

SRL/SE/66/20-21

Date: 15th February, 2021

The Manager, Listing Department
National Stock Exchange of India Ltd
Exchange Plaza,
Plot no. C/1, G Block,
Bandra-Kurla Complex
Bandra (East), Mumbai- 400 051
Scrip Code: SUNTECK

The Secretary, Listing Department,
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Tower,
Dalal Street,
Mumbai – 400 001
Scrip Code: 512179

Sub: Investor Presentation on Q3FY21 results

Dear Sir / Madam,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed the Investor Presentation with regard to Unaudited Financial Results for quarter and nine-months ended 31st December, 2020.

The Investor Presentation shall also be placed on the Company's website.

Kindly take the same on record and disseminate to all the concerned.

Thanking You,
For Sunteck Realty Limited


Rachana Hingarajia
Company Secretary
Encl: a/a



Sunteck Realty Ltd.

Investor Presentation Q3 FY2021

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

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The audited consolidated financial statements for Fiscals 2016 onwards 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.

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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.

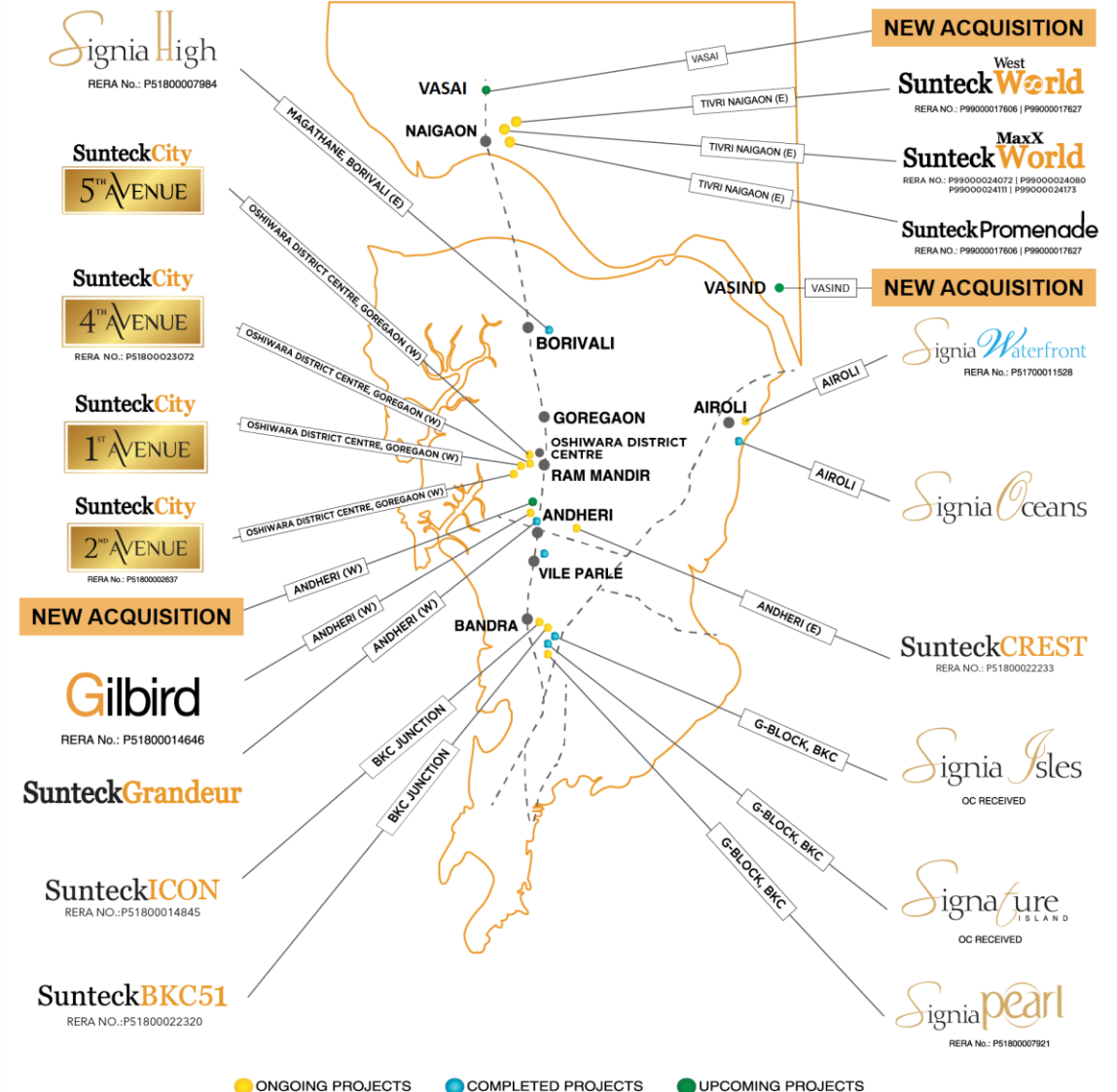
AGENDA

1. Company Overview
2. Operational Highlights
3. Financial Highlights
4. Annexures

COMPANY OVERVIEW

- One of the **fastest growing** Mumbai-based premium real estate development company
- Focused on a **city-centric development portfolio** of ~38 million sq. ft. spread across 27 projects*
- Successfully delivered projects worth >USD 1 billion
- One of the strongest balance sheets in real estate with **negligible debt levels** and **visible cash flows**

*Includes completed, ongoing and future projects



This map is for representational purpose only.

KEY STRENGTHS

Asset Light Strategy

- Efficient RoE Model in capital intensive MMR
- JV / JDA Model preferred

Balance Sheet Strength

- Optimal leverage and cost of borrowing
- Fiscal discipline through prudent cash flow management

Research Based Acquisitions

- Proven ability to identify strategic locations along the growth vector
- Aggressive acquisitions during market slowdown

Insourced Capabilities

- Independent execution teams for various brands
- Firm control on costs and quality

Premium Positioning

- Well established luxury brands catering to diversified income segments
- Value creation through marquee projects that elevate micro-market profile

SUNTECK BRAND PORTFOLIO

RESIDENTIAL

Signature

Uber Luxury Residences

Signia

Ultra Luxury Residences

SunteckCity

Premium Luxury Residences

SunteckWorld

Aspirational Luxury Residences

COMMERCIAL

Sunteck

Commercial & Retail

AWARDS AND RECOGNITIONS



Entrepreneur Awards 2020



Zee Business Real Estate Leadership Award - 2019



Zee Business Real Estate Leadership Award - 2019



ET NOW Real Estate Awards - 2019



ET NOW Real Estate Awards - 2019



ET NOW Real Estate Awards - 2019



Realty Plus Excellence Awards - 2017



Realty Plus Excellence Awards - 2017

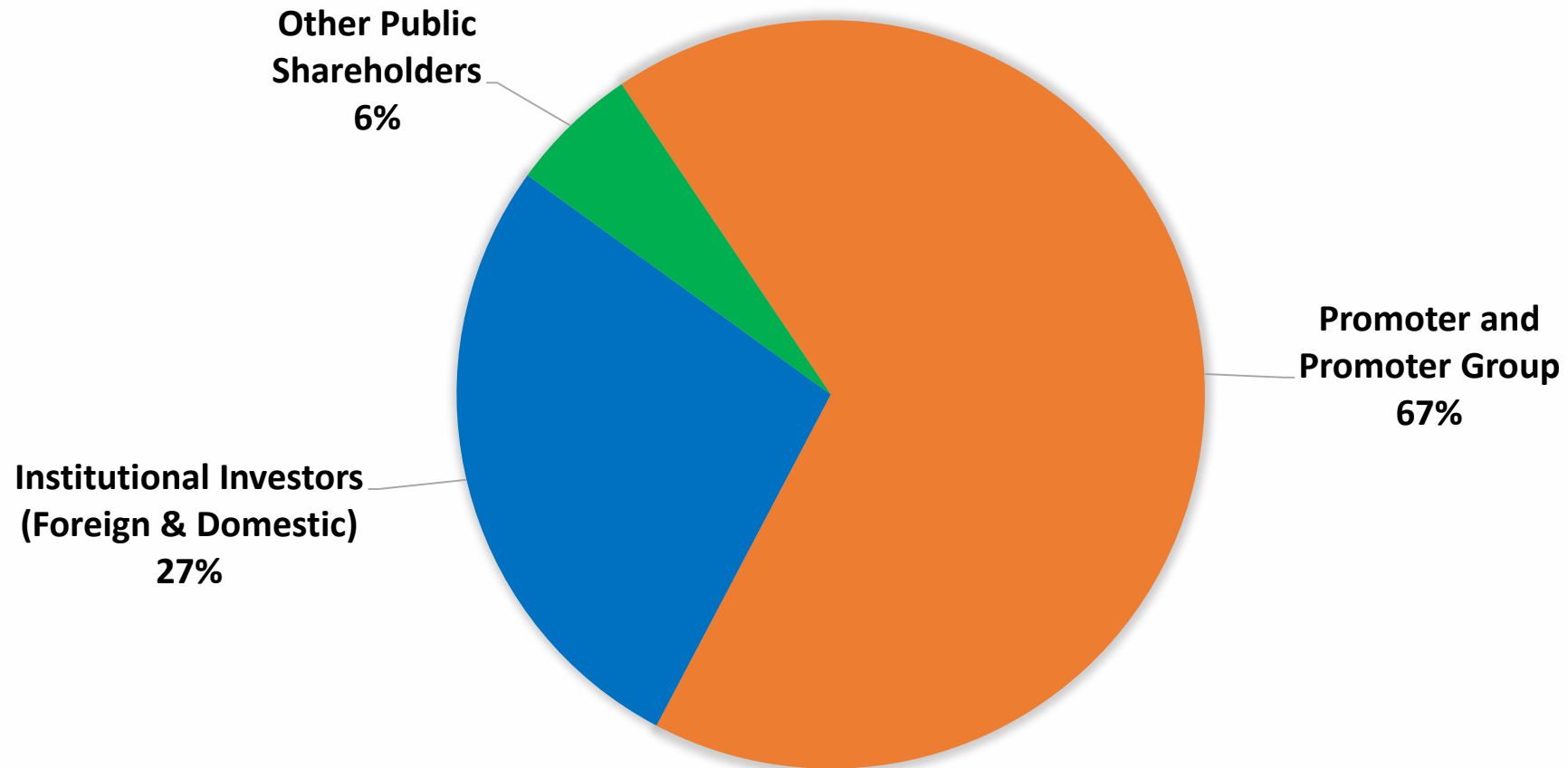


NDTV Property Awards - 2015



Realty Plus Excellence Awards - 2018

SHAREHOLDING PATTERN

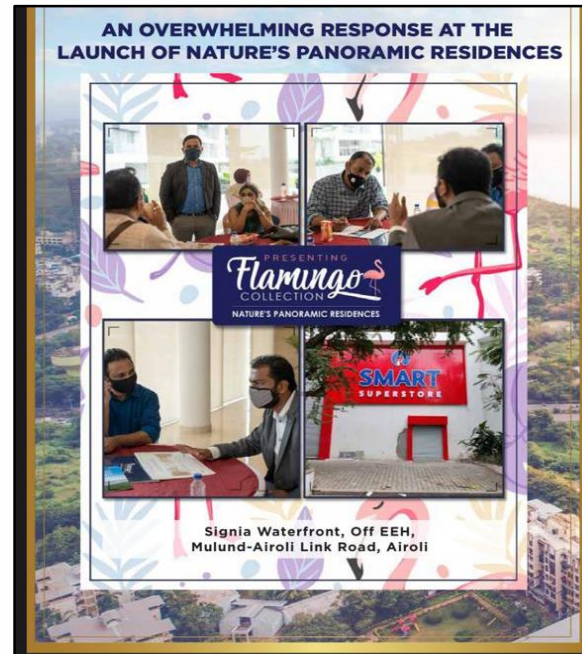


Note: Shareholding as of 31st December 2020

No shares held by the Promoter and Promoter Group have been pledged

BUSINESS UPDATES

- Strong sales momentum in mid-income and aspirational segments
- High buyer interest witnessed in both completed and newly launched projects
 - Newly launched – Tower 2, 4th Avenue at Sunteck City & Sunteck MaxxWorld at Naigaon
 - Ready to Move In inventory – 1st Avenue at Sunteck City, Sunteck WestWorld, Signia High, Gilbird Hill & Signia Waterfront



BUSINESS UPDATES (CONTD.)

- **Pre-sales grew by 75% QoQ : INR 349 cr in Q3 FY21 vs INR 200 cr in Q2 FY21**
- **Highest ever collections in a quarter till date driven by achieved pre-sales**
 - Q-o-Q Collections growth at 79% : INR 252 cr in Q3 FY21 vs INR 141 cr in Q2 FY21
- **Reduction in debt levels as a function of strong operating cash flows**
 - Reduction in Debt / Equity ratio to 0.24x
- **Potential acquisitions in advanced stages of negotiations and due diligence**
- **Focused effort being undertaken to ensure preparedness for upcoming launches of recent acquisitions**
 - To sustain strong pre-sales and drive positive operating cash flow trend

Q3 FY21 Operational & Financial Results

Robust Operational and Financial Performance

Operational Data	Q3FY21	Q2FY21	QoQ %	Q3FY20	YoY %	9MFY21	9MFY20	YoY%
Pre-sales (new bookings)	3,492	2,000	75%	3,254	7%	6,504	6,128	6%
Collections	2,525	1,410	79%	1,655	52%	4,586	5,401	(15%)

All figures are in Rs. Million

Q3 FY21 MIX

PRE-SALES

54%	18%	28%
ODC	NAIGAON	OTHERS

COLLECTIONS

45%	26%	29%
ODC	NAIGAON	OTHERS

9M FY21 MIX

PRE-SALES

43%	22%	35%
ODC	NAIGAON	OTHERS

COLLECTIONS

42%	34%	24%
ODC	NAIGAON	OTHERS

OPERATIONAL PERFORMANCE – Q3 FY21

S.No.	Project Name	Q3 FY21 Performance			
		Sales	Collections	Area Sold	Units Sold
		Rs Mn	Rs Mn	Lac Sq Ft	Nos
1	ODC Projects	1,886	1,144	1.35	104
2	Naigaon Projects*	615	650	1.20	161
3	Others	991	731	0.78	54
Total		3,492	2,525	3.33	319

P&L (CONSOLIDATED)

Particulars	Q3FY21	Q2FY21	QoQ %	Q3FY20	YoY %	9MFY21	9MFY20	YoY%
Revenue from Operations	2,046	1,427	43%	1,711	20%	4,007	4,766	(16%)
EBITDA	447	310	44%	489	(9%)	887	1,592	(44%)
Operating Margin	22%	22%		29%		22%	33%	
Net Profit	221	139	59%	251	(12%)	329	863	(62%)
Net Profit Margin	11%	10%		15%		8%	18%	

All figures are in Rs. Million

BALANCE SHEET (CONSOLIDATED)

Liabilities	H1 FY 21	FY 20	Assets	H1 FY 21	FY 20
Shareholders Funds	28,253	28,319	Trade Receivables	3,940	3,553
Minority Interest	-	-	Inventories	26,421	26,886
Secured Loans	7,637	7,884	Loans & Advances	1,012	1,059
Unsecured Loans	1,316	1,333	Cash & Bank balances	993	1,662
Others	5,314	4,076	Others	10,155	8,452
Total	42,520	41,612	Total	42,520	41,612

All figures are in Rs. Million

AMONGST THE STRONGEST BALANCE SHEET

Particulars	9M FY21*	H1 FY21
Secured Debt	7,723	7,637
Cash & Bank Balance	1,000	993
Net Secured Debt	6,723	6,644
Unsecured Debt	-	397
Net Debt	6,723	7,041
Net Worth	28,493	28,253
Net Debt / Equity	0.24	0.25
Quasi-Equity**	919	919
Adjusted Net Debt	7,642	7,960
Adj. Net Debt / Equity	0.27	0.28

All figures are in Rs. Million

* Provisional

**With effect from 9th March, 2020, Starlight Systems (I) LLP became a wholly owned subsidiary of SRL pursuant to the retirement of PDL Realty Private Limited (Retired Partner). The Retired Partner's balance of current capital and fixed capital in the SSILLP, aggregating to 919 mn have been converted into a loan. The said loan will be in the form of 1% secured Non-Convertible Debentures (NCDs), which will be redeemed at premium out of the future free cash flow from the specified projects only with a tenure of 20 years.

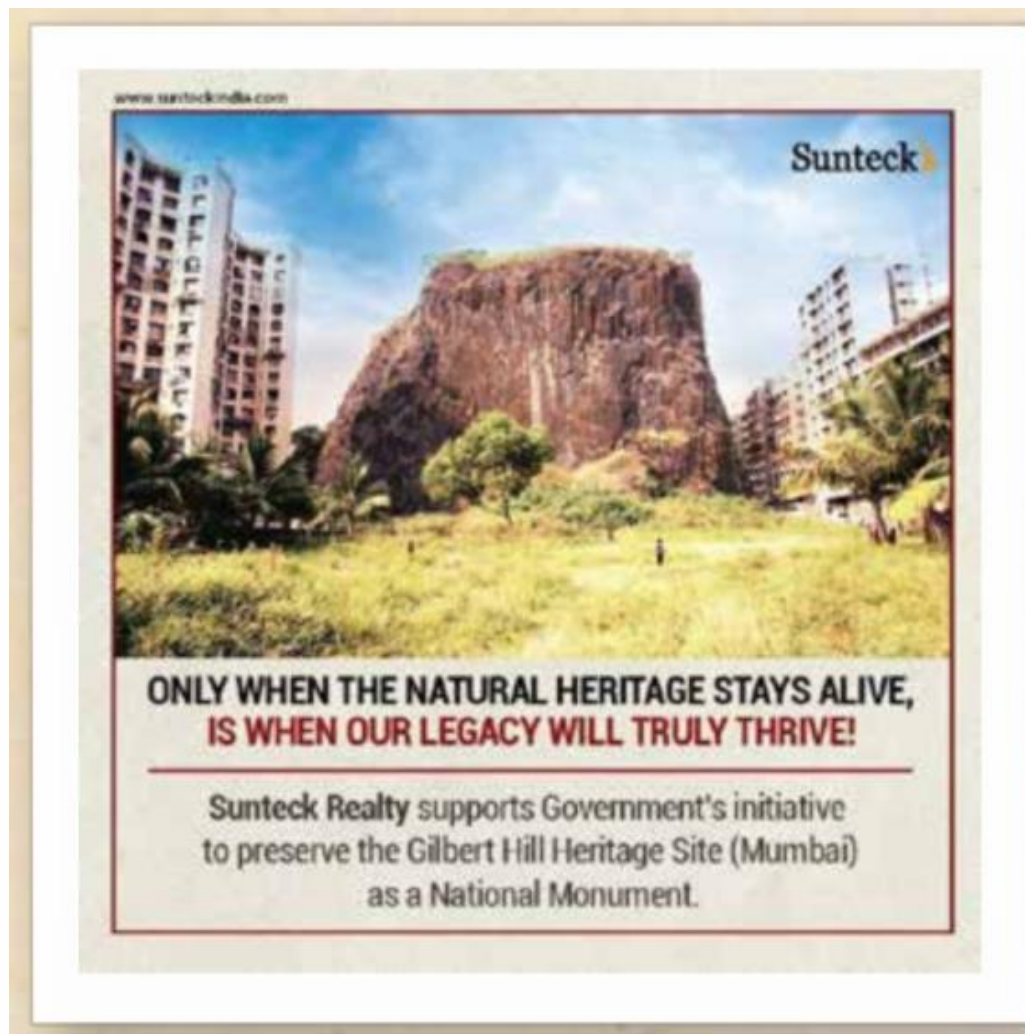
CASH FLOW STATEMENT

Particulars	Q3 FY21*
Net Cash Flow - Operating Activities	535
- <i>Operating Profits before Working Capital Changes</i>	<i>439</i>
- <i>Working Capital Changes</i>	<i>96</i>
Net Cash Flow - Investing Activities	69
- <i>Interest & Others</i>	<i>69</i>
Net Cash Flow - Financing Activities	(638)
- <i>Repayment of Loans</i>	<i>(301)</i>
- <i>Finance Cost</i>	<i>(195)</i>
- <i>Dividends Paid</i>	<i>(142)</i>

All figures are in Rs. Million

**Provisional*

CORPORATE SOCIAL RESPONSIBILITY



SPREADING WARMTH AMONGST OUR FRONTLINE HEROES

Blanket Distribution Amongst
All Ground Duty Staff



Completed Projects

Under Construction Projects



Signature
ISLAND
by Sunteck Realty

Completed Projects

Under Construction Projects



Signia Isles
by Sunteck Realty

Completed Projects

Under Construction Projects



Signia **pearl**
by Sunteck Realty



Completed Projects

Under Construction Projects



Signia High



Completed Projects

Under Construction Projects



SunteckCity

OSHIWARA DISTRICT CENTRE, GOREGAON (W)

AVENUE 1



Completed Projects

Under Construction Projects



Signia Oceans

Completed Projects



Under Construction Projects



Signia Skys



Completed Projects

Under Construction Projects

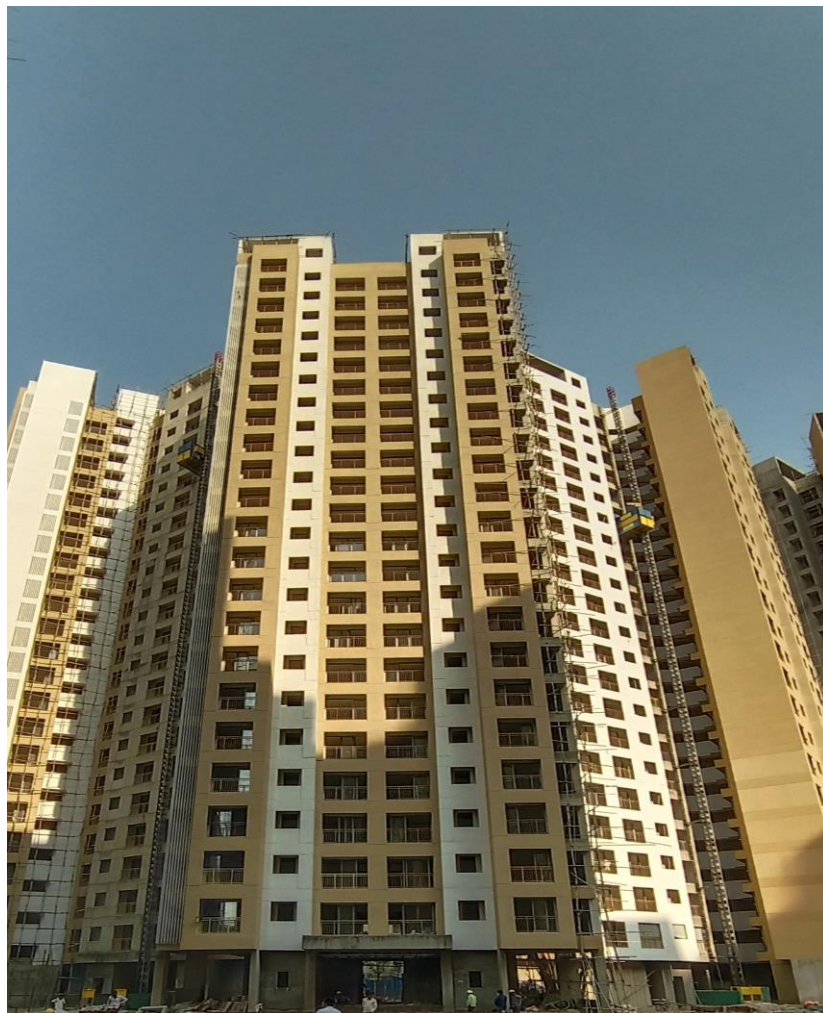


COMMERCIAL PROJECTS



Completed Projects

Under Construction Projects



West
Sunteck World

NAIGAON

Completed Projects

Under Construction Projects



MaxX
Sunteck World
NAIGAON

Completed Projects

Under Construction Projects



SunteckCity

OSHIWARA DISTRICT CENTRE, GOREGAON (W)

AVENUE 2



Completed Projects



Under Construction Projects



4TH AVENUE

FINEST RESIDENCES

IN THE HEART OF 5TH AVENUE

Completed Projects

Under Construction Projects



Signia Waterfront
Airoli



Completed Projects



Under Construction Projects



Gilbird
Andheri (W)

Completed Projects



Under Construction Projects



SunteckBKC51

BKC JUNCTION, MUMBAI

Completed Projects

Under Construction Projects



Sunteck**ICON**
BKC JUNCTION, MUMBAI



Completed Projects

Under Construction Projects



SunteckCREST

ANDHERI KURLA ROAD

ANDHERI (E)

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