



Sunteck Realty Limited

May 26, 2015

FY15
Results Update

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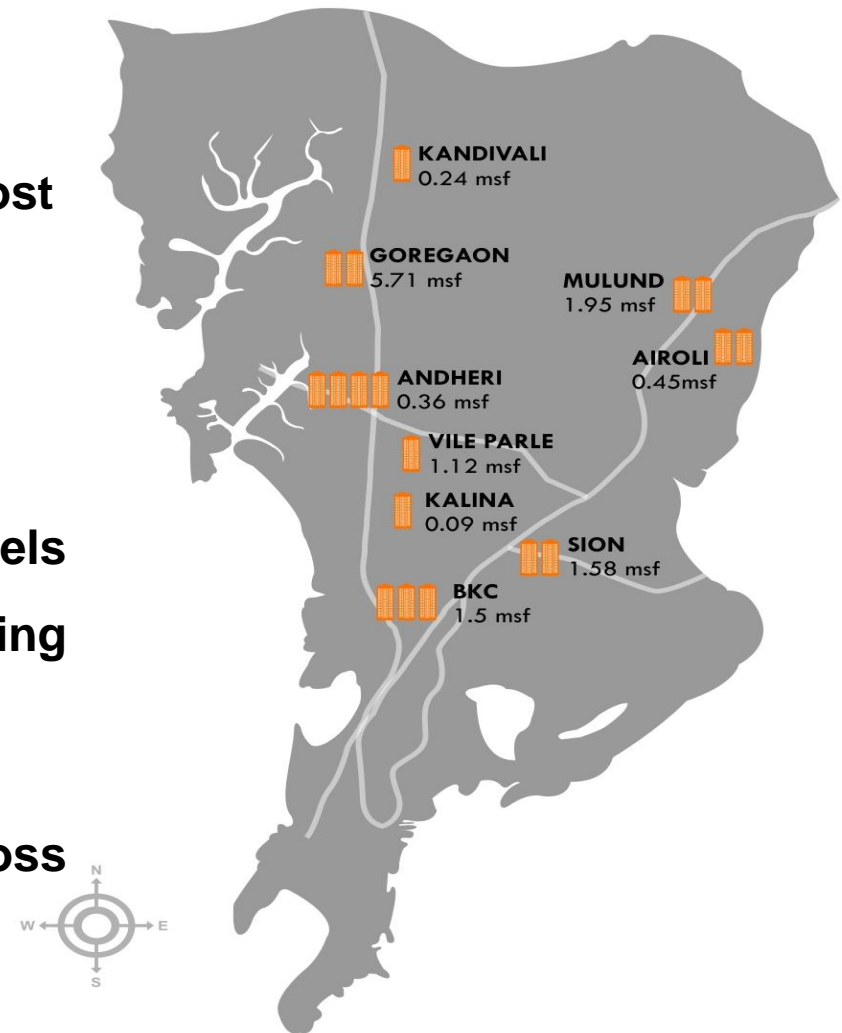
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- ✓ **Mumbai focused developer**
- ✓ **City-centric acquisitions at Optimum Cost with clear titles**
- ✓ **Premium Positioning**
- ✓ **Expertise in buying low cost land parcels & developing them into high end housing projects**
- ✓ **Project Portfolio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



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

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



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



Q4 & FY15 Review



- ✓ Signature Island, BKC (flagship project) awarded as '**Luxury Project of the Year**' by Lokmat's National Awards for Excellence in Real Estate and Infrastructure
- ✓ Chairman & Managing Director won '**Young Achiever's Award**' at Lokmat's National Awards for Excellence in Real Estate and Infrastructure
- ✓ Received 5 Occupation Certificates
- ✓ A mix of fresh and experienced talent of 61 personnel were added during the year
- ✓ Revenue recognized from completion of 2 additional projects i.e. Sunteck Kanaka, Goa & Signia Skys, Nagpur
- ✓ Average annual realization stood at ~₹ 24,011 psf



Operational Performance

Particulars	UOM	Q4FY15	Q3FY15	% Change (q-o-q)	Q4FY14	% Change (y-o-y)
Pre - Sales	₹ Mn	1,644	1,420	16%	990	66%
Collections	₹ Mn	1,731	1,232	40%	1,098	58%
Cost Incurred	₹ Mn	433	650	(33%)	472	(8%)
Average Realization	₹ Psf	20,888	26,553	(21%)	17,919	42%

Particulars	UOM	FY15	FY14	% Change (y-o-y)
Pre - Sales	₹ Mn	5,106	3,988	28%
Collections	₹ Mn	5,402	4,180	29%
Cost Incurred	₹ Mn	2,512	2,051	22%
Average Realization	₹ Psf	24,011	21,895	10%



Consolidated P&L

All figures in In ₹Mn

Particulars	Q4FY15	Q3FY15	Q4FY14	FY15	FY14
Income from Operations	1,413	661	8,944	3,169	9,383
EBITDA	651	347	2,681	1,479	2,912
Adjusted PAT	397	127	1,437	681	1,510
EPS (₹)	6.63	2.11	23.96	11.37	25.18
Operating Margin	46%	52%	30%	46%	31%
Adjusted PAT Margin	28%	19%	16%	22%	16%

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

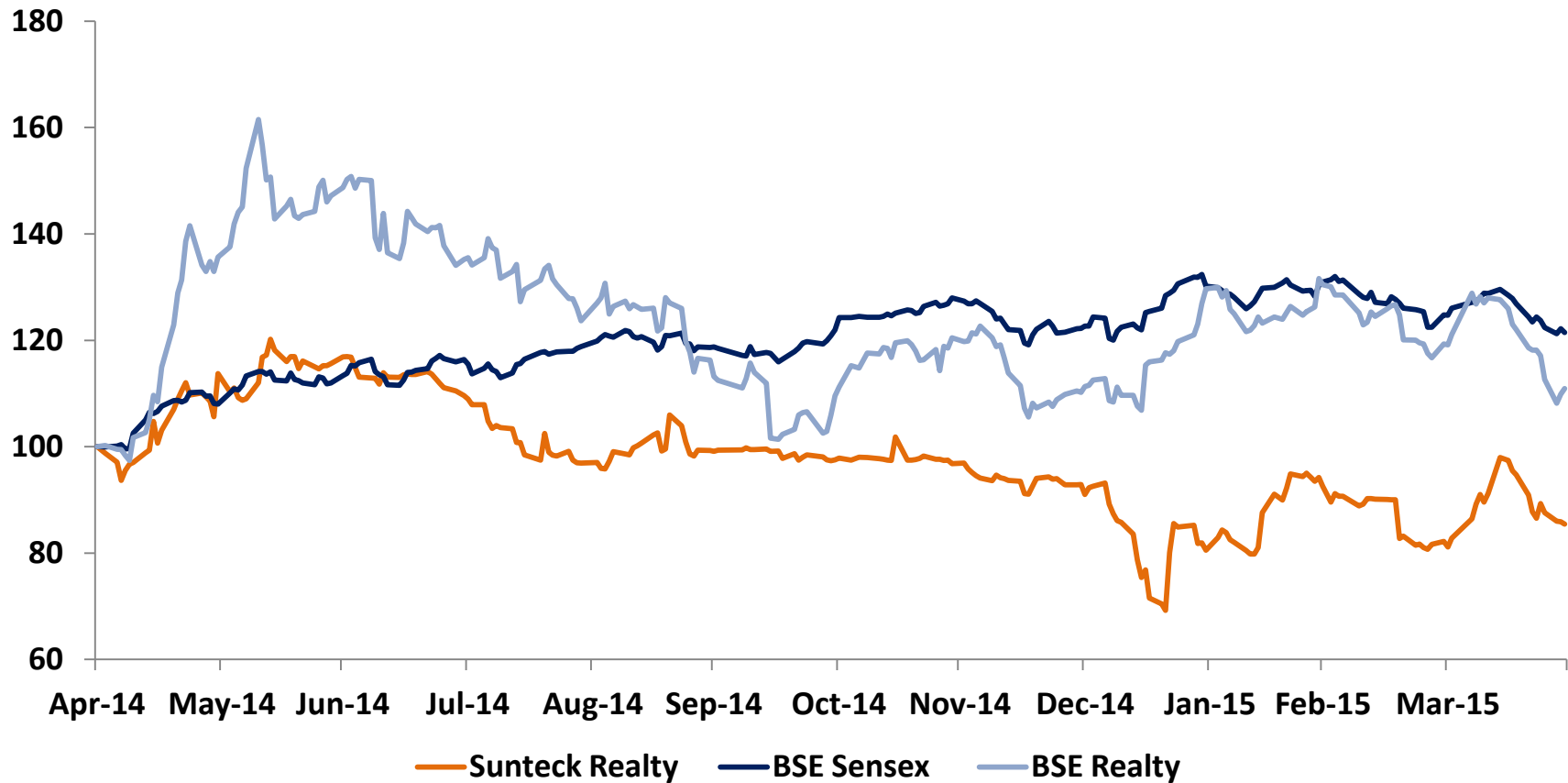


All figures in In ₹Mn

Liabilities	FY15	Assets	FY15
Networth	14,703	Net Fixed Assets	132
Secured Loans	7,231*	Investments	300
Unsecured Loans	3,474	Inventories	34,596
Customer Advances	12,465	Cash & Bank Balances	1,068
Others	4,766	Others	6,543
Total	42,638	Total	42,638

Notes: * Increase due to BKC projects FSI payment / pre-payment of ₹ 3,203 mn





As on March 31, 2015



Business Operations



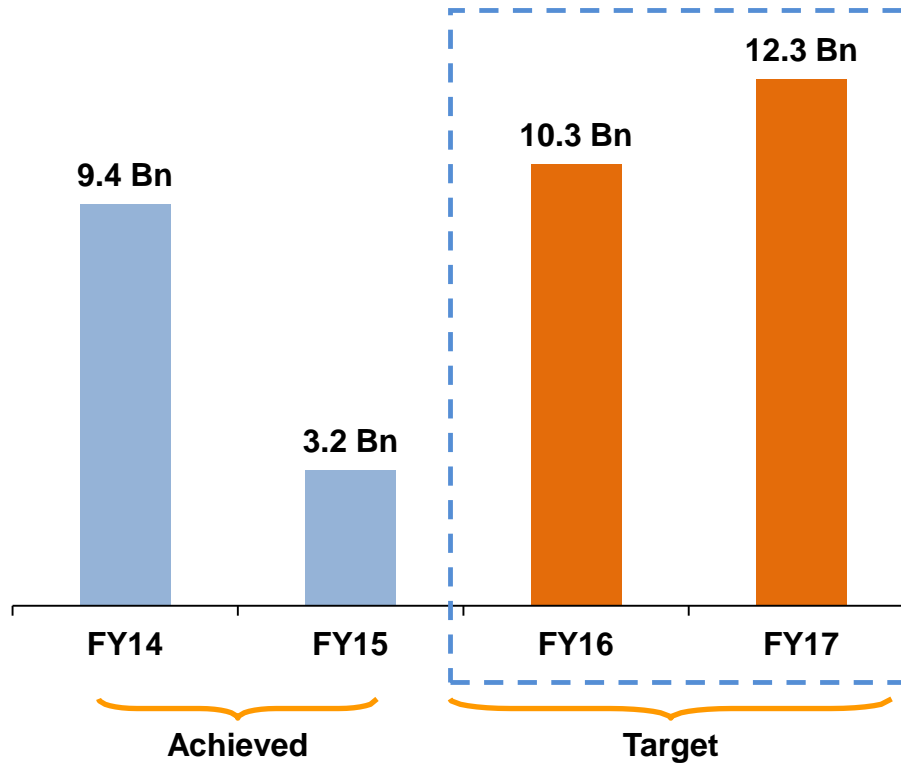
Profitability Drivers

S.No.	Project Name	Pre-Sales ₹ Mn	Indicative Operating Margins		Status	Est. Revenue Recognition Timeline
			From Pre-Sales	Form Incremental Sales*		
1	Signature Island	-	-	50% - 55%	Completed	Incremental Sales will continue to add to the profitability
2	Signia Oceans	-	-	25% - 30%	Completed	
3	Sunteck Grandeur	-	-	50% - 55%	Completed	
4	Sunteck Kanaka	-	-	25% - 30%	Completed	
5	Signia Skys	-	-	20% - 25%	Completed	
6	Signia Isles	7,868	30% - 35%	45% - 50%	Nearing Completion	FY16
7	Signia Pearl	7,443	30% - 35%	45% - 50%	Nearing Completion	FY17
8	Signia High	975	20% - 25%	30% - 35%	Construction Stage	FY17
9	Sunteck City Avenue 1	2,939	25% - 30%	35% - 40%	Construction Stage	FY18
	Sunteck City Avenue 2	1,829	30% - 35%	40% - 45%	Construction starts in Q1FY16	FY19
10	Signia Orion	251	25% - 30%	35% - 40%	Construction starts in Q2FY16	FY19

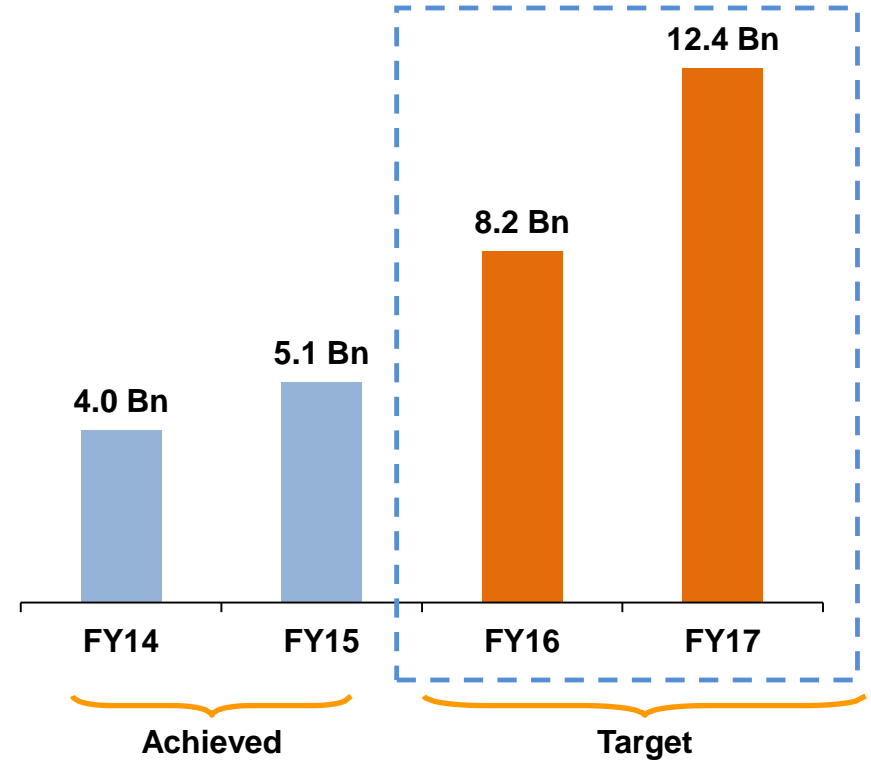
Notes: *Operating Margins (from incremental sales) calculated as per the average sale price (of last 3 transactions) of respective projects



REVENUE RECOGNITION



PRE-SALES



Launch Plan

Upcoming

S.No.	Project Name	Location	Development Type	Project Share	SRL Share	Est. Revenue Potential* (₹ Mn)	Remarks
1	Signia Pride	Andheri(E)	Residential	100%	100%	979	Ready for construction commencement
2	Signia Orion	Airoli	Residential	100%	50%	1,949	Approvals in process
3	Sunteck Centre II	BKC	Commercial	57%	100%	1,225	Ready for construction commencement
Total						4,153	

Forthcoming

4	Sunteck City, 3 rd Avenue	Goregaon (W)	Residential	100%	100%	26,100	Development plans submission in process. (To be developed in phases)
5	Signia Hills	Andheri (W)	Residential	100%	100%	2,092	Planning Stage
Total						28,192	

Notes: *Est. Revenue Potential as per average of latest transactions



Projects' Approval Status

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	👍	👍	👍	👍	👍	In Process
6	Signia Isles	👍	👍	👍	👍	👍	-
7	Signia Pearl	👍	👍	👍	👍	👍	-
8	Sunteck City 1 st Avenue	👍	👍	👍	👍	👍	-
9	Sunteck City 2 nd Avenue	👍	👍	👍	In process	-	-
10	Signia High	👍	👍	👍	👍	👍	-
11	Signia Pride	NA	👍	In Process	👍	In Process	-
12	Signia Orion	👍	👍	NA	In Process		-
13	Sunteck Centre II	NA	In Process	👍	Under Process		-

Notes: Approvals come in stages



Cash Flow Visibility

	S. No.	Project Name (Figures in ₹ Mn)	Sale Value Achieved	Balance Receivables	Est. Revenue Potential*
Ongoing & Completed	1	Signature Island	11,277	2,035	14,232
	2	Signia Oceans	590	48	23
	3	Signia Skys	137	82	910
	4	Sunteck Grandeur	488	195	490
	5	Sunteck Kanaka	250	31	434
	6	Signia Isles	7,868	2,402	6,157
	7	Signia Pearl	7,443	2,522	6,962
	8	Sunteck City 1 st Avenue	2,939	1,513	7,338
	9	Sunteck City 2 nd Avenue	1,829	1,490	9,756
	10	Signia High	975	765	1,792
Upcoming	12	Signia Pride	-	-	979
	12	Signia Orion	251	204	1,949
	13	Sunteck Centre II	-	-	1,225
Total			34,047	11,287	52,245

Notes: * Est. Revenue Potential as per average of latest transactions



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



Signature Island, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

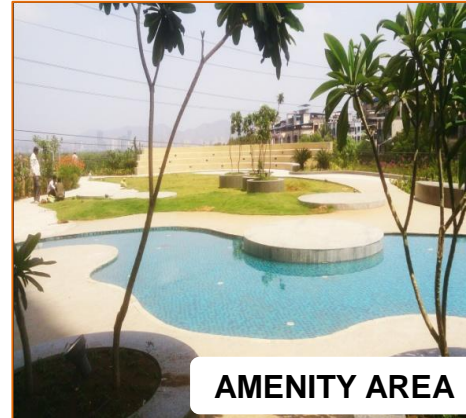
UPCOMING PROJECTS



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

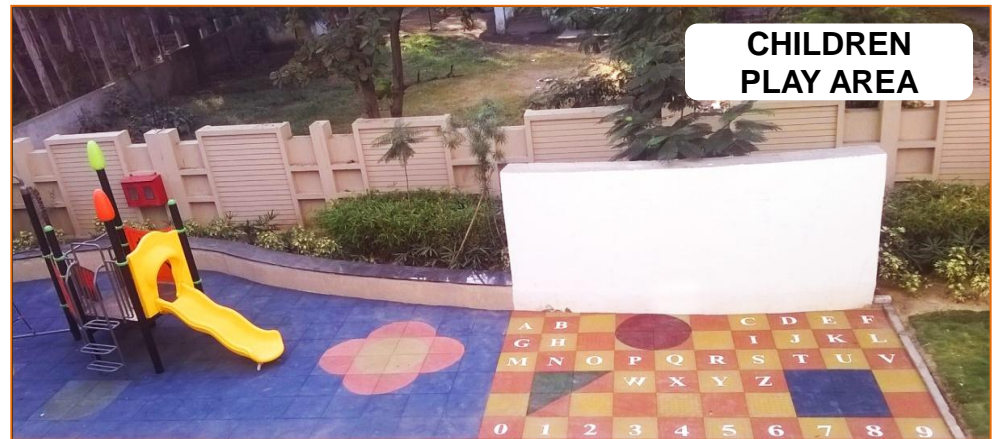
UPCOMING PROJECTS



**LOBBY
ENTRANCE**



DRIVEWAY



**CHILDREN
PLAY AREA**



Commercial Projects

COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS

UPCOMING PROJECTS



Sunteck Centre, Vile Parle



Sunteck Grandeur, Andheri



COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS

UPCOMING PROJECTS



Sunteck Kanaka, Goa



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



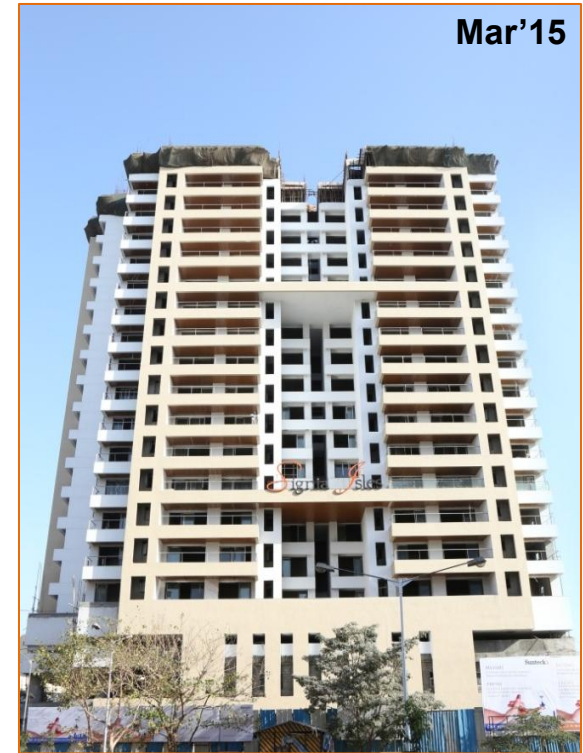
Mar' 13

- ✓ RCC work for upto 4th slab completed (including 3 levels of basement)



Mar' 14

- ✓ RCC work upto 16th slab completed;
- ✓ Plaster completed for 10 slabs



Mar'15

- ✓ RCC work upto 19th slab completed; Plaster completed for 12 slabs
- ✓ Approvals received for upper 3 floors



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



- ✓ RCC. work up to the plinth level (including 3 levels of basement) completed



- ✓ RCC work upto 12th slab completed & painting work commenced



- ✓ RCC work upto 19th slab completed & painting work commenced
- ✓ Approvals awaited for upper 3 floors (Received in Apr'15)



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



- ✓ Excavation permission received



- ✓ RCC work upto 3rd slab completed



- ✓ Tower A & B – RCC work upto 21th slab floors & upto 11th slab completed respectively



COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS*

UPCOMING PROJECTS



Indicative Artistic Impression



Site Layout

* Construction to commence



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



**Indicative
Artistic Impression**



- ✓ Shore Piling & Excavation work completed
- ✓ Approvals Awaited



- ✓ Approvals received for full development
- ✓ RCC work upto 4th slab (including 2 levels of basement) completed



COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Site Layout



COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS

UPCOMING PROJECTS



**Indicative Artistic
Impression**



DEMOLITION OF STRUCTURE COMPLETED



COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



DEMOLITION OF STRUCTURE COMPLETED



Sunteck City, 3rd, 4th & 5th Avenue : Mixed – Use / Integrated Development



Indicative Artistic Impression



Appendix



BMC promises completion of work on flyover by May After 5 years' wait, Oshiwara to get its station by June end

This will be the first new station added to the Western Line in nearly 50 years



This will be the first new station added to the Western Line in nearly 50 years.

The city's western suburban railway line will get a new station, its first in nearly fifty years, by the end of June this year.

The BMC has promised to complete work on a flyover connecting NSC exhibition centre in Goregaon on the western side to SV Road in the east by April end, allowing the Western Railway to throw open the long-delayed Oshiwara railway station....

(Source: Mumbai Mirror 7 March 2015)

BMC plans flyover on Goregaon's east-west link

Will Ease Traffic Along Goregaon, Mulund Connector

Sujit Mahamulkar
@timesgroup.com

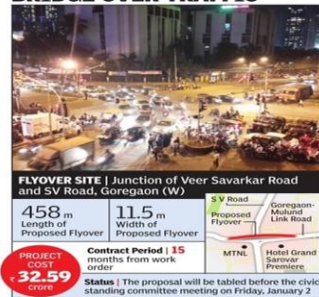
Mumbai: Over 30,000 motorists will get relief once the flyover to be built over SV Road, at the MTNL junction in Goregaon (W), Brihanmumbai Municipal Corporation (BMC) plans to build a flyover along Goregaon-Mulund Link Road, which connects to Link Road on the west and Goregaon East on the other side, as the junction is a major bottleneck in the western suburbs.

A traffic survey of the spot by the bridge department found over 30,000 vehicles use the junction which results in a traffic snarl at any time of the day or night.

The bridge will be constructed by the BMC at for Rs 32 crore, within the next one-and-a-half years.

The area has developed dramatically in the last decade with several malls in the vicinity like Inorbit, Hypercity Infinity and Oberoi, increasing the traffic flow. We have demanded a bridge here for many years as it takes 45-50 minutes just to cross the junction and the traffic jam stretches to 800 metres," said Sachin Chavan, a resident of Goregaon.

BRIDGE OVER TRAFFIC



He was also doubtful whether work would be completed in time. "The construction of Jageshwari and Oshiwara Flyovers continued for five years. Hopefully, this will be finished as early as possible," said Chavan. The BMC however assured that the work will be completed within the time frame. "There was an old demand for a flyover on the junction. We will try to finish the work with least inconvenience to commuters," said SV R Brivasa, additional municipal commissioner in-charge of BMC's road and bridges departments.

GOREGAON: GROWING TO GLORY

With the government giving a lot of impetus to infrastructure development, Goregaon has emerged as one of the hottest suburbs offering the best of both worlds to consumers

Anuradha Ramamirtham
Tymfeedback@timesgroup.com

PIC: VIVEK SARABALKAR

Once a sleepy suburb of Mumbai, today Goregaon has successfully transformed itself into a hub for premium and luxury housing. The area has witnessed a sea change in terms of infrastructure development and has emerged as one of the fastest growing suburbs. Going back to yester years, up till the late 1970s, Goregaon was sparsely populated with the main residential localities springing up in nagars such as Unnat Nagar, Jawahar Nagar, Motilal Nagar, Bangur Nagar, Shastri Nagar, Siddharth Nagar, Piramal Nagar and Mahesh Nagar on the west and areas like Pandurang Wadi and Jalprakash Nagar on the east. Goregaon's eastern boundary was effectively the Western Express Highway, and this is where the picturesque Aarey Milk Colony, a no-development green zone of approximately 3,160 acres, offers its forested charm to the region. However, the scene has completely changed today. New premium and super premium residences have attracted people from south Mumbai to shift to Goregaon. The suburb has been a favourite among HNIs over the last few years because of its central location and easy connectivity to the airport and CBDs (central business districts) of Andheri, BKC (Bandra-Kurla Complex) and Lower Parel. "Goregaon is no more a suburb far from Mumbai; it is an extension to Andheri's Lokhandwala complex," says a Kalpataru spokesperson.



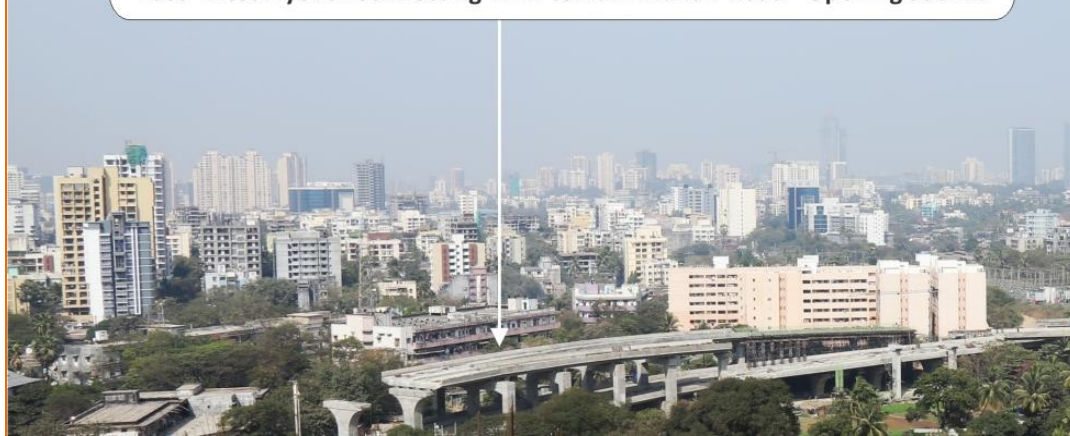
With good infrastructural development, the place offers easy connectivity to Andheri-Lokhandwala and the Jageshwari Vikhroli Link Road. Upcoming infrastructural developments like the Goregaon-Mulund link road, metro and mono rail, are sure to boost the connectivity of Goregaon to other suburbs, thus reducing commuting time to central business districts like Andheri and BKC, to a minimum. Over the years, due to strategic infrastructural development, Goregaon has become a hotspot for large luxury residential complexes, business districts, shopping malls, theatres, schools

and hospitals. "With the presence of a large number of malls, Goregaon has more retail floor space than any other suburb of the city and has transformed itself into Mumbai's hub for lifestyle and fashion," adds the Kalpataru spokesperson. Goregaon holds the advantage of having lower real estate property prices compared to its much crowded and highly priced counterparts like Andheri, Malad and Borivli. It is the ideal example of live, work and play. "Young, recently married couples, in their early 30s with a dual income and no kids, have largely influenced the consumer demand patterns. Goregaon is probably one of the only few locations that can offer all of this at a ticket size of Rs 60-80 lakhs for a spacious 1-BHK and under Rs 1 crore for a 2-BHK apartment in a premium residential complex with modern lifestyle amenities," says Munish Doshi, managing director, Acme Group. Unlike other suburbs, Goregaon has a massive share of green cover and open spaces like the Film City and Aarey Milk Colony. The residents in Goregaon get the feeling of being close to nature in its tranquil environment without going away from the city. Thus, it can be said that Goregaon is one suburb which strikes the perfect balance between connectivity, social infrastructure facilities and the most desired - green zone. What started out as a primarily middle-class residential neighbourhood, went on to become a wealthy suburb. With various government and private schools within its precincts.

QUICK BYTE

UPCOMING INFRASTRUCTURAL DEVELOPMENTS LIKE THE GOREGAON-MULUND LINK ROAD, METRO AND MONO RAIL, WILL BOOST THE CONNECTIVITY OF GOREGAON TO OTHER SUBURBS, THUS, REDUCING COMMUTING TIME TO CBDs LIKE ANDHERI AND BKC. GOREGAON IS ONE SUBURB WHICH STRIKES THE PERFECT BALANCE BETWEEN CONNECTIVITY, SOCIAL INFRASTRUCTURE FACILITIES AND THE MOST DESIRED - GREEN ZONE.

East- West Flyover Connecting WEH to Ram Mandir Road - Opening soon...



Key Coverages on Sunteck



Prime addresses

Among the super-rich, Rs 100 crore is considered a fair price to pay for the exclusivity that comes with the tag

Archana Rao
Hopesandwishes@hustleandbustle.com

After a brief lull in 2013-14, due to the economic downturn and political instability the demand for high-end luxury apartments is back. "In fact, the super-luxury market in Mumbai which was earlier restricted to just a few locations in south Mumbai, is now being extended to central Mumbai with high profile luxury-segment launches by leading developers," says Kamal Khetan, chairman & MD of construction firm Sunteck Realty, adding that the luxury segment has witnessed a significant rise in demand due to growing income levels across corporate sectors.

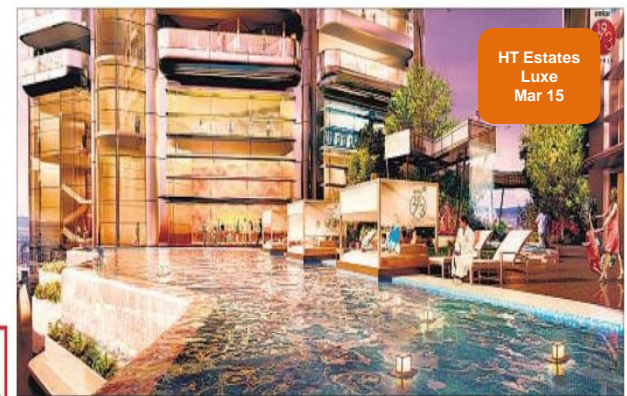
Where ultra-luxury homes were restricted to just south Mumbai in the past, they are now found in parts of central Mumbai and extend even as far as Bandra. Sunteck's six-bedroom homes in the Signature Island project at BKC are also priced at Rs100 crore. The buyers of sprawling homes have a mindset different from the rich-but-conservative home buyers of the 80s and 90s. "Today's buyers of big homes are much younger and richer, riding the benefits of the economic boom and keen to enjoy their wealth," says Khetan.

Luxury by invitation
Marketing of the super luxury Rs100-crore homes involves a niche, targeted approach, with the developers – and their associates – individually

WHAT MAKES A FLAT WORTH RS 100 CRORE?

- At Lodha's World One, the luxury begins outdoors, with landscaped woods, organic gardens and flower walls spread across 1 lakh square feet. Fountains lead to the lobby designed by Armani, and a six-level spa-cum-club managed by Six Senses is on hand to rejuvenate. And yes – everything from the door to the linen and cutlery are exclusively monogrammed for each of the residents.
- At the duplex homes at Raheja's Vivara, residents enjoy unobstructed

- views of the Mahatma Race Course greens, a temperature-controlled swimming pool, an in-house spa, landscaped gardens with water cascades and high-tech security features.
- Omkar 1973's sky bungalows in Worli have private elevators to each home, elevated jogging tracks and a pet spa too. The homes boast plush materials of textured silk and leather, along with Italian marble, gold-leafing and handcrafted crystal chandeliers.



Omkar's 1973 Worli has private elevators for each sky villa, to create a bungalow-like experience within the building.



approaching potential buyers. Recently a leading developer invited a 15-strong group of diamond merchants for a two-night trip to Dubai to make a presentation of its south Mumbai project, sweetening the deal with an additional 10% discount if the group buys

homes in bulk.

Another developer is working closely with heads of MNC real estate consultancies, offering a good 10% brokerage on high-value deals, where the going rate for residential projects is just 3%. "Developers rely on extensive research and

direct marketing for such high value projects," says Sunteck's Khetan, explaining the 'By Invitation Only' approach for class products vis-a-vis the mass products, which are open to anyone who has the money.

Element of hype

While some of the projects with Rs100-crore homes have genuine demand, there are some which are hyped by the developers just to create an image for their project. Given that just a handful of apartments in these projects actually command Rs100-crore, with the rest are priced much lower, the image of exclusivity pushes the sales of the lesser-priced apartments in the project.

"Let's just say that the Rs100-crore club is more of a fancy of the developer than the fancy of the buyer," says Pankaj Kapoor, managing director of real estate consultancy Lias Foras. "A small percentage of the so-called Rs100-crore apartments justify the price – there is only so much that luxury amenities can cost and that price point, one would prefer having his own independent house than just an apartment in a building."

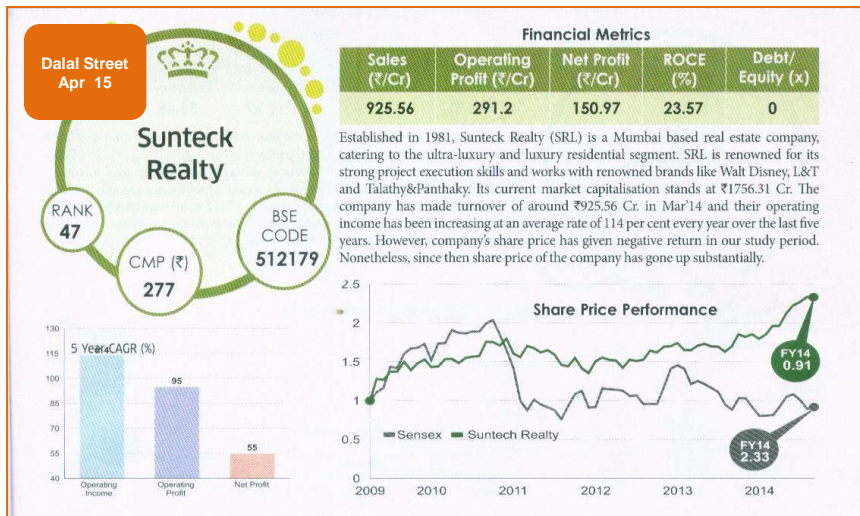
HOW THESE FLATS ARE SOLD

Marketing of the super luxury Rs100-crore homes involves a niche, targeted approach, with developers and their associates approaching buyers.

Recently, a leading developer invited a group of 15 diamond merchants on a two-night trip to Dubai to make a presentation for its south Mumbai project, sweetening the deal with a 10% discount if the group bought homes in bulk.

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Thank You!

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