

SRL/SE/13/19-20

Date: 2nd May, 2019

The Secretary, Listing Department,
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Tower,
Dalal Street,
Mumbai – 400 001
Scrip Code: 512179

The Manager, Listing Department
National Stock Exchange of India Ltd
Exchange Plaza,
Plot no. C/1, G Block,
Bandra-Kurla Complex
Bandra (East), Mumbai- 400 051
Scrip Code: SUNTECK

Sub: Investor Presentation on Q4FY19 results

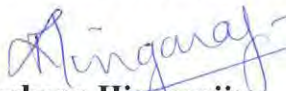
Sir,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed the Investor Presentation with regard to Audited Financial Results for the quarter and year ended 31st March, 2019.

The copy of the same is enclosed herewith for your records. The Investor Presentation shall also be placed on the Company's website.

Kindly take the same on record and disseminate to all the concerned.

Thanking You,
For Sunteck Realty Limited


Rachana Hingarajia
Company Secretary
Encl: a/a





Results Presentation
4th Quarter, FY2019

NSE: SUNTECK | BSE: 512179 | Bloomberg: SRIN: IN |
Reuters: SUNT.NS / SUNT.BO

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Note The project elevations are for representation purposes only and are the sole property of the Company and may not be reproduced, copied, projected, edited in any way without written permission from the Company.

AGENDA

1. Company Overview
2. Operational Highlights
3. Financial Highlights
4. Annexures

COMPANY OVERVIEW

- One of the **fastest growing** Mumbai-based premium real estate development company
- Focused on a city-centric development portfolio of **~30 million sq. ft. spread across 25 projects***
- Successfully delivered projects worth **>USD 1 billion**
- One of the strongest balance sheets in real estate with **negligible debt levels and visible cash flows**



*Includes completed, ongoing and future projects

KEY STRENGTHS

Asset Light Strategy

- Efficient RoE Model in capital intensive MMR
- JV / JDA Model preferred

Balance Sheet Strength

- Optimal leverage and cost of borrowing
- Fiscal discipline through prudent cash flow management

Research Based Acquisitions

- Proven ability to identify strategic locations along the growth vector
- Aggressive acquisitions during market slowdown

Insourced Capabilities

- Independent execution teams for various brands
- Firm control on costs and quality

Premium Positioning

- Well established luxury brands catering to diversified income segments
- Value creation through marquee projects that elevate micro-market profile

SUNTECK BRAND PORTFOLIO

RESIDENTIAL

Signature

Uber Luxury Residences

Signia

Ultra Luxury Residences

Sunteck*City*

Premium Luxury Residences

Sunteck*World*

Aspirational Luxury Residences

COMMERCIAL

Sunteck

Commercial & Retail

AWARDS AND RECOGNITIONS

Corporate Awards

- **Most Trusted Brand of the Year 2019**
ET NOW Real Estate Awards
- **Developer of the year 2018**
Realty Plus - 10th Conclave & Excellence Awards
- **Best Stand Out IR Mid Cap 2018**
IR Society Awards

Project and Individual Awards

- **Sunteck Westworld**
Best Affordable Housing Project of the Year 2019 - ET NOW Real Estate Awards
- **Signia High**
Luxury Residential Project of the Year 2019 - ET NOW Real Estate Awards
- **Sunteck City**
Integrated Township of the Year below 350 Acres 2018 - ET NOW Real Estate Awards

CHAIRMAN'S MESSAGE

“Aggressive sales strategy and strong brand recall has led to success across our various sub-brands and pricing spectrum, enabling us to double our pre-sales from FY18 to INR 1,202 crores in FY19. In addition, we have been focused on augmenting our construction execution across board, which has further complemented our sales momentum.

This has reiterated our confidence that ongoing reforms in India's real estate sector are setting the stage for sustainable growth of organized developers such as Sunteck Realty.

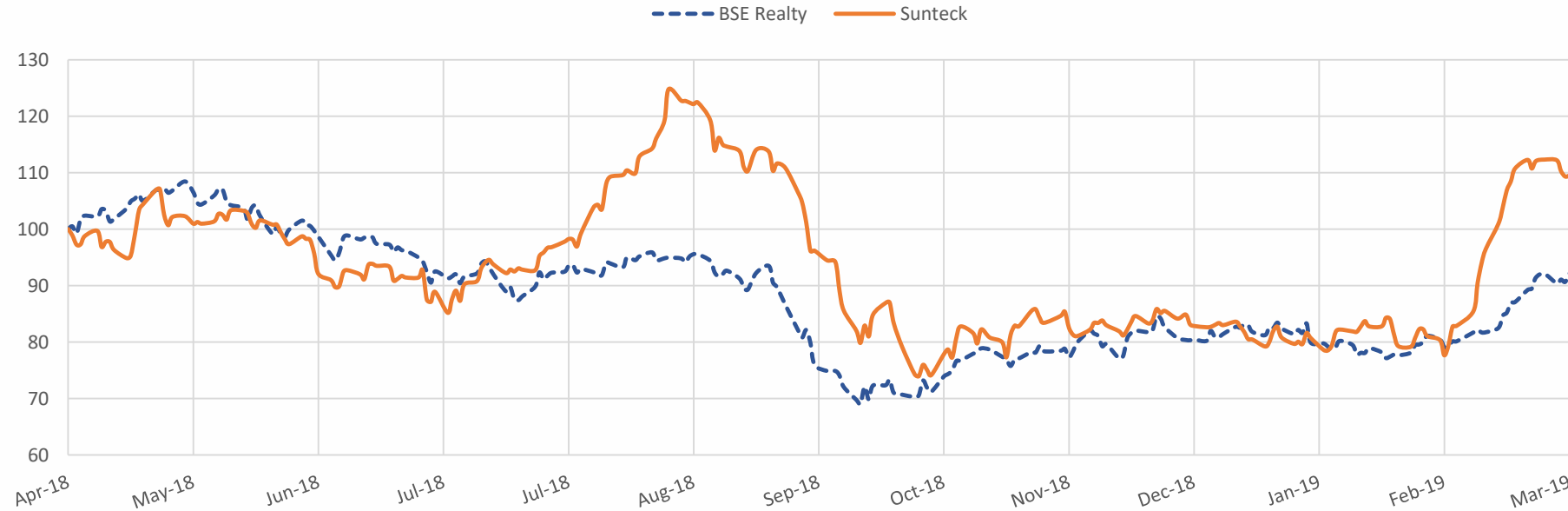
With our proven balance sheet strength and prudent cash flow management, we are well positioned to scaling up our business while maintaining attractive RoEs.”

Our Core Purpose - “Customer focus is our Motto. We deliver Precision and Quality backed with Innovation and Creativity in every aspect of business.”



Mr. Kamal Khetan

STOCK PERFORMANCE FY19



1 YEAR RETURNS

10%

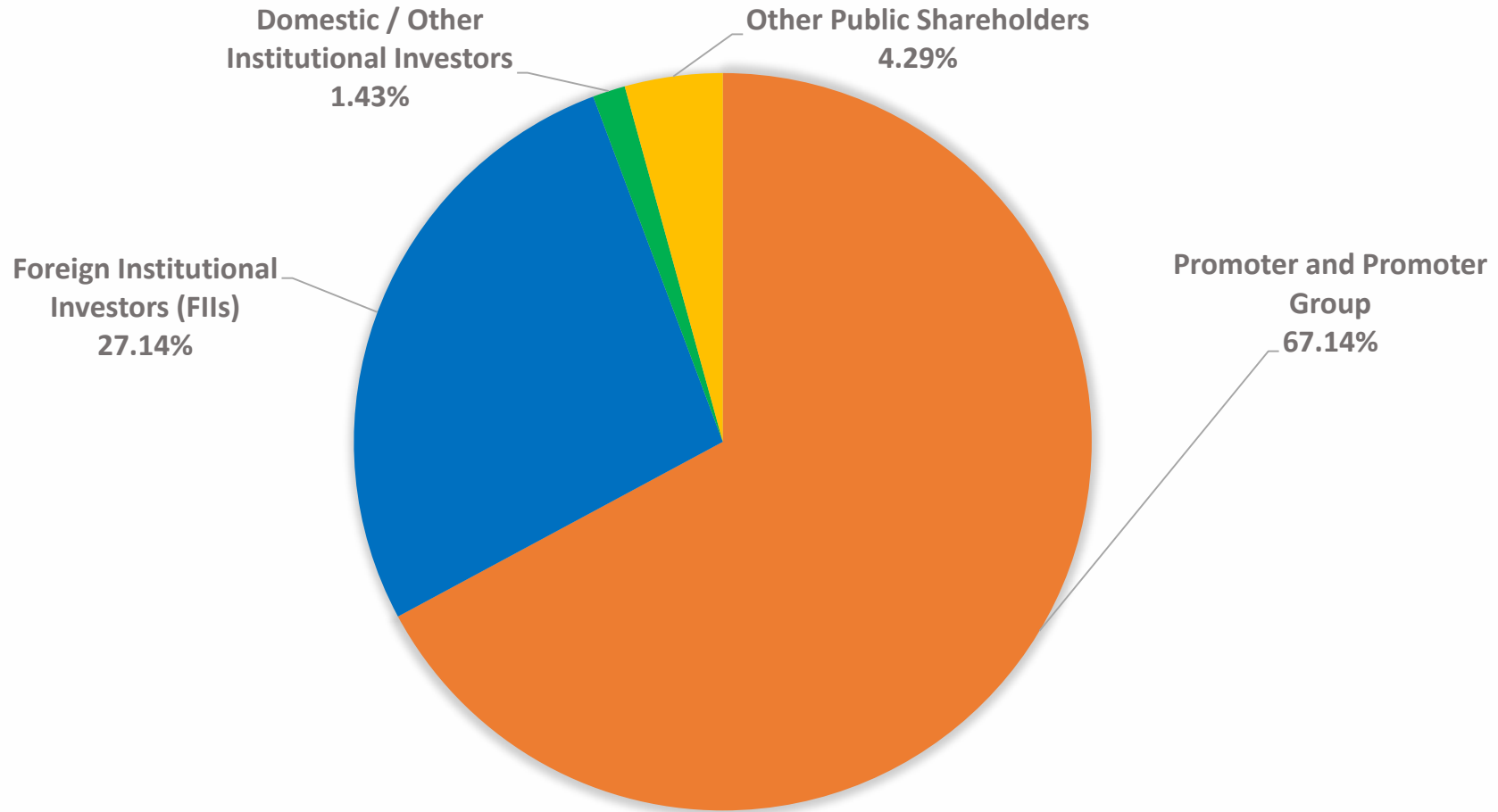
BSE:512179 (SUNTECK)

-7%

BSE REALTY INDEX

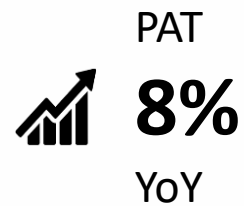
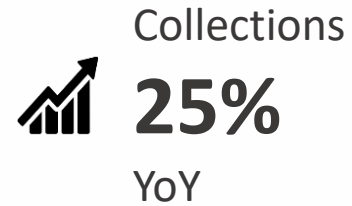
Note: The information in this page contains publically available data taken from BSE website as on 25th April, 2019. The indexes have been rebased to 100 using closing level (as on 2nd April, 2018) of 2,241.4 for BSE Realty and closing price of Rs. 418.85 for Sunteck Realty respectively.

SHAREHOLDING PATTERN



Note: No shares held by the Promoter and Promoter Group have been pledged

KEY BUSINESS HIGHLIGHTS



Net Debt :
Equity
0.17x

KEY BUSINESS UPDATES

- Introduction of Sunteck '**World**' Brand – Aspirational luxury apartments in **sub INR 1 crore ticket size**
 - **Sale of >1,600 apartments** at Sunteck WestWorld, Naigaon
- **Sunteck City** gets a geared response : Activation led sales of **88 apartments in Q4 FY19**
- **Presales increased by 105% Y-o-Y** : Rs 1,202 cr in FY19 vs Rs 588 cr in FY18
 - Growth of 415% Y-o-Y in terms of Area sold
- **Collections grew by 25% Y-o-Y** : Rs 661 cr in FY19 vs Rs 531 cr in FY18
 - 34% Q-o-Q Growth : Rs 206 cr in Q4 FY19 vs Rs. 153 cr in Q3 FY19
- Reaffirmation by FITCH & CARE for **Long Term Credit Rating of AA-**
- **Construction in full swing** at all ongoing projects – SunteckCity, Sunteck WestWorld, Signia Waterfront, Gilbird, Sunteck Icon & Sunteck BKC 51

Robust Operational and Financial Performance

Operational Data	4QFY19	3QFY19	Change qoq	4QFY18	Change yoy	FY19	FY18	Change
Pre-sales (new bookings)	2,890	3,106	(7%)	1,860	55%	12,023	5,876	105%
Collections	2,065	1,529	35%	1,542	34%	6,609	5,308	25%

All figures are in Rs. Million

Q4 FY19 MIX

PRE-SALES

17%	55%	25%
BKC	ODC	NAIGAON

COLLECTIONS

48%	18%	29%
BKC	ODC	NAIGAON

FY 2019 MIX

PRE-SALES

27%	24%	43%
BKC	ODC	NAIGAON

COLLECTIONS

40%	34%	15%
BKC	ODC	NAIGAON

Operational Performance – Q4 FY2019

S.No.	Project Name	Q4 FY2019 Performance			
		Sales	Collections	Area Sold	Units Sold
		Rs Mn	Rs Mn	Lac Sq.Ft.	Nos.
1	BKC Projects	488	988	0.12	2
2	Sunteck City Avenue 1 and 2, ODC	1582	374	1.15	88
3	Sunteck WestWorld, Phase 1, Naigaon	732	598	1.46	223
4	Signia Waterfront, Airoli	88	102	0.07	5
5	Others	-	3	-	-
Total		2,890	2,065	2.79	318

Operational Performance – FY 2019

S.No.	Project Name	FY 2019 Performance			
		Sales	Collections	Area Sold	Units Sold
		Rs Mn	Rs Mn	Lac Sq.Ft.	Nos.
1	BKC Projects	3,216	2,664	0.65	10
2	Sunteck City Avenue 1 and 2, ODC	2,836	2,275	1.99	153
3	Sunteck WestWorld, Phase 1, Naigaon	5,205	979	11.01	1,619
4	Signia Waterfront, Airoli	352	367	0.26	18
5	Others	415	322	0.24	12
Total		12,023	6,607	14.16	1,812

P&L (CONSOLIDATED)

Particulars	4QFY19	3QFY19	QoQ %	4QFY18	YoY %	FY19	FY18	Change %
Revenue from Operations	2,697	1,951	38%	2,067	30%	8,568	8,883	(4%)
EBITDA	888	852	4%	1,074	(17%)	3,780	3,722	2%
Operating Margin	33%	44%		52%		44%	42%	
Net Profit	634	490	29%	616	3%	2,411	2,240	8%
Net Profit Margin	24%	25%		30%		28%	25%	

All figures are in Rs. Million

BALANCE SHEET (CONSOLIDATED)

Liabilities	FY 2019	FY 2018	Assets	FY 2019	FY 2018
Shareholders Funds	28,337	26,303	Trade Receivables	3,135	2,906
Minority Interest	910	775	Inventories	26,321	26,427
Secured Loans	5,857	4,256	Loans & Advances	610	1,626
Unsecured Loans	489	1,424	Cash & Bank balances	1,479	1,144
Others	3,634	3,805	Others	7,684	4,460
Total	39,228	36,563	Total	39,228	36,563

All figures are in Rs. Million

AMONGST THE STRONGEST BALANCE SHEET

Particulars	FY 2019	FY 2018
Secured Debt	5,857	4,256
Cash & Bank Balance	1,479	1,144
Net Secured Debt	4,378	3,112
Unsecured Debt	489	1,424
Net Debt	4,867	4,536
Net Worth	28,337	26,303
Net Debt / Equity	0.17	0.17

All figures are in Rs. Million

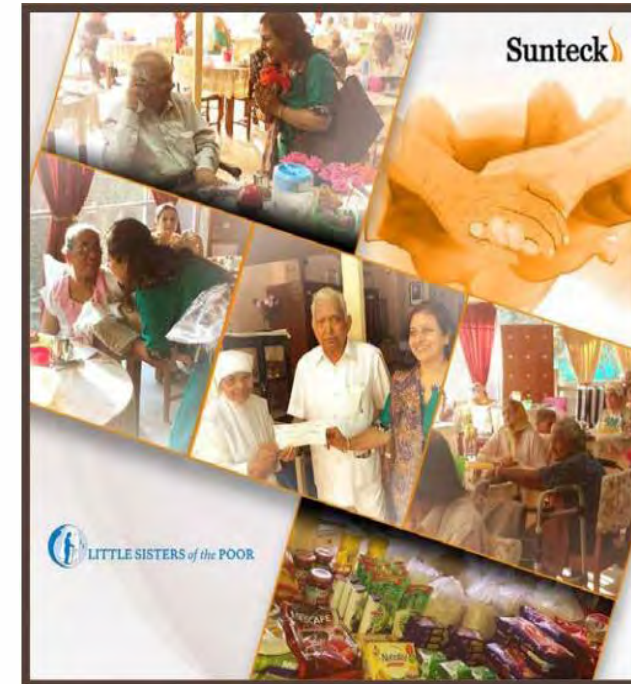
- Reaffirmation by CARE & FITCH for Long Term Credit Rating of AA- & Short Term Credit Rating of A1+

Corporate Social Responsibility



HEALTH

Sunteck Realty is proud to support 'Wadia Hospitals - Stem Cells Transplant Centre' under Sunteck Foundation.



LITTLE SISTERS OF THE POOR

Sunteck Realty regularly donates warm clothes, medicines and food to 'Little Sister of the Poor' – an international Congregation focused on caring for the elderly poor.

Completed Projects

Under Construction Projects



Signature
ISLAND
by Sunteck Realty

Completed Projects

Under Construction Projects



Signia Isles
by Sunteck Realty

Completed Projects

Under Construction Projects



Signia pearl
by Sunteck Realty

Completed Projects

Under Construction Projects



Signia Oceans

Completed Projects

Under Construction Projects



Signia Skys

Completed Projects

Under Construction Projects



Signia High

Completed Projects

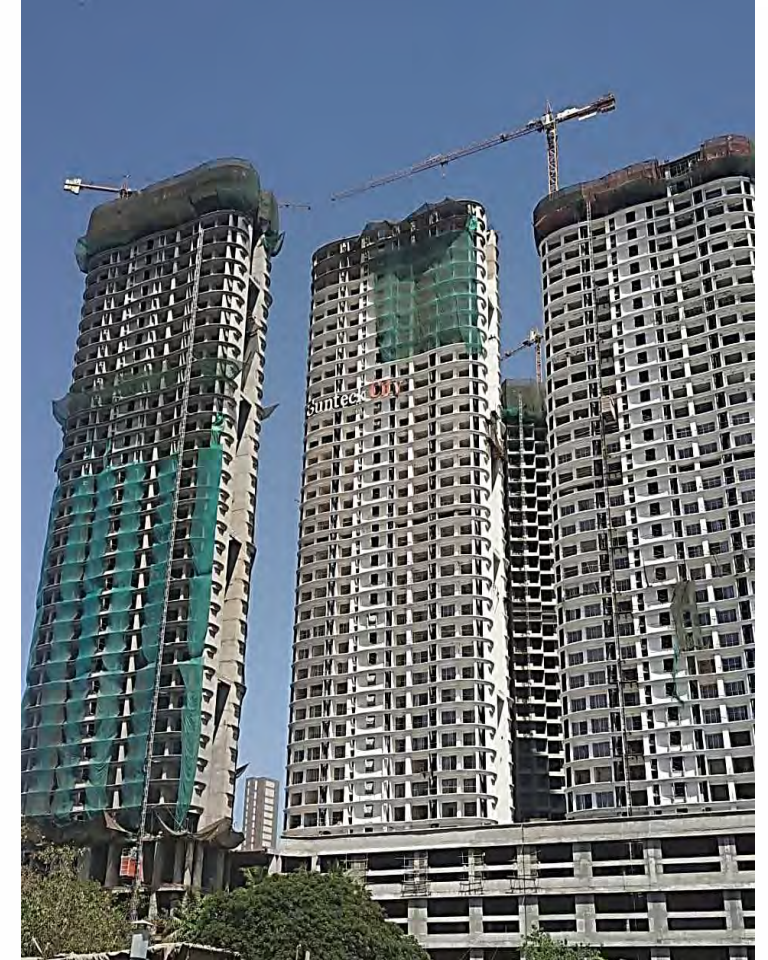
Under Construction Projects



COMMERCIAL PROJECTS

Completed Projects

Under Construction Projects



SunteckCity

OSHIWARA DISTRICT CENTRE, GOREGAON (W)

AVENUE 1

Completed Projects

Under Construction Projects



SunteckCity

OSHIWARA DISTRICT CENTRE, GOREGAON (W)

AVENUE 2



Completed Projects

Under Construction Projects



Signia Waterfront
Airoli



Completed Projects

Under Construction Projects



West
Sunteck World
NAIGAON



Completed Projects

Under Construction Projects



Gilbird
Andheri (W)



Completed Projects

Under Construction Projects



Sunteck
ICON



Completed Projects

Under Construction Projects



Sunteck
BKC 51



Thank You!

Corporate Office

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