



Sunteck Realty Ltd.

Earnings Update Q2 FY2018

November 13, 2017

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Background

- Premium Mumbai focused developer with strong differentiated segment branding that allows leadership positioning in every micro-market.
- Proven farsightedness and establish presence ahead of the curve.
- Landmark projects that change the profile of the entire locale.
- Execution excellence: ~Rs57bn worth of projects delivered.
- Balance sheet strength: Low leverage Discipline across various financial parameters. Asset light model via JVs & JDAs.
- Strong partnerships with leading institutions.



Premium positioning through differentiated Brands

Differentiated branding across product segments helps command a premium positioning across segments

Signature

Uber luxury residences aimed at
ultra HNIs

Signia

Super Premium residences in select
suburban micro markets

SunteckCity

Large formats and mixed use developments

Sunteck

Commercial developments

Coming soon

A fifth brand for Aspirational Mid-income Value Homes



Q2 FY2018 Earnings Update



Q2 FY2018 Key Developments

1. Won two awards at Realty Plus Excellence Awards -2017 :-
 - **“Ultra Luxury project of the year”** for **Signature Island**
 - **“Innovative Marketing Campaign of the year”** for Sunteck City's campaign **Offer of De Century**.
2. On the P&L front, **the revenue from our ongoing projects Sunteck City Avenue 1 and Avenue 2** at Goregaon (W), ODC, is recognized for the first time, **leading to topline growth both on a YoY and QoQ basis**.
3. On the operational front, we **launched fresh inventory** of our projects Sunteck City Avenue 1 and Avenue 2 at Goregaon (W), ODC through a **campaign called “Offer of De Century”** which received an **overwhelming response**.
4. Additionally, the company **raised fresh capital** recently which places us in a position of further strength, enabling us to **increase the pace of execution** at our ongoing and forthcoming projects, and **scale-up our business while maintaining attractive ROEs**.

Sunteck Realty wins 2 awards at Realty Plus Excellence awards 2017



Signature
ISLAND
by Sunteck Realty



Offer of De Century!

OPPORTUNITY
2 BHK AT ₹1.35CR*
FULL GST BENEFIT

DESTINATION
THE NEXT BKC
PLANNED BY MMRDA

CREDIBILITY
SUNTECK REALTY LTD.
TOP 10 LISTED REAL ESTATE CO.

SunteckCity
#WHATACITY
ODC, Goregaon (W)



Sequential growth in a tough macro environment

Rs million

P&L (consolidated) - Rs million	Q2 FY18*	Q1 FY18	% change qoq	Q2 FY17
Revenue from Operations	3,467	1,334	160%	2,061
EBITDA	993	707	40%	1,264
Operating Margin	29%	53%	-	61%
Profit after tax	621	352	77%	961
Net Profit Margin	18%	26%	-	47%

* Q2FY18 includes first time recognition of legacy sales at Sunteck City Avenue 1 & Avenue 2 projects.

Rs million

Operational Data - Rs million	Q2 FY18	Q1 FY18	% change qoq	Q2 FY17
Pre-sales (new bookings)	1,698	1,278	33%	2,688
Collections	1,455	1,305	11%	1,984

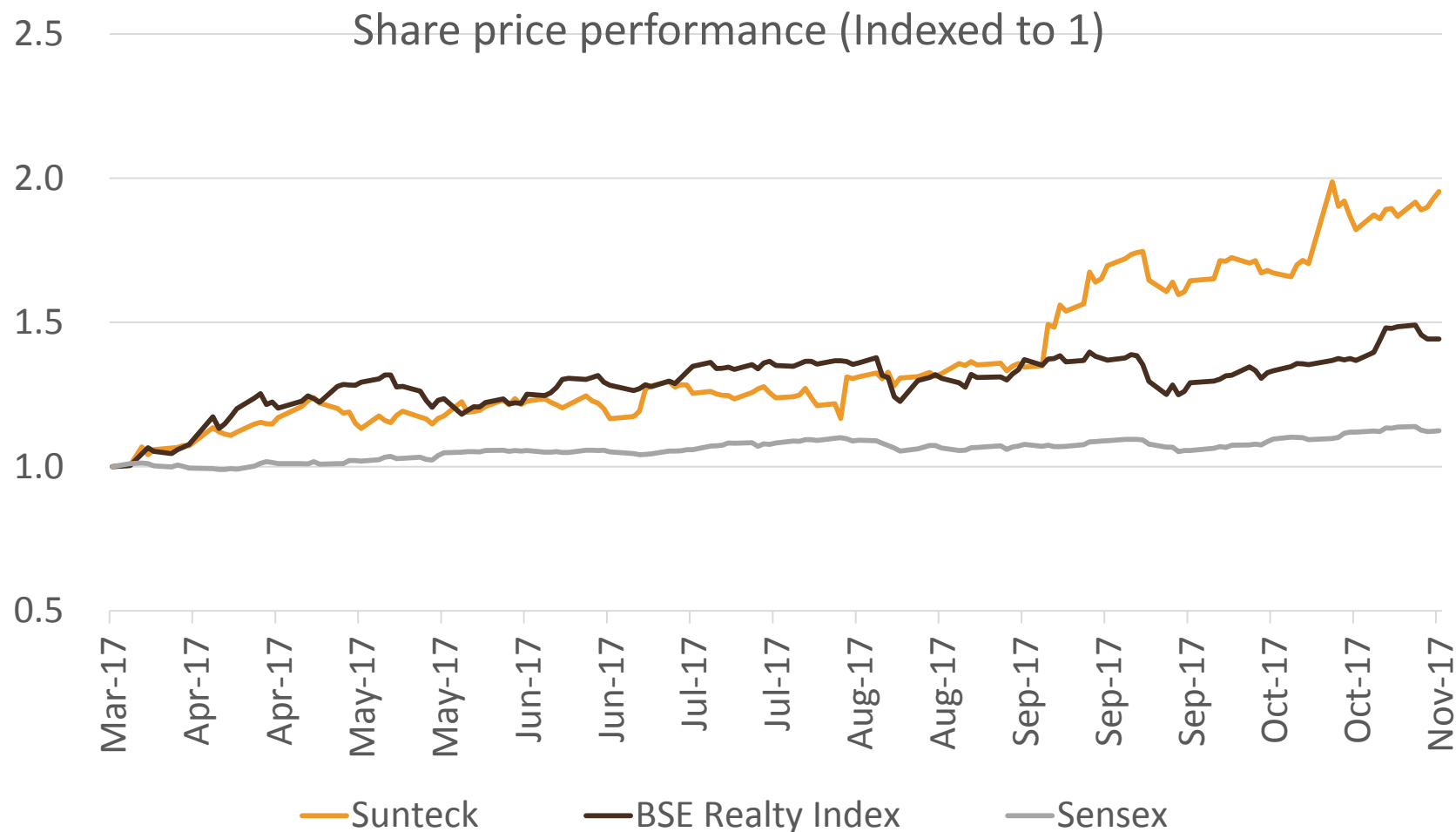
Low leverage in a debt heavy sector

Rs million	H1 FY18 (adjusted for QIP)	H1 FY18	FY17
Secured Debt	8,545	8,545	7,770
Cash & Bank Balance*	5,731	731	986
Net Secured Debt	2,814	7,814	6,784
Unsecured Debt	1,983	1,983	1,669
Net Debt	4,797	9,797	8,453
Net Worth*	23,575	18,575	17,953
Net Debt / Equity	0.20	0.53	0.47

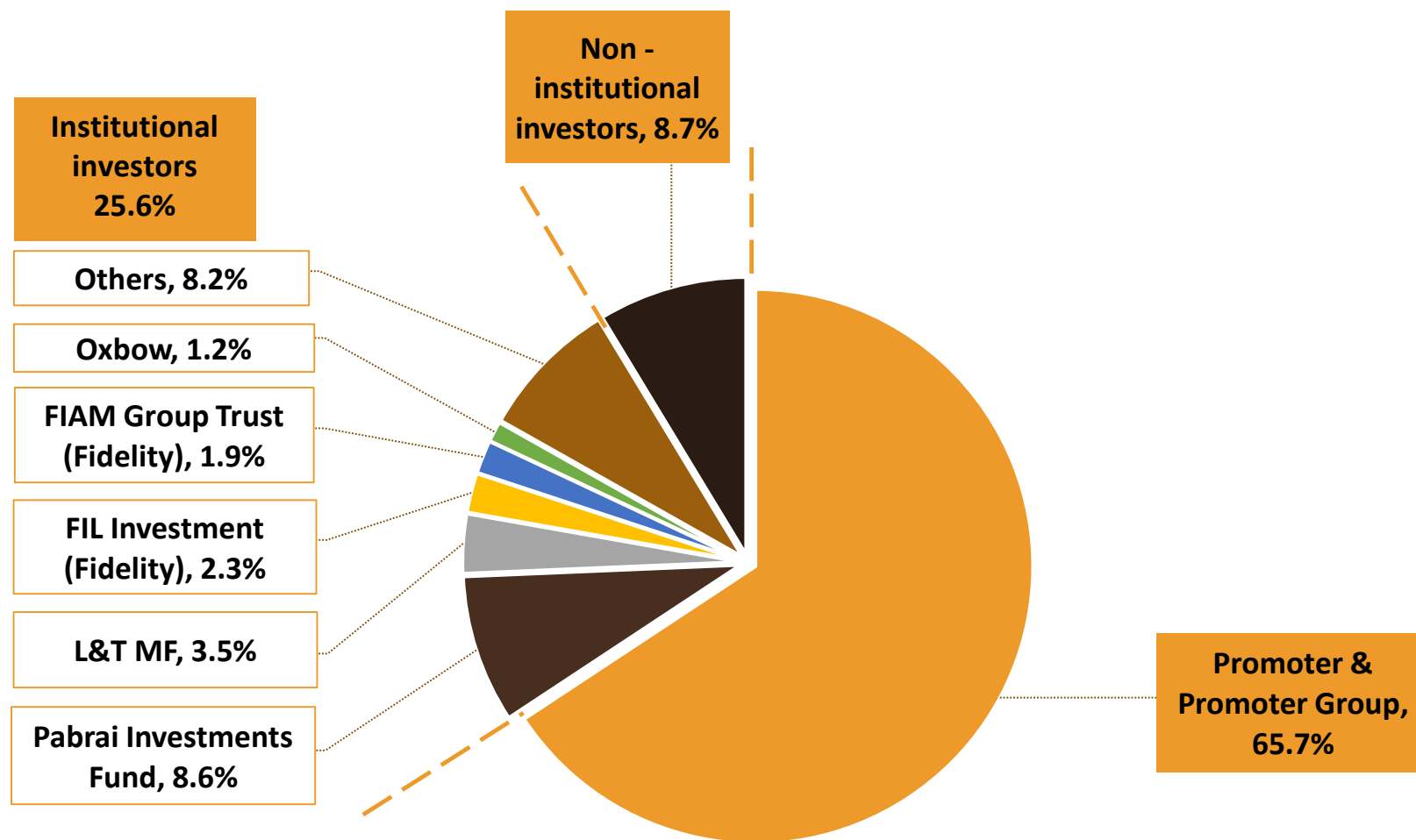
* includes Rs5bn of QIP proceeds

- Promoter shareholding of ~66% with no promoter shares pledged, no Corporate Guarantee given.
- Credit Rating of A+ from FITCH & CARE.
- Average cost of secured debt ~10.4% - one of the lowest in the sector. Incremental debt funding @ 9.25% - 9.75%.

Sunteck Share Price Performance FY2018 - YTD



Shareholding Pattern – 31st October 2017



Project Updates

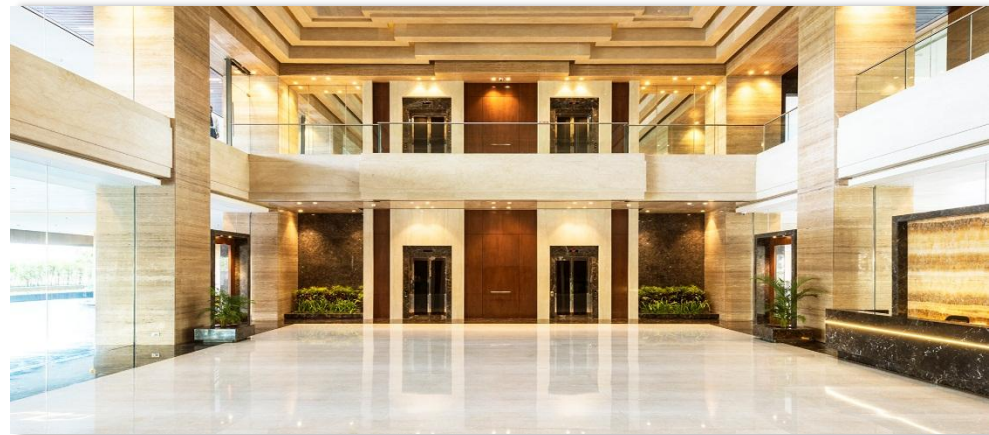
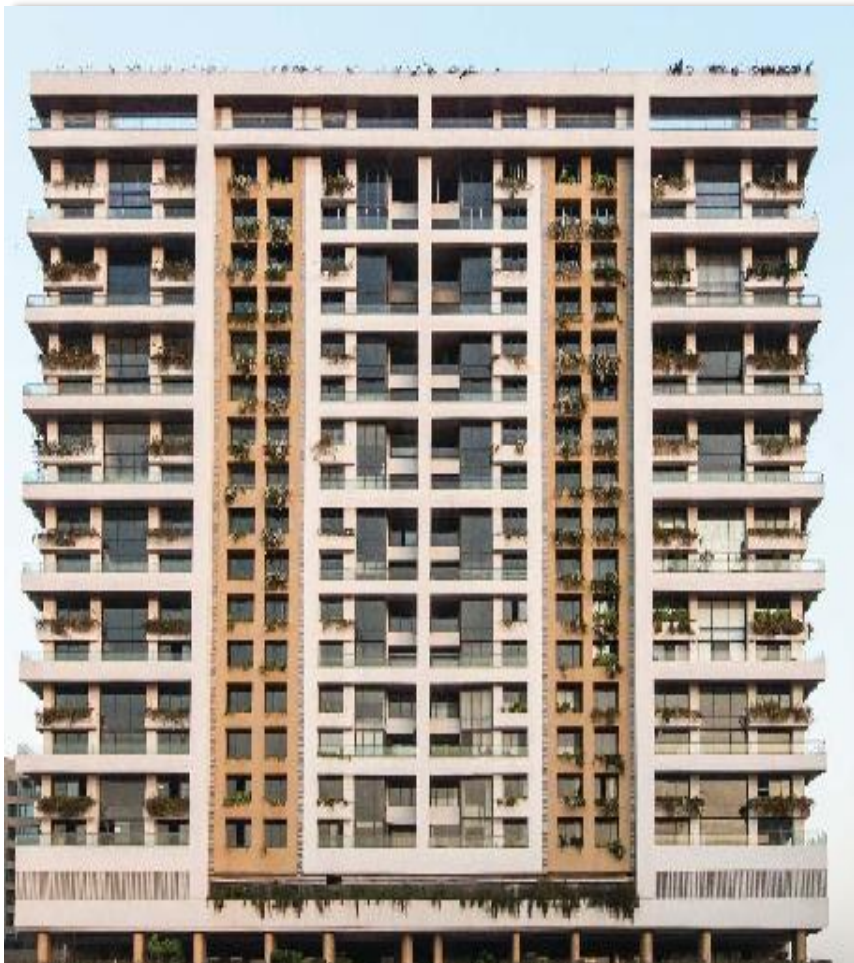


Signature Island, BKC

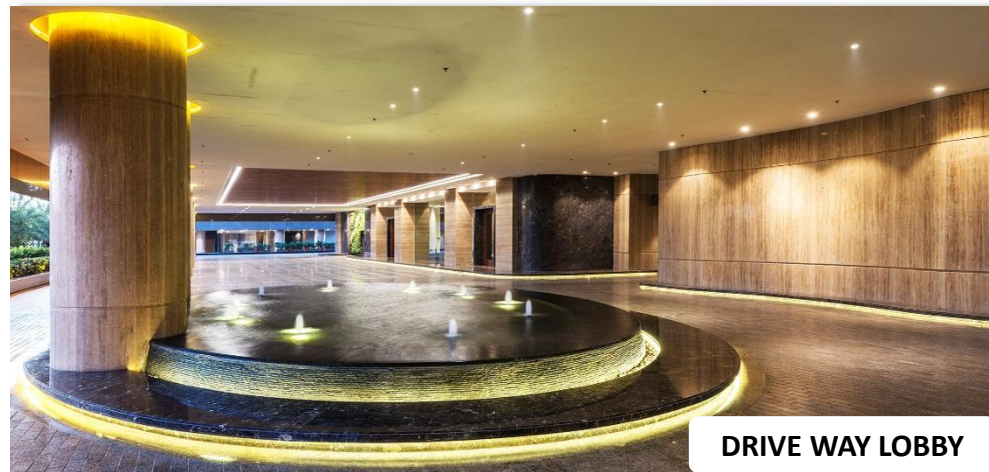
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



LIFT LOBBY



DRIVE WAY LOBBY

Signature Island, BKC

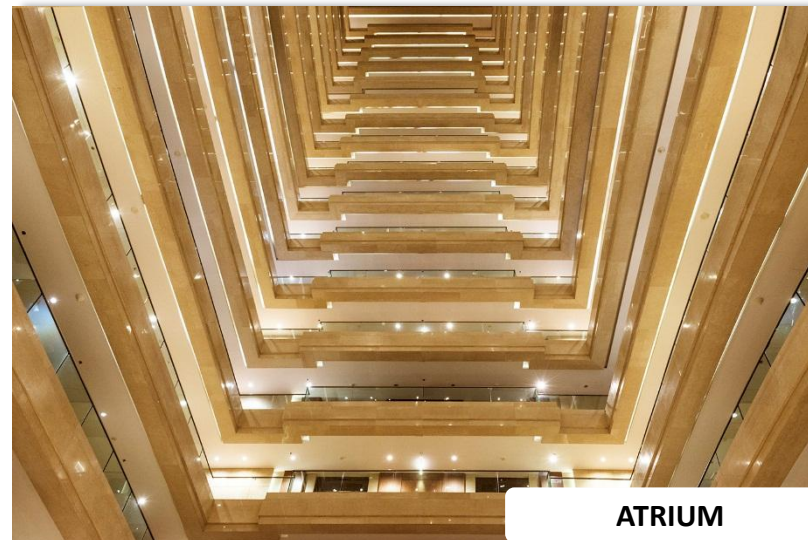
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



PODIUM GARDEN



ATRIUM



**MULTI-PURPOSE
HALL**



SWIMMING POOL

Signia Isles, BKC

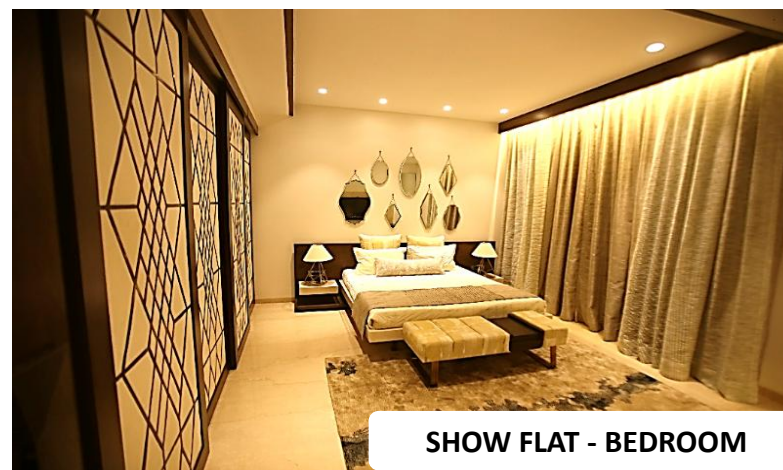
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



SHOW FLAT – LIVING ROOM



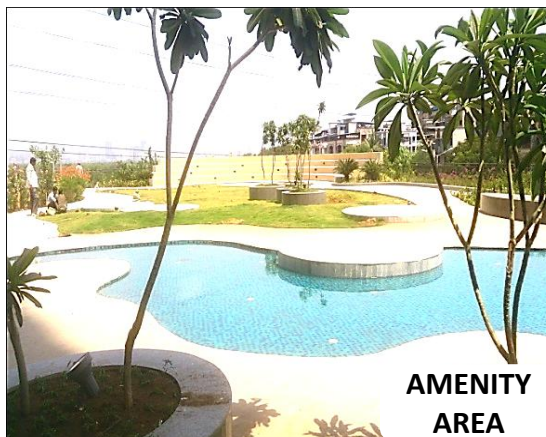
SHOW FLAT - BEDROOM

Signia Oceans, Airoli

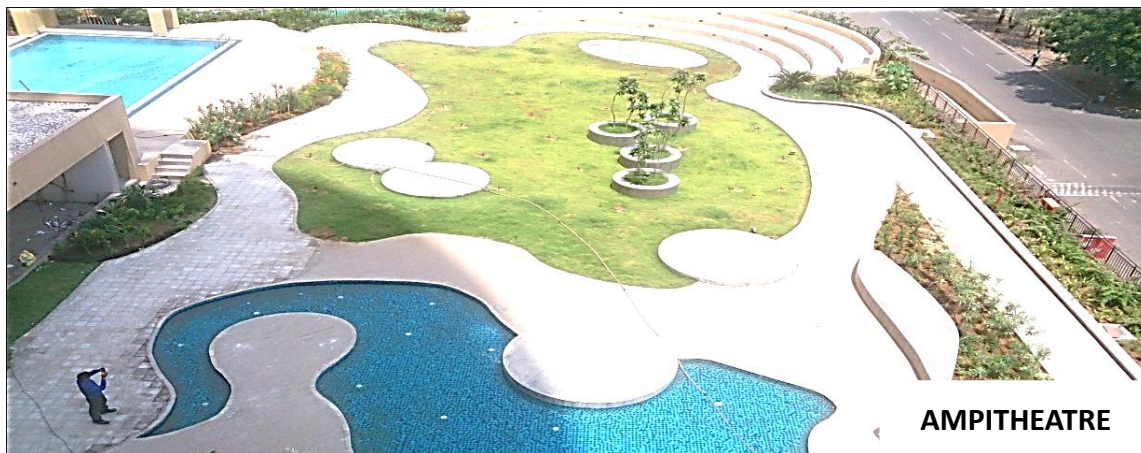
COMPLETED PROJECTS



UNDER CONSTRUCTION PROJECTS



UPCOMING PROJECTS



Signia Skys, Nagpur

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Commercial Projects

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Commercial Projects (Cont'd..)

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



SUNTECK KANAKA CORPORATE PARK, GOA

Signia Pearl, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Final stage of RCC and Finishing WIP

Sunteck City, 1st Avenue

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Tower A & B : 36th Slab Completed



Tower C: 4th slab completed

Sunteck City, 2nd Avenue

COMPLETED PROJECTS



Indicative Artistic Impression

UNDER CONSTRUCTION PROJECTS



Tower B: Foundation completed

UPCOMING PROJECTS



Tower A - 7th Slab Completed

Signia High, Borivali

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Show apartment ready

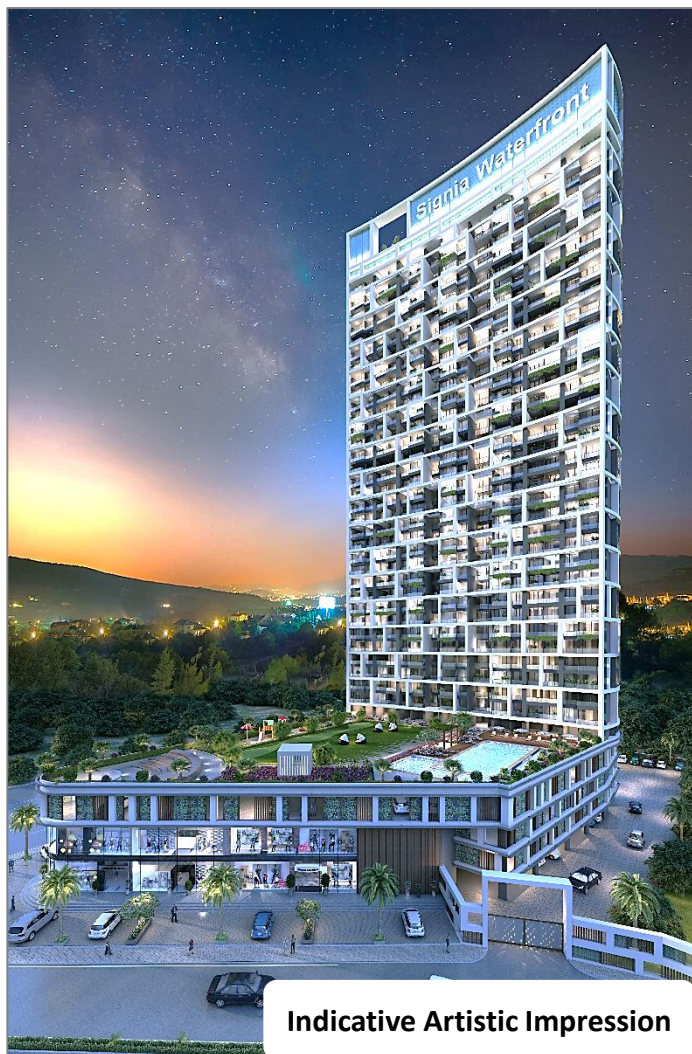


Signia Waterfront, Airoli

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



8th Slab Completed



Actual view from site

Signia Pride, Andheri

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

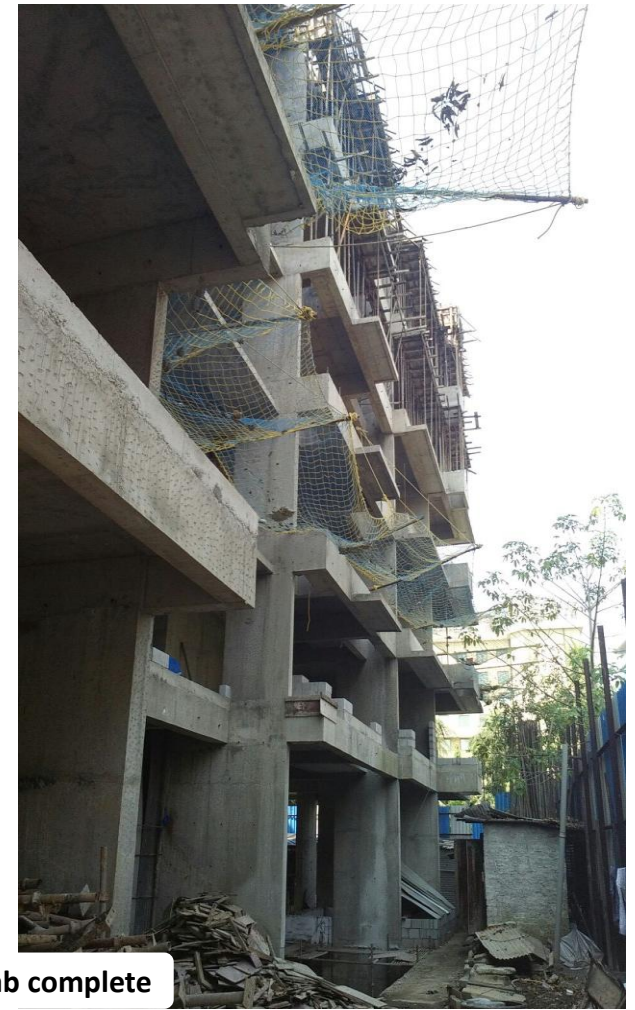
UPCOMING PROJECTS



Indicative Artistic Impression



6th slab complete



Thank You!

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