



# Sunteck Realty Limited

February 12, 2016

**Q3 & 9MFY16  
Result Update**

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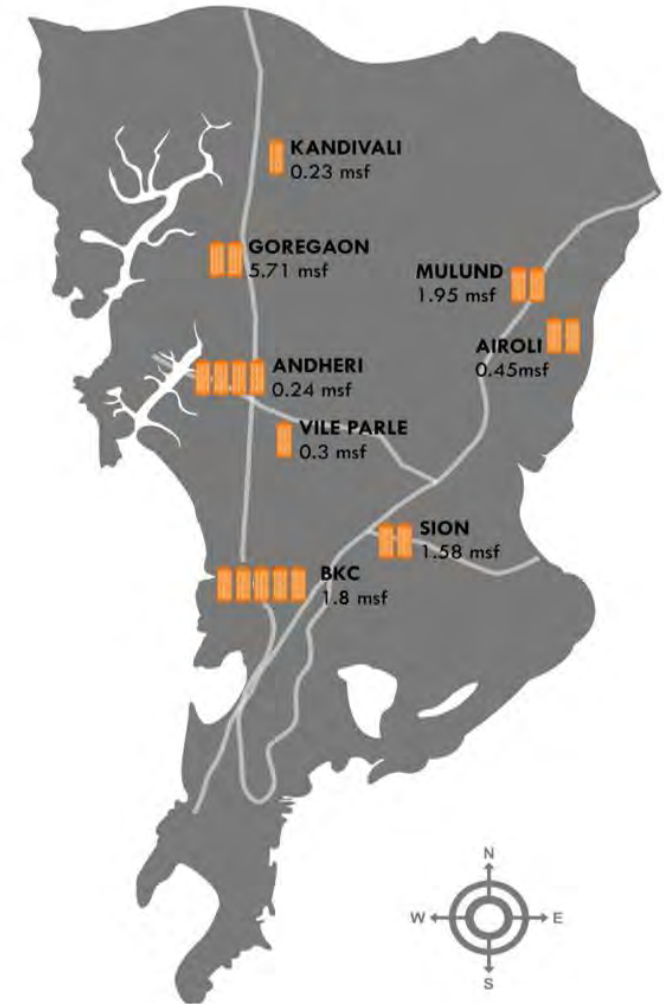
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- ✓ **Mumbai focused developer**
- ✓ **City-centric acquisitions at Optimum Cost with clear titles**
- ✓ **Premium Positioning**
- ✓ **Expertise in buying low cost land parcels & developing them into high end housing projects**
- ✓ **Project Portfolio – 24 msf spread across 25 projects and 4 rented assets**

## OUR PRESENCE



**BKC Projects are home to 'The Most Celebrated Gentry' of the country**

## Signature

Ultra luxury residences  
aimed at high-net worth  
individuals

## Signia

Premium & mid-level  
residences in select  
suburban micro markets

## SunteckCity

Large formats and mixed  
use developments

## Sunteck

Commercial  
developments



## SPECIFICS

## FACTS

## INFORMATION

### Board of Directors

60% Independent Board

- ✓ Qualified professional – MBA, CA, Civil Engineer, Bankers, Lawyer & Real Estate Advisory

### Internal Auditors

KPMG

- ✓ For document process, risk oversight, management & internal control

### Statutory Auditors

Lodha & Co.

- ✓ One of the well known auditors in India

### Consultants

Big 4

- ✓ For Organizational development & transactions advisory

### Accounting Policy

Project Completion Method

- ✓ In line with International Financial Reporting Standard (IFRS)

### Awards

Asia Pacific Real Estate Association (APREA)

- ✓ Best practices; best property development organization; best market disclosures and best property valuation



# Strong Board of Directors

## Kamal Khetan

*Chairman & Managing Director*

An Electronics and Communication engineer from Mangalore University

### **Over 2 decades of experience in Real Estate Industry**

Engaged in the overall business management, execution and strategy

## Atul Poopal

*Executive Director*

### **Acquisitions, Legal and Compliance (Development)**

Over 35 years of experience in regulatory affairs, land acquisition, concepts finalization, inputs to architects

Previous employment as an Executive Engineer - BMC, Tee arch Architects & others

## Rachana Hingarajia

*Non Executive / Non Independent Women Director*

### **Company Secretary**

CS & LLB by qualification; Over 10 years of experience in Compliance function

Associated with the group for more than 8 years; on Board since March 2015

## Kishore Vussonji

*Independent Director*

A Solicitor with Bombay Incorporated Law Society and an Advocate with the Bar Council of Maharashtra

On Board since 2008; Partner of Kanga & Co.

Over 4 decades of experience in Real Estate transactions in Mumbai

## Sanjay Dutt

*Independent Director*

An MBA by qualification; current employment as an Executive MD – South Asia, Cushman & Wakefield

On board since May 2012; Chairman of Remuneration Committee

Over 22 years of experience in real estate transactions including land acquisitions & capital markets

## Ramakant Nayak

*Independent Director*

A certified associate of Indian Institute of Banking and also holds a degree of Science and Law

On board since 2010; has held leadership positions with Bank of Maharashtra, Saraswat Co-Operative Bank and others

Over 4 decades of experience in the field of Commercial Banking

## Mahadevan Kalahasthi

*Independent Director*

A Qualified Practicing Chartered Accountant & Bachelors of Commerce

On board since 2007; Chairman of Audit / **Investors'** Grievance / Compensation Committee

Over 3 decades of experience in audits, taxation, corporate governance compliances, mergers & acquisitions



## Q3 & 9MFY16 Review



## Key Developments:

- ✓ Sunteck City Avenue 2 work commenced.
- ✓ SRL raises INR 550 mn through its maiden NCD issuance @ 11.15% monthly rate of interest payable annually. The NCD has been rated 'A+' by **FITCH**.
- ✓ SRL has given exit to Kotak Realty Fund from its Goregaon 16 acres project.
- ✓ Mahesh Sheregar has been appointed as Executive Director on the board of the company.

## Awards & Accolades:

- ✓ CMD, Mr. Kamal Khetan awarded the Young Entrepreneur of the Year 2015 by Construction Week India
- ✓ CMD, Mr. Kamal Khetan awarded the Most Enterprising CXO of the Year 2015 by Realty Plus India





# Operational Performance

Particulars	UOM	Q3 FY 16	Q2 FY16	% Change (q-o-q)	Q3 FY15	% Change (y-o-y)	9M FY16	9M FY15	% Change (y-o-y)	FY15
Pre – Sales*	INR Mn	2,091	1,045	100%	1,420	47%	4,413	3,462	27%	5,106
Collections**	INR Mn	1,944	670	190%	1,230	58%	3,595	3,671	-2%	5,402
Cost Incurred	INR Mn	557	499	12%	650	-14%	1,721	2,079	-17%	2,516
Average Realization	INR Psf	29,749	24,108	NA	26,553	NA	24,796	25,845	NA	23,126



## Consolidated

*All figures in INR Mn*

Particulars	Q3FY16	Q2FY16	Q3FY15	9MFY16	9MFY15	FY15
Income from Operations	104	181	660	532	1,756	3,169
EBITDA	49	108	347	243	829	1,479
Adjusted PAT	14	13	127	35	284	682
Operating Margin	47%	59%	52%	46%	47%	47%
Adjusted PAT Margin	14%	7%	19%	7%	16%	22%

**Notes:** Company follows Project Completion Method of accounting for booking revenues



# Consolidated Balance Sheet

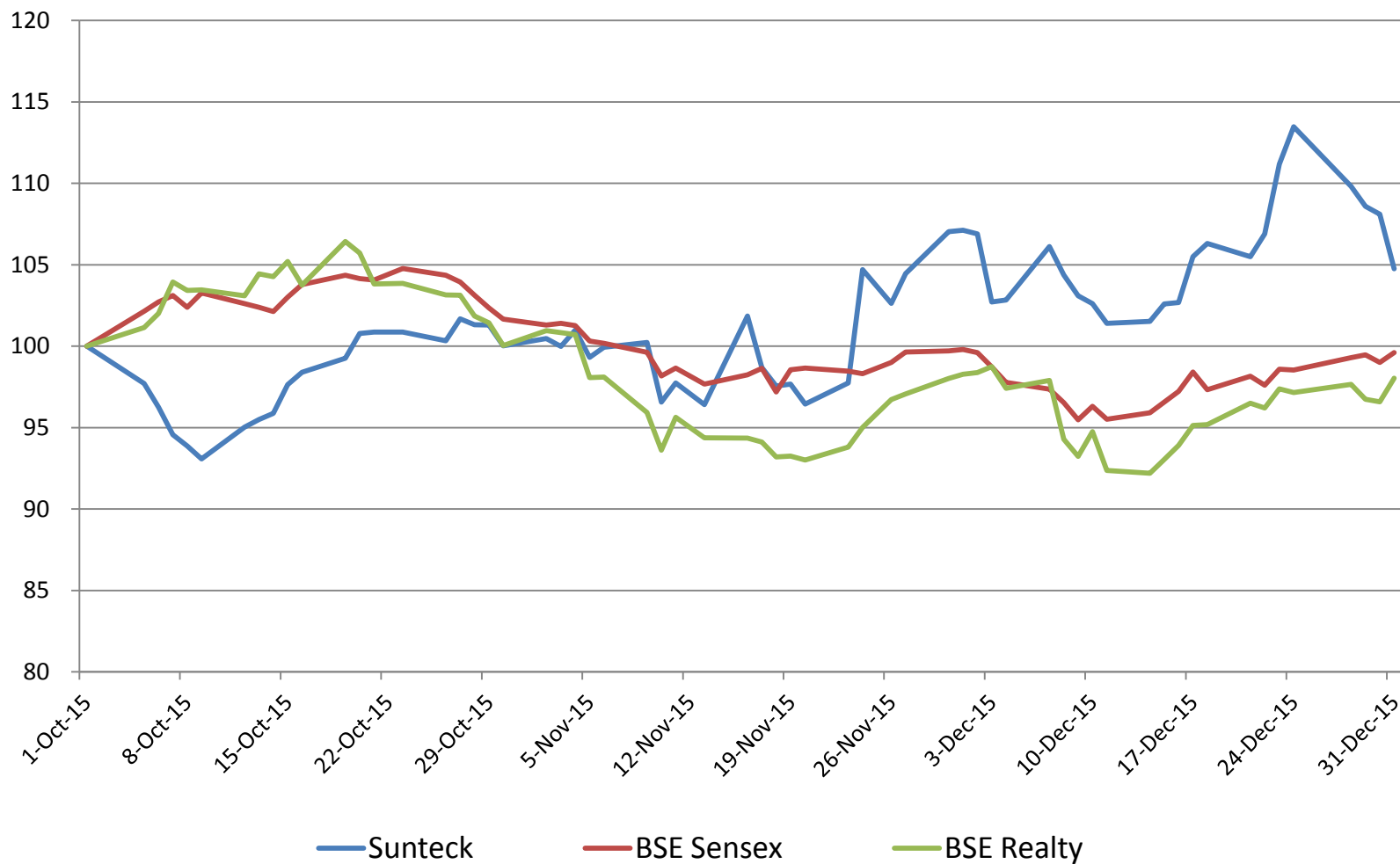


*All figures in INR Mn*

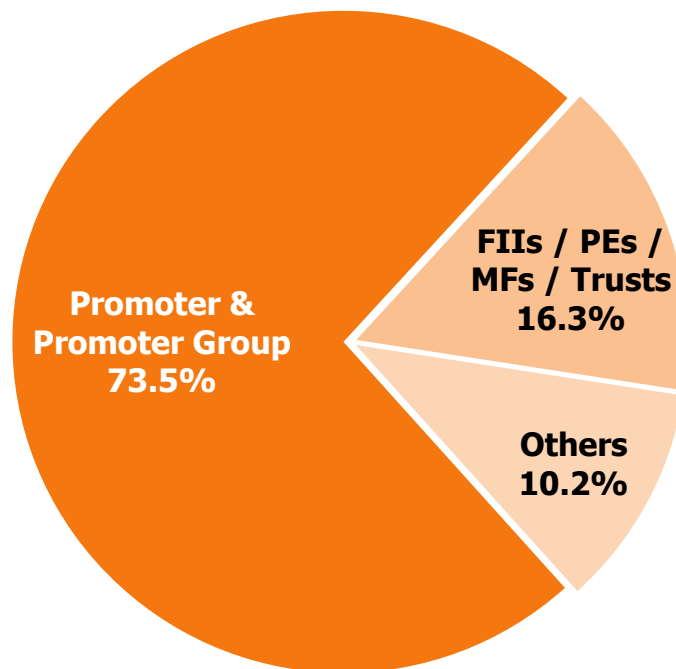
Liabilities	H1FY16	FY15	Assets	H1FY16	FY15
Shareholders Funds	14,726	14,703	Net Block	133	132
Minority Interest	635	628	Loans & Advances	261	112
Secured Loans	7,888	7,231	Investments	272	272
Unsecured Loans	3,918	3,475	Inventories	39,637	34,596
Customer Advances	13,807	12,465	Cash & Bank balances	442	1,068
Others	5,041	3,702	Others	5,270	6,025
<b>Total</b>	<b>46,015</b>	<b>42,204</b>	<b>Total</b>	<b>46,015</b>	<b>42,204</b>



# Scrip Performance



**As on December 31, 2015**



## Business Operations



# Projects' Approval Status



Completed

Ongoing

Upcoming

S.No.	Project Name	Environment	Fire	Height	IOD / Layout	CC	OC
1	Signature Island	👍	👍	👍	👍	👍	👍
2	Signia Oceans	👍	👍	👍	👍	👍	👍
3	Signia Skys	👍	👍	👍	👍	👍	👍
4	Sunteck Grandeur	👍	👍	👍	👍	👍	👍
5	Sunteck Kanaka	👍	👍	👍	👍	👍	👍
6	Signia Isles	👍	👍	👍	👍	👍	-
7	Signia Pearl	👍	👍	👍	👍	👍	-
8	Sunteck City 1 <sup>st</sup> Avenue	👍	👍	👍	👍	👍	-
9	Sunteck City 2 <sup>nd</sup> Avenue	👍	👍	👍	In Process		-
10	Signia High	👍	👍	👍	👍	👍	-
11	Signia Waterfront	👍	👍	NA	👍	👍	-
12	Signia Pride	NA	👍	👍	👍	👍	-
13	Gilbert Hills, Andheri	NA	👍	👍	👍	In Process	-
14	Sunteck Centre II	NA	In Process	👍	In Process		-

*\*All Approvals come in phases*



# Steady Cash Flows



***All figures in INR Mn***

S.No.	Project Name	Project Size	Pre-Sales	Customer Advances	Balance Receivables	Est. Inventory Value #
<b>Completed</b>						
1	Signature Island	25,707	11,277	9,668	1,610	14,739
2	Signia Oceans*	629	629	565	63	-
3	Sunteck Grandeur	1,014	577	421	156	433
4	Sunteck Kanaka*	694	260	236	24	450
5	Signia Skys*	569	188	145	43	387
<b>Ongoing</b>						
6	Signia Isles	13,760	9,413	6,338	3,076	4,170
7	Signia Pearl	14,697	8,834	6,195	2,640	5,571
8	Sunteck City, 1st Avenue	12,082	3,295	1,767	1,528	7,687
9	Sunteck City, 2nd Avenue	13,242	2,324	381	1,944	10,611
10	Signia High	2,896	1,261	539	722	1,620
11	Signia Pride	979	109	-	109	833
<b>Upcoming</b>						
12	Signia Waterfront *	2,633	262	67	195	2,387
13	Sunteck Centre II	1,225	-	-	-	1,285
<b>Total</b>		<b>90,127</b>	<b>38,429</b>	<b>26,322</b>	<b>12,110</b>	<b>50,174</b>

***Notes: # Est. Inventory Value as per latest transactions; \* SRL's share 50%***





## Construction Updates



# Key Partners & Associates

	Kotak Realty Fund		Walt Disney, India
	Ajay Piramal Group		Construction services for Infra, Resi, Industrial and Commercial projects
	Leading construction company in India		Concierge Services
	World's leading global architecture and design practices		Delivering creative, value led building and city solutions
	Firm specializing in Architecture, Sustainable Planning & Interior Design		Well-known structural specialists
	Full-service architectural firm		International construction consultancy firm



## COMPLETED PROJECTS



## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



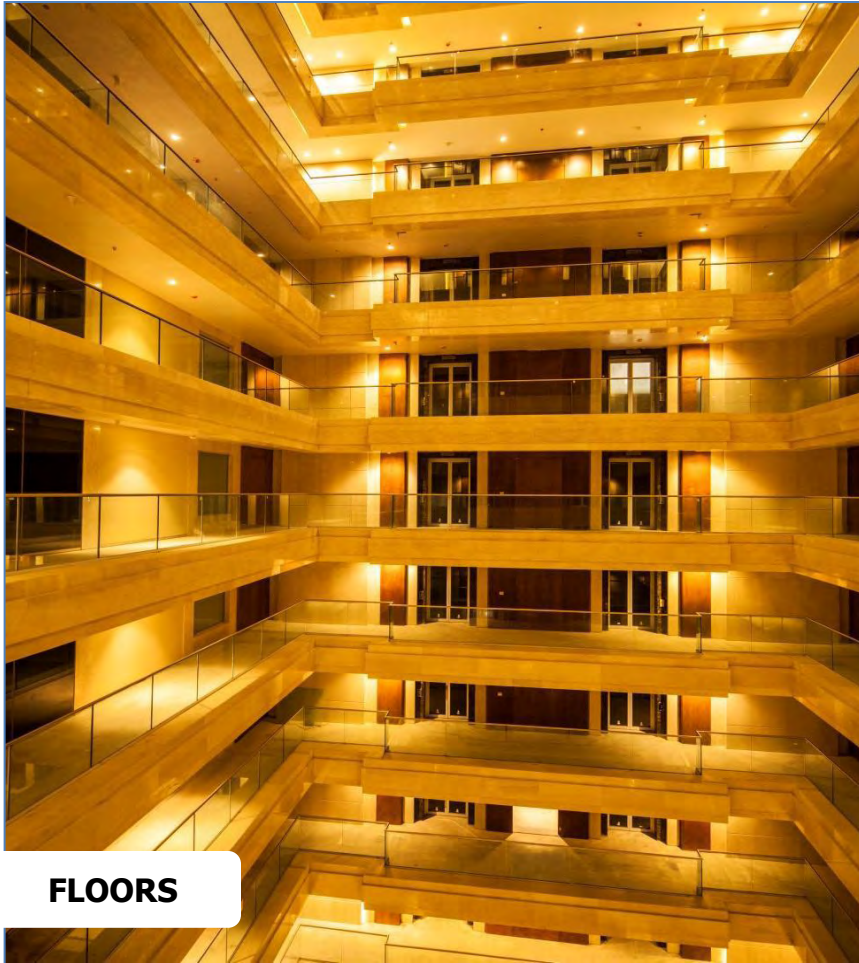


# Signature Island, BKC

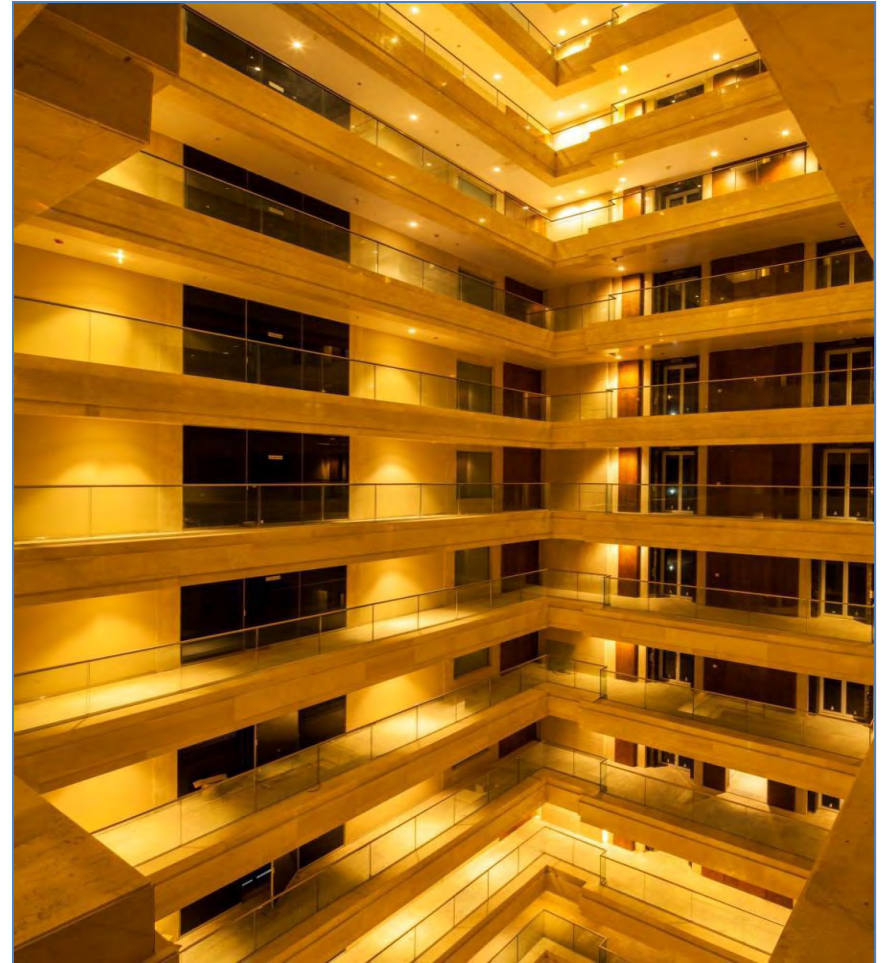
## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



FLOORS



# View from Signature Island

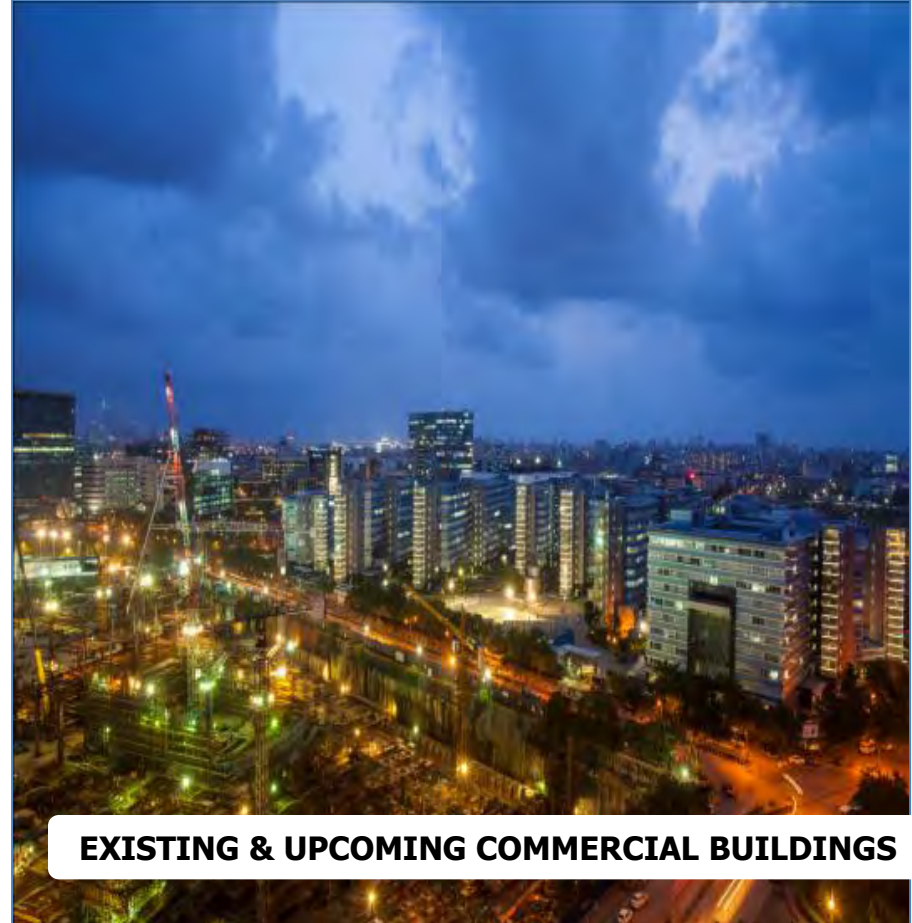
## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



**HOTEL TRIDENT & SOFITEL**



**EXISTING & UPCOMING COMMERCIAL BUILDINGS**

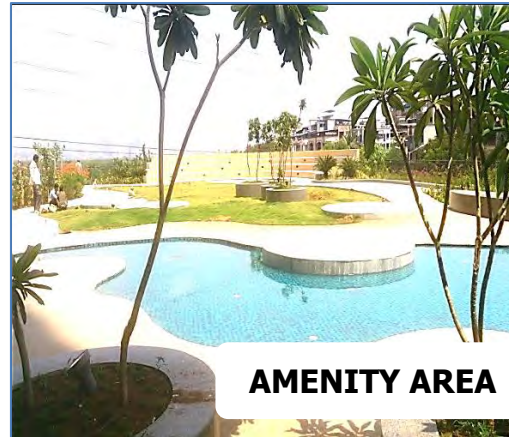




## COMPLETED PROJECTS

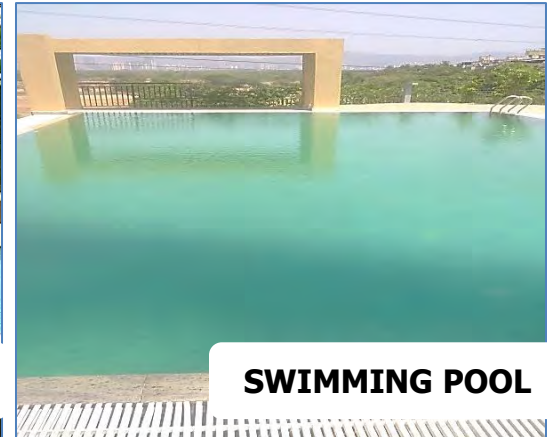


## UNDER CONSTRUCTION PROJECTS



**AMENITY AREA**

## UPCOMING PROJECTS



**SWIMMING POOL**



**AMPIITHEATRE**





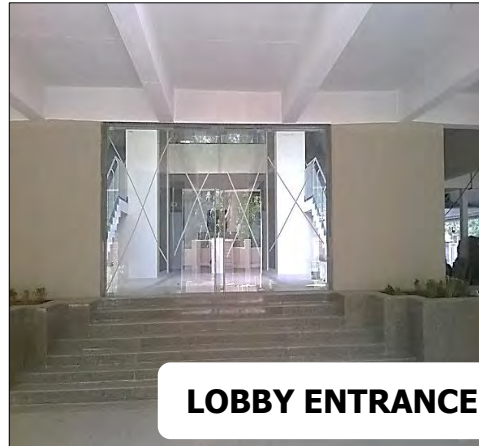
# Signia Skys, Nagpur



## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



**LOBBY ENTRANCE**



**DRIVEWAY**



**SWIMMING POOL**





# Commercial Projects

## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS





## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS





## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



**Indicative Artistic Impression**



**RCC completed; Finishing work in progress**

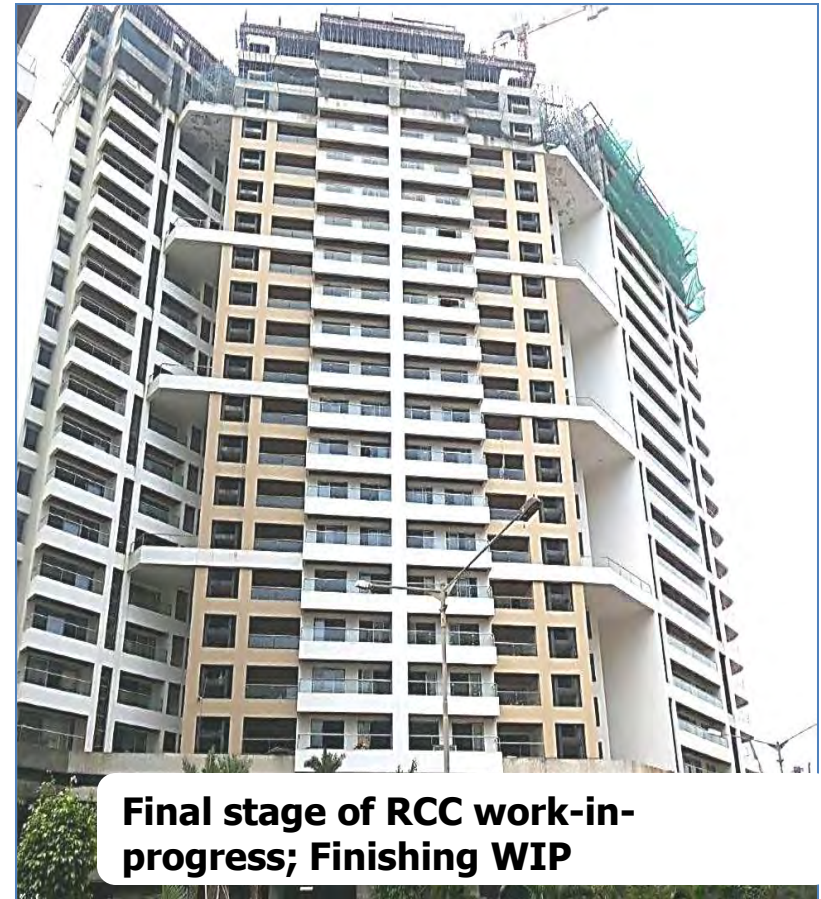




## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS





## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS





## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS\*

## UPCOMING PROJECTS



**Indicative Artistic Impression**



**Excavation Work Under Progress**

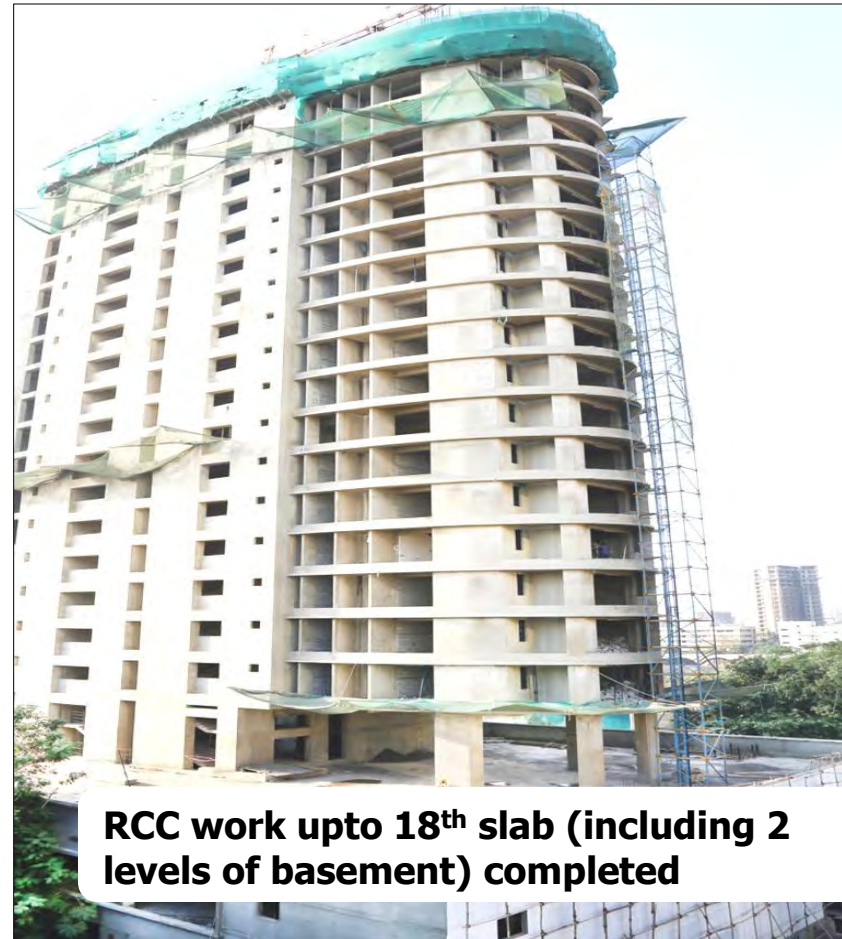




## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS





## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS





## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS





## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS





Goregaon(W) -16 acres

Sunteck

**Sunteck City, 3<sup>rd</sup>, 4<sup>th</sup> & 5<sup>th</sup> Avenue : Mixed-Use / Integrated Development**



## Thank You!

### **Corporate Office**

5th Floor, Sunteck Centre,  
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### **Investor Relations**

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