

SRL/SE/21/20-21

Date: 28th July, 2020

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

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

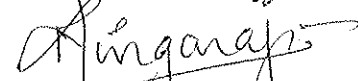
Dear Sir / Madam,

Sub: Press Release for results on Q4FY20 and Q1FY21

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed press release with regard to Audited Financial Results for the quarter and year ended 31st March, 2020 and Unaudited Financial Results for quarter ended 30th June, 2020.

Kindly take the same on record.

Thanking You,
For Sunteck Realty Limited



Rachana Hingarajia

Company Secretary

Encl: a/a

Sunteck Realty Limited announces Q4 & FY20 and Q1 FY21 results

- Highest ever pre-sales in a financial year of Rs.1,221 crores in FY20
- Geared response received by new MMR project launches – Sunteck City 4th Avenue, Goregaon (W) and Sunteck MaxxWorld, Naigaon
- Launch of digital sales platform, ‘SunteckAER’ in Q1FY21 receives strong response during the COVID-19 lockdown
- Well-timed land acquisition at strategic location with untapped demand potential

Mumbai, July 28, 2020: Sunteck Realty Limited, Mumbai’s premium real estate developer, announced its results today for the first quarter of FY21 and fourth quarter of FY20 along with full year, FY20.

	Rs Crores				
Operational Trend	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21
Pre-Sales	185.8	101.6	325.4	608.0	101.2
Collections	189.2	185.4	165.5	175.0	65.1

HIGHLIGHTS of Consolidated Financials for Q4FY20

- Pre-sales (new bookings) stood at Rs.608.0 crores for Q4FY20 as against Rs.289.0 crores for Q4FY19
- Collections stood at Rs.175.0 crores for Q4FY20 as against Rs.206.5 crores for Q4FY19
- Revenue for Q4FY20 stood at Rs.91.6 crores as against Rs.269.7crores for Q4FY19
- Profit After Tax (PAT) for Q4FY20 stood at Rs.1.0 crore as against Rs.63.4crores for Q4FY19

HIGHLIGHTS of Consolidated Financials for FY20

- Pre-sales (new bookings) stood at Rs.1,220.8 crores for FY20 as against Rs.1,202.3 crores for FY19
- Collections stood at Rs.715.1 crores for FY20 as against Rs.660.9 crores for FY19
- Revenue for FY20 stood at Rs.607.8 crores as against Rs.856.8 crores for FY19
- Profit After Tax (PAT) for FY20 stood at Rs.101.1 crores as against Rs.241.1 crores for FY19

HIGHLIGHTS of Consolidated Financial results for Q1FY21

- Pre-sales (new bookings) stood at Rs.101.2 crores for Q1FY21 as against Rs.185.8 crores for Q1FY20
- Collections stood at Rs.65.1 crores for Q1FY21 as against Rs.189.2 crores for Q1FY20
- Revenue for Q1FY21 stood at Rs.60.7 crores as against Rs.178.2 crores for Q1FY20
- Profit After Tax (PAT) for Q1FY21 stood at Rs.3.1 crores as against Rs.36.3 crores for Q1FY20

Commenting on the Q4FY20 and Q1FY21 performance, Mr. Kamal Khetan, Chairman and Managing Director, Sunteck Realty Ltd. said: **“The quarter gone by has been the most unprecedented and challenging one so far. However, despite the impact of COVID-19 and the subsequent economic slowdown, we have successfully maintained our sales momentum; project execution is steadily returning to pre-COVID levels and business development activity has picked up pace. With our highest ever pre-sales in a financial year and resumption of execution, we remain confident of booking stronger revenues and profit margins in the current financial year.”**

During the lockdown, Sunteck Realty launched its online digital sales platform, “SunteckAER” which received a very favourable response and as a result, the company achieved significant new bookings, especially in the ready-to-move in category.

On the execution front, post the Government approval and relaxations, work has resumed at all its construction sites. Since, Sunteck had retained workers on site, construction activity could be restarted immediately.

“Post-COVID, we are already witnessing strong consolidation across the industry. Given our balance sheet strength and established track record, we are well positioned to be one of the biggest beneficiaries. We intend to capitalize on the opportunity at hand, setting the stage for further sustainable growth and attractive ROEs – our recent acquisition of Vasai is a step in this direction.” said Mr. Khetan.

Within the business development space, in line with its research-based and value-accretive approach, Sunteck Realty acquired a prime residential project of almost 50 acres, under the asset light strategy, in the prominent western suburb of Vasai (West). The project will largely cater to the mid-income segment with a focus on offering well designed homes with unobstructed sea views. In view of the ongoing COVID-19 pandemic, the Company hopes to cater to the emerging customer needs: residential premises that not only offer a luxurious lifestyle, but also ensures a comfortable ‘Work from Home’ environment.

About Sunteck Realty

Sunteck Realty Limited (SRL) is one of the fastest growing Mumbai-based luxury real estate development companies. SRL has an immaculate track record of having one of the lowest net Debt/Equity ratios, financial prudence and sustainable growth. The company focuses on a city centric development portfolio of about 35 million square feet spread across 26 projects. Sunteck Realty has differentiated its projects under five brands - ‘Signature’: Uber luxury residences, ‘Signia’: Ultra luxury residences, ‘Sunteck City’: Premium luxury residences, ‘Sunteck World’: Aspirational luxury residences, ‘Sunteck’: Commercial & Retail developments. The company has been a trendsetter in creating iconic destinations such as the flagship project, Signature Island at BandraKurla Complex (BKC), Sunteck City in Oshiwara District Centre (ODC), Goregaon and SunteckWorld at Naigaon - the largest township of MMR’s western Suburbs.

Disclaimer

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements. Sunteck Realty Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

For further details, please contact:

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