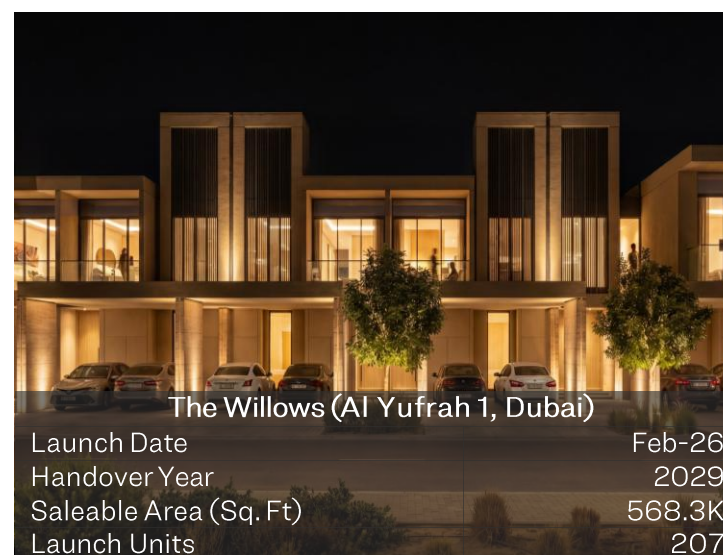
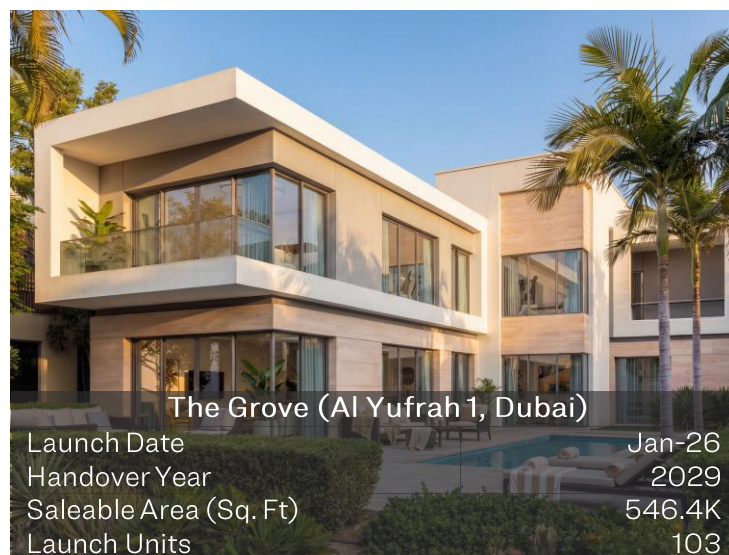
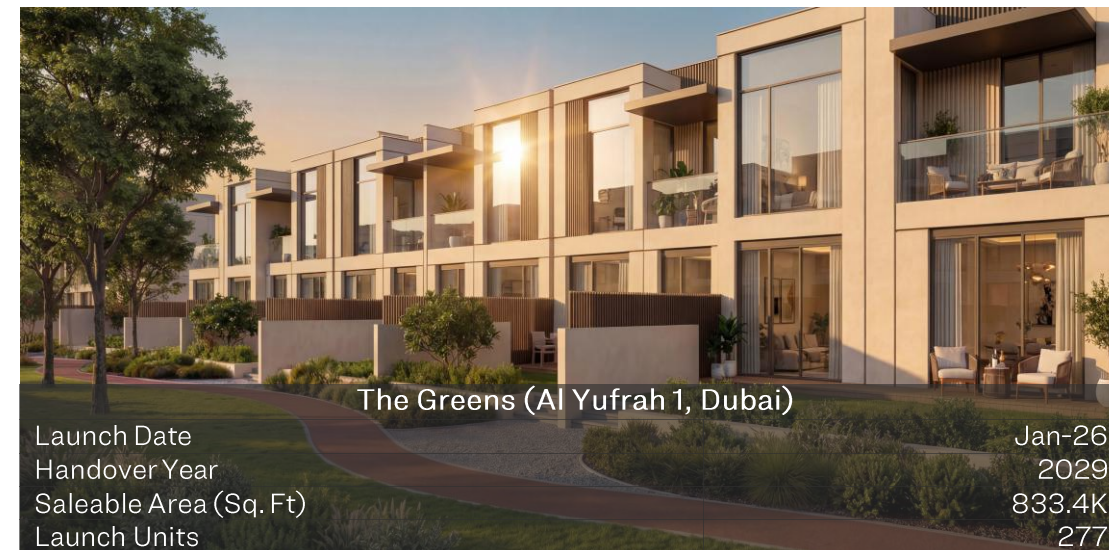
# Diverse Customer Base Reflecting Resilient Buyer Profile

Bifurcation of Customers\*  
(FY25 & H1 FY26)



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

## Slew of Sobha Launches in H1 FY26 Across UAE (1/2)



# Slew of Sobha Launches in H1 FY26 Across UAE (2/2)



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

|                         |        |
|-------------------------|--------|
| Launch Date             | Apr-26 |
| Handover Year           | 2029   |
| Saleable Area (Sq. Ft.) | 364.9K |
| Launch Units            | 454    |



**The Orchard (Sobha City- Abu Dhabi)**

|                         |        |
|-------------------------|--------|
| Launch Date             | Apr-26 |
| Handover Year           | 2029   |
| Saleable Area (Sq. Ft.) | 466.4K |
| Launch Units            | 97     |



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

|                         |        |
|-------------------------|--------|
| Launch Date             | Apr-26 |
| Handover Year           | 2029   |
| Saleable Area (Sq. Ft.) | 504.6K |
| Launch Units            | 152    |



**The Woods Retreat (Al Yufrah 1, Dubai)**

|                         |        |
|-------------------------|--------|
| Launch Date             | May-26 |
| Handover Year           | 2029   |
| Saleable Area (Sq. Ft.) | 120.7K |
| Launch Units            | 180    |



## Financial Overview

# Disciplined Financial Performance Through a Period of Regional Uncertainty



Note: 1. All numbers in AED Bn except ratios

\*Includes proportionate share of Sobha Siniya & Downtown UAQ

#Including Sobha Siniya & Downtown UAQ Sales

^EBITDA and Net Profit Margin excl. fair value gain

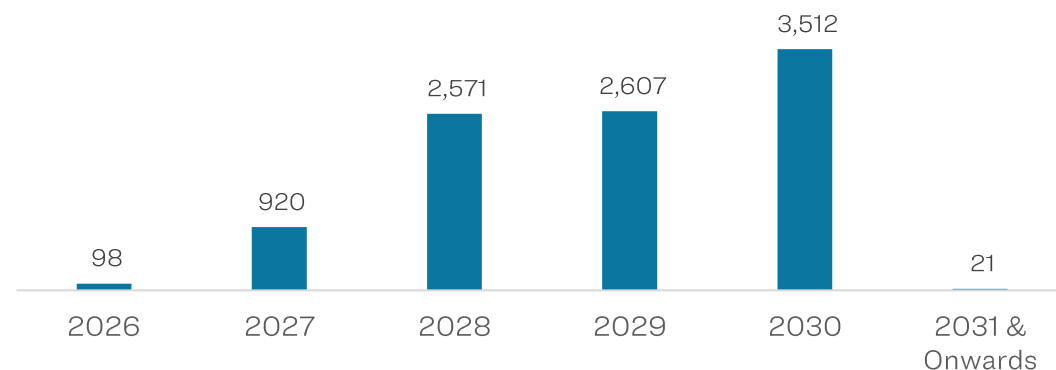
@H1 FY26 SG&A reflects only 2 months of the cost optimization measures implemented in Apr-26 — full benefits will flow through in H2 FY26, expected to reduce costs further

# 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 |
|------------|-------|----------|
| 9,729      | 6,079 | 3,650    |

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



## Credit Ratings

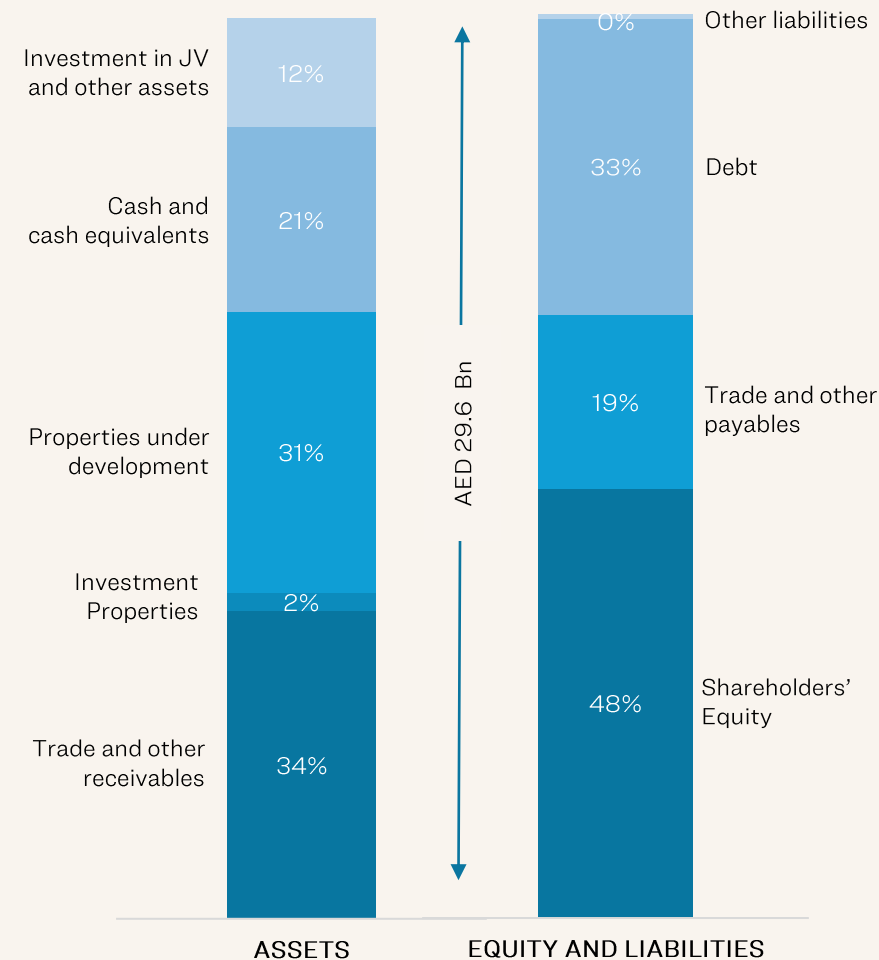
**S&P Global**  
Ratings

Sukuk: BB/Negative  
CFR: BB/Negative  
(Rating Affirmed in Mar'26 with Revised Outlook)

**MOODY'S**

Sukuk: Ba2/Stable  
CFR: Ba2/Stable  
(Rating Affirmed in Apr'26)

## B/S Break Down – as on 30<sup>th</sup> June 2026



# 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 outstanding 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



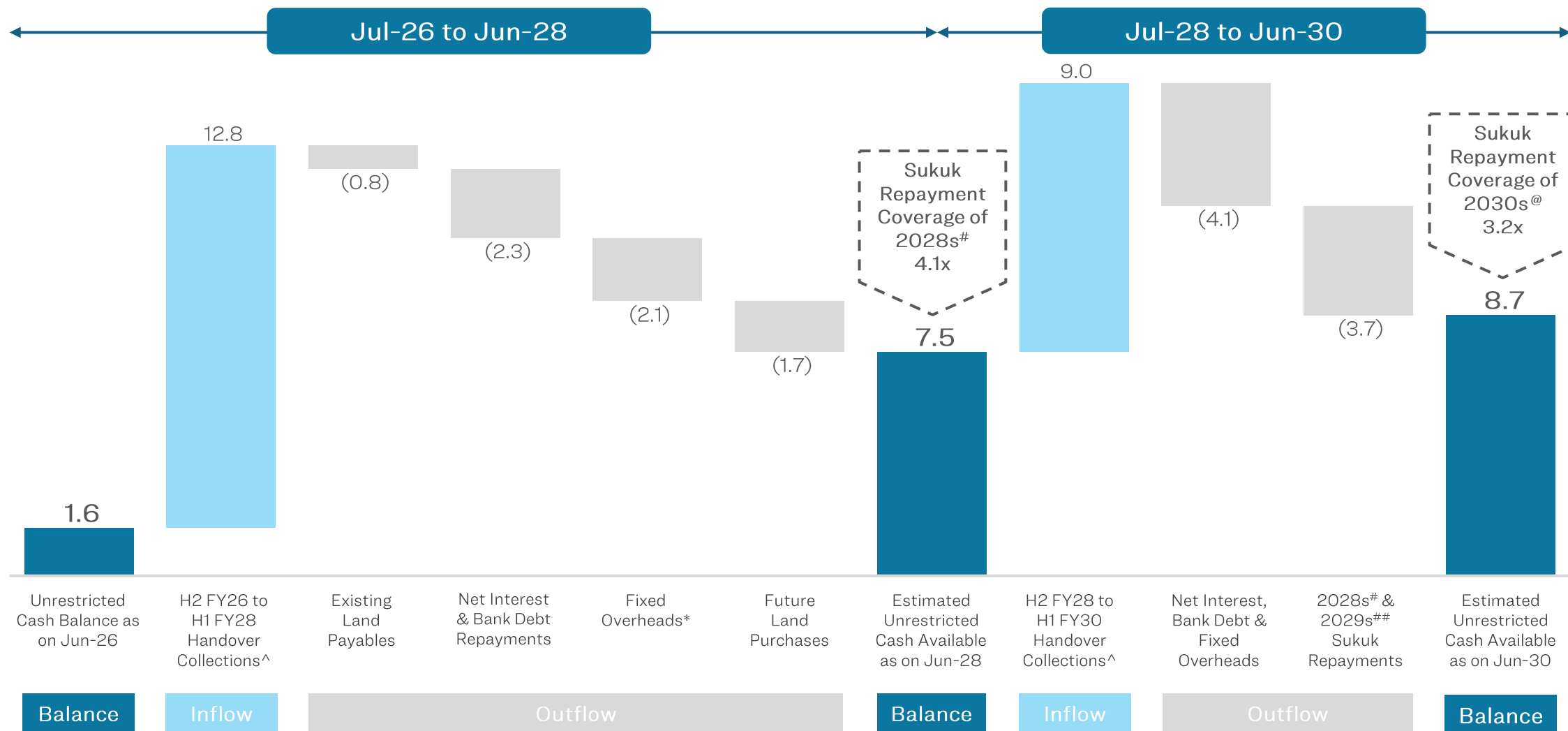
## Resource & Commitments

# Adequate Resources Available to Support All Commitments



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

# Sukuk Repayment Sufficiently Covered from Existing Sales



Note: All numbers are AED Bn ^Handover Collections from Existing Sales \*Based on H1FY26 expenses #2028s: \$500 Mn Sukuk maturing in Jul-28 ##2029s: \$500 Mn Sukuk maturing in Feb-29 @2030s: \$750 Mn Sukuk maturing in Sep-30

## FY26 Project Handovers Remain On Schedule



**Crest Grande**

|                |         |
|----------------|---------|
| Launch Date    | Q3-FY22 |
| Handover       | Q1-FY26 |
| Total Units    | 985     |
| Units Sold (%) | 100%    |
| Completion (%) | 100%    |



**Waves Opulence**

|                |         |
|----------------|---------|
| Launch Date    | Q2-FY23 |
| Handover       | Q2-FY26 |
| Total Units    | 363     |
| Units Sold (%) | 100%    |
| Completion (%) | 100%    |



**Creek Vista Heights**

|                |         |
|----------------|---------|
| Launch Date    | Q2-FY23 |
| Handover       | Q3-FY26 |
| Total Units    | 1,354   |
| Units Sold (%) | 100%    |
| Completion (%) | 92%     |



**Sobha Estates - I**

|                |         |
|----------------|---------|
| Launch Date    | Q1-FY23 |
| Handover       | Q4-FY26 |
| Total Units    | 52      |
| Units Sold (%) | 100%    |
| Completion (%) | 80%     |



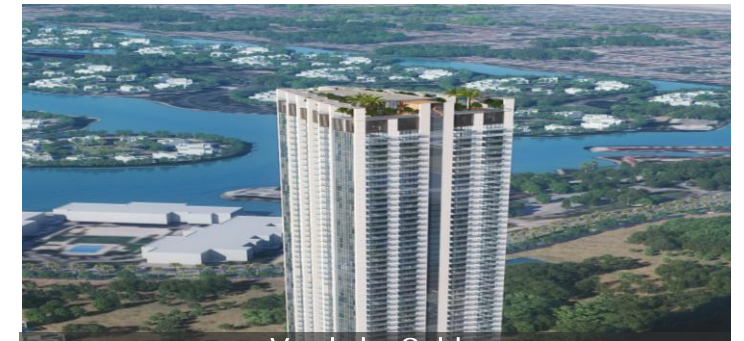
**Sobha One**

|                |         |
|----------------|---------|
| Launch Date    | Q1-FY23 |
| Handover       | Q4-FY26 |
| Total Units    | 3,057   |
| Units Sold (%) | 100%    |
| Completion (%) | 85%     |



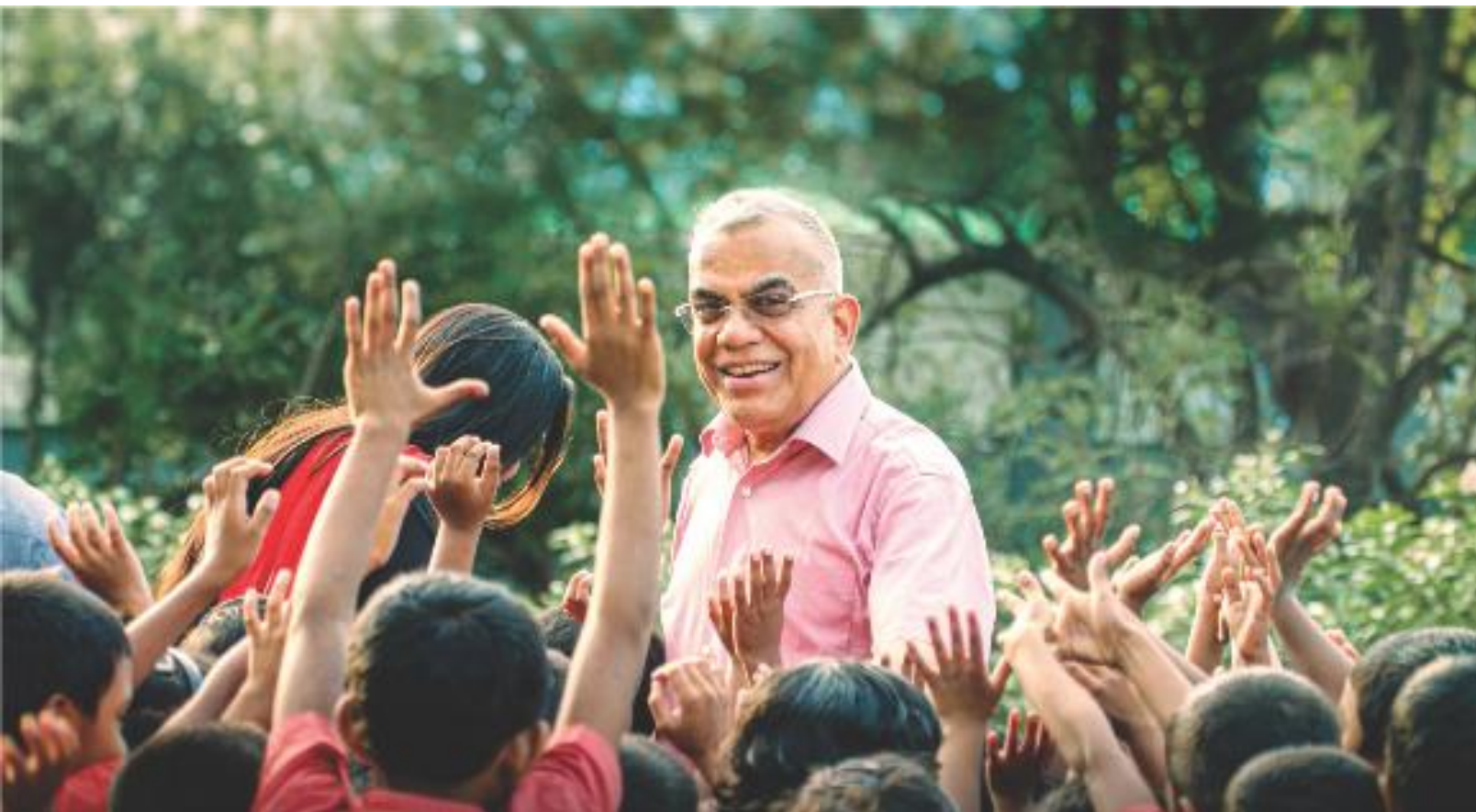
**Sobha Reserve**

|                |               |
|----------------|---------------|
| Launch Date    | Q1 to Q3-FY23 |
| Handover       | Q4-FY26       |
| Total Units    | 348           |
| Units Sold (%) | 100%          |
| Completion (%) | 81%           |



**Verde by Sobha**

|                |         |
|----------------|---------|
| Launch Date    | Q2-FY23 |
| Handover       | Q4-FY26 |
| Total Units    | 610     |
| Units Sold (%) | 100%    |
| Completion (%) | 80%     |



## 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 Fitwel
- 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

### Solar Energy Project

- Implementation of 5.7 MW rooftop Solar PV project at the new state-of-the-art Sobha Furniture manufacturing facility in Dubai Industrial City (DIC) generating 9.35 million units of renewable electricity per year

### Low-Carbon Cement

- Switching to Vertua low-carbon cement across selected projects, reducing CO<sub>2</sub> emissions from one of the most carbon-intensive construction materials

### Biodiesel Usage

- Adopted B5 biodiesel across construction activities, with 24.5 million liters used as on date, reducing significant carbon emissions

### 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

### Waste Circularity

- Nearly 200,000 m<sup>3</sup> of concrete debris and about 7,000 tons of steel waste were redirected back into the circular economy through reuse and recycling at Sobha Central

### Water recycling and reuse

- Commissioning of the organic, nature-based wastewater treatment plant at Sobha Hartland II recycling 14,000 m<sup>3</sup> of water per day for landscape use

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

## Sound Sustainability Reporting

### 2025 CLIMATE REPORTING



ESG REPORT



TCFD REPORT

- Voluntarily initiated ESG reporting in 2021 and has since published reports at regular intervals, with the most recent ESG Report for 2025 to be released by Aug 2026
- Voluntarily supported TCFD reporting. 2025 TCFD report will be released by Aug 2026
- Completed our comprehensive GHG assessment (2025) for the 3<sup>rd</sup> consecutive year comprising all scopes i.e. Scope-1, Scope-2 and Scope-3
- Established an internal Net Zero roadmap strategy to align with overall UAE's national Net Zero agenda
- Launched Green Financing Framework to support and drive sustainability

Note: Sobha's Environmental, Social and Governance Report can be found at this link: [Sustainability & Green Building Initiatives | Sobha Realty](#)

## 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 Development Benchmark (2026 assessment under way)
- 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 outstripped the global average of 88, while a perfect Management score of 30/30 highlighted superior leadership and risk management. An exceptional Development score further reaffirmed its success in embedding sustainability into its design and construction processes



### Alignment to Global Sustainability Standards

- Intend to align the 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

## 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

### Building 50 homes for Wayanad Tragedy Families

Mr. PNC Menon, Founder of Sobha Group, has pledged to build 50 homes for families affected by the landslides in Wayanad, Kerala.

### 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

### Arab Reading Challenge

MBRGI and Sobha Realty signed a charitable grant agreement of AED 400 Million for the establishment of an endowment building in Dubai, with all proceeds dedicated to supporting the Arab Reading Challenge.



## 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

### 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

### 1,000 Homes by Sobha Community Home Project

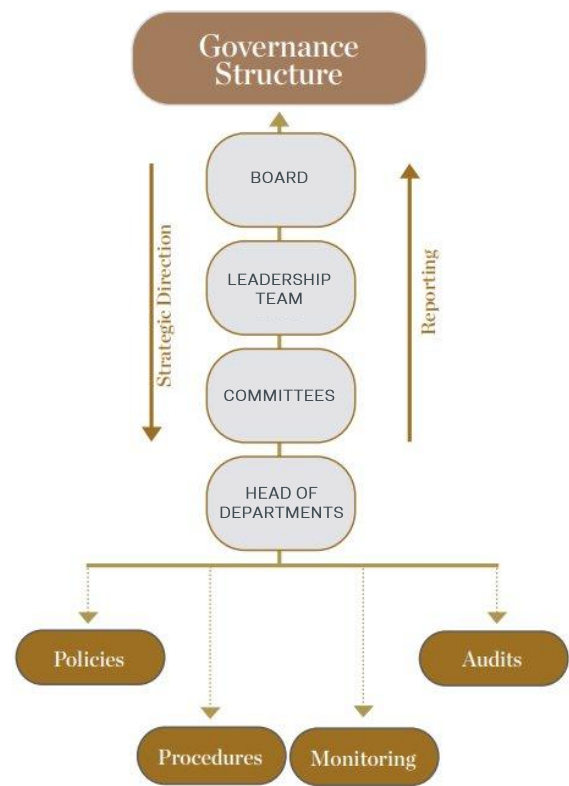
'GRIHA SOBHA' achieved the milestone of hand over of first 100 homes (out of the 1,000 promised homes) for free, to women from underprivileged families in March 2024, with the foundation stone being laid for another 120 homes

### Sobha Healthcare Center

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

# 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 3<sup>rd</sup> largest developer in Dubai in less than a decade



**Mr. Ravi Menon**  
Chairman

Mr. Ravi Menon has 24+ 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 19+ 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 25 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. Manish Jindal**  
Chief Financial Officer

With over 16 years of experience across the UAE, UK, USA, and India, Mr. Manish Jindal is a Chartered Accountant with extensive expertise in treasury, institutional financing, capital markets, and financial strategy. Prior to joining Sobha Realty, he held senior finance roles at RAK Ceramics PJSC and Dabur International across multiple global markets

