



# Sunteck Realty Limited

November 9, 2015

**Q2 & H1FY16  
Result Update**

# Disclaimer

By attending the meeting where this presentation and any additional material provided therewith ("Presentation") is made or by reading the Presentation, you ("Recipient"), agree to be bound by the following limitations:

This Presentation has been prepared on the basis of the estimates of the management of Sunteck Realty Limited (the "Company" or "Sunteck"), for the sole and exclusive purpose of providing information to the Recipient about the Company and its business, and is not and should be construed to be, directly or indirectly, an offer and / or an invitation and / or a recommendation and / or a solicitation of an offer to buy or sell any securities of the Company in any jurisdiction, nor shall part, or all, of this Presentation form the basis of, or be relied on in connection with, any contract or binding commitment or investment decision in relation to any securities of the Company. No Offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company. These materials are not an offer of securities for sale into the United States, Canada or Japan. Securities may not be offered or sold in the United States or to, or for the account or benefit of, U.S. persons (as such term is defined in Regulation S under the U.S. Securities Act of 1933, as amended) unless they are registered or exempt from registration. There will be no offer of securities in the United States.

The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. This Presentation is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose without the prior written consent of the Company. The information in this Presentation is being provided by the Company solely for the purposes set out herein and is subject to change without notice. Further, this Presentation does not purport to be all-inclusive or necessarily include all the information that the Recipient desires in its evaluation of the Company. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.

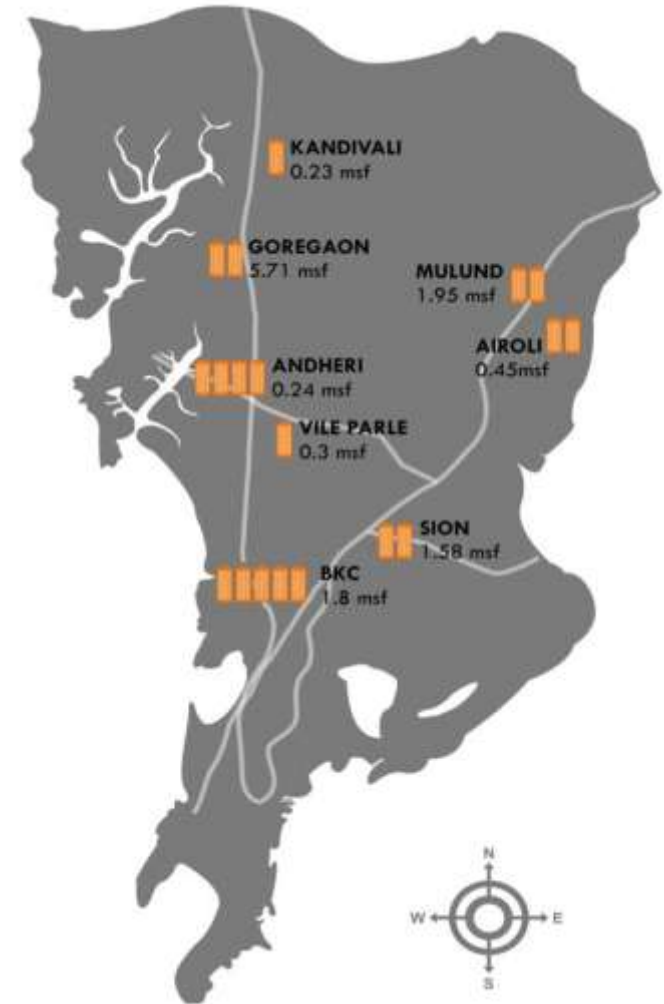
This Presentation contains statements which may pertain to future events and expectations and therefore may constitute forward-looking statements. Any statement in this Presentation that is not a statement of historical fact shall be deemed to be a forward-looking statement, and the Recipient agrees that that same 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.

The Recipient acknowledges that it shall be solely responsible for its own assessment of the market and the market position of the Company and that it shall conduct its own analysis and be solely responsible for forming its own view of the potential future performance of the business of the Company. The information contained in this Presentation is as of June 30, 2015 except as may be stated otherwise. Neither the delivery of this Presentation nor any further discussions of the Company with any of the Recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since that date. The company is not under any obligation to update the contents of this presentation or inform Recipient of any changes in the affairs of the company. The Company hereby expressly disclaims liability for any errors, inaccuracies, or omissions, and representations and warranties – express or implied, as provided within or in connection with this Presentation. Any clarifications, queries or future communication regarding the matters stated in this Presentation should be addressed to the Company directly.



- ✓ **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



## Q2 & H1FY16 Review





## Key Recent Developments:

- ✓ Acquired land parcel under JDA, to develop a premium commercial project at the junction of Bandra Kurla Complex (BKC) having a development potential of 0.2 msf and revenue ~ INR 5 bn
- ✓ Signia Isles, BKC project roof slab casted; revenue to be recognized in the H2FY16.
- ✓ India Rating and Research (Fitch Ratings) has assigned **Long-Term Rating 'IND A+'** and **Short Term Rating 'IND A1+'** and CARE Ratings has assigned **'CARE A+'** establishing adequate degree of safety for meeting financial obligations and carry low credit risk
- ✓ Signature Island, BKC receives full OC
- ✓ Sunteck Kanaka, Goa receives full OC

## Awards & Accolades:

- ✓ Sunteck City awarded the Integrated Township of the Year 2015 by Realty Plus
- ✓ Mr. Kamal Khetan awarded the Real Estate Person of the Year 2015 by Construction Week India





# Operational Performance

Particulars	UOM	Q2 FY16	Q1 FY16	% Change (q-o-q)	Q2 FY15	% Change (y-o-y)	H1 FY16	H1 FY15	% Change (y-o-y)	FY15
Pre – Sales*	INR Mn	1,045	1,276	-18%	1,011	3%	2,321	2,043	14%	5,106
Collections**	INR Mn	670	981	-32%	1,129	-41%	1,651	2,439	-32%	5,402
Cost Incurred	INR Mn	499	661	-25%	523	-5%	1,160	1,429	-19%	2,516
Average Realization	INR Psf	24,108	19,846		26,353		21,562	25,376		23,126

\* Launch of higher floors of Sunteck City Avenue 1 shifted to 2HFY16 due to delay in approvals. This should increase sales velocity in the coming quarters. Current launched inventory almost exhausted.

\*\* Receipt of approvals which are key milestones in collections in Sunteck City Avenue 2 and Signature Island to increase the collections in the coming quarters.



## Consolidated

*All figures in INR Mn*

Particulars	Q2FY16	Q1FY16	Q2FY15	H1FY16	H1FY15	FY15
Income from Operations	181	246	827	427	1,095	3,169
EBITDA	108	86	402	194	398	1,479
Adjusted PAT	13	8	149	21	158	682
Operating Margin	59%	35%	49%	45%	36%	47%
Adjusted PAT Margin	7%	3%	18%	5%	14%	22%

\* Income from operations include sale of projects such as, Sunteck Grandeur, Signia Skys, Signia Oceans and Sunteck Kanaka.

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



# Consolidated Balance Sheet



*All figures in INR Mn*

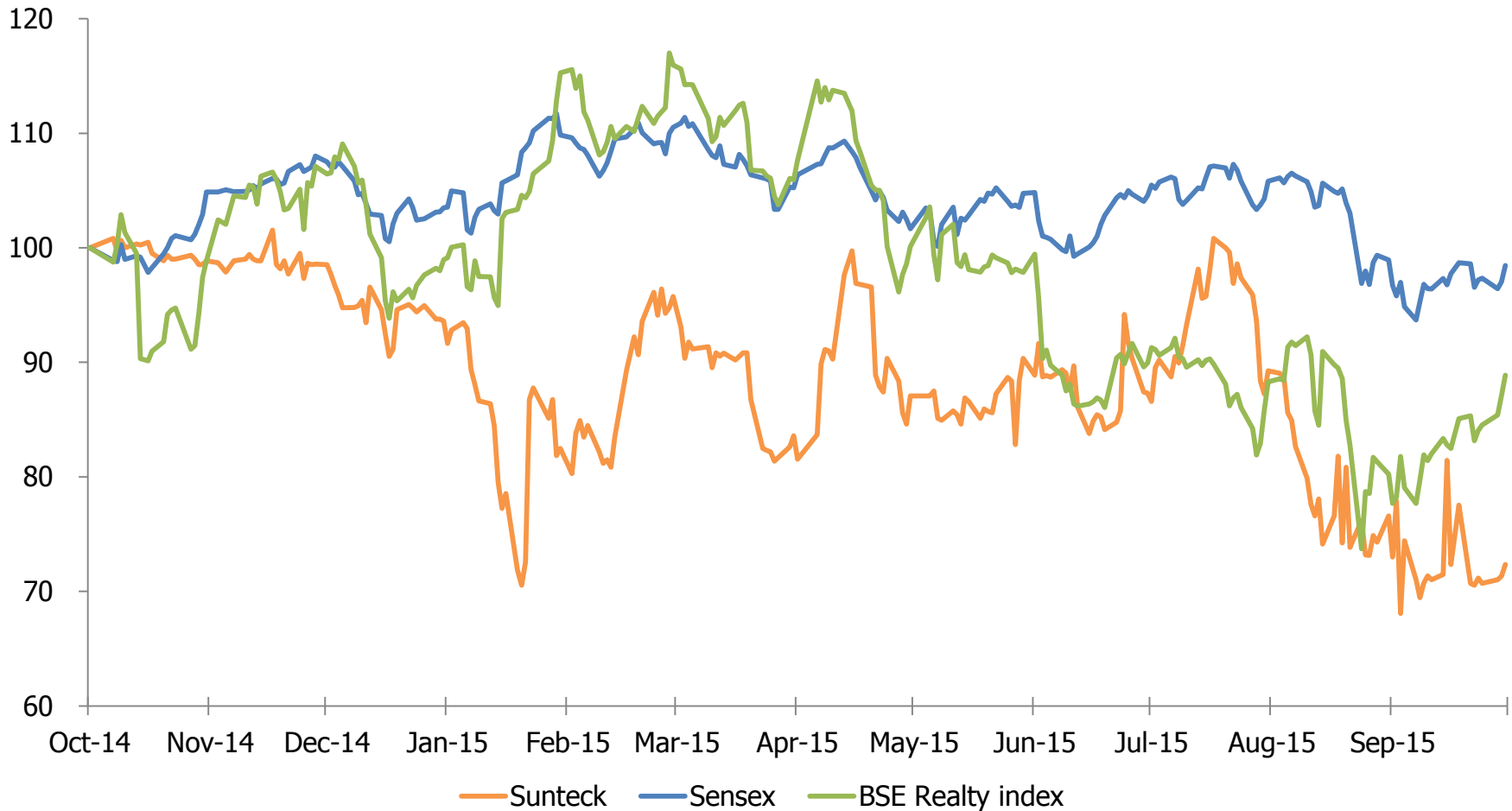
Liabilities	H1FY16	FY15	Assets	H1FY16	FY15
Shareholders Funds	14,726	14,703	Net Block	133	132
Minority Interest	635	628	Loans & Advances	261	112
Secured Loans	7,888	7,231	Investments	272	272
Unsecured Loans	3,918	3,475	Inventories	39,637	34,596
Customer Advances	13,807	12,465	Cash & Bank balances	442	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>



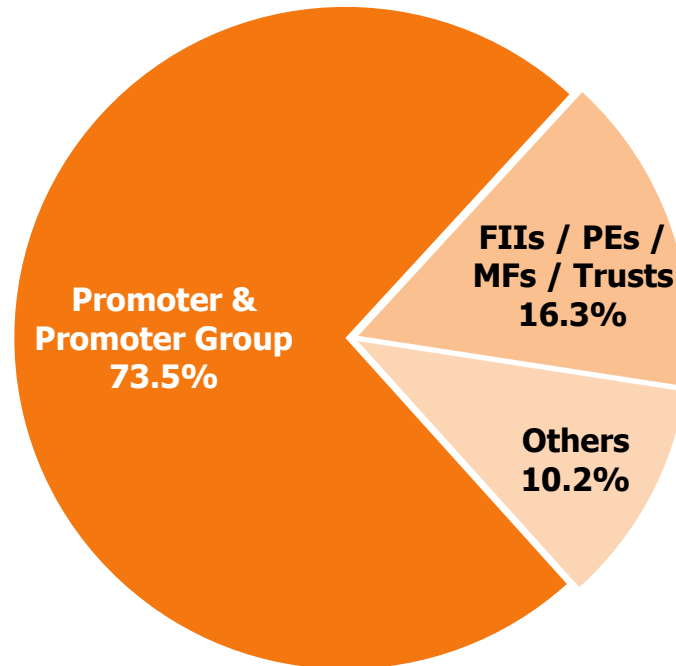
- ✓ The net secured debt of the company stood at INR 745 crores translating to a D/E ratio of 0.51x.
- ✓ The average cost of secured borrowing is <12% for the company as a whole and the average maturity ranges from 3 to 4 years.
- ✓ Out of the 25 projects, only 5 projects have construction finance.
- ✓ The unsecured debt of the company stood at INR 392 crores which includes quasi-equity from Sunteck Group Companies, Promoter Entities, JV/JDA Partner and etc.



# Scrip Performance



**As on September 30, 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 Pride	NA	👍	👍	👍	👍	-
12	Gilbert Hills, Andheri	NA	👍	👍	👍	In Process	-
13	Signia Waterfront	👍	👍	NA	👍	In Process	-
14	Sunteck Centre II	NA	In Process	👍	In Process		-

*Approvals come in stages*



# 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	9,377	1,901	14,430
2	Signia Oceans*	629	629	565	63	-
3	Sunteck Grandeur	1,014	577	324	252	437
4	Sunteck Kanaka*	694	260	231	29	434
5	Signia Skys*	569	169	129	40	400
<b>Ongoing</b>						
6	Signia Isles	13,760	8,646	5,829	2,817	5,114
7	Signia Pearl	14,697	7,831	5,458	2,373	6,866
8	Sunteck City, 1st Avenue	12,082	3,208	1,591	1,617	8,724
9	Sunteck City, 2nd Avenue	13,242	2,151	375	1,775	11,092
10	Signia High	2,896	1,261	465	796	1,635
<b>Upcoming</b>						
12	Signia Pride	979	109	-	109	870
13	Signia Waterfront*	2,633	251	67	184	2,382
14	Sunteck Centre II	1,225	-	-	-	1,225
<b>Total</b>		<b>90,127</b>	<b>36,368</b>	<b>24,411</b>	<b>11,957</b>	<b>53,609</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



**ATRIUM VIEW**



**SWIMMING POOL**



**DRIVEWAY LOBBY**



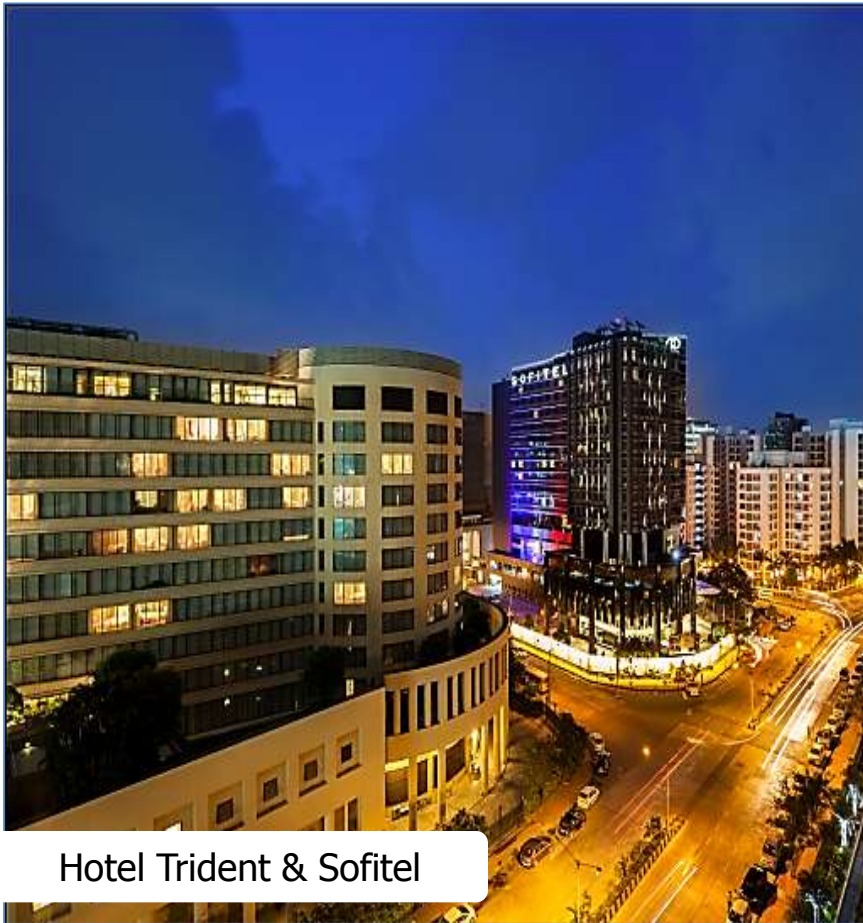


# View from Signature Island

## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



## COMPLETED PROJECTS



## UNDER CONSTRUCTION PROJECTS



## UPCOMING PROJECTS





# Signia Skys, Nagpur



## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



**LOBBY ENTRANCE**



**DRIVEWAY**



**SWIMMING POOL**



# Commercial Projects

## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



Sunteck Centre, Vile Parle



Sunteck Grandeur, Andheri





COMPLETED PROJECTS

UNDER CONSTRUCTION  
PROJECTS

UPCOMING PROJECTS



## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



Indicative Artistic Impression



Roof slab completed; Finishing work completion at an advanced stage; Available for Fit-Outs in H2FY16





COMPLETED PROJECTS

UNDER CONSTRUCTION  
PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Approvals received for upper floors; Last stage of RCC work-in-progress



## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS





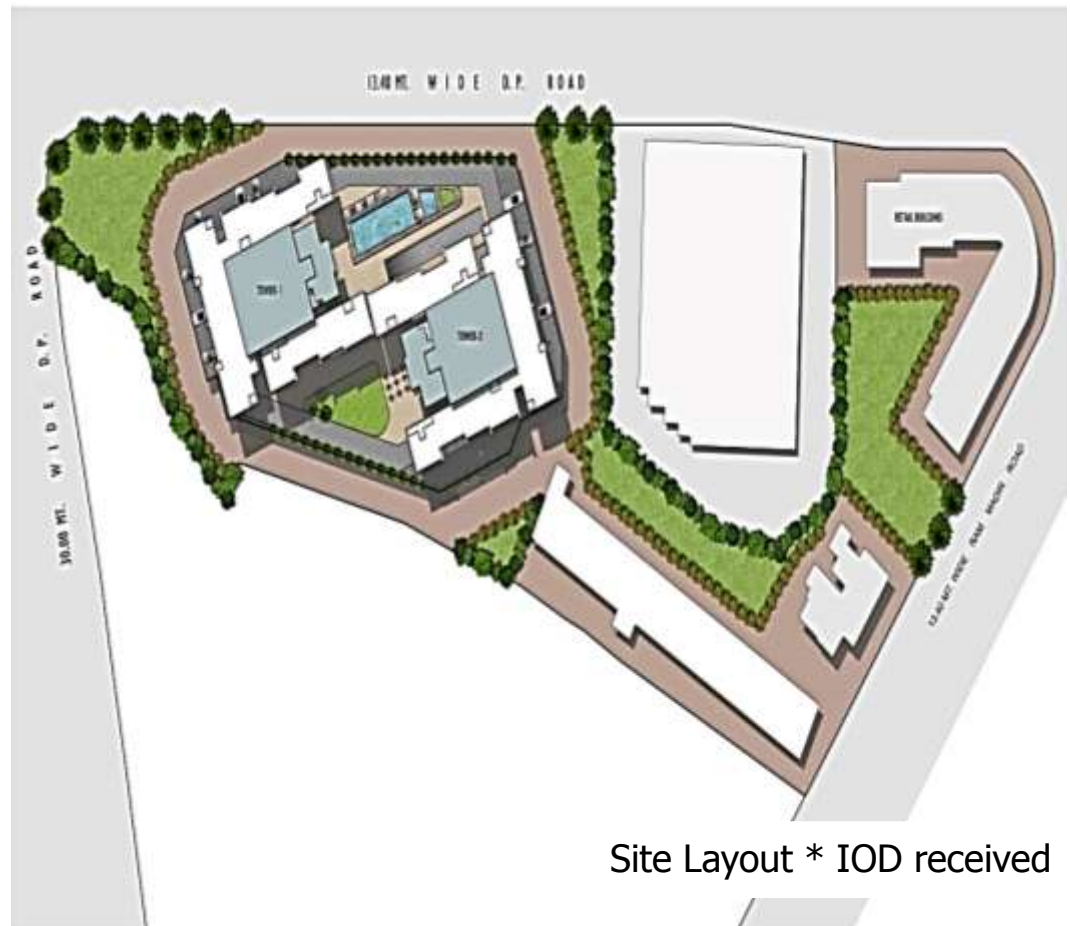
## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS\*

## UPCOMING PROJECTS



Indicative Artistic Impression



Site Layout \* IOD received

\* Construction to commence





# Signia High, Borivali

COMPLETED PROJECTS

UNDER CONSTRUCTION  
PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



RCC work up to 13<sup>th</sup> slab (including 2 levels of basement) completed



COMPLETED PROJECTS

UNDER CONSTRUCTION  
PROJECTS

UPCOMING PROJECTS





COMPLETED PROJECTS

UNDER CONSTRUCTION  
PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Site Layout



# Sunteck Centre II, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION  
PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Demolition of structure completed





# Goregaon(W) -16 acres

## 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,  
37-40 Subhash Road,  
Vile Parle (East), Mumbai – 400057  
Tel: +91-22-42877800  
Email: [ir@sunteckindia.com](mailto:ir@sunteckindia.com)

**Investor Relations**

Sumesh Mishra  
President - COO  
Email: [sumesh.mishra@sunteckindia.com](mailto:sumesh.mishra@sunteckindia.com)

Prashant Chaubey  
AVP – Finance & Investor Relations  
Email: [prashant.chaubey@sunteckindia.com](mailto:prashant.chaubey@sunteckindia.com)

