

Sunteck Realty Ltd.

Q2 & H1 FY2017 results update - Investor Presentation

December 12th, 2016

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 March 31, 2016 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.

An Insight

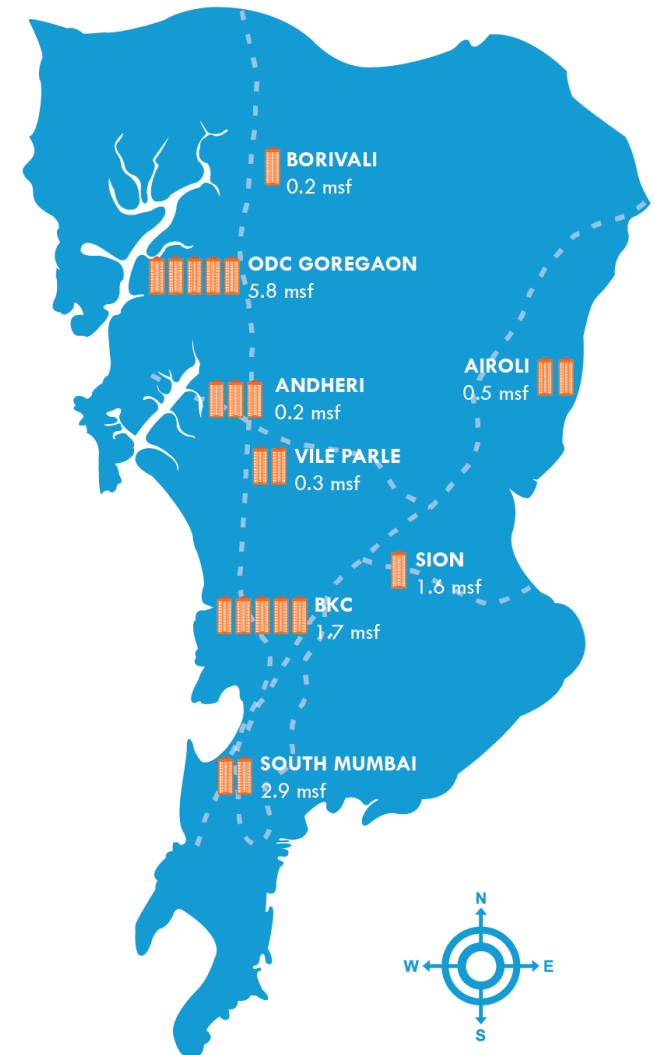
Q2 & H1 FY2017 results update

Goregaon (W) - Location Update

Construction updates

- Mumbai focused developer which has built trust and strong brand in less than a decade
- City-centric land acquisitions at low costs and focus on clear titles
- Demonstrated focus on acquiring projects with attractive IRRs
- Premium Positioning in every micro-market and product
- Adaptability to provide Luxury which is affordable at a large scale
- Project Portfolio – 23 msf spread across 25 projects sufficient for next 5-7 years

OUR PRESENCE



Premium positioning of the brand 'Sunteck' across projects, since the company intends to fill the gap of luxury products in every micro market of Mumbai

The "Signature" brand logo, featuring the word "Signature" in a large, elegant, orange script font.

Uber luxury residences aimed
at ultra HNIs

The "Signia" brand logo, featuring the word "Signia" in a large, elegant, orange script font.

Super Premium residences in
select suburban micro markets

The "SunteckCity" brand logo, featuring the word "Sunteck" in a bold, black, sans-serif font, followed by the word "City" in a bold, orange, sans-serif font.

Large formats and mixed use developments

The "Sunteck" brand logo, featuring the word "Sunteck" in a bold, black, sans-serif font.









Commercial developments

Q2 & H1 FY2017 results update




Key Developments:

- **Income from Operations jumps almost six-fold to Rs. 206 crores in Second-Quarter FY2017.**
- **Income from Operations jumps almost eight-fold to Rs.731 crores in First-Half FY2017.**
- **EBITDA jumps to Rs. 126 crores in Second-Quarter FY2017 v/s Rs. 10 crores in Second-Quarter FY2016.**
- **EBITDA jumps to Rs. 241 crores in First-Half FY2017 v/s Rs. 28 crores in First-Half FY2016.**

Strong growth in Sales, EBITDA, PAT and Operational Data

P&L (consolidated) - Rs cr.	Q2 FY17	Q2 FY16	% change yoy	H1 FY17	H1 FY16	% change yoy
Income from Operations	206	30	 582%	731	84	 774%
EBITDA	126	10	 1160%	241	28	 752%
Net Profit**	96	2	 5210%	156	16	 885%
Operating Margin	61%	33%	 -	33%	34%	 -

** includes other comprehensive income

Operational Data - Rs cr.	H1 FY17	H1 FY16	% change yoy
Pre-sales (new bookings)	344	232	 48%
Collections	286	165	 73%
Cost Incurred	141	116	 22%

- Improved **transparency** in the sector.
- More **confidence** in the minds of home buyers with regards to **fair transactions and on-time execution of projects**.
- Increased deposits in the banking system will **push down home loan rates** leading to increase in demand.
- Sector should witness substantial **inflow of foreign capital via private equity and REITs**.
- Demand from consumers in the **luxury segment largely inelastic** as consumer prefers **completed/Ready to move in projects**.
- The step will be **well supported by other recent reforms** undertaken by the Government in the real estate sector **like Real Estate Regulation Act (RERA)**.

Goregaon (W) – Location Updates

ODC (Goregaon): Infrastructure improvement

Then



Oshiwara Flyover



Ram Mandir Road



Oshiwara Station

Now



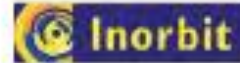
CORPORATE HUBS



SCHOOLS



MALLS



MEDICAL FACILITY



HOTELS



Significant progress made in construction of two Towers (structure work ongoing for third tower)



Indicative Artistic Impression



**RCC work in progress in Tower 1 and Tower 2.
Structure work in progress for Tower 3**



Structure work under progress at the site



Indicative Artistic Impression



Structure work under Progress

Master Plan moving towards approval



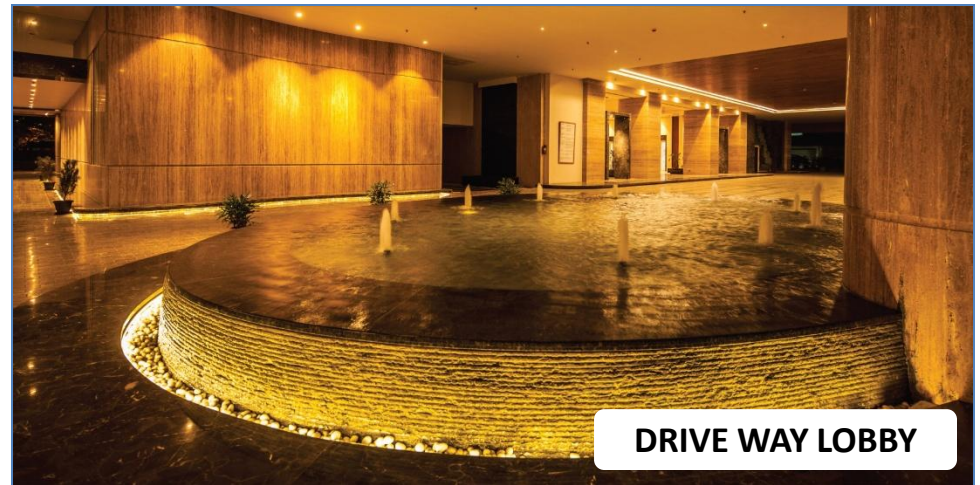
Construction Updates

COMPLETED PROJECTS



UNDER CONSTRUCTION PROJECTS

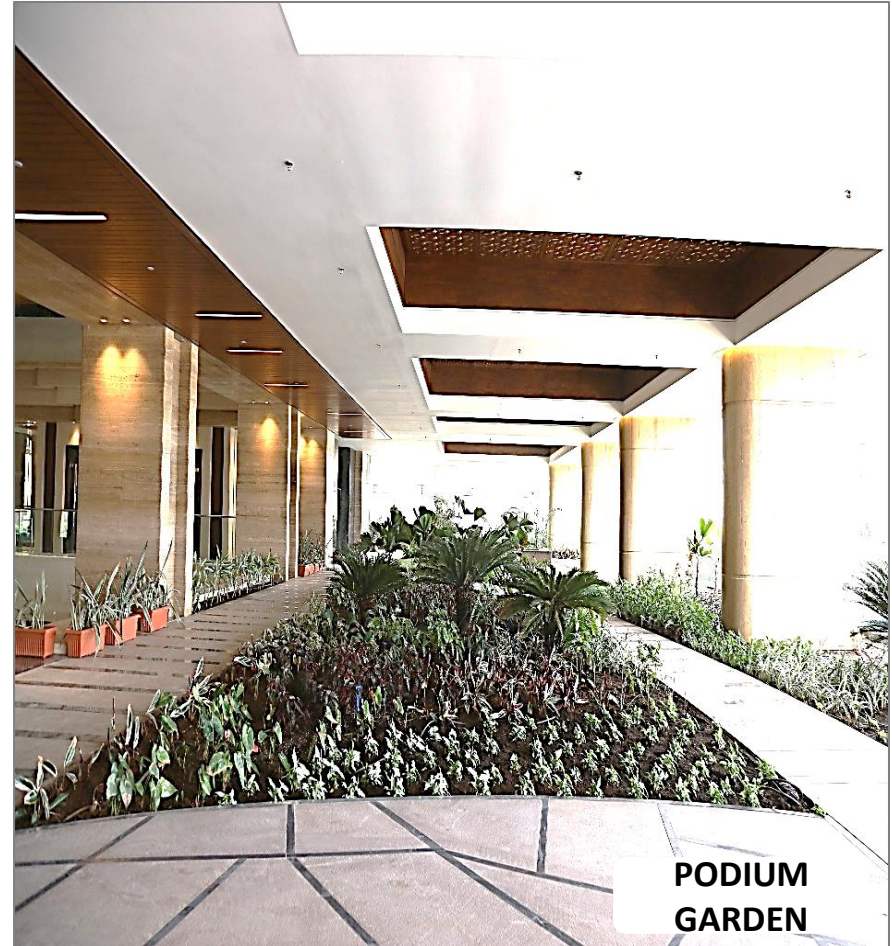
UPCOMING PROJECTS



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

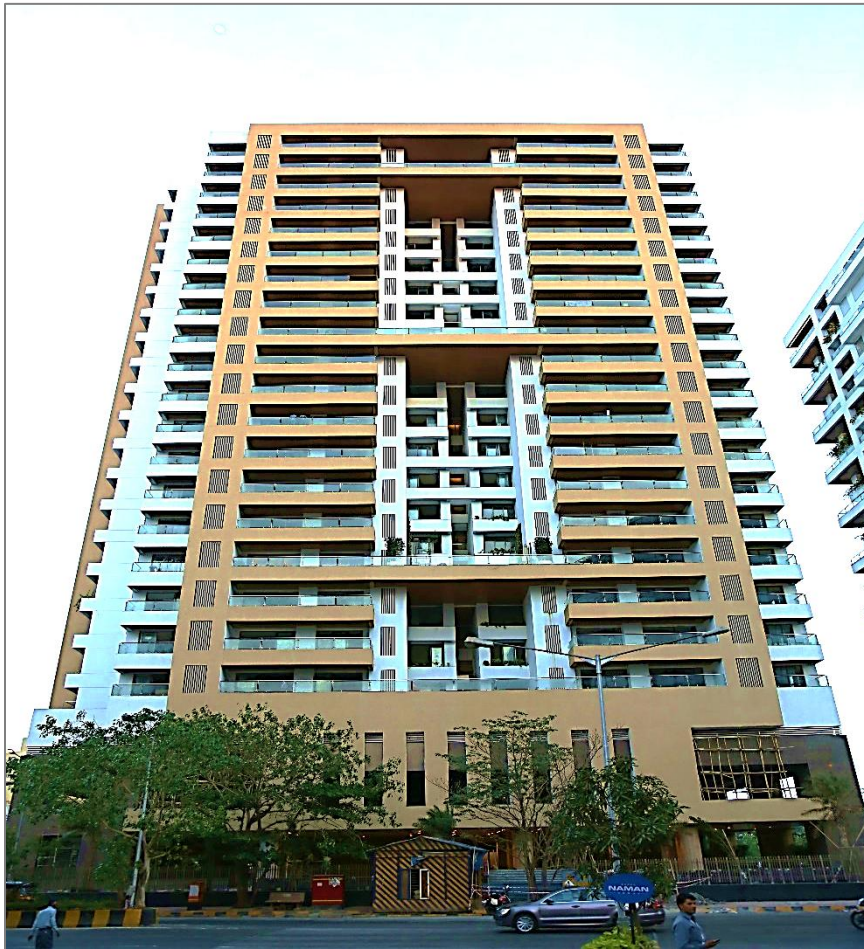
UPCOMING PROJECTS



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



**Show Flat -
Living Room**



**Show Flat -
Bedroom**

COMPLETED PROJECTS



UNDER CONSTRUCTION PROJECTS



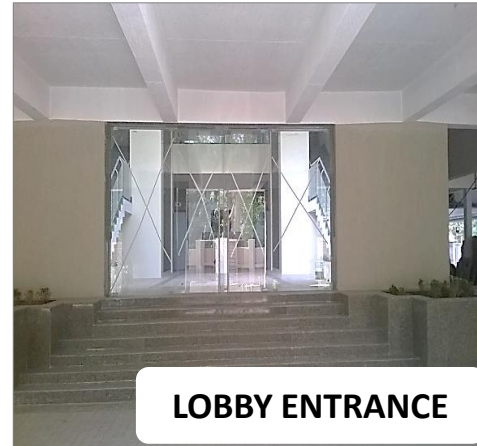
UPCOMING PROJECTS



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



LOBBY ENTRANCE



DRIVEWAY



SWIMMING POOL

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS

UPCOMING PROJECTS



COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS

UPCOMING PROJECTS



Final stage of RCC work-in-progress Finishing WIP

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



RCC work in progress in Tower 1 and Tower 2.
Structure work in progress for Tower 3



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS*

UPCOMING PROJECTS



Indicative Artistic Impression



Structure work under Progress

COMPLETED PROJECTS



Indicative Artistic Impression

UNDER CONSTRUCTION PROJECTS



Terrace slab Completed

UPCOMING PROJECTS

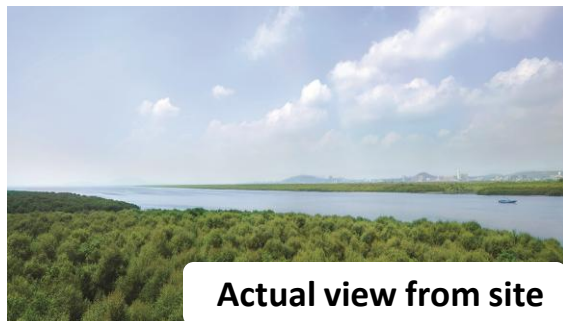


Interior Works ongoing

COMPLETED PROJECTS

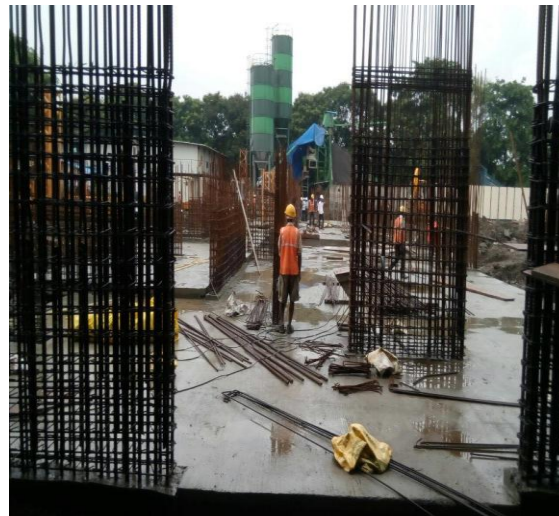


Indicative Artistic Impression



Actual view from site

UNDER CONSTRUCTION PROJECTS



Foundation & Plinth WIP

COMPLETED PROJECTS



Indicative Artistic Impression

UNDER CONSTRUCTION PROJECTS



Structure work under progress

UPCOMING PROJECTS



COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression

COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression

- ✓ **Sunteck City Avenue 3**
- ✓ **Development Potential - ~1.4 msf**
- ✓ **Current Status – Approval Stage**

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

Investor Relations:

Sumesh Mishra | President & COO – BD & Strgy. | Email: sumesh.mishra@sunteckindia.com

Prashant Chaubey | DVP – Finance & IR | Email: prashant.chaubey@sunteckindia.com

Mohit Soni | GM – Finance & IR | Email: mohit.soni@sunteckindia.com