



Sunteck Realty Ltd.

Earnings Update Q2 and H1 FY2019

November 13th, 2018

**NSE: SUNTECK | BSE: 512179 | Bloomberg:
SRIN: IN | Reuters: SUNT.NS / SUNT.BO**

Disclaimer

By attending the meeting where this presentation is made and any additional material is provided ("Presentation") or by reading the Presentation, you ("Recipient"), agree to be bound by the following limitations. This Presentation has been prepared on the basis of the estimates of the management of Sunteck Realty Limited (the "Company" or "Sunteck"), for the sole and exclusive purpose of providing information to the Recipient about the Company and its business, and is not and should be construed to be, directly or indirectly, an offer and / or an invitation and / or a recommendation and / or a solicitation of an offer to buy or sell any securities of the Company in any jurisdiction, nor shall part, or all, of this Presentation form the basis of, or be relied on in connection with, any contract or binding commitment or investment decision in relation to any securities of the Company. No offering of securities of the Company will be made except by means of an offering document containing detailed information about the Company. Securities may not be offered or sold in the United States unless they are registered or exempt from registration requirements under the U.S. Securities Act of 1933, as amended. There will be no offer of securities in the United States.

The distribution of this Presentation in certain jurisdictions may be restricted by law and persons into whose possession this Presentation comes should inform themselves about and observe any such restrictions. This Presentation is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose without the prior written consent of the Company. The information in this Presentation is being provided by the Company solely for the purposes set out herein and is subject to change without notice. Further, this Presentation does not purport to be all-inclusive or necessarily include all the information that the Recipient desires in its evaluation of the Company. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.

The audited consolidated financial statements for Fiscals 2017 and 2016 have been prepared in accordance with Ind AS and the same for prior years have been prepared in accordance with Indian GAAP. This Presentation contains statements which may pertain to future events and expectations and therefore may constitute forward-looking statements. Any statement in this Presentation that is not a statement of historical fact shall be deemed to be a forward-looking statement, and the Recipient agrees that such statements may entail known and unknown risks, uncertainties and other factors which may cause the Company's actual results, levels of activity, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. There can be no assurance that the results and events contemplated by the forward-looking statements contained herein will in fact occur. None of the future projections, expectations, estimates or prospects in this Presentation should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the Presentation. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.

The Recipient acknowledges that it shall be solely responsible for its own assessment of the market and the market position of the Company and that it shall conduct its own analysis and be solely responsible for forming its own view of the potential future performance of the business of the Company. The information contained in this Presentation is as of March 31, 2018 except as may be stated otherwise. Neither the delivery of this Presentation nor any further discussions of the Company with any of the Recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since that date. The Company is not under any obligation to update the contents of this Presentation or inform Recipient of any changes in the affairs of the Company. The Company hereby expressly disclaims liability for any errors, inaccuracies, or omissions, and representations and warranties – express or implied, as provided within or in connection with this Presentation. Any clarifications, queries or future communication regarding the matters stated in this Presentation should be addressed to the Company directly. The information given in this Presentation in the form of pictures, artistic renders, areas, consideration, project details etc. should not be construed to be or constitute advertisements, solicitations, marketing, offer for sale, invitation to offer or invitation to acquire. The intention of this Presentation is not to sell or market the unit/s of any of the projects of the Company and is limited to only providing information to Recipient of the Presentation.

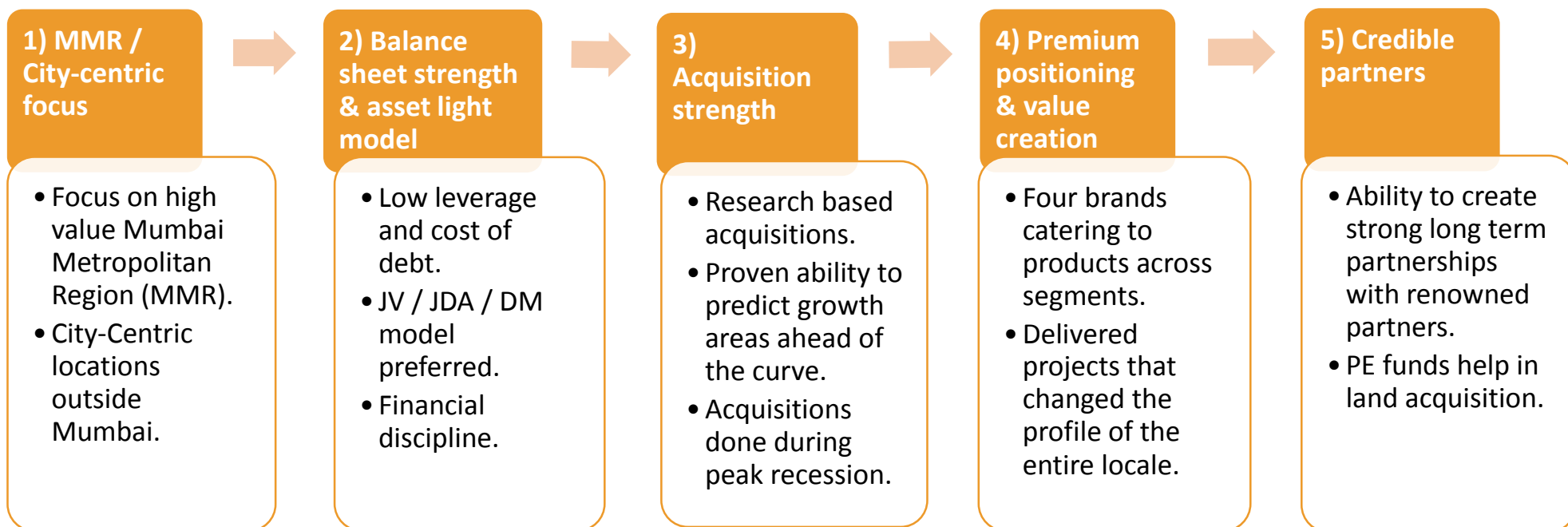
Note The project elevations are for representation purposes only and are the sole property of the Company and may not be reproduced, copied, projected, edited in any way without written permission from the Company.



Sunteck Realty - Executive Summary

Company Profile: Sunteck is a Mumbai focussed premium developer with experienced promoter, focussed project acquisition strategy, premium brand, strong execution and healthy balance sheet.

Strong Project Portfolio: Sunteck has about 30 mn sqft spread across 25* projects (9 projects completed worth ~Rs60,000mn) majorly in MMR region having leadership position in CBDs of Mumbai at BKC (5 projects) and ODC, Goregaon (W) (6 projects).



Key Triggers:

- ✓ To build around 2.6mn sqft of rental portfolio
- ✓ Strong balance sheet to support future growth

**Includes completed, ongoing, upcoming and future projects*

Premium positioning through differentiated Brands

Differentiated branding across product segments helps command a premium positioning across segments

Signature

Uber Luxury residences

Signia

Ultra Luxury residences

SunteckCity

Premium Luxury residences

SunteckWorld

Aspirational Luxury residences

Sunteck

Commercial & Retail developments



Q2 and H1 FY2019 Earnings Update



Q2 and H1 FY2019 Key Developments

1. In the recent launch of our **1st Aspirational Luxury project Sunteck West World at Naigaon**, the company has received an overwhelming response and **sold 1,015 units** with a total sales turnover of **INR 317 crores** till 30th September 2018.
2. During the second quarter, the company has seen **good sales traction at BKC projects** as well continue registering increased inquiry levels and sales.
3. **Construction continuing in full swing at our ongoing projects** Sunteck City Avenue 1 and Avenue 2 (ODC, Goregaon), Signia Pride (Andheri East), Gilbird Hill (Andheri West), Signia Waterfront (Airoli), Sunteck Icon (BKC Junction) and Sunteck West World (Naigaon).
4. **Long Term Credit Rating upgraded from A+ to AA- with stable outlook** by 2 rating agencies - **India Ratings & Research (Fitch)** and **CARE Ratings** signifying our strong balance sheet and prudent cash flow management.



Amongst the best balance sheet & credit rating in the sector

Rs million	H1 FY19	FY 2018	Difference	% change
Secured Debt	4,996	4,256	740	17%
Cash & Bank Balance	979	1,144	-165	-14%
Net Secured Debt	4,017	3,112	905	29%
Unsecured Debt	574	1,424	-850	-60%
Net Debt	4,591	4,536	55	1%
Net Worth	27,234	26,303		
Net Debt / Equity	0.17	0.17		

- Promoter shareholding of ~67% with no promoter shares pledged, no Corporate Guarantee given.
- Long Term Credit Rating of AA- from India Ratings (Fitch) and CARE Ratings.
- Incremental debt funding in single digit percentage.

Robust Operational and Financial Performance

Rs million

Operational Data - Rs million	H1 FY2019	H1 FY2018	Q2 FY2019	Q2 FY2018
Pre-sales (new bookings)	6,027	2,976	4,211	1,698
Collections	3,015	2,760	1,405	1,455

Rs million

P&L (consolidated) - Rs million	H1 FY2019	H1 FY2018	Q2 FY2019	Q2 FY2018
Revenue from Operations	3,914	4,801	1,803	3,467
EBITDA	1,896	1,700	780	993
Operating Margin	48.44%	35.41%	43.26%	28.63%
Profit after tax	1,177	973	588	621
Net Profit Margin	30.07%	20.27%	32.58%	17.92%

Consolidated Balance Sheet

Rs million

Liabilities (Rs million)	H1 FY19	FY 2018	Assets (Rs million)	H1 FY19	FY 2018
Shareholders Funds	27,234	26,303	Trade Receivables	3,223	2,906
Minority Interest	870	775	Inventories	26,464	26,427
Secured Loans	4,996	4,256	Loans & Advances	1,948	1,626
Unsecured Loans	573	1,424	Cash & Bank balances	979	1,144
Others	3,917	3,798	Others	4,975	4,452
Total	37,589	36,556	Total	37,589	36,556

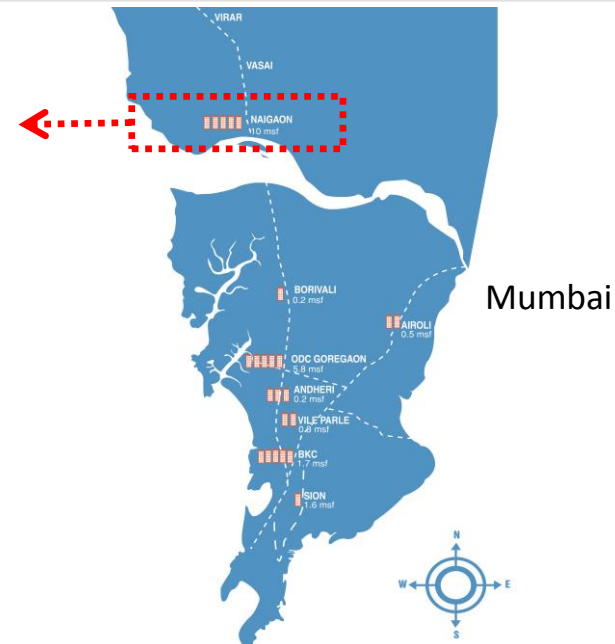
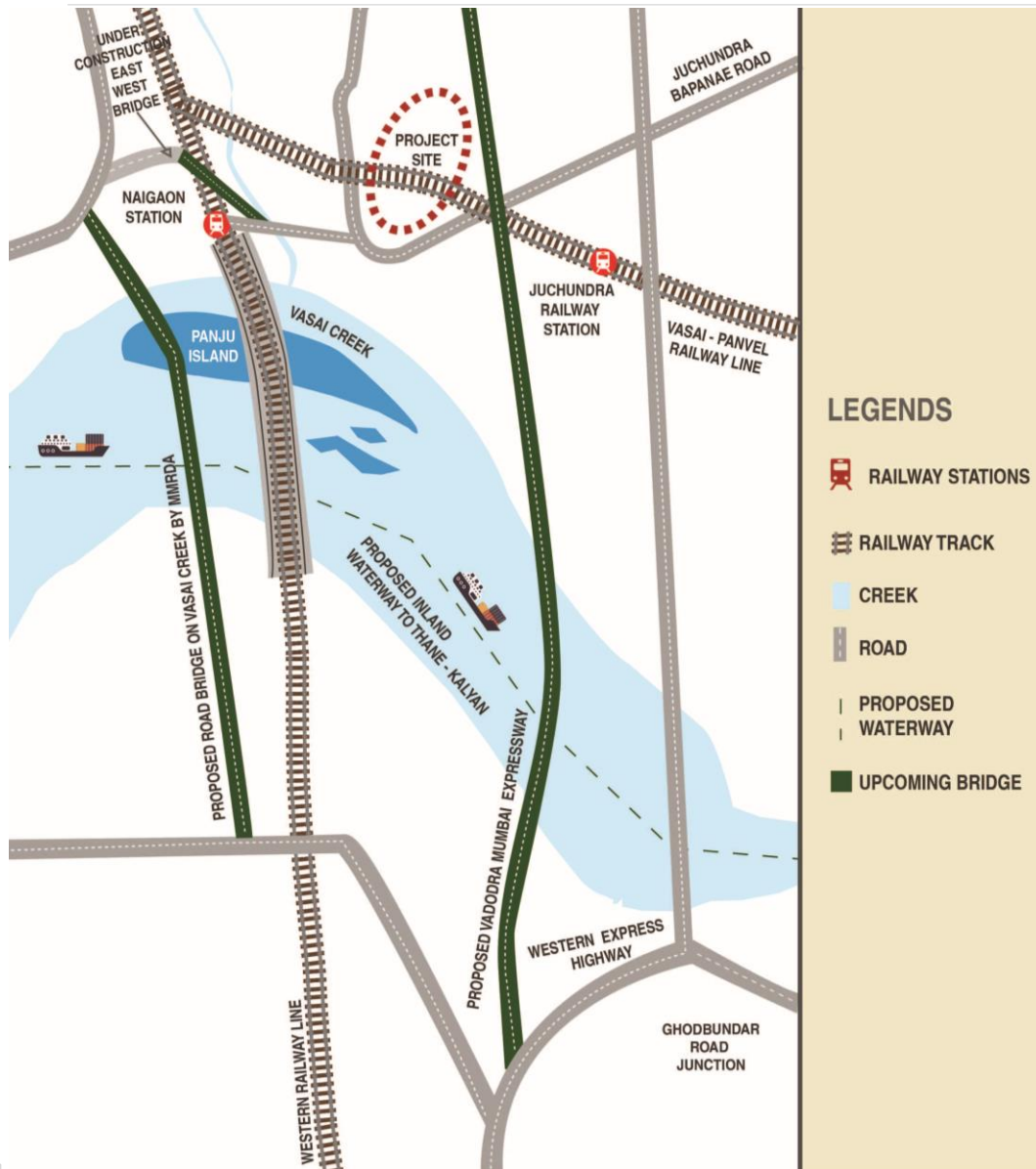
**Aspirational luxury residences at Naigaon:
Vision in-line with core value proposition**



Aspirational luxury residences at Naigaon: Vision in-line with core value proposition

1. Sunteck has **capitalised on its strong brand** by acquiring a project in the **aspirational segment**, under the **asset light JDA model**.
2. The project has a potential development of **100 acres at Naigaon** - emerging location on the **western suburbs of Mumbai Metropolitan Region (MMR), between Borivali and Virar**.
3. Through this project, Sunteck has broken the conventional path by giving the **experience of luxury in aspirational homes with a new brand Sunteck West World**.
4. We have now **diversified our business across the pricing spectrum**, from uber-luxury to affordable and at the same time **being true to defining luxury living for all**.
5. This further augments our credibility and **strengthens the cash flow visibility & stability**.

Naigaon: Upcoming location with superior infrastructure



Existing & future Infrastructure developments:

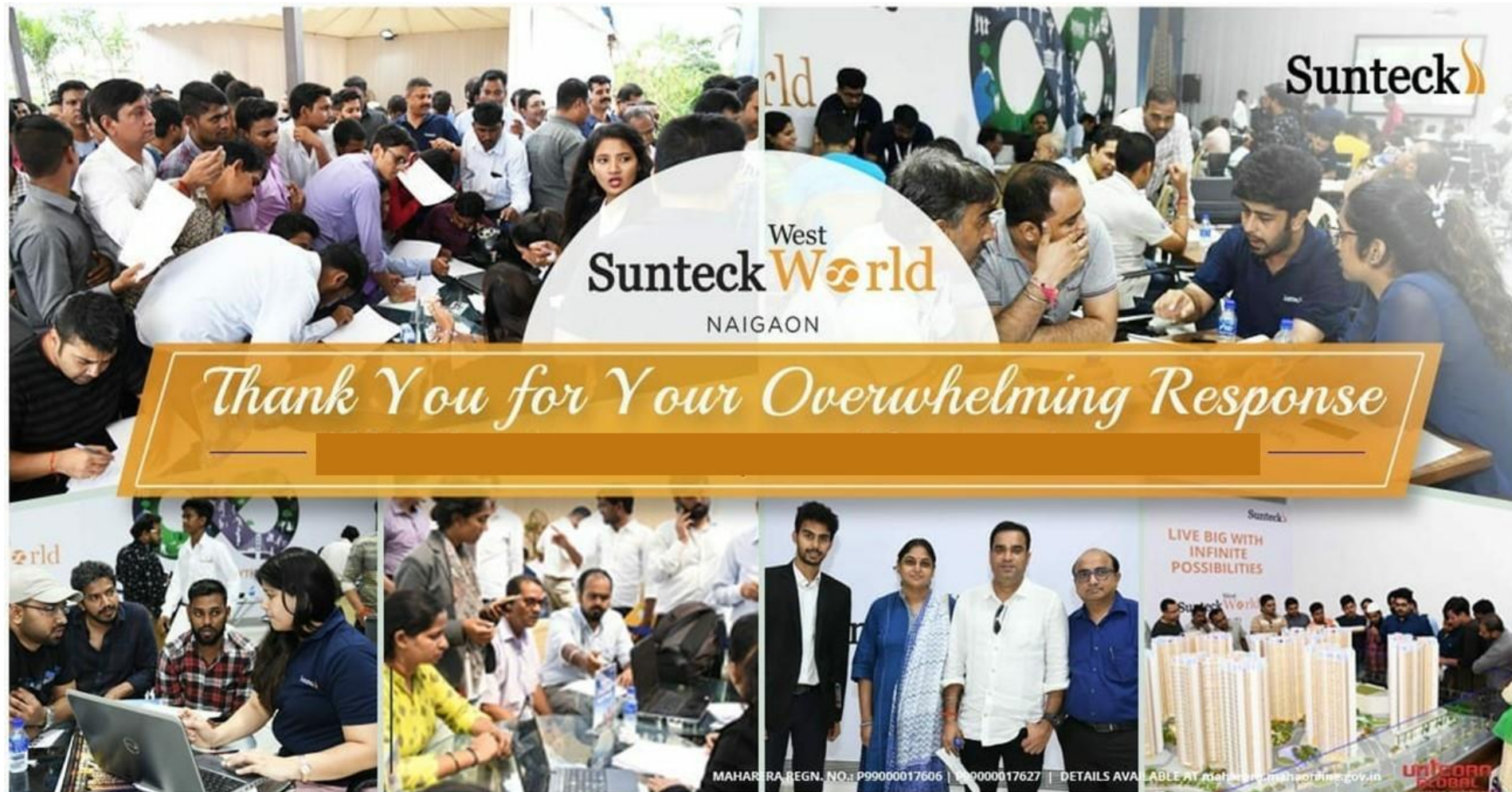
1. Proximity to existing Naigaon & Juchundra railway station.
2. Under-construction east-west elevated road over Naigaon station.
3. Proposed sea-bridge over the Vasai creek by MMRDA.
4. Proposed Vadodara - Mumbai expressway to pass next to the project site.
5. Proposed inland waterway from Vasai creek to Thane / Kalyan.

Sunteck West World, Phase 1



Indicative Artistic Impression

Sunteck West World, Phase 1 Launch



Project updates

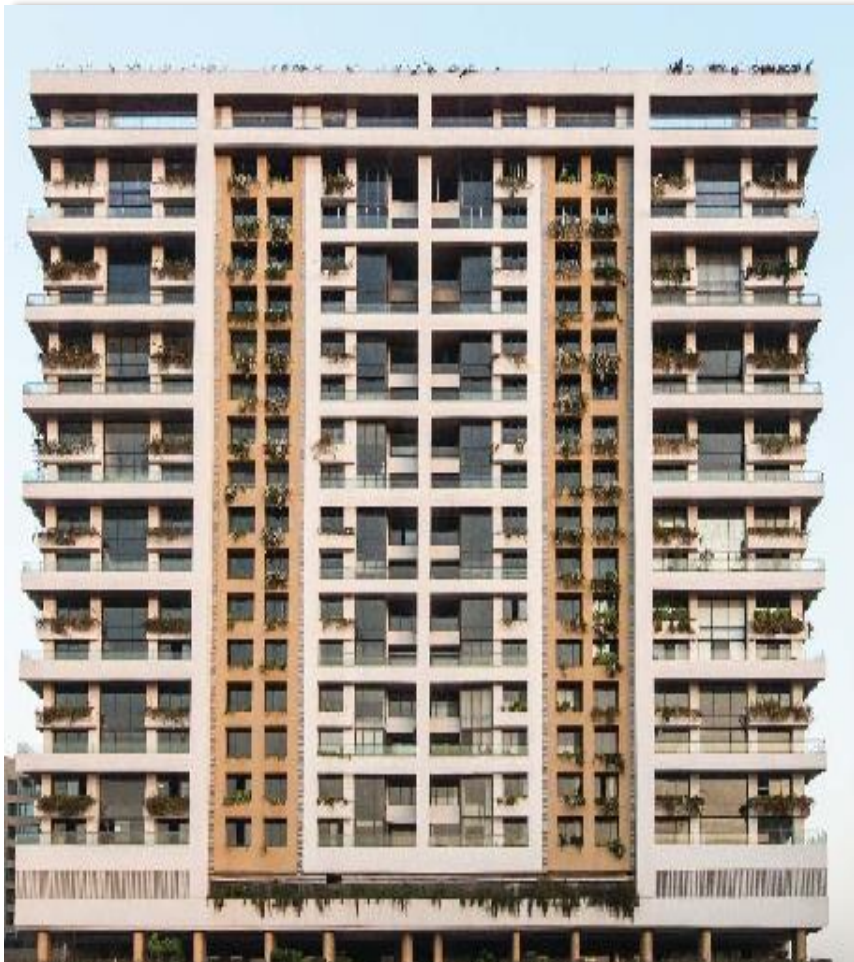


Signature Island, BKC

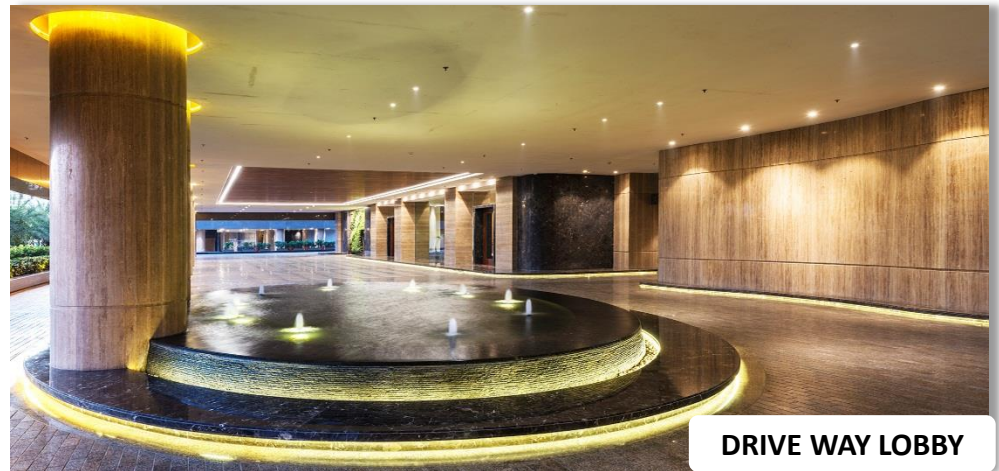
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



LIFT LOBBY



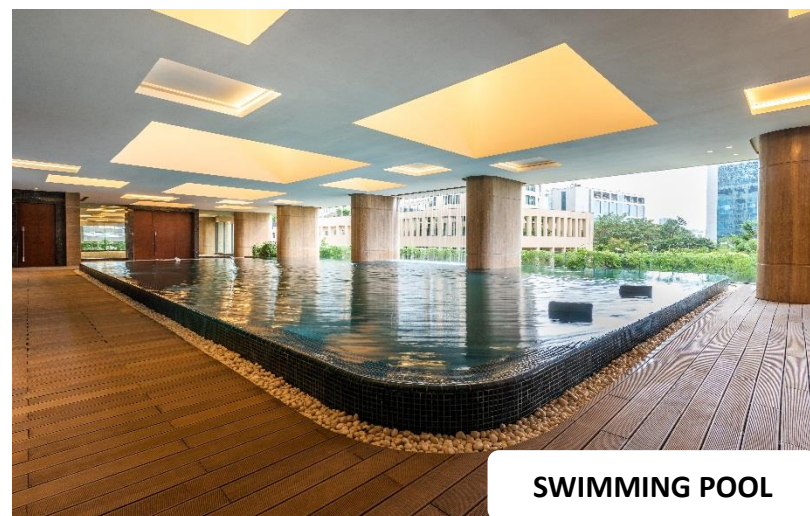
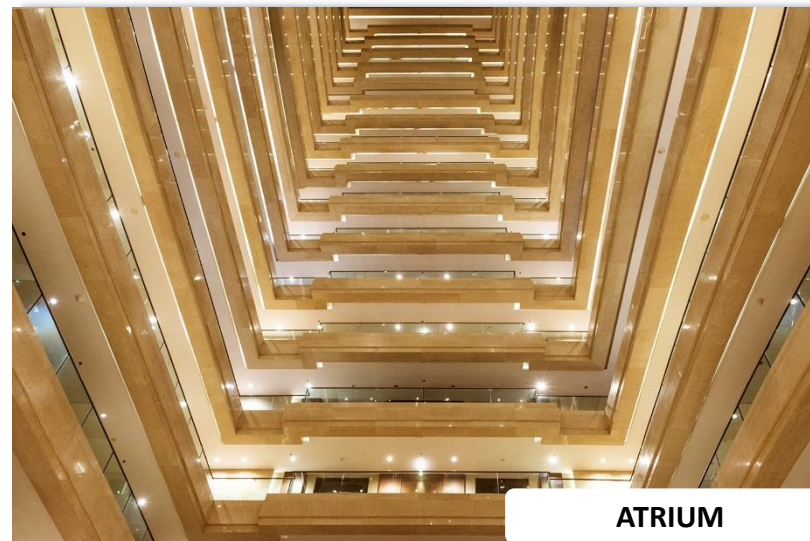
DRIVE WAY LOBBY

Signature Island, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS

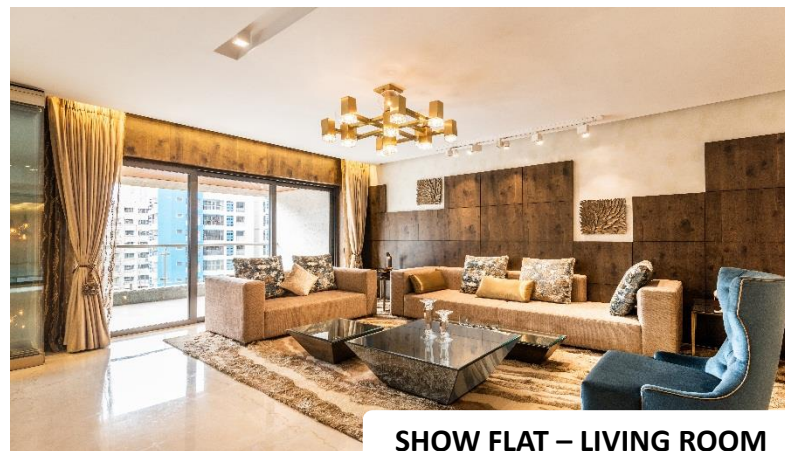


Signia Isles, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS

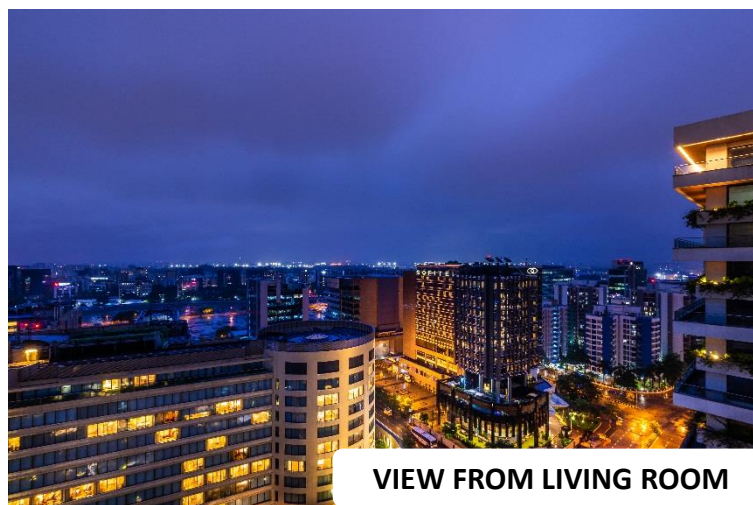
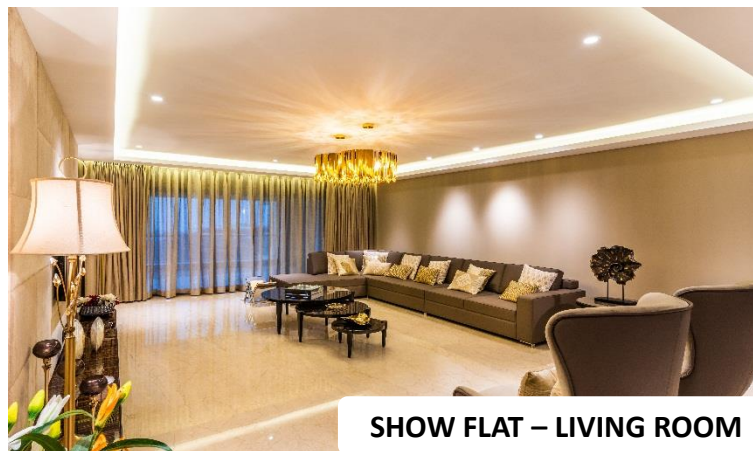


Signia Pearl, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS

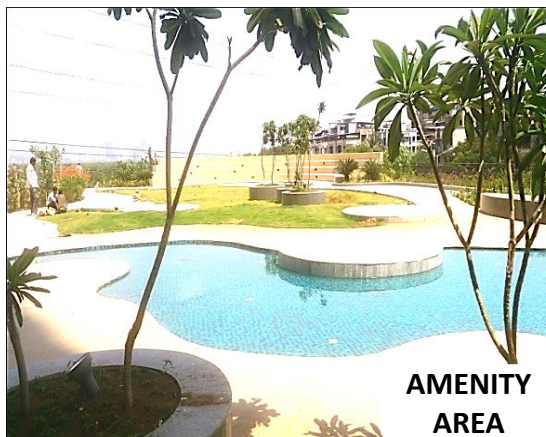


Signia Oceans, Airoli

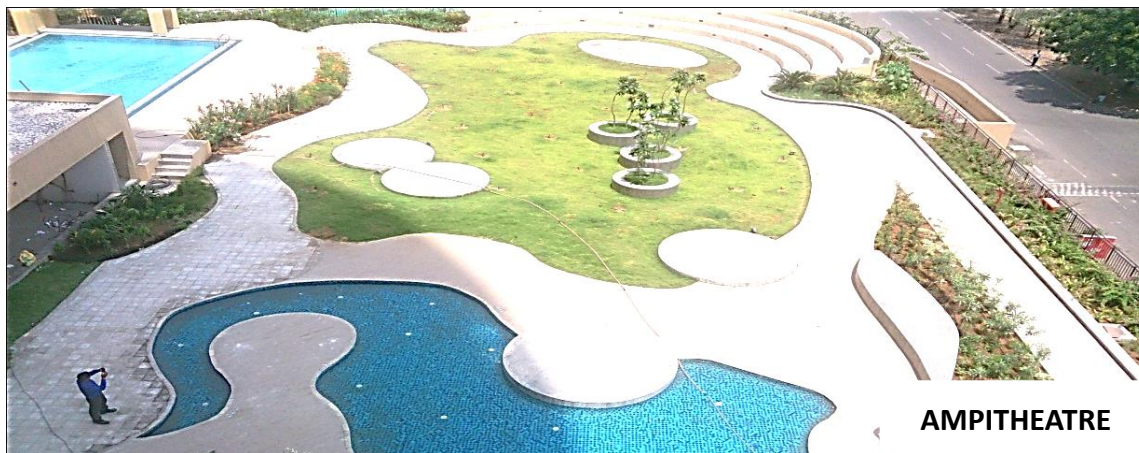
COMPLETED PROJECTS



UNDER CONSTRUCTION PROJECTS



UPCOMING PROJECTS



Signia Skys, Nagpur

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Signia High, Borivali

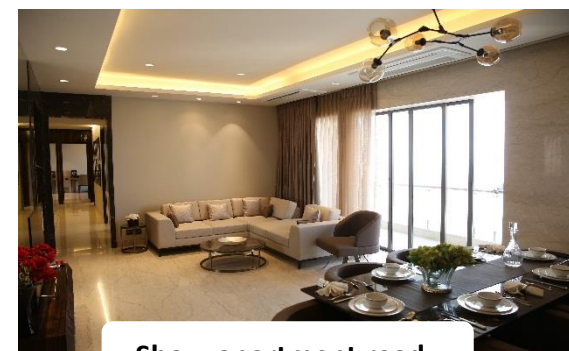
COMPLETED PROJECTS



UNDER CONSTRUCTION PROJECTS



UPCOMING PROJECTS



Commercial Projects

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Commercial Projects (Cont'd..)

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



SUNTECK KANAKA CORPORATE PARK, GOA

Sunteck City, 1st Avenue

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Tower A & B : 36th & 39th Slab in progress



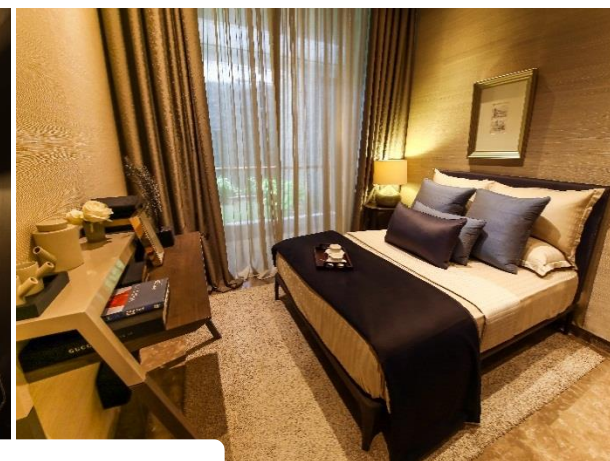
Tower C: 25th Slab In Progress

Sunteck City, 1st Avenue

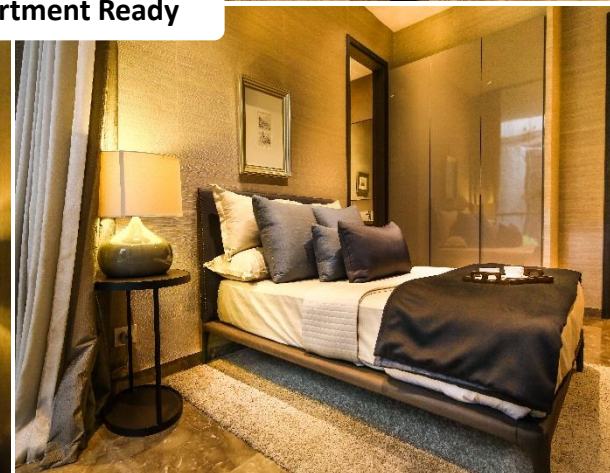
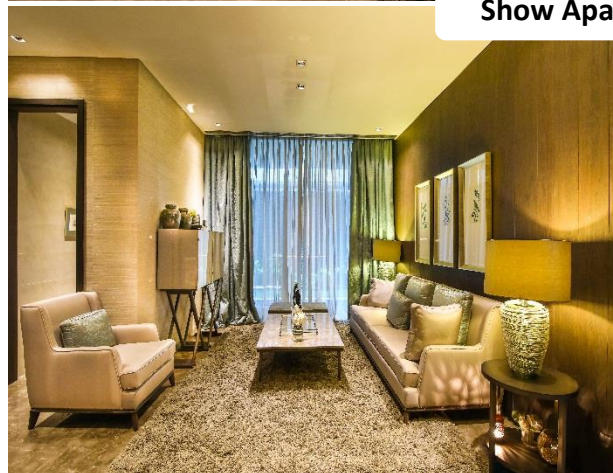
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Show Apartment Ready



Sunteck City, 2nd Avenue

COMPLETED PROJECTS



Indicative Artistic Impression

UNDER CONSTRUCTION PROJECTS



Tower A: 31st Slab In Progress

UPCOMING PROJECTS



Tower B – 20th Slab In Progress

Signia Waterfront, Airoli

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



24th Slab in Progress



Actual view from site

Signia Pride, Andheri (E)

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



13th (Terrace) slab in progress



Gilbert Hill, Andheri (W)

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



3rd Slab in Progress

Sunteck Icon , BKC Junction

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Excavation Work In Progress

Sunteck Gateway 51, BKC Junction

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Shore Piling Work in progress

Thank You!

Corporate Office

5th Floor, Sunteck Centre,
37-40 Subhash Road,
Vile Parle (East), Mumbai – 400057
Tel: +91-22-42877800
Email: ir@sunteckindia.com