



Sunteck Realty Ltd.

Earnings Update Q3 FY2018

February 14, 2018

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Background

- Premium Mumbai focused developer with strong differentiated segment branding that allows leadership positioning in every micro-market.
- Proven farsightedness and establish presence ahead of the curve.
- Landmark projects that change the profile of the entire locale.
- Execution excellence: ~Rs57bn worth of projects delivered.
- Balance sheet strength: Low leverage Discipline across various financial parameters. Asset light model via JVs & JDAs.
- Strong partnerships with leading institutions.



Premium positioning through differentiated Brands

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

Signature

Uber luxury residences aimed at
ultra HNIs

Signia

Super Premium residences in select
suburban micro markets

SunteckCity

Large formats and mixed use developments

Sunteck

Commercial developments

Coming soon

A fifth brand for Aspirational Homes



Q3 FY2018 Earnings Update



Q3 FY2018 Key Developments

1. **Improving traction at completed BKC projects.**
2. Healthy sales growth has led to **333bps improvement in EBITDA margins to 44%, and 239%yoy growth in PAT to Rs602mn during 3Q FY2018.**
3. Foray into **aspirational homes at Naigaon** through the **JDA route**, bringing in luxury to the affordable segment.
4. Construction commenced at **Sunteck Icon** (commercial project at BKC junction), and **Gilbert Hill** (residential project at Andheri - W).
5. Raised **Rs5bn** from capital markets through **Qualified Institutional Placement** and infusion of **Rs1.51bn** by Promoter & Promoter Group through preferential allotment of equity shares

Strong growth and margin improvement

Rs million

P&L (consolidated)	Q3 FY18	Q3 FY17	% change yoy	9M FY 18	9M FY 17	% change yoy
Revenue from Operations	2,015	837	141%	6,816	8,143	-16%
EBITDA	891	342	160%	2,610	2,756	-5%
Operating Margin	44%	41%	333 bps	38%	34%	445 bps
Profit after tax	602	178	239%	1,575	1,742	-10%
Net Profit Margin	30%	21%	865 bps	23%	21%	173 bps

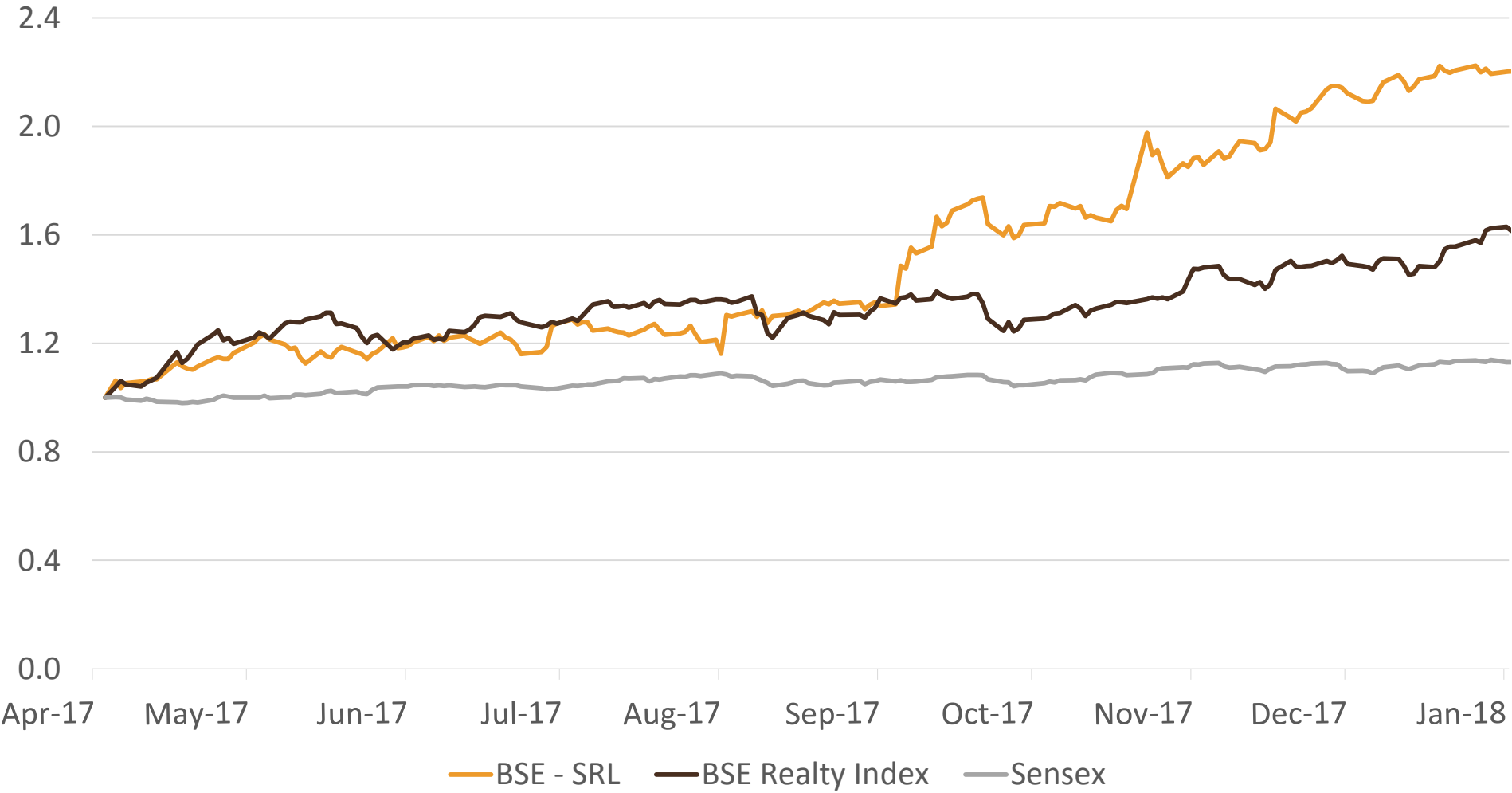
Rs million

Operational Data	Q3 FY18	Q3 FY17	% change yoy	9M FY 18	9M FY 17	% change yoy
Pre-sales (new bookings)	1,040	1,271	-18%	4,016	4,714	-15%
Collections	1,006	1,446	-30%	3,766	4,304	-12%

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

1. Sunteck **capitalizes 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 will **break the conventional path** by giving the **experience of luxury in aspirational homes** with a new brand under a completely new division.
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** of the company.
6. The future **infrastructural developments** like the 5km sea-link on the Vasai creek will enhance the connectivity of Naigaon to major locations.

Sunteck Share Price Performance 9M FY18



Project Updates

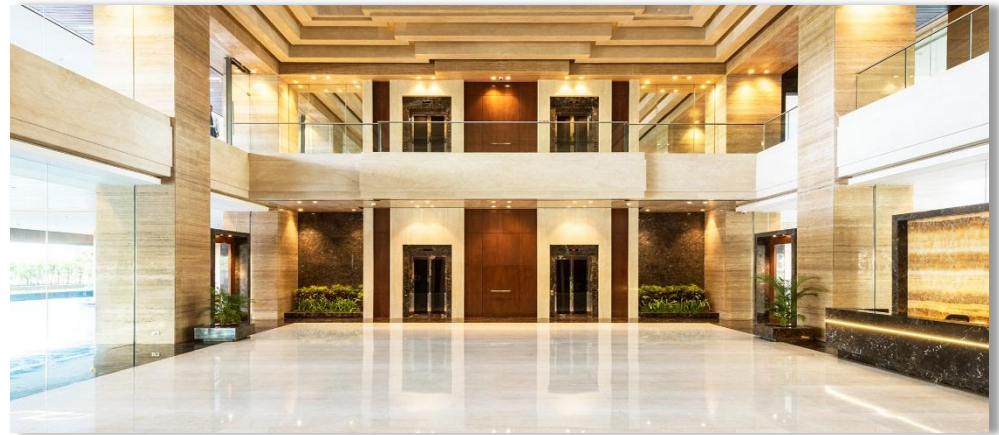
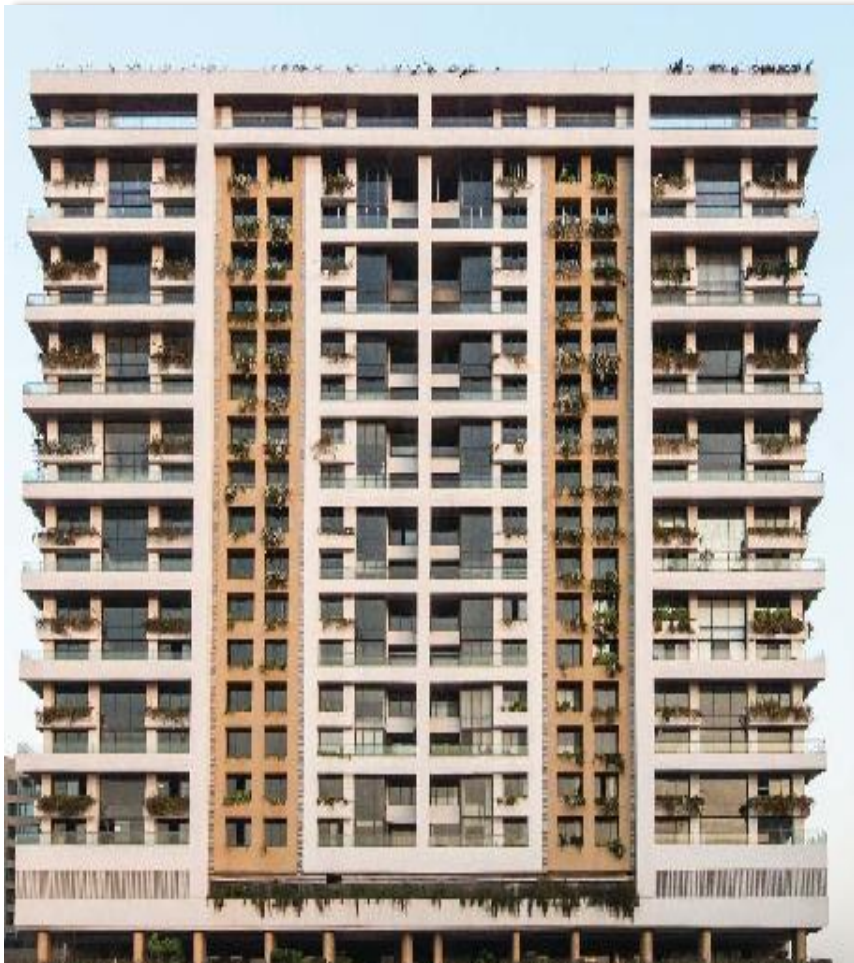


Signature Island, BKC

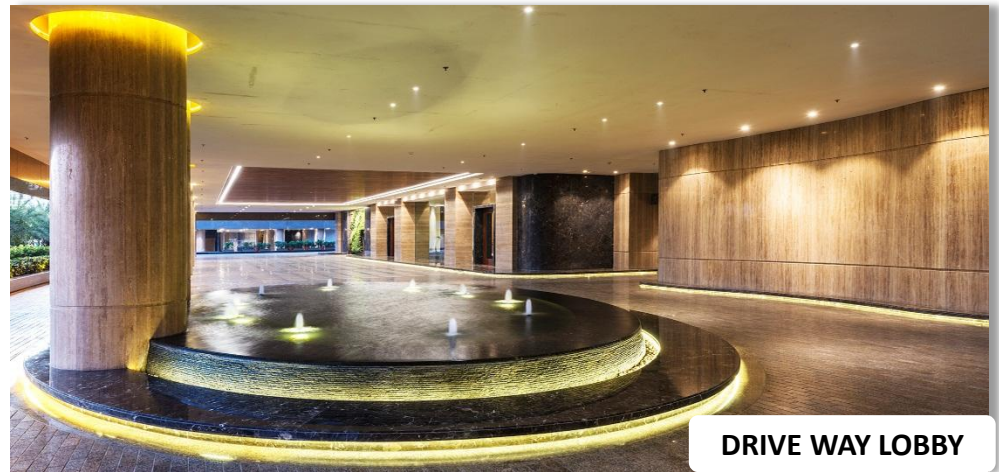
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



LIFT LOBBY



DRIVE WAY LOBBY

Signature Island, BKC

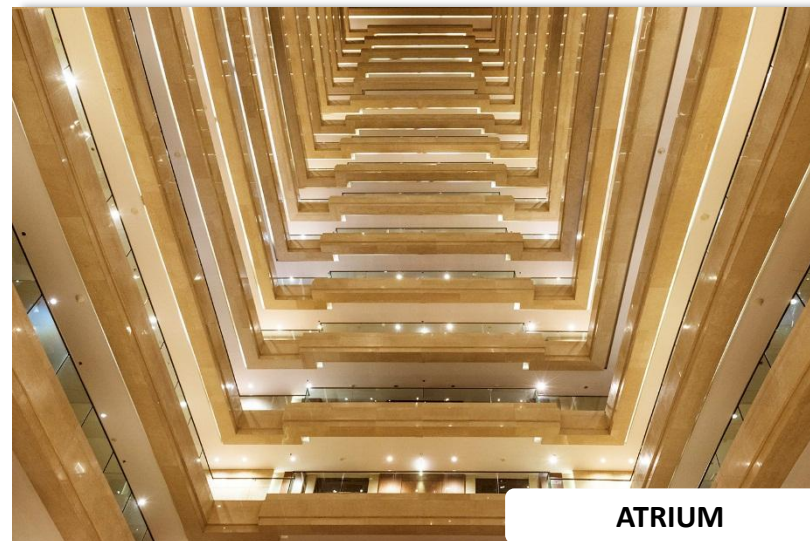
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



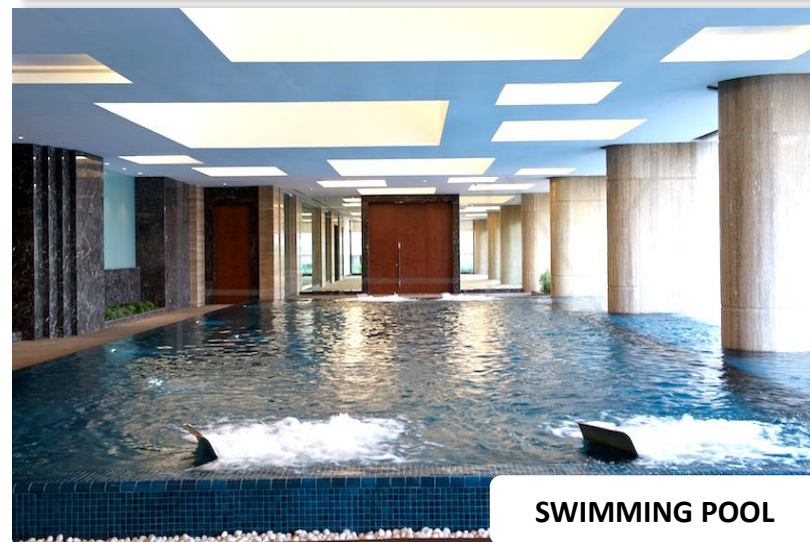
PODIUM GARDEN



ATRIUM



**MULTI-PURPOSE
HALL**



SWIMMING POOL

Signia Isles, BKC

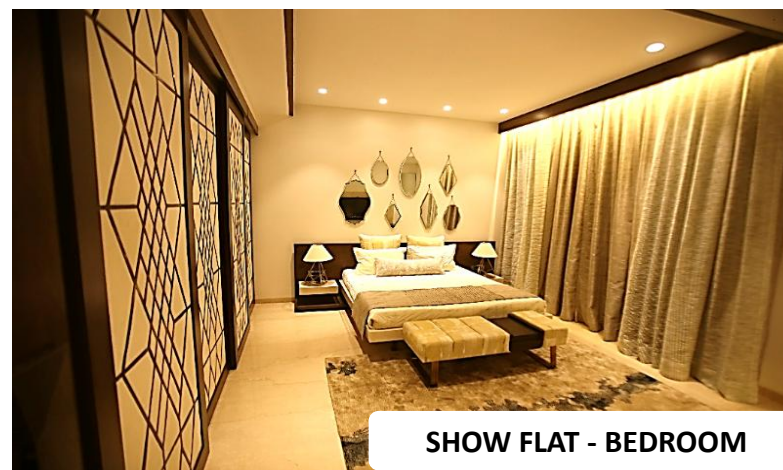
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



SHOW FLAT – LIVING ROOM



SHOW FLAT - BEDROOM

Signia Pearl, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS

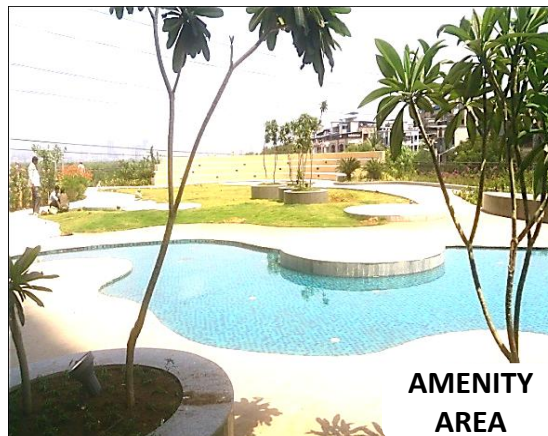


Signia Oceans, Airoli

COMPLETED PROJECTS



UNDER CONSTRUCTION PROJECTS



UPCOMING PROJECTS



Signia Skys, Nagpur

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



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 & 38th Slab Completed



Tower C: 6th Slab In Progress

Sunteck City, 2nd Avenue

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Tower B: 4th Slab In Progress



Tower A – 10th Slab In Progress

Signia High, Borivali

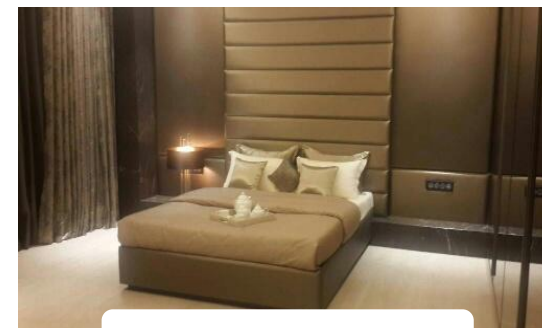
COMPLETED PROJECTS



UNDER CONSTRUCTION PROJECTS



UPCOMING PROJECTS



Show apartment ready

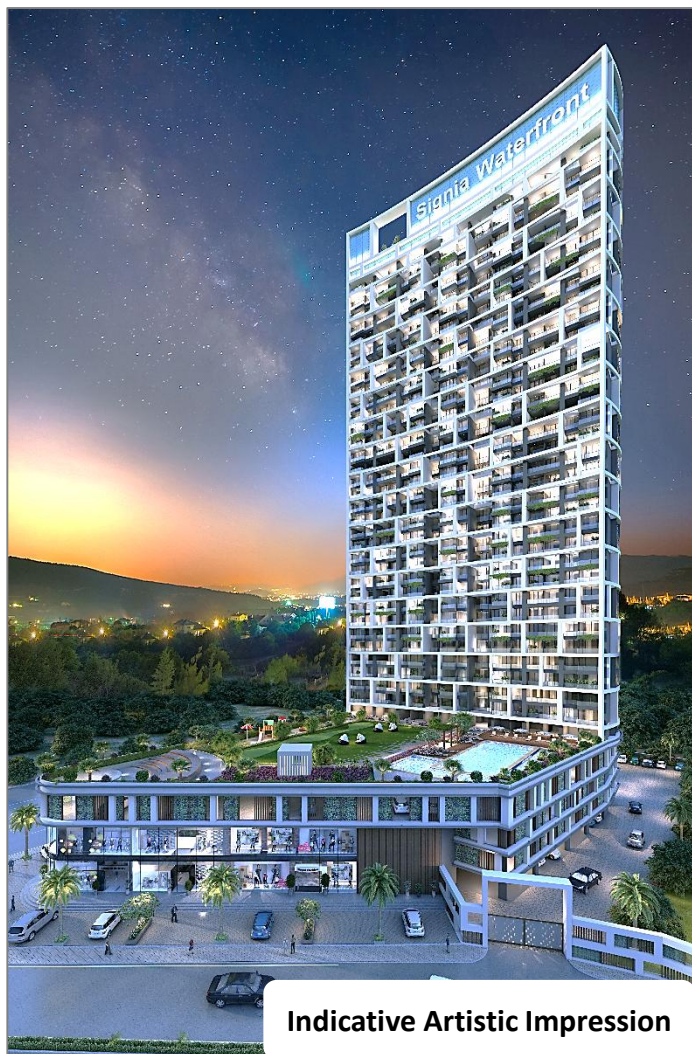


Signia Waterfront, Airoli

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



9th Slab in Progress



Actual view from site

Signia Pride, Andheri

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



8th slab In Progress



Gilbert Hill, Andheri

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Sunteck Icon, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Thank You!

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