

SRL/SE/25/25-26

Date: 17th July, 2025

National Stock Exchange of India Ltd

Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex, Bandra (East),
Mumbai - 400 051

Symbol: SUNTECK

BSE Limited

Phiroze Jeejeebhoy Tower,
Dalal Street,
Mumbai - 400 001

Scrip Code: 512179

Sub: Investor Presentation on Q1 FY26 Results

Dear Sir/Madam,

Pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed the Investor Presentation with regard to the Financial Results of the Company for the quarter ended 30th June, 2025.

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

This is for your information and records.

Yours sincerely,

For Sunteck Realty Limited

Rachana Hingarajia

Company Secretary

(ACS No.: 23202)

Encl: a/a



Sunteck Realty Limited

Investor Presentation

Q1 FY2026

July 2025

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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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Key Highlights of Q1 FY26

Operational & Financial Performance

- **Pre-sales** grew to ~Rs.657 cr, **up 31% YoY**
- **Collections** stood strong at **~Rs.351 cr**
- **EBITDA** grew to ~Rs.48 cr, **up 52% YoY**
- **Net Income** grew to ~Rs.33 cr, **up 47% YoY**
- **EBITDA margin** grew to 25%, **up 1,541 bps**
- **PAT margin** grew to 18%, **up 1,054 bps**
- **Net Debt to Equity Ratio** stands strong at **0.02x**
- **Fitch (India Ratings)** has affirmed Long-term credit rating at **‘IND AA/Stable’**

Business Development

- Selected as a preferred developer for the redevelopment of a residential project located at Andheri, near Western Express Highway (WEH), Mumbai for the land admeasuring approx. 2.5 acres with a development potential of 2,75,000 square feet
- This project is poised to generate **Gross Development Value (GDV) of Rs.11 bn**

Key Strengths - Why Sunteck?

Key Strengths – Why Sunteck?

1

Strong Foothold in MMR market - amongst the largest growing market in India



2

Luxury portfolio in every segment & across micro-markets - from uber luxury to aspirational luxury



3

Well-timed Capital Allocation for acquisitions - Acquired more than ~50 mn sq ft & GDV of ~Rs 39,800 cr



4

Expanding Annuity Income Portfolio - Rs 300 cr+ rental, capital value creation of upto ~Rs 5,000 cr



5

Strong Financial Performance - With Net D/E of **0.02x** and strong operational growth of ~31%



6

Successful equity partnerships - Partnerships with Kotak Fund and Ajay Piramal Group and now, with IFC-World Bank Group



Snapshot

Strong Operational Foothold



One of the large
developers in **MMR**
- largest & fastest
growing market



Rs~39,800 cr of
GDV from ~11 large
projects



~50 MSF+ total
development
acquisitions



20 projects
successfully
delivered

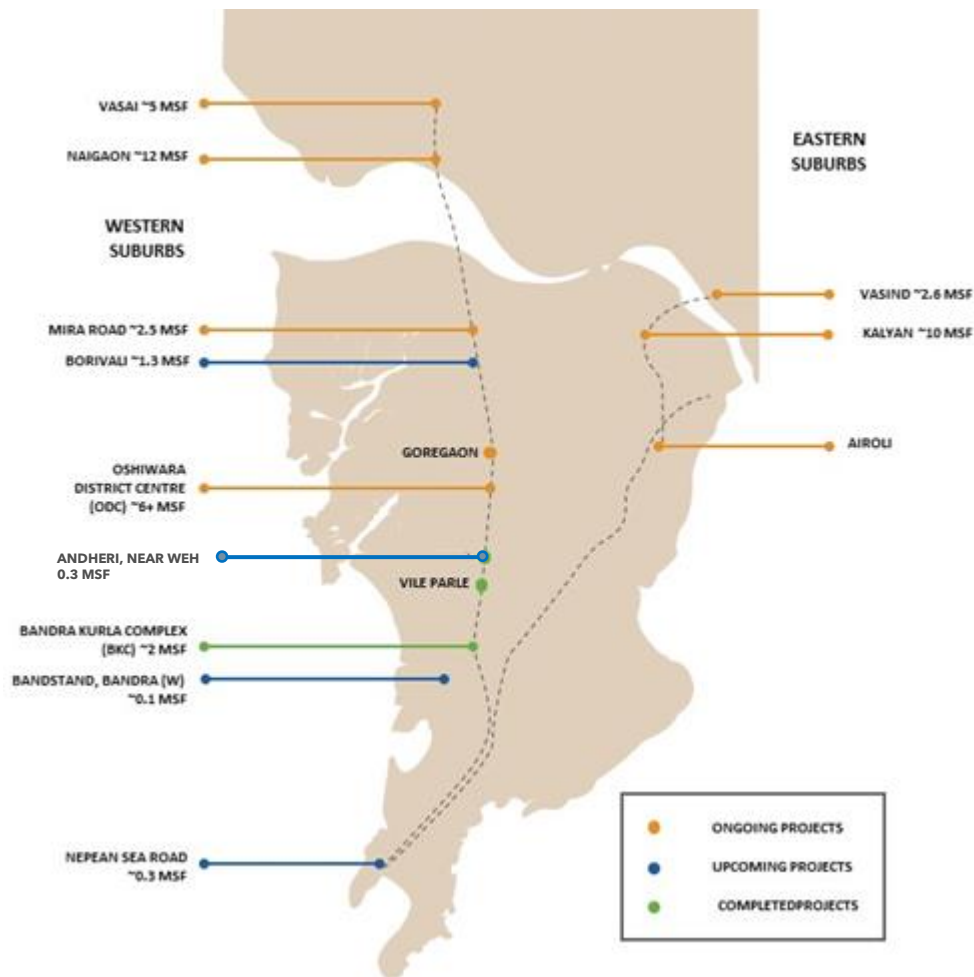


**Well-timed
capital allocation**
with JDA &
outright model

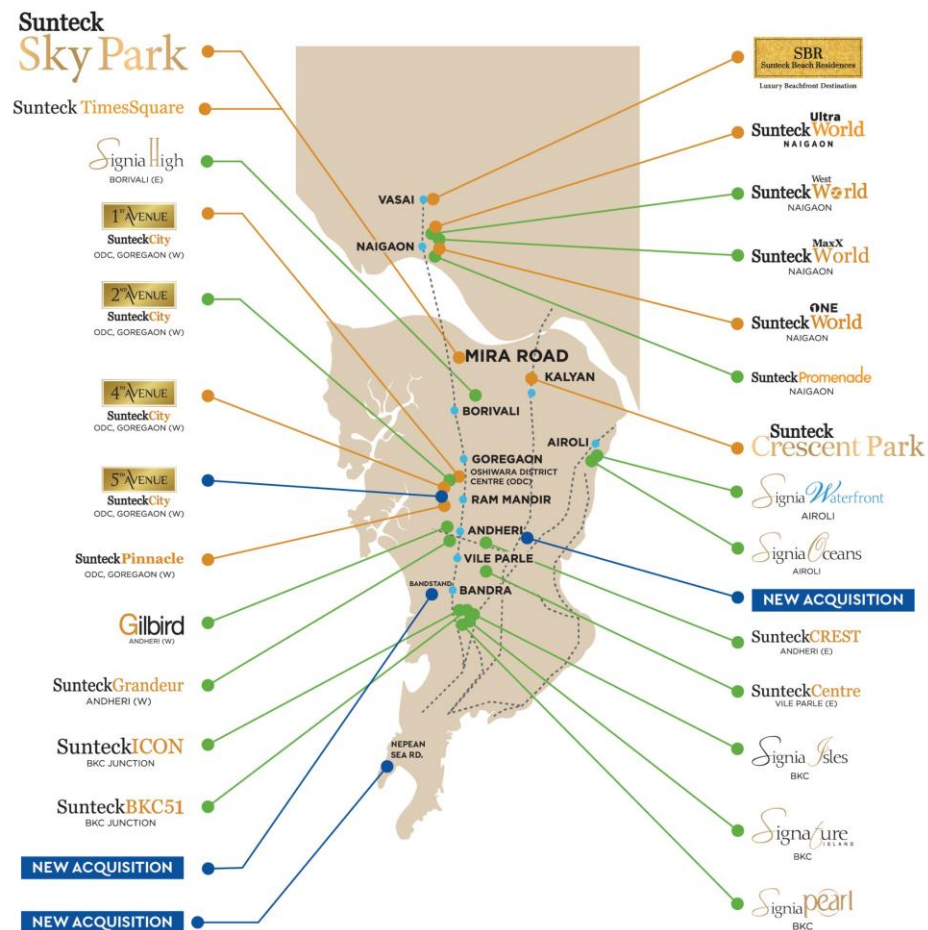
Strong Foothold in MMR Market

MMR-Focused Luxury Real Estate Developer (1/2)

By Location Volume



By Project Brands

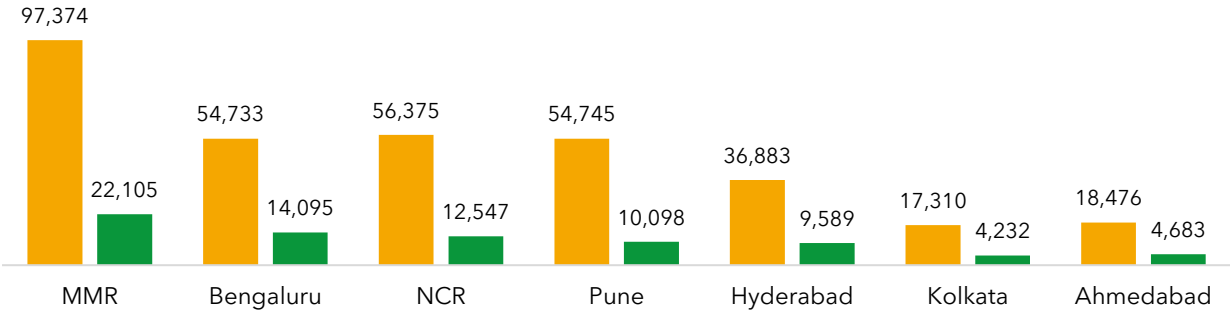


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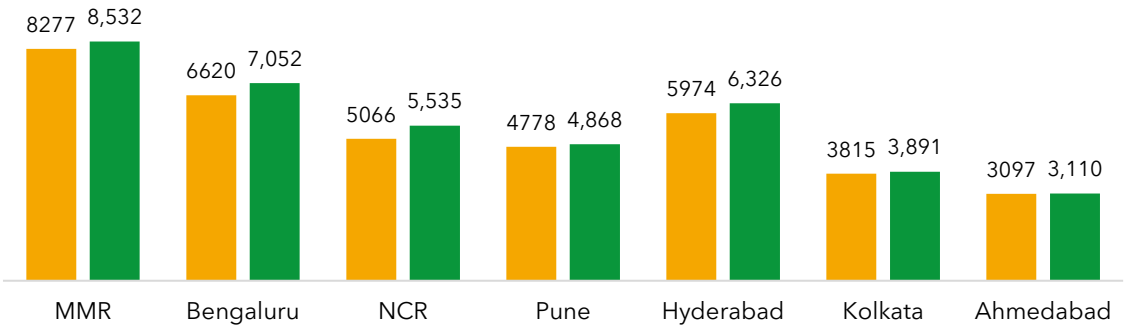
Strong Foothold in MMR market

MMR is the most attractive real estate market in India (2/2)

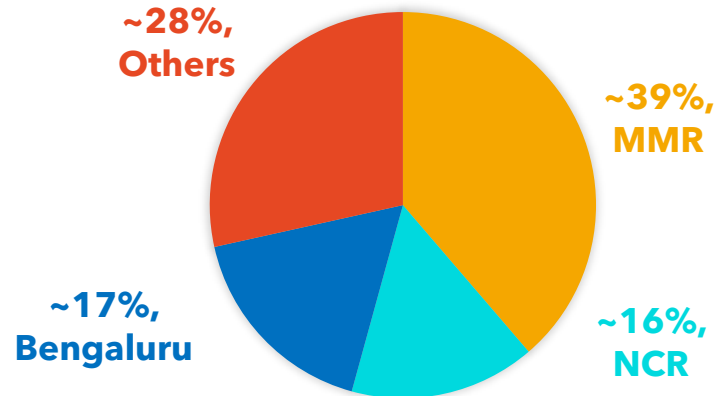
NUMBER OF UNITS SOLD IN - FY25 & Q1FY26



INR/SQ FT - CY24 & CY H125

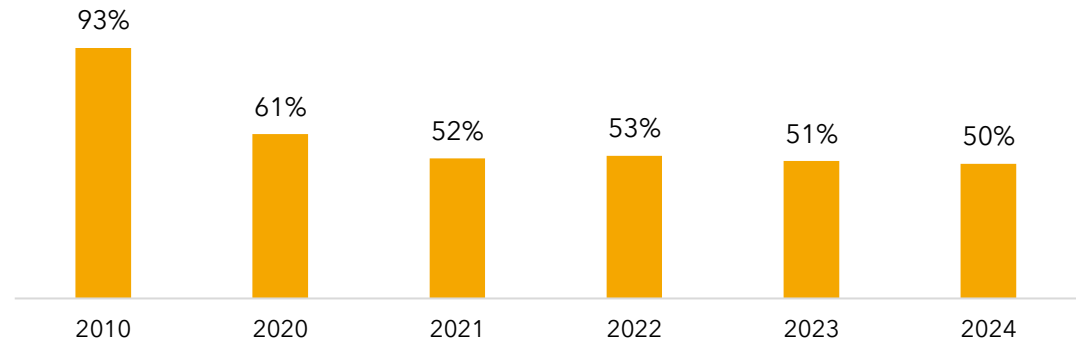


MARKET SHARE BY VALUE



MMR AFFORDABILITY MATRIX

Measured as EMI to Income ratio



Luxury portfolio in every segment & across micro-markets

From Uber Luxury to Aspirational Luxury

Premium positioning by creating **different luxury brands** across segments

Uber Luxury

(UHNI & HNI)

Signature

Signia

Premium Luxury

(Upper Mid-Income)

SunteckCity

Sunteck
Sky Park

Aspirational Luxury

(Lower Mid-Income)

SunteckWorld

Marquee Luxury

(Beach Residences)

SBR

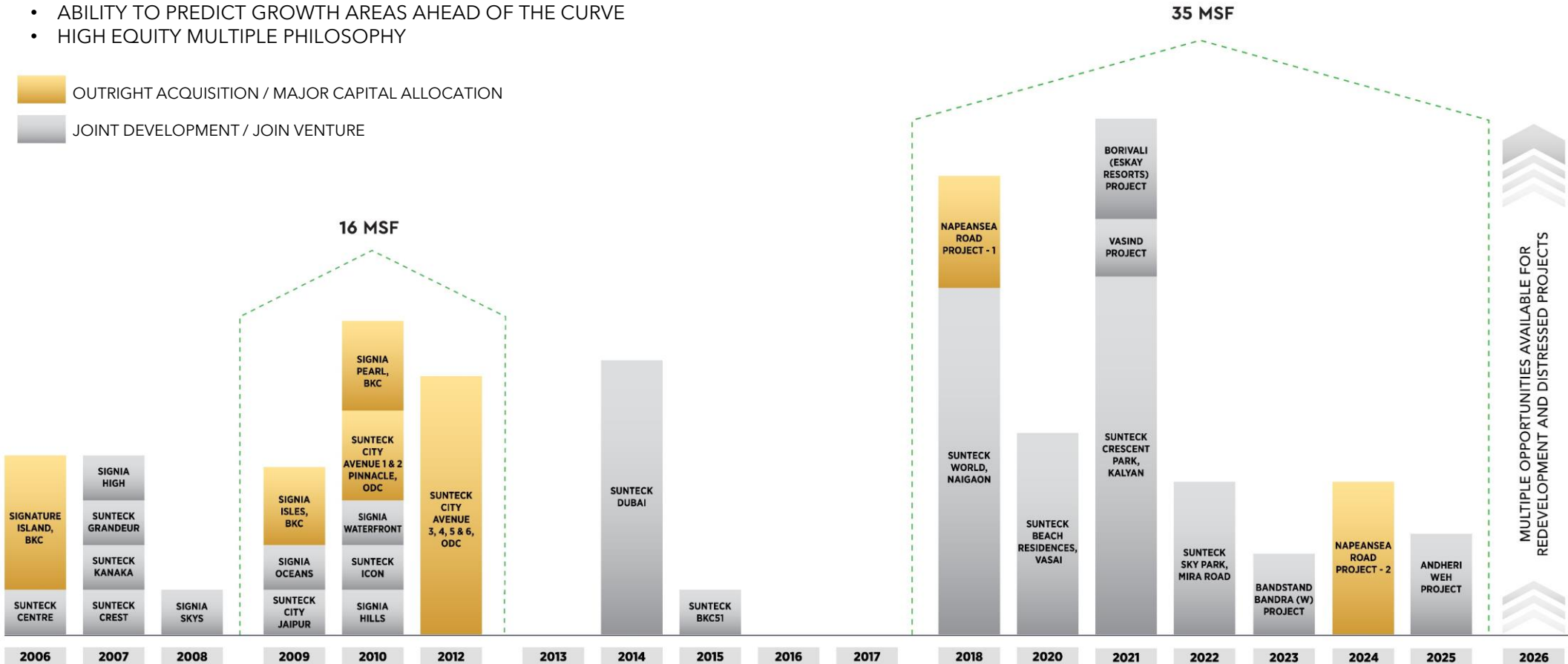
Sunteck Beach Residences

Well-timed Capital Allocation for acquisitions

Acquired more than ~50 mn sq ft & GDV of ~Rs.39,800 cr (1/3)

ACQUISITION STRENGTH

- RESEARCH BASED ACQUISITIONS
- ABILITY TO PREDICT GROWTH AREAS AHEAD OF THE CURVE
- HIGH EQUITY MULTIPLE PHILOSOPHY



3

Gross Development Value (GDV)

Achieved pre-sales growth of ~31% in Q1FY26 (2/3)

GDV is Balance Gross Development Value excluding, sales already done

- Launched
- Upcoming
- Newly Announced

ance Gross Development Value excluding, sales already done					Q1FY26 GDV - ~Rs 39,800 cr			
					FY25 GDV - ~Rs 39,370 cr		Andheri, WEH Rs 1,100 cr	
					Nepean Sea Project - 2 Rs 2,400 cr		Nepean Sea Project - 2 Rs 2,400 cr	
					Bandra West Project Rs 1,000 cr		Bandra West Project Rs 1,000 cr	
					Burj Khalifa Community, Dubai Rs 9,000 cr		Burj Khalifa Community, Dubai Rs 9,000 cr	
					Nepean Sea Project - 1 Rs 2,210 cr		Nepean Sea Project - 1 Rs 1,920 cr	
					FY24 GDV - ~Rs 26,645 cr			
					Sunteck Crescent Park, Kalyan Rs 8,850 cr		Sunteck Crescent Park, Kalyan Rs 8,810 cr	
					Sunteck Sky Park, Mira Raod Rs. 2,450 cr		Sunteck Sky Park, Mira Raod Rs 1,890 cr	
					SBR, Vasai West Rs. 4,050 cr		SBR, Vasai West Rs 3,890 cr	
					SBR, Vasai West Rs. 4,050 cr		SBR, Vasai West Rs 3,600 cr	
					SBR, Vasai West Rs. 4,050 cr		SBR, Vasai West Rs 3,535 cr	
					Sunteck World, Naigaon Rs. 5,425 cr		Sunteck World, Naigaon Rs 5,200 cr	
					Sunteck World, Naigaon Rs. 5,425 cr		Sunteck World, Naigaon Rs 4,775 cr	
					Sunteck World, Naigaon Rs. 5,425 cr		Sunteck World, Naigaon Rs 4,410 cr	
					Sunteck World, Naigaon Rs. 5,425 cr		Sunteck World, Naigaon Rs 4,370 cr	
					Sunteck City, ODC, Goregaon Rs. 6,600 cr		Sunteck City, ODC, Goregaon Rs 6,100 cr	
					Sunteck City, ODC, Goregaon Rs. 6,600 cr		Sunteck City, ODC, Goregaon Rs 5,750 cr	
					Sunteck City, ODC, Goregaon Rs. 6,600 cr		Sunteck City, ODC, Goregaon Rs 5,440 cr	
					Sunteck City, ODC, Goregaon Rs. 6,600 cr		Sunteck City, ODC, Goregaon Rs 5,410 cr	
					Signature & Signia, BKC Rs. 1,625 cr		Signature & Signia, BKC Rs 1,545 cr	
					Signature & Signia, BKC Rs. 1,625 cr		Signature & Signia, BKC Rs 1,310 cr	
					Signature & Signia, BKC Rs. 1,625 cr		Signature & Signia, BKC Rs 850 cr	
					Signature & Signia, BKC Rs. 1,625 cr		Signature & Signia, BKC Rs 745 cr	
					Pre-sales: ~Rs 1,303 cr		Pre-sales: ~Rs 1,602 cr	
					Pre-sales: ~Rs 1,303 cr		Pre-sales: ~Rs 1,915 cr	
					Pre-sales: ~Rs 1,303 cr		Pre-sales: ~Rs 2,531 cr	
					Pre-sales: ~Rs 1,303 cr		Pre-sales: ~Rs 657 cr	

Rs 1 bn = Rs 100 cr

3

Diverse portfolio across micro-markets

Portfolio Split - GDV: Rs. 39,800 cr (3/3)

Uber Luxury

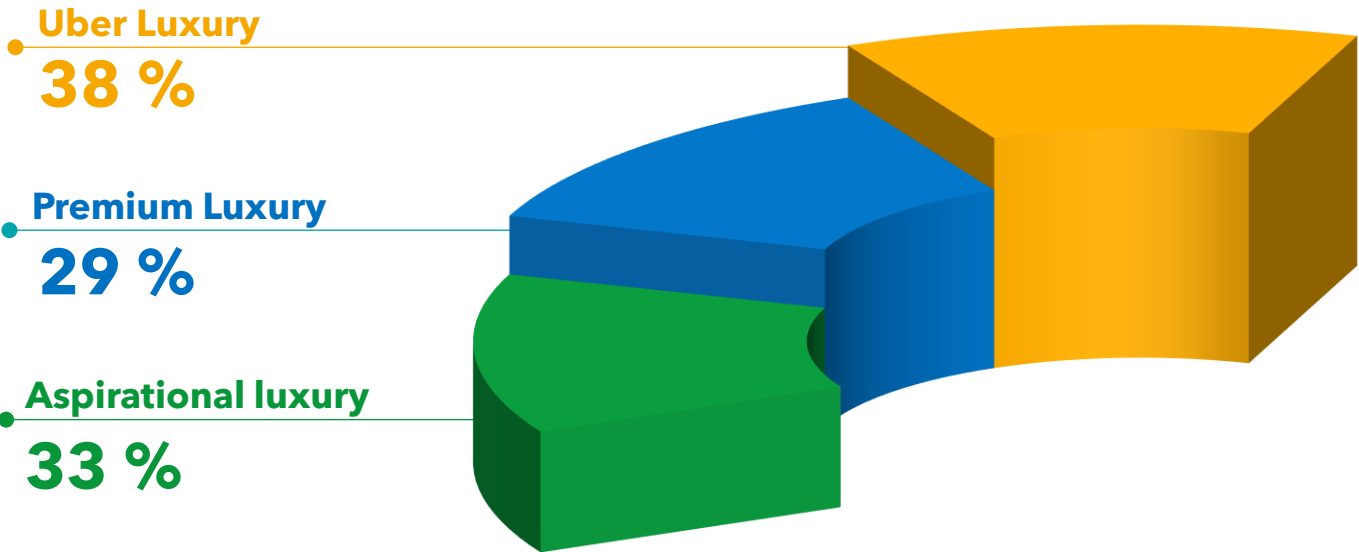
- Projects:**
- Signature Island, Signia Isles & Signia Pearl – BKC
 - Nepean Sea
 - Downtown Dubai
 - Bandra West

Premium Luxury

- Projects:**
- Sunteck City – ODC, Goregaon (W)
 - Sunteck Beach Residences – Vasai (W)
 - Sunteck Sky Park – Mira Road
 - Andheri, WEH Project

Aspirational luxury

- Projects:**
- Sunteck World – Naigaon (E)
 - Sunteck Crescent Park – Kalyan



Portfolio Split - category wise GDV as a % of total GDV

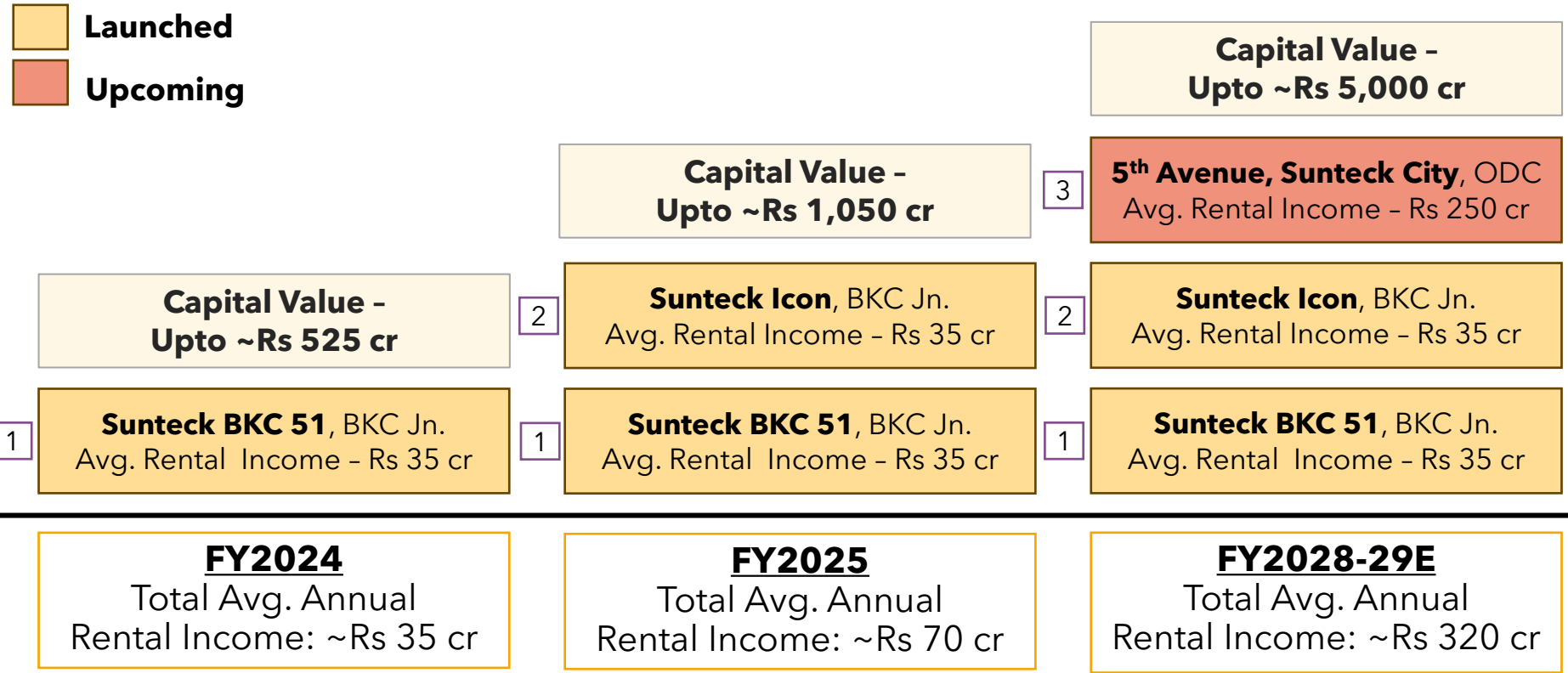
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Expanding Annuity Income Portfolio

Rs 300 cr+ rental, capital value creation of upto ~Rs 5,000 cr

Sunteck Icon and Sunteck BKC 51 at BKC Junction has been pre-leased for a tenure of 29 years

Both commercial assets have generated an Avg. ROIC of ~30%



Strong Financial Performance

Amongst industry best financials



Pre-sales growth
@~**31%**



~**20%+** Cashflow
Surplus Yield of
past 3 years



Net Debt to
Equity @ **0.02x**



AA Long term
credit rating from
India Ratings
(Fitch)



Rs. 750 cr
partnership with
IFC - World Bank
Group

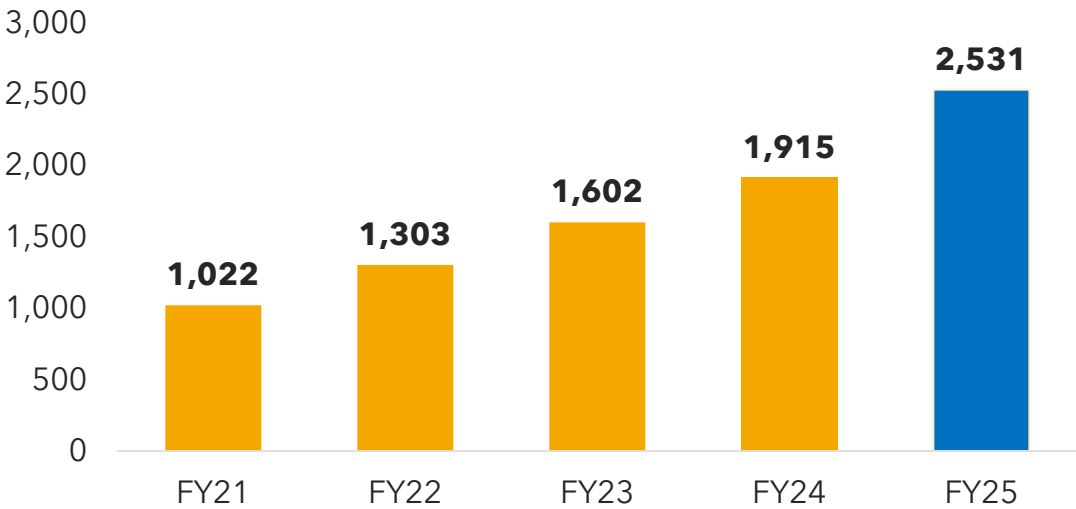
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Strong Financial Performance

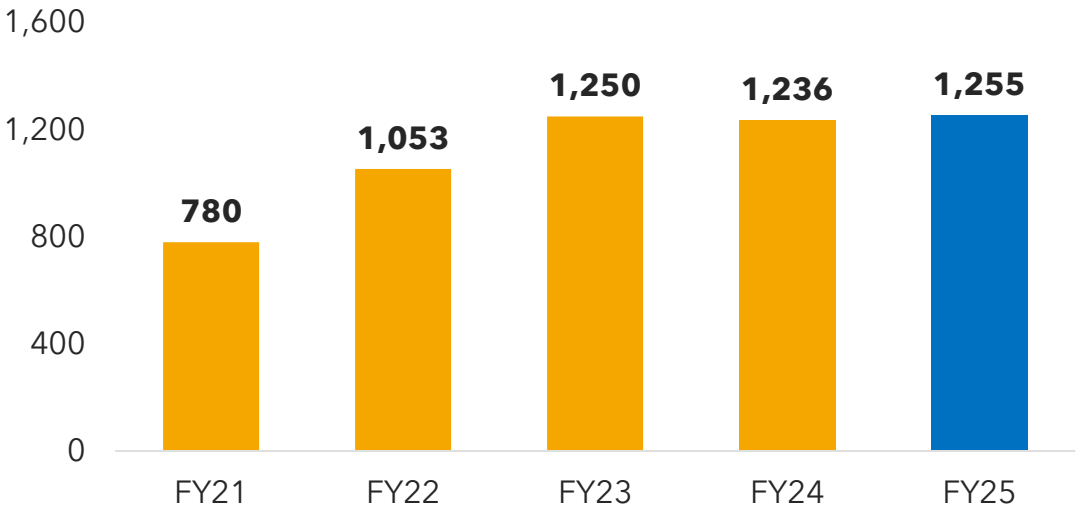
Pre-sales and Collections registering strong growth (1/4)

Operational Trend	Q1 FY26	Q1 FY25	Q4 FY25	FY25
Pre-Sales	657	502	870	2,531
Collections	351	342	310	1,255

Annual Pre-sales (~Rs cr)



Annual Collections (~Rs cr)

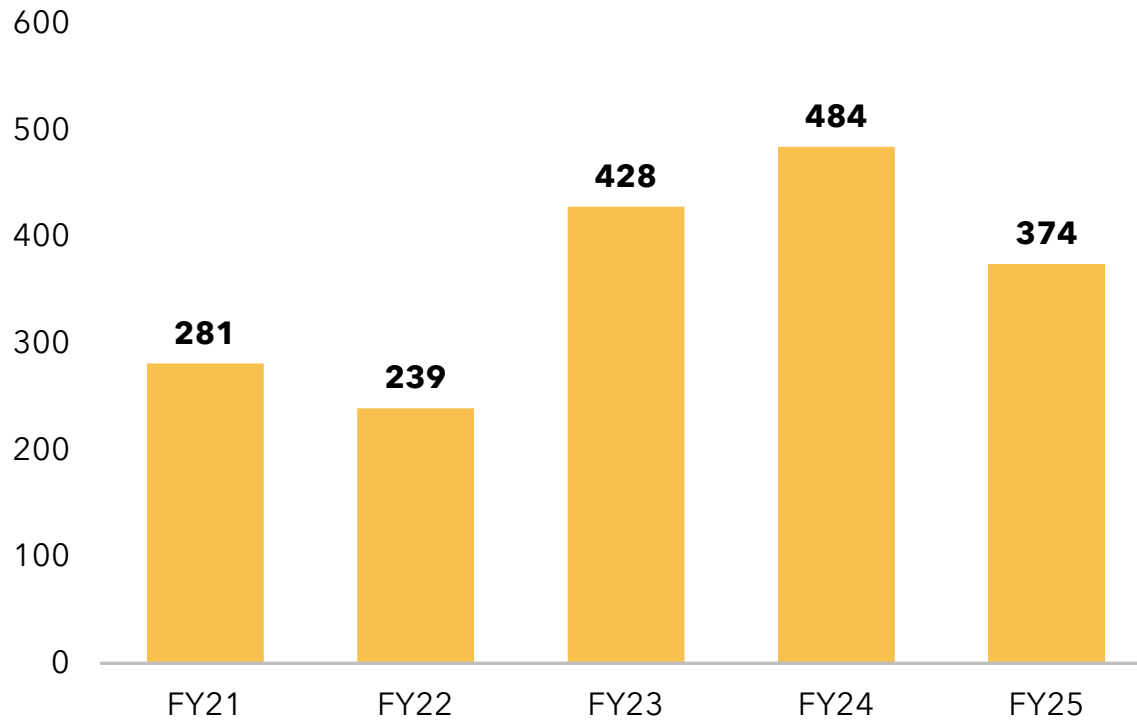


Rs 1 cr = Rs 10 mn

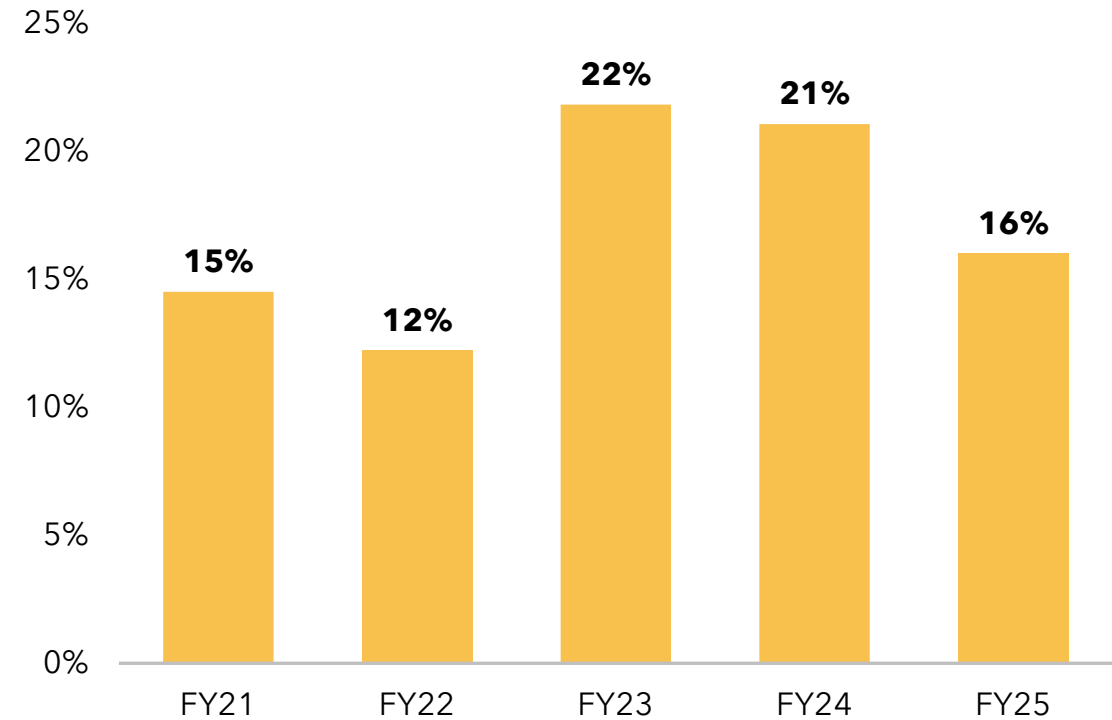
Strong Financial Performance

Cashflow RoCE @~16% (2/4)

Net CF Surplus (~Rs cr)



Cashflow RoCE



- As the company follows Project Completion Method of Accounting, **Cashflow RoCE** (Net CF Surplus / Adjusted Network) is considered
- Adjusted Network for FY25 (~Rs 2,367 cr) = Total Average Equity (~Rs 3,192 cr) - Capital Reserve (~Rs 825 cr)

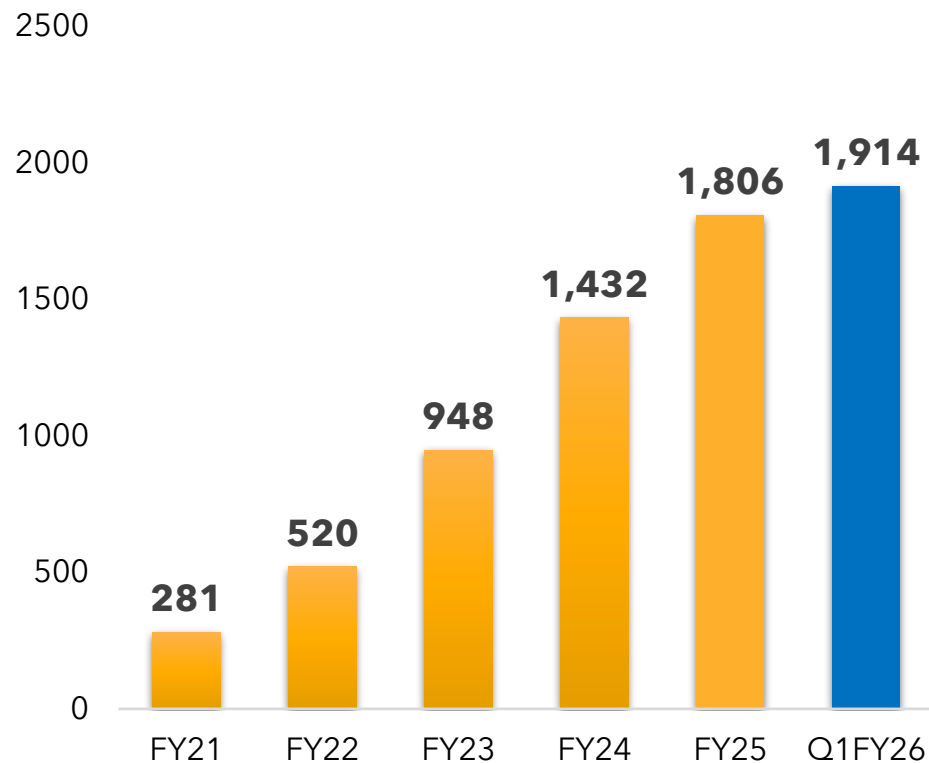
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Strong Net Cash Flow Surplus

Cashflow surpasses ~Rs 1,900 cr (3/4)

Particulars (~Rs cr)	Q1 FY26	Q1 FY25
Gross Collections	351	342
Less: Project Expenses	162	158
Less: JDA Revenue Share	13	23
Gross Operating Cash Flow Surplus	176	161
Less: Other Expenses	68	61
Net Operating Cash Flow Surplus	108	100
Amount spent on BD/LO/JDA Cost	307	88

Cumulative NOCF Surplus (~Rs cr)



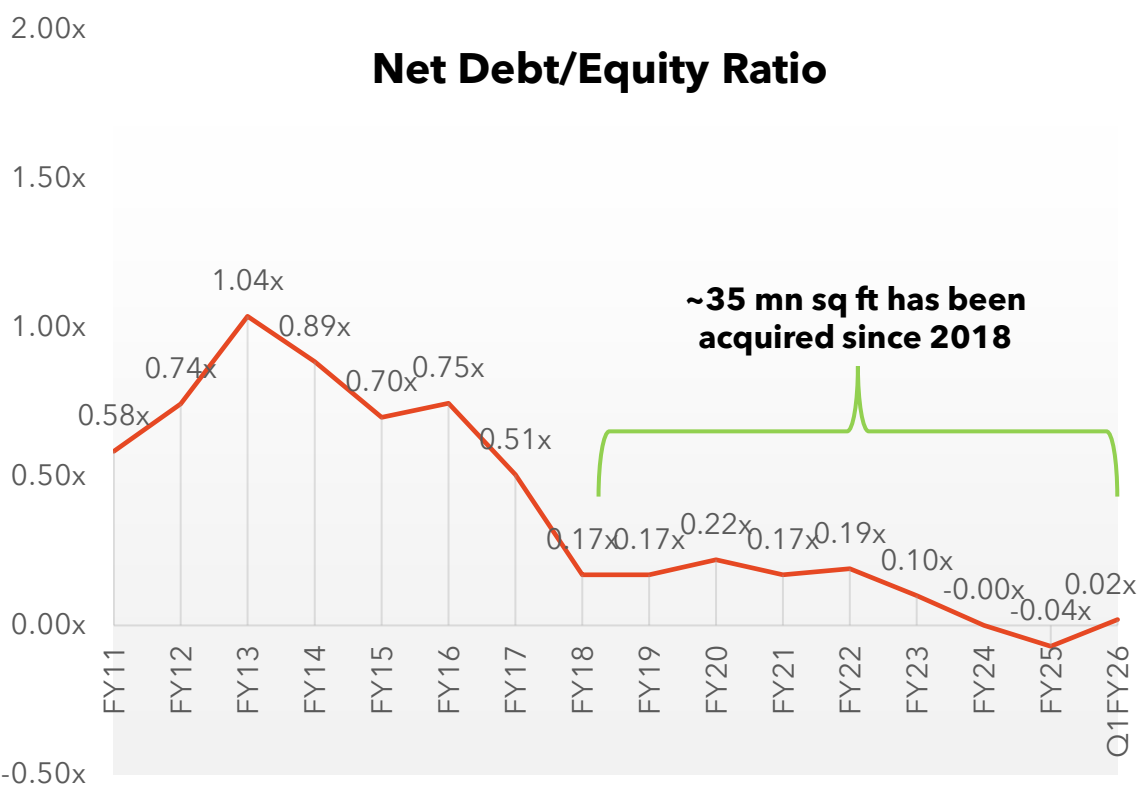
Rs 1 cr = Rs 10 mn

Strong Financial Performance

Net Debt to Equity @ 0.02x

Sunteck’s Long-Term Credit Rating at AA from India Ratings (Fitch) (4/4)

Particulars (~Rs cr)	FY23	FY24	FY25	Q1FY26
Gross Debt	593	295	336	445
Less: Cash & Cash Equivalents	158	106	203	70
Less: Loans to JDA partners	155	198	259	302
Net Debt	280	-8	-125	73
Net Worth	2,788	3,124	3,260	3295
Net Debt / Equity	0.10x	-0.00x	-0.04x	0.02x
Quasi-Equity and Others*	93	79	51	44
Adjusted Net Debt	373	72	-74	117
Adj. Net Debt / Equity	0.13x	0.02x	-0.02x	0.04x



**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 ~910 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.*

Successful Equity Partnerships

Recent Partnership



• **Sunteck & IFC - World Bank Group form Joint Investment Platform of up to ~Rs 750 cr**

• **Key highlights of the partnership**

- MMR focused platform to build high-quality green urban large-scale housing projects targeting the mid-income demographic
- Up to 4 to 6 green housing projects - developing around 12,000 units
- Highlights SRL's capability to develop high quality large-scale housing projects in the MMR

Past Partnerships

• **With Ajay Piramal Group**

- **India REIT** invested at **Signature Island, BKC** in **2006** and exited at **>20% IRRs within ~3 years**
- **50:50 JV - Piramal Sunteck Realty Pvt. Ltd. (PSRPL)** formed in **2007** to undertake multiple projects

• **With Kotak Realty Fund**

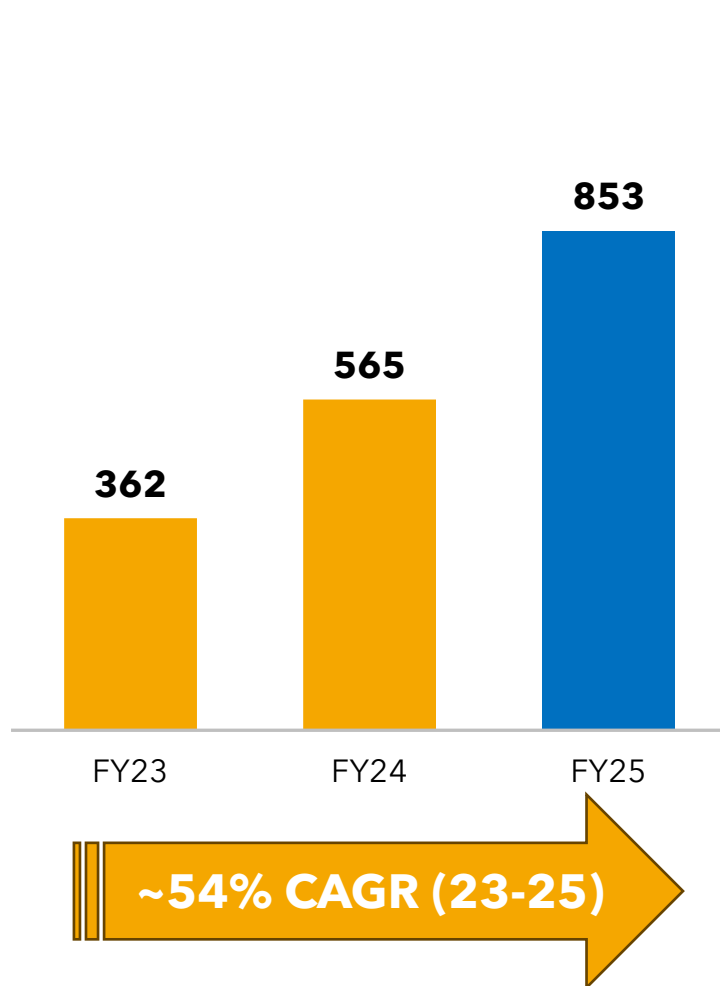
- **Kotak Real Estate Fund (KREF)** has invested in the listed entity in the past
- **KREF** has done multiple PE SPV investment - **Signia Isles, BKC** in **2009** and **Sunteck City, ODC** in **2012**, and exited at **>20% IRRs**



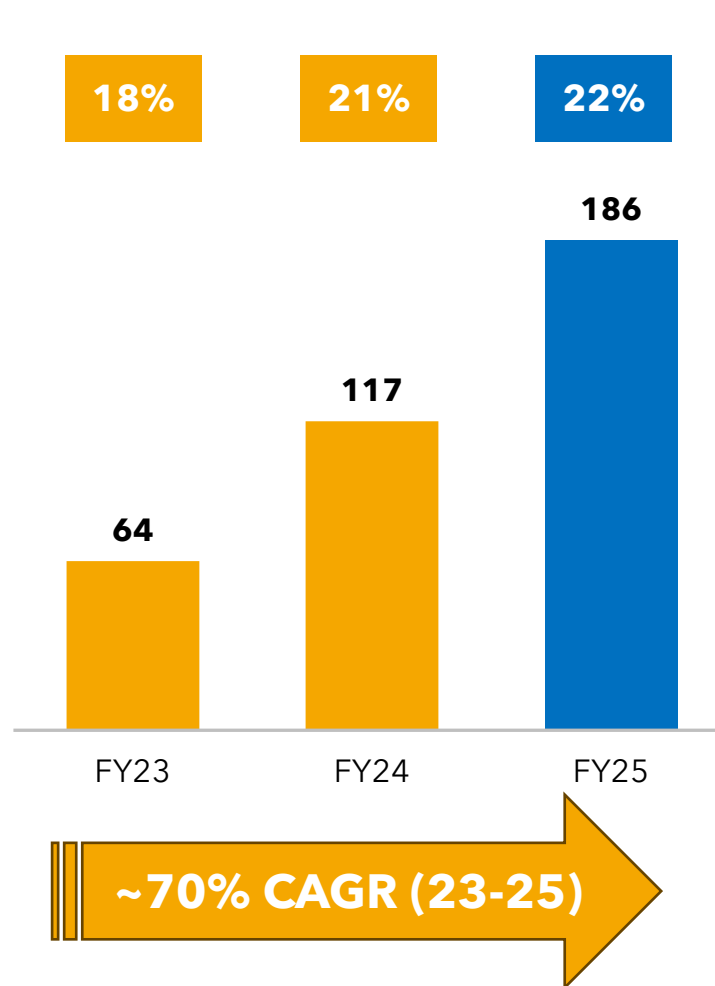
Annexure Q1 FY26 Financial Results

Strong Annual Financial Performance

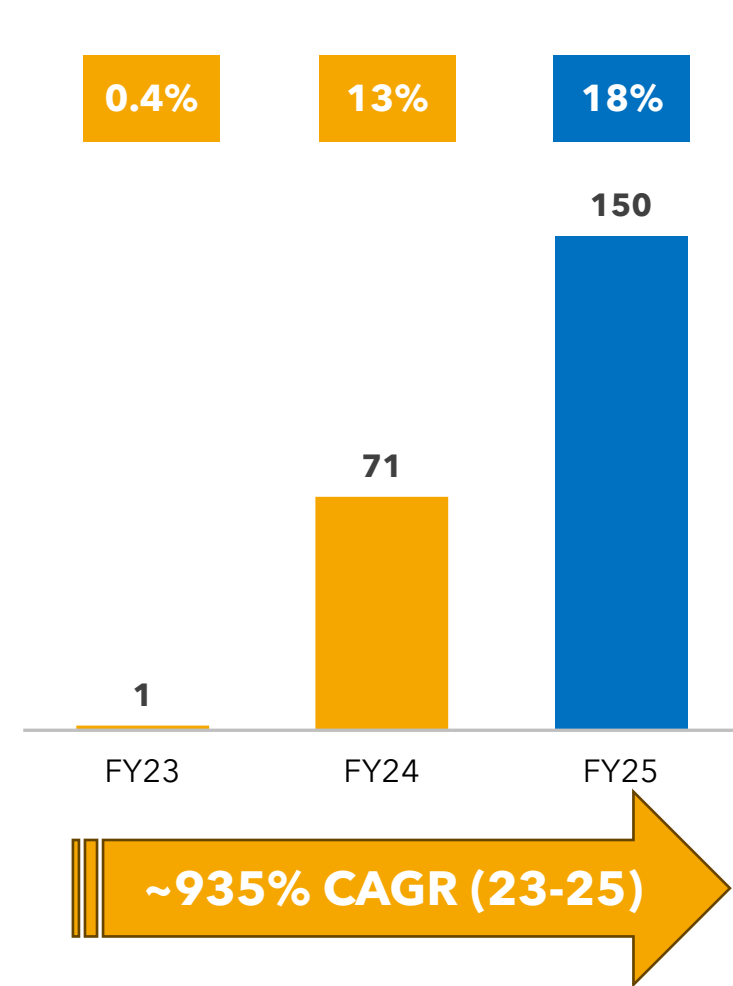
Revenue from Operations



EBITDA & Operating Margin (%)



PAT & Net Margin (%)



Amount in chart are Rs. In Cr.

P&L Statement

Strong Revenue & PAT growth

Rs in cr

PROFIT & LOSS STATEMENT (Consolidated)				
Particulars	Q1 FY26	Q1 FY25	Q4 FY25	FY25
Operating Revenue	188	316	206	853
EBITDA	48	31	69	186
- Margin (%)	25%	10%	33%	22%
PBT	43	29	66	182
Net Income	33	23	50	150
- Margin (%)	18%	7%	24%	18%

Balance Sheet

Strong Credit Rating of AA by India Ratings (Fitch)

Rs in cr

BALANCE SHEET (Consolidated)					
Liabilities	March '25	March '24	Assets	March '25	March '24
Networth	3,260	3,124	Receivables	117	293
Borrowings	387	375	Inventories	6,206	5,966
Non-Current Liabilities	17	17	Loans & Advances	347	290
Current Liabilities	1,219	1,194	Cash & Bank	203	106
Others Liabilities	3,444	3,213	Others Assets	1,453	1,269
Total	8,327	7,924	Total	8,327	7,924

Rs 1 cr = Rs 10 mn

Operational Performance Break-up

Rs in cr

Q1 FY26	
Segment	Pre-sales (~Rs cr)
Uber Luxury	380
Premium Luxury	226
Aspirational Luxury	45
Others	6
Total	657

Rs 1 cr = Rs 10 mn

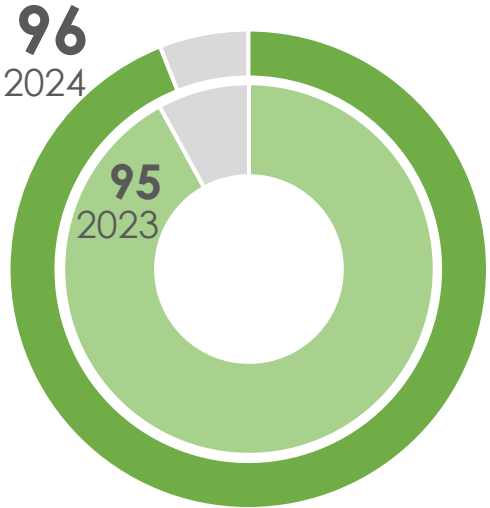


Annexure ESG & Awards

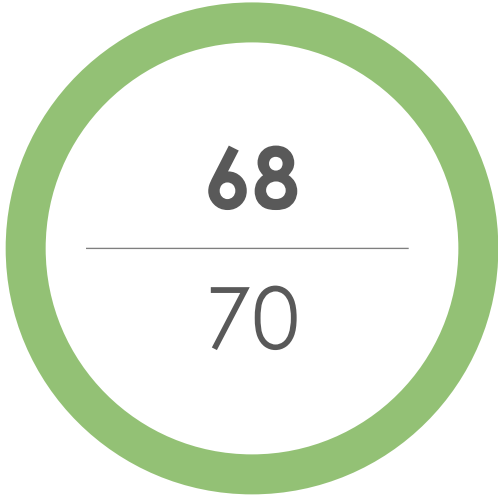
2024 GRESB Development Benchmark Report



Participation & Score



Development Score Sector Leader award



GRESB Average
59

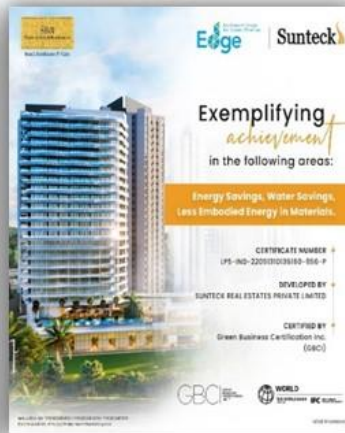
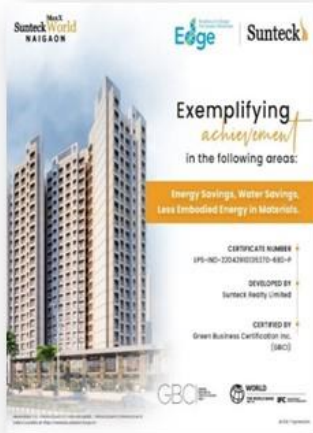
Benchmark Average
66

Sunteck Realty has achieved outstanding **GRESB** (Global Real Estate Sustainability Benchmark) **score of 96 for FY24**

Earning the prestigious **Sector Leader award** in the 2024 **GRESB** Real Estate Assessment for the **Development Benchmark**

This recognition places Sunteck among the top 20% of global real estate performers, underscoring its strong commitment to ESG principles

Green Building Initiatives



- **Four** projects, **4th Avenue, SunteckCity, ODC Goregaon W; Sunteck Maxxworld & Sunteck Oneworld, Naigaon** and **Sunteck Beach Residences (SBR), Vasai W** has been awarded with **EDGE (Excellence in Design for Greater Efficiencies)** Pre-certification (*IFC-International Finance Corporation -The World Bank Group*).
- **Three** of our commercials buildings; **BKC51, Icon and Crest** has been awarded EDGE -IFC pre certification
- Our HO **Sunteck Centre** has been awarded **LEED GOLD certification** by US Green building council

Awards



Thank you
ir@sunteckindia.com
