

Date: 20<sup>th</sup> January, 2025

**SRL/SE/78/24-25**

**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 Q3 and 9M FY25 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 Unaudited Financial Results for the quarter and nine months ended 31<sup>st</sup> December, 2024.

The Investor Presentation shall also be placed on the Company's website at [www.sunteckindia.com/investor-relations](http://www.sunteckindia.com/investor-relations).

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

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## **Investor Presentation**

Q3 & 9M FY25

January 2025

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# Key Highlights of Q3 & 9M FY25

## KEY HIGHLIGHTS for Q3 FY25

### Business Update

- **Business Development - Addition of Nepean Sea Project - 2** with a **GDV of ~Rs.2,400 cr**
- **Total GDV at Nepean Sea Project is ~Rs.5,400 cr**

### Consolidated Financials

- **Pre-sales** stood at **~Rs.635 cr** registering a growth of **~40% YoY**
- **Collections** stood strong at **~Rs.336 cr**
- **Revenue** stood at **~Rs.162 cr** - a growth of **~281% YoY**
- **EBITDA** stood at **~Rs.48 cr** - a growth of **~426% YoY**
- **EBITDA margin** stood at **~30%**
- **PAT** stood at **~Rs.43 cr** - a growth of **~537% YoY**

## KEY HIGHLIGHTS for 9MFY25 - Consolidated Financials

- **Pre-sales** stood at **~Rs.1,661 cr** registering a growth of **~34% YoY**
- **Business Development - Total GDV stands at ~Rs.40,225 cr**
- **Collections** stood strong at **~Rs.945 cr**
- **Revenue** stood at **~Rs.647 cr** - a growth of **~369% YoY**
- **EBITDA** stood at **~Rs.117 cr** - a growth of **~423% YoY**
- **PAT** stood at **Rs.99.9 cr** - a growth of **~429% YoY**



# Key Strengths - Why Sunteck?

# Key Strengths – Why Sunteck?

1



**Strong Foothold in MMR market** - largest & fastest 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 40,225 cr

4



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

5



**Strong Financial Performance** - With Net D/E of ZERO and strong operational CAGR of ~20%+

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



**INR~40,225 cr** of GDV from ~10 large projects



**~50 MSF+** total development acquisitions



**18** projects successfully delivered

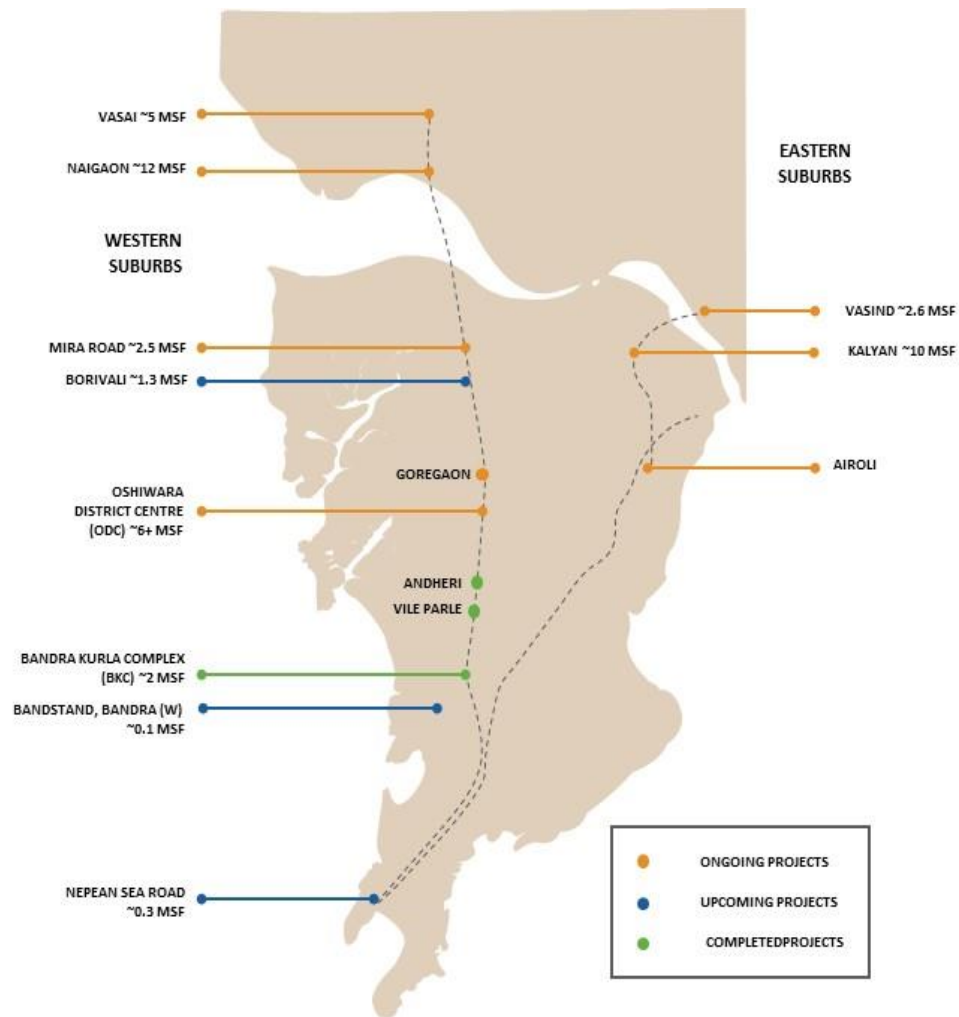


**Well-timed capital allocation** with JDA & outright model

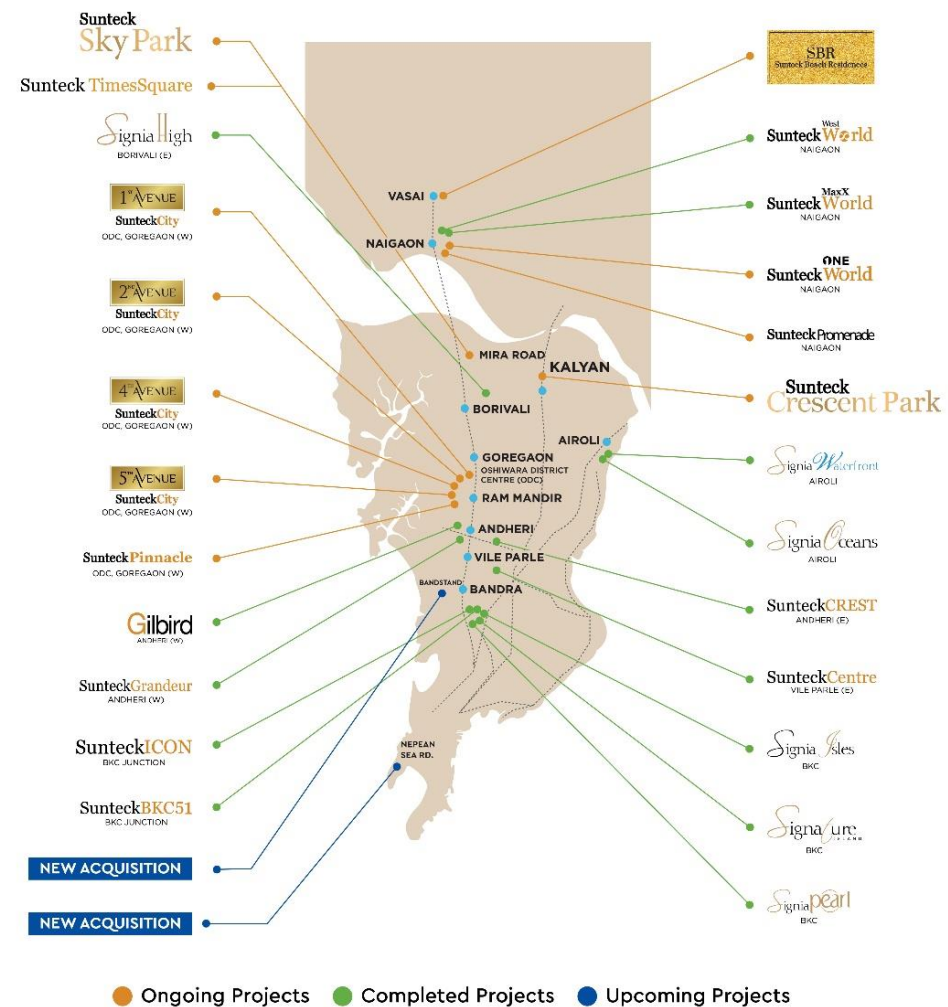
# Strong Foothold in MMR Market – largest & fastest growing in India

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

By Location Volume



By Project Brands

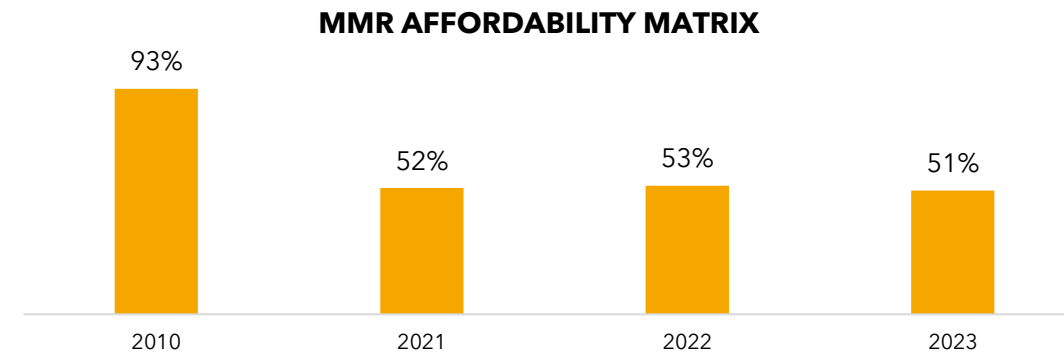
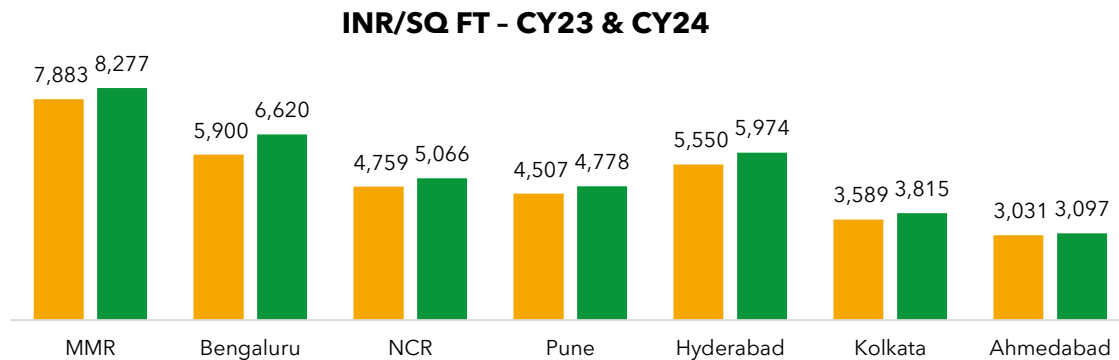
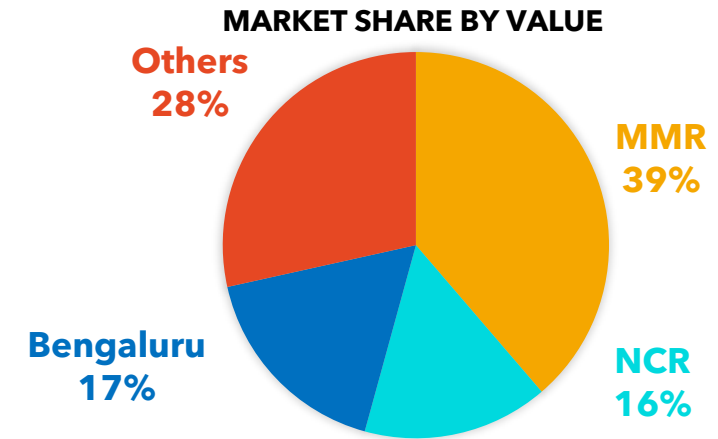
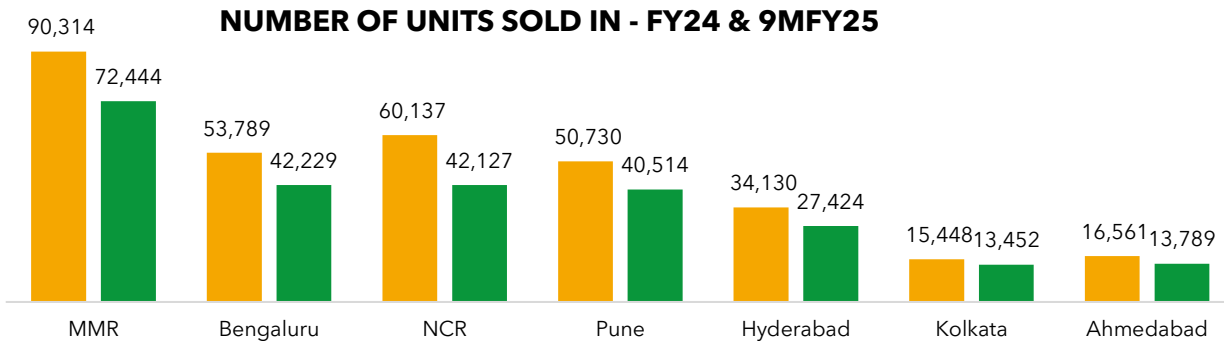




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# Strong Foothold in MMR market – largest & fastest growing in India

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



# 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

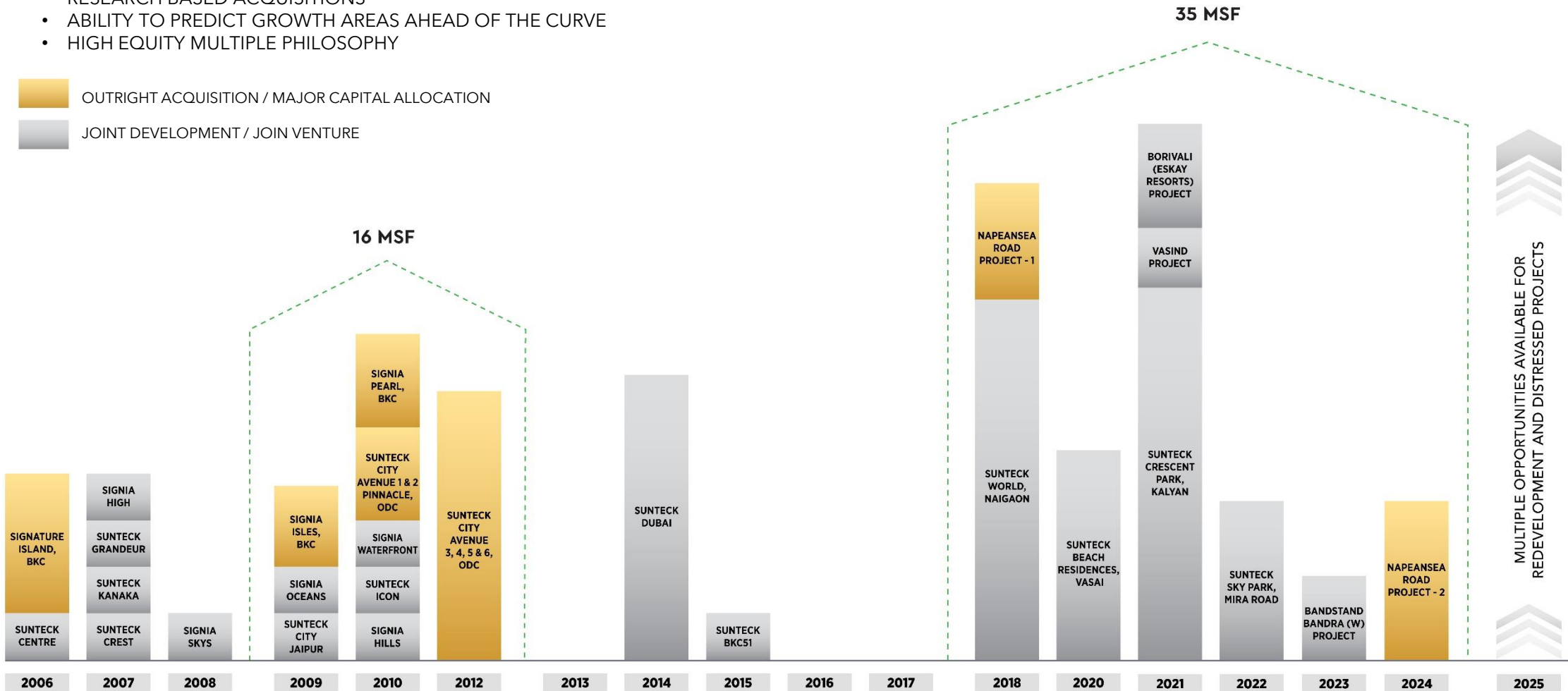
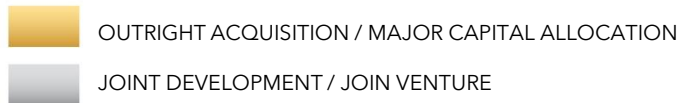
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# Well-timed Capital Allocation for acquisitions

## Acquired more than ~50 mn sq ft & GDV of ~Rs.40,225 cr (1/2)

### ACQUISITION STRENGTH

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



MULTIPLE OPPORTUNITIES AVAILABLE FOR REDEVELOPMENT AND DISTRESSED PROJECTS

3

# Gross Development Value (GDV)

## Achieved pre-sales growth of ~40% in Q3 FY25 (2/2)

Rs 1 bn = Rs 100 cr

- Launched**
- Upcoming**
- Addition in Q3FY25**

**GDV - ~Rs 40,225 cr**

10	<b>Nepean Sea Project - 2</b> GDV - Rs 2,400 cr
9	<b>Bandra West Project</b> GDV - Rs 1,000 cr
8	<b>Burj Khalifa Community, Downtown, Dubai</b> GDV - Rs 9,000 cr
7	<b>Nepean Sea Project - 1</b> GDV - Rs 2,635 cr
6	<b>Sunteck Crescent Park, Kalyan</b> GDV - Rs 8,820 cr
5	<b>Sunteck Sky Park, Mira Rd</b> GDV - Rs 1,780 cr
4	<b>SBR, Vasai West</b> GDV - Rs 3,660 cr
3	<b>Sunteck World, Naigaon</b> GDV - Rs 4,460 cr
2	<b>Sunteck City, ODC, Goregaon</b> GDV - Rs 5,480 cr
1	<b>Signature &amp; Signia, BKC</b> GDV - Rs 990 cr

**GDV - ~Rs 26,645 cr**

6	<b>Sunteck Crescent Park, Kalyan</b> GDV - Rs 8,850 cr
5	<b>Sunteck Sky Park, Mira Rd</b> GDV - Rs 1,890 cr
4	<b>SBR, Vasai West</b> GDV - Rs 3,890 cr
3	<b>Sunteck World, Naigaon</b> GDV - Rs 4,775 cr
2	<b>Sunteck City, ODC, Goregaon</b> GDV - Rs 5,750 cr
1	<b>Signature &amp; Signia, BKC</b> GDV - Rs 1,310 cr

**GDV - ~Rs 19,345 cr**

5	<b>Sunteck Sky Park, Mira Rd</b> GDV - Rs 2,450 cr
4	<b>SBR, Vasai West</b> GDV - Rs 4,050 cr
3	<b>Sunteck World, Naigaon</b> GDV - Rs 5,200 cr
2	<b>Sunteck City, ODC, Goregaon</b> GDV - Rs 6,100 cr
1	<b>Signature &amp; Signia, BKC</b> GDV - Rs 1,545 cr

**GDV - ~Rs 13,650 cr**

3	<b>Sunteck World, Naigaon</b> GDV - Rs 5,425 cr
2	<b>Sunteck City, ODC, Goregaon</b> GDV - Rs 6,600 cr
1	<b>Signature &amp; Signia, BKC</b> GDV - Rs 1,625 cr

**FY2022**  
Pre-sales: ~Rs 1,303 cr

**FY2023**  
Pre-sales: ~Rs 1,602 cr

**FY2024**  
Pre-sales: ~Rs 1,915 cr

**FY2025E**  
(as of 9M'25)

4

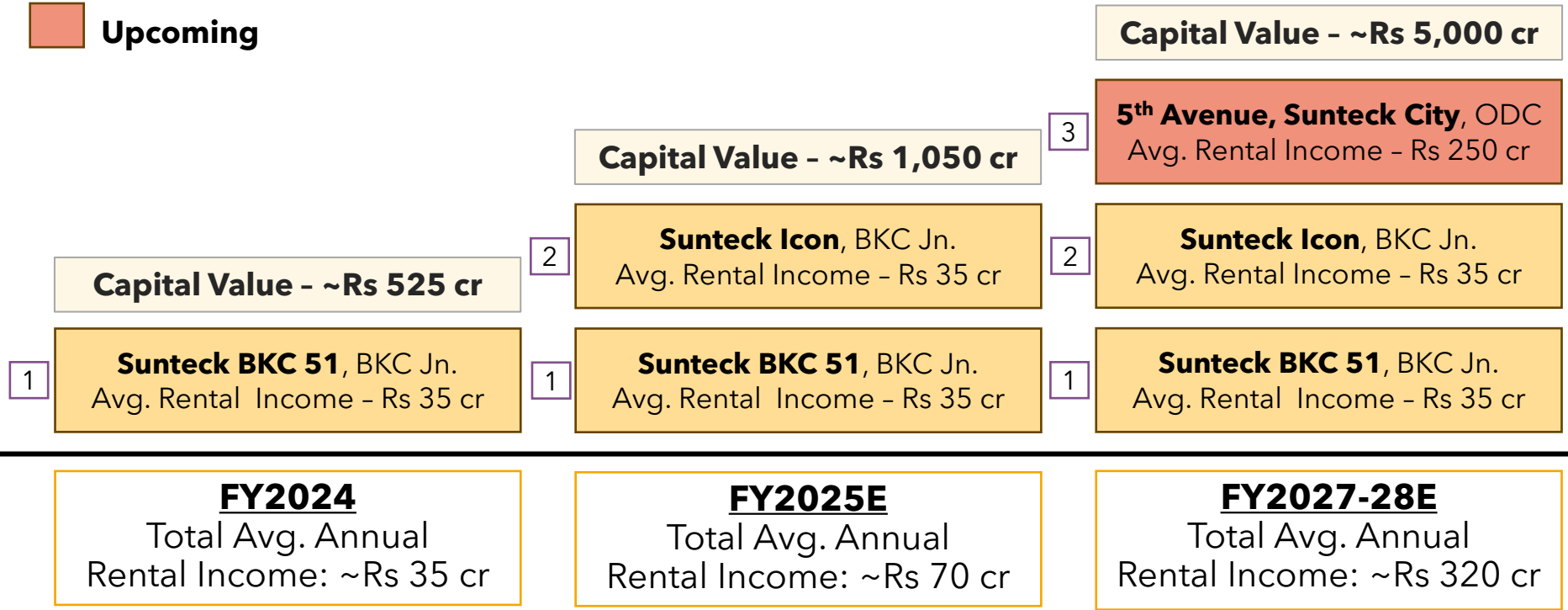
# Expanding Annuity Income Portfolio

**Rs 300 cr+ rental, capital value creation of ~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%**

**Launched**  
 **Upcoming**



# Strong Financial Performance

## Amongst industry best financials



Pre-sales growth  
@~**35%**



~**20%+** Cashflow  
Surplus Yield



Net Debt to  
Equity @ **Zero**



**AA** Long term  
credit rating from  
**India Ratings**  
(Fitch)



**INR 750 cr**  
partnership with  
**IFC - World Bank**  
Group

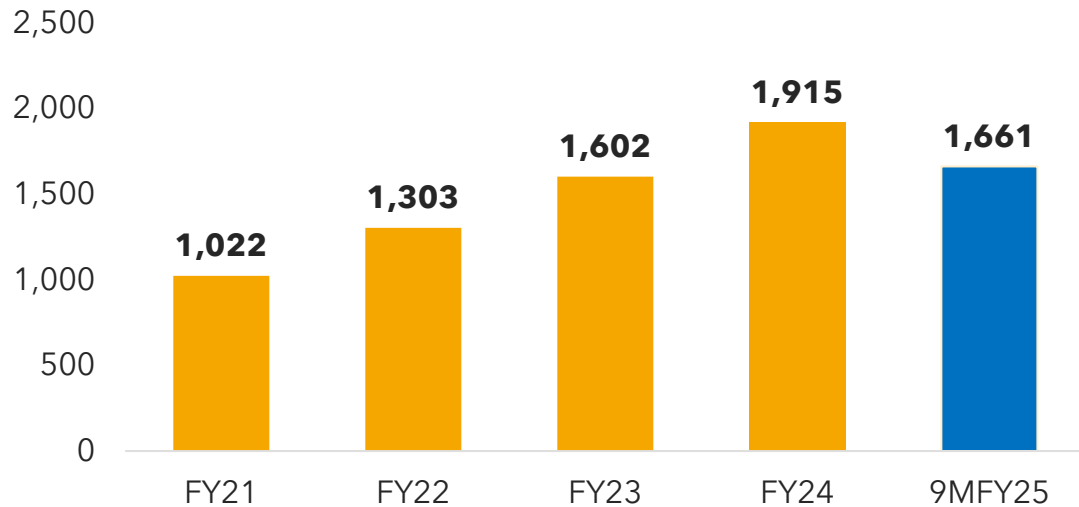
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# Strong Financial Performance

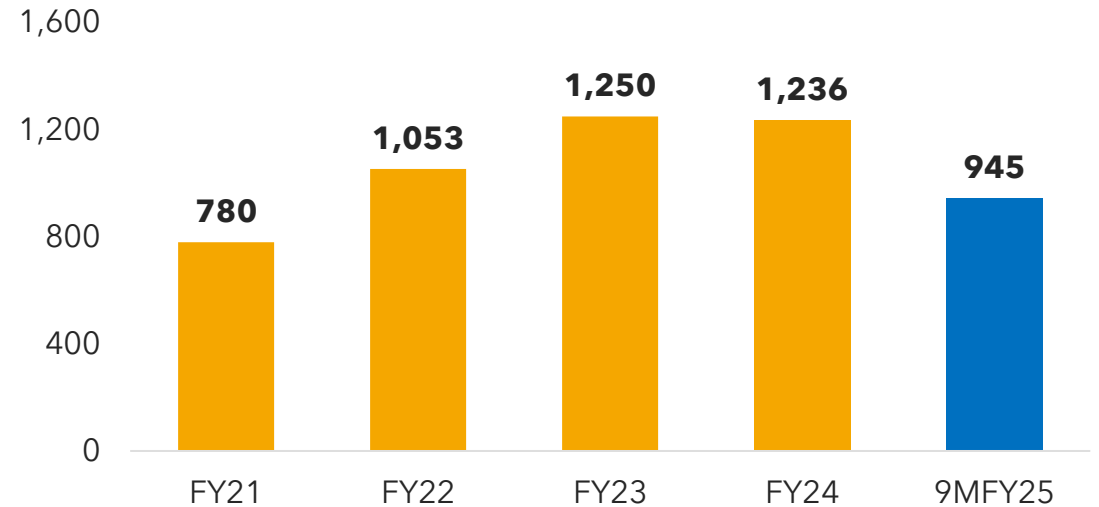
## Pre-sales and Collections registering strong growth (1/4)

Operational Trend	Q3 FY25	Q3 FY24	9M FY25	9M FY24
Pre-Sales	<b>635</b>	455	<b>1,661</b>	1,237
Collections	<b>336</b>	438	<b>945</b>	940

Annual & YTD Pre-sales (~Rs cr)



Annual & YTD Collections (~Rs cr)



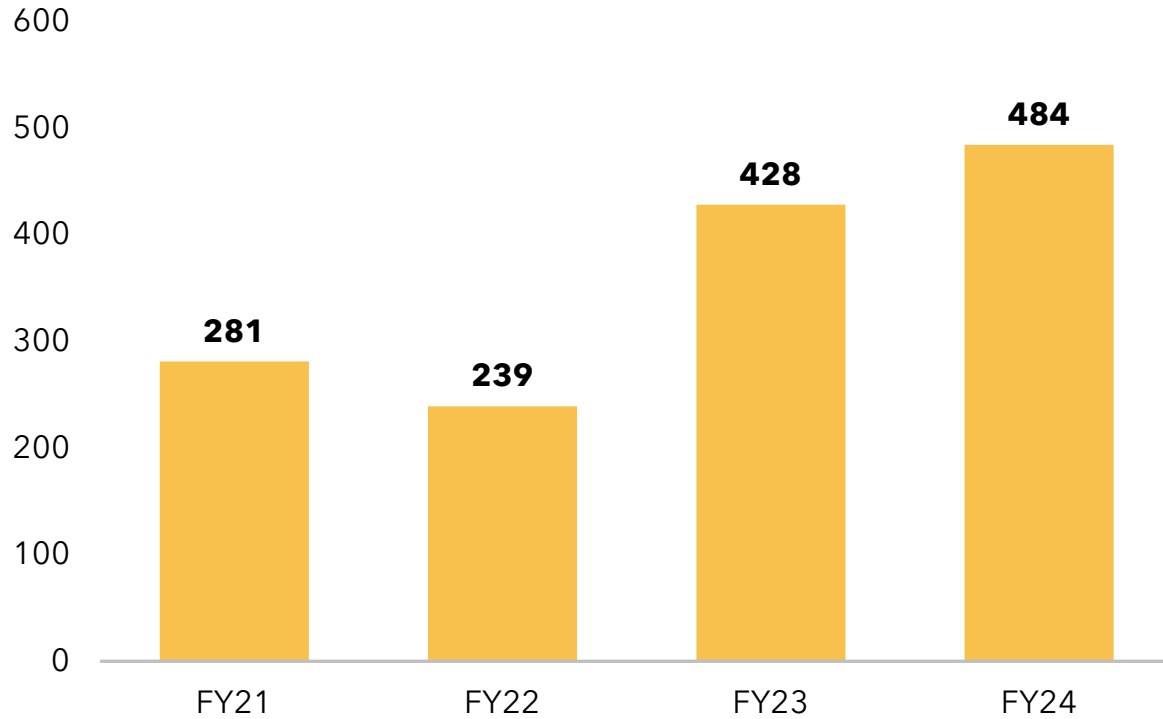
Rs 1 cr = Rs 10 mn

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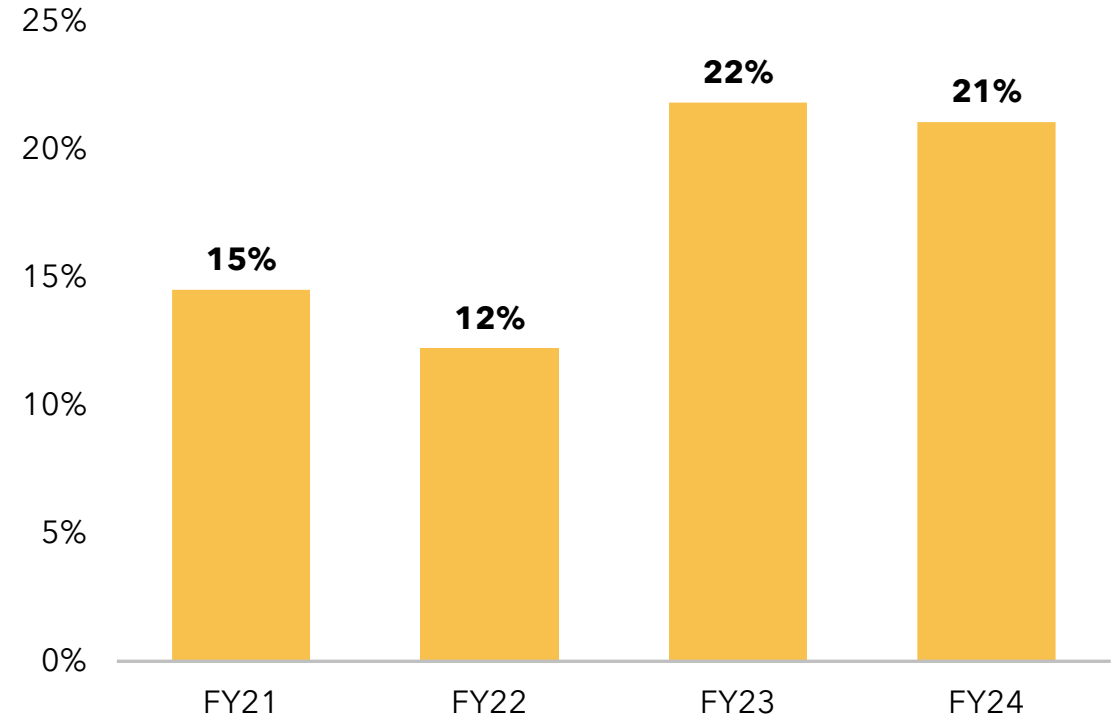
# Strong Financial Performance

## Cashflow Surplus Yield @~21% (2/4)

**Net CF Surplus (~Rs cr)**



**Net CF Surplus Yield**



- As the company follows Project Completion Method of Accounting, **CF Surplus Yield** (Net CF Surplus / Adjusted Network) is considered
- Adjusted Network for FY24 (~Rs 2,299 cr) = Total Equity (~Rs 3,124 cr) - Capital Reserve (~Rs 825 cr)



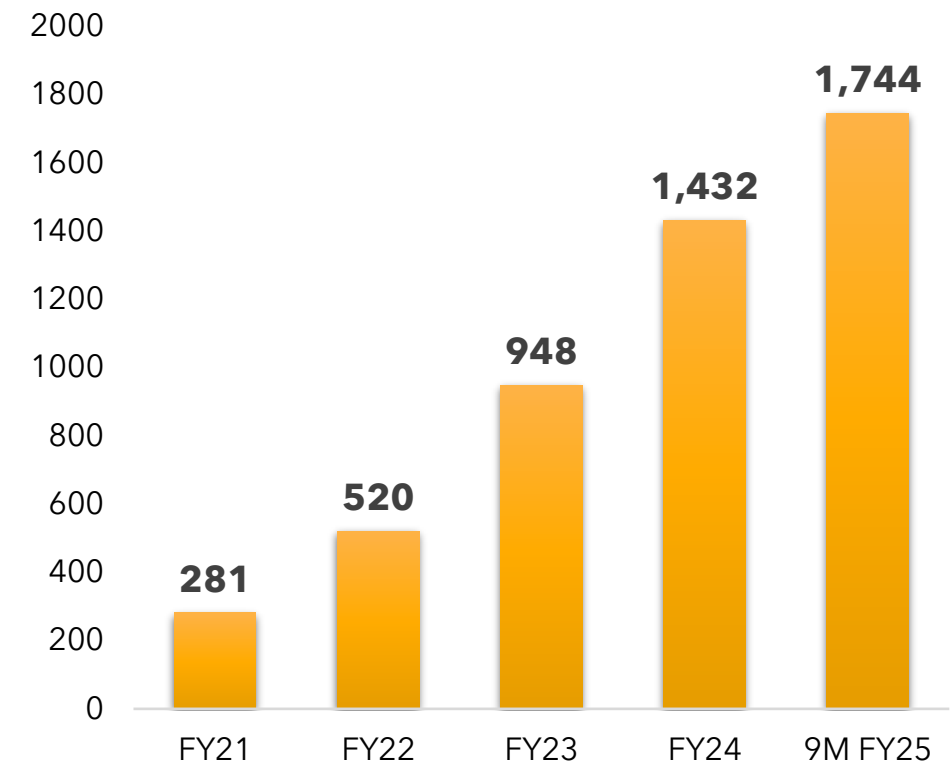
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## Strong Net Cash Flow Surplus

### Cashflow surpasses Rs 1,700 cr (3/4)

Particulars (~Rs cr)	9M FY25	9M FY24
<b>Gross Collections</b>	<b>945</b>	<b>940</b>
Less: Project Expenses	405	448
Less: JDA Revenue Share	60	63
<b>Gross Operating Cash Flow Surplus</b>	<b>480</b>	<b>429</b>
Less: Other Expenses	168	126
<b>Net Operating Cash Flow Surplus</b>	<b>312</b>	<b>304</b>
Amount spent on BD/LO/JDA Cost	152	91
NOCF Surplus post capex	160	213

### Cumulative NOCF Surplus (~Rs cr)



Rs 1 cr = Rs 10 mn

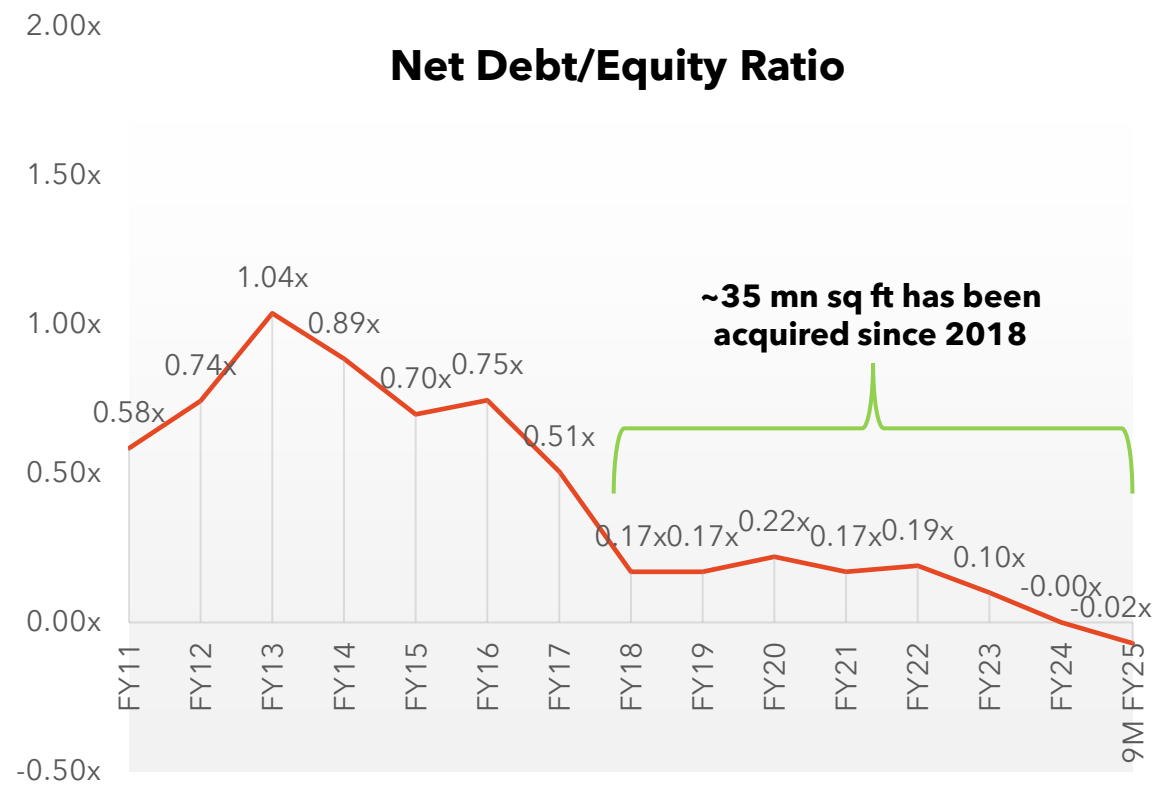
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# Strong Financial Performance

## Net Debt to Equity @ ZERO (Net Cash Positive)

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

Particulars (~Rs cr)	FY22	FY23	FY24	9M'25
<b>Gross Debt</b>	<b>700</b>	<b>593</b>	<b>295</b>	<b>350</b>
Less: Cash & Cash Equivalents	97	158	106	154
Less: Loans to JDA partners	64	155	198	257
<b>Net Debt</b>	<b>539</b>	<b>280</b>	<b>-8</b>	<b>-61</b>
Net Worth	2,790	2,788	3,124	3,208
<b>Net Debt / Equity</b>	<b>0.19x</b>	<b>0.10x</b>	<b>-0.00x</b>	<b>-0.02x</b>
Quasi-Equity and Others*	87	93	79	62
Adjusted Net Debt	627	373	72	1
Adj. Net Debt / Equity	<b>0.22x</b>	<b>0.13x</b>	<b>0.02x</b>	<b>0.00x</b>



\*With effect from 9<sup>th</sup> 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.

## 6 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 Q3 & 9M FY25 Financial Results

# P&L Statement

## Strong Revenue & PAT growth

**Revenue from Operations** has registered a growth of **369% YoY** to **~Rs 647 cr** in **9M FY 25**

**EBITDA** has registered a growth of **423% YoY** to **~Rs 117 cr** in **9M FY25**

**PAT** has registered a growth of **429% YoY** to **~Rs 99.9 cr** in **9M FY25**

### PROFIT & LOSS STATEMENT (Consolidated)

Particulars	Q3 FY25	Q3 FY24	YoY %	9M FY25	9M FY24	YoY %
Operating Revenue	162	42	281%	647	138	369%
<b>EBITDA</b>	<b>48</b>	<b>-15</b>	<b>426%</b>	<b>117</b>	<b>-36</b>	<b>423%</b>
- Margin (%)	30%	NM		18%	NM	
PBT	50	-16	414%	116	-45	355%
<b>Net Income</b>	<b>43</b>	<b>-10</b>	<b>537%</b>	<b>99.9</b>	<b>-30</b>	<b>429%</b>
- Margin (%)	26%	NM		15%	NM	

# Balance Sheet

## Strong Credit Rating of AA by India Ratings (Fitch)


<b>BALANCE SHEET (Consolidated)</b>			
<b>Liabilities</b>	<b>Sept '24</b>	<b>Assets</b>	<b>Sept '24</b>
Networth	3,160	Receivables	145
Borrowings	230	Inventories	5,954
Non-Current Liabilities	17	Loans & Advances	342
Current Liabilities	1,148	Cash & Bank	94
Others Liabilities	3,370	Others Assets	1,390
<b>Total</b>	<b>7,925</b>	<b>Total</b>	<b>7,925</b>

Rs 1 cr = Rs 10 mn

# Operational Performance Break-up

Segment	Projects	Q3 FY25		9M FY25	
		Pre-sales (~Rs cr)	Collections (~Rs cr)	Pre-sales (~Rs cr)	Collections (~Rs cr)
Uber Luxury	Signature, Signia	422	140	693	267
Premium Luxury	Sunteck City, SBR, Sky Park	121	53	567	205
Aspirational Luxury	Sunteck World	83	105	318	378
Others		9	39	82	95
<b>Total</b>		<b>635</b>	<b>336</b>	<b>1,661</b>	<b>945</b>

Rs 1 cr = Rs 10 mn



# Annexure ESG & Awards

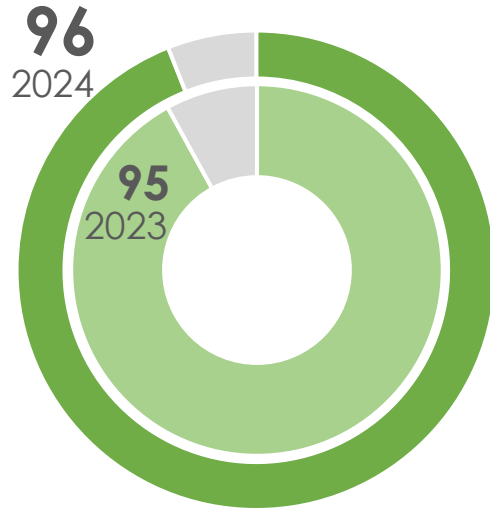




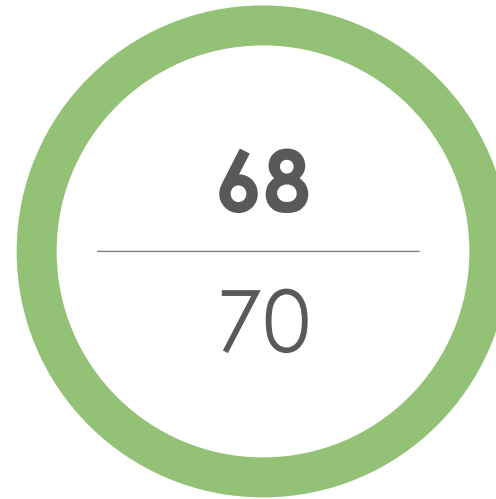
# 2024 GRESB Development Benchmark Report



## Participation & Score



## Development Score Sector Leader award



GRESB Average  
59

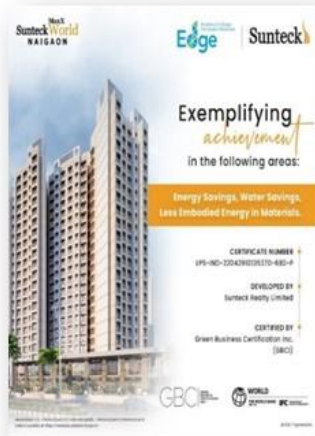
Benchmark Average  
66

**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, **4<sup>th</sup> 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 commercial 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



Amongst top wealth creators in the next 500 companies - 2019  
Sunteck Realty

FORTUNE INDIA AWARDS - 2019

Iconic Project of the year  
Signia Waterfront

ZEE BUSINESS - NATIONAL REAL ESTATE LEADERSHIP CONGRESS AND AWARDS - 2019

Luxury Project of the Year  
Signia High

ET NOW - REAL ESTATE AWARDS - 2019

Most trusted brand of the year  
Sunteck Realty Ltd.

ET NOW - REAL ESTATE AWARDS - 2019

**GROHE**



**ASIA PACIFIC PROPERTY AWARDS**  
**WINNER 2024-2025**

**'International Asia Pacific Property Awards' UK 2024-25 in the category of 'Sustainable Residential Development' for the prestigious project '4<sup>th</sup> Avenue, Sunteck City'**



Thank you  
[ir@sunteckindia.com](mailto:ir@sunteckindia.com)

