

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

Sub: Investor Presentation on Q1FY20 results

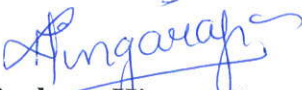
Sir,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed the Investor Presentation with regard to unaudited Financial Results for the quarter ended 30th June, 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
1st Quarter, FY2020

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

COMMERCIAL

Signature

Uber Luxury Residences

Signia

Ultra Luxury Residences

Sunteck

Commercial & Retail

SunteckCity

Premium Luxury Residences

SunteckWorld

Aspirational Luxury Residences

AWARDS AND RECOGNITIONS

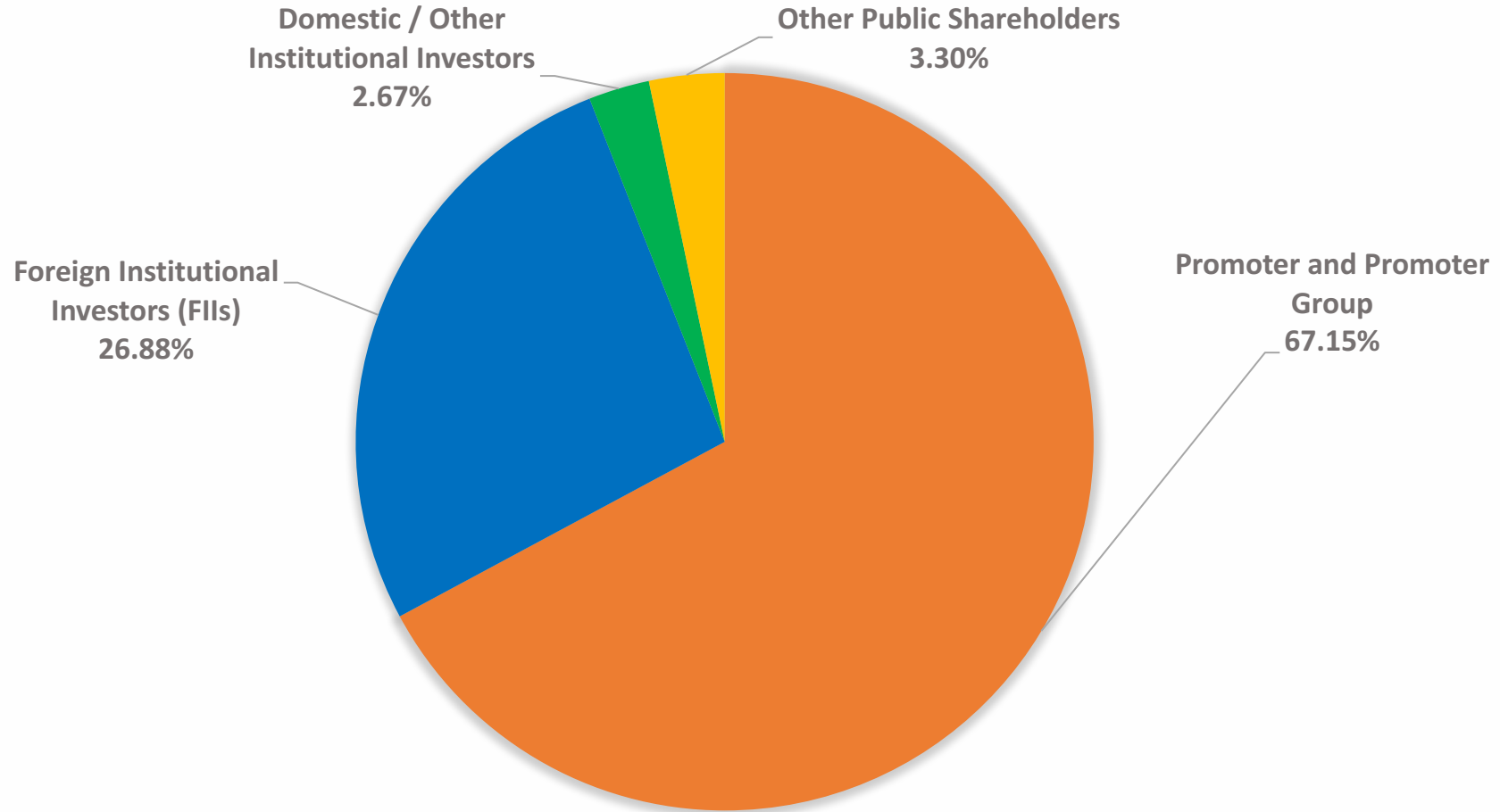
Corporate Awards

- **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 Awards

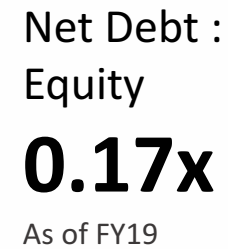
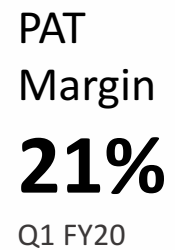
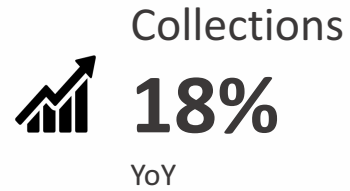
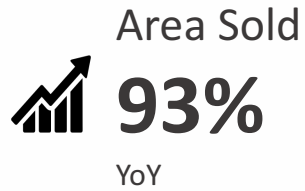
- **Sunteck WestWorld**
Zee Business National Real Estate Leadership Award for Affordable Housing Project of the Year 2019
Best Affordable Housing Project of the Year 2019 - ET NOW Real Estate Awards
- **Signia High**
Luxury Residential Project of the Year 2019 - ET NOW Real Estate Awards
- **Signia Waterfront**
Zee Business National Real Estate Leadership Award for Iconic Project of the Year 2019

SHAREHOLDING PATTERN



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

KEY BUSINESS HIGHLIGHTS



KEY BUSINESS UPDATES

- Significant construction progress achieved at Sunteck WestWorld, ensuring geared sales momentum and collections
 - Sale of >175 apartments
 - Collections of INR 93 cr
- Area sold grew by 93% Y-o-Y : 1.6L Sq Ft in Q1 FY20 vs .9L Sq Ft in Q1 FY19
- Collections grew by 18% Y-o-Y : Rs 189 cr in Q1 FY20 vs Rs 161 cr in Q1 FY19
- Presales increased by 2% Y-o-Y : Rs 186 cr in Q1 FY20 vs Rs 182 cr in Q1 FY19
- **Sunteck WestWorld awarded** Zee Business National Real Estate Leadership Award for Affordable Housing Project of the Year 2019
- **Signia Waterfront awarded** Zee Business National Real Estate Leadership Award for Iconic Project of the Year 2019

Robust Operational and Financial Performance

Operational Data	Q1FY20	Q1FY19	YoY %	Q4FY19	QoQ %
Pre-sales (new bookings)	1,858	1,816	2%	2,890	(36%)
Collections	1,892	1,610	18%	2,065	(8%)

All figures are in Rs. Million

Q1 FY20 MIX

PRE-SALES

44%

BKC

20%

ODC

34%

NAIGAON

COLLECTIONS

12%

BKC

32%

ODC

49%

NAIGAON

Operational Performance – Q1 FY2020

S.No.	Project Name	Q1 FY2020 Performance			
		Sales	Collections	Area Sold	Units Sold
		Rs Mn	Rs Mn	Lac Sq.Ft.	Nos.
1	BKC Projects	810	220	0.13	1
2	Sunteck City Avenue 1 and 2, ODC	363	599	0.26	18
3	Sunteck WestWorld, Phase 1, Naigaon	635	933	1.21	176
4	Signia Waterfront, Airoli	32	128	0.02	2
5	Others	18	12	0.01	1
Total		1,858	1,892	1.63	198

P&L (CONSOLIDATED)

Particulars	Q1FY20	Q4FY19	QoQ %	Q1FY19	YoY %
Revenue from Operations	1,746	2,697	(35%)	2,111	(17%)
EBITDA	609	888	(31%)	1116	(45%)
Operating Margin	35%	33%		53%	
Net Profit	363	634	(43%)	740	(51%)
Net Profit Margin	21%	24%		35%	

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

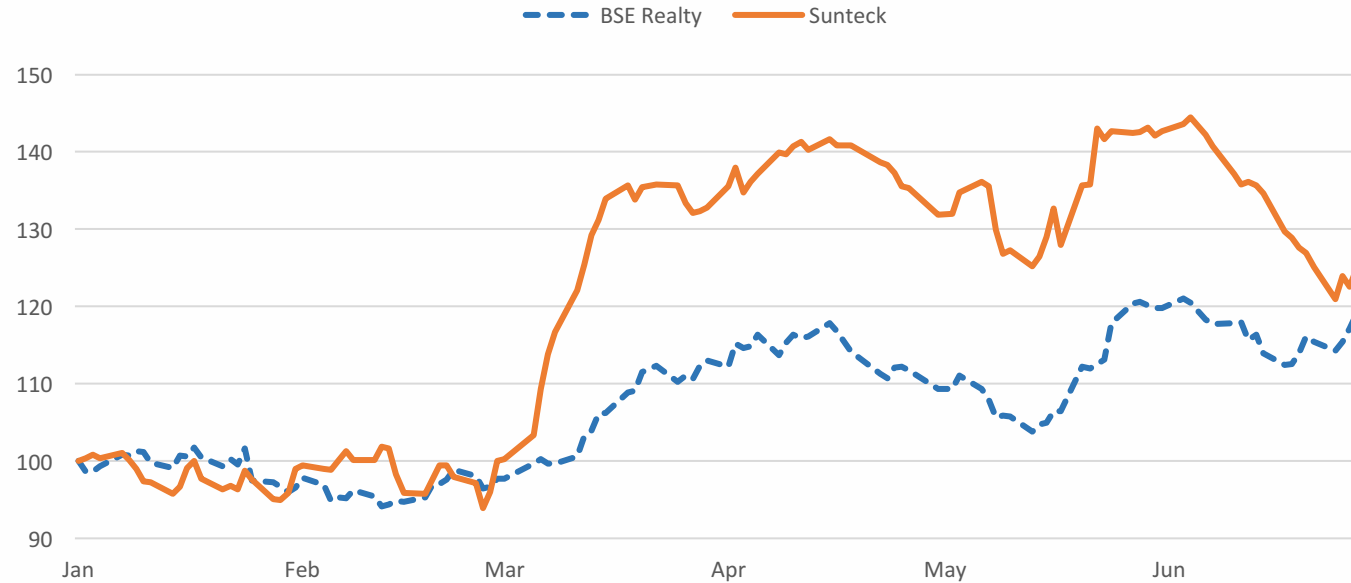
- Long Term Credit Rating of AA- by CARE & FITCH

CASH FLOW UTILIZATION – Q1 FY2020

Particulars	Q1 FY20
Gross Customer Advances	1,892
Less : Cost Incurred	1,299
Less : Overheads	264
Gross Operating Cash Flow	329
Less : Interest Payments	137
Less : Statutory Payments	147
Gross Cash Flow	45

All figures are in Rs. Million

STOCK PERFORMANCE – LAST 6 MONTHS



6 MONTHS RETURNS

25.2%

BSE:512179 (SUNTECK)

19.8%

BSE REALTY INDEX

Note: The information in this page contains publicly available data taken from BSE website as on 1st July, 2019. The indexes have been rebased to 100 using closing level (as on 1st January, 2019) of 1,837.5 for BSE Realty and closing price of Rs. 346.75 for Sunteck Realty respectively.

Corporate Social Responsibility – Go Green Initiative

Sunteck

ON AN AVERAGE A PERSON WASTES 45 LITRES OF WATER EVERY DAY



SAVE WATER
Every Drop Counts



Sunteck

ON AN AVERAGE 2.47 MILLION TREES ARE CUT DOWN EVERY DAY



SAVE PAPER
Think Before You Print




Sunteck

ON AN AVERAGE 3 BILLION UNITS OF POWER IS WASTED EACH YEAR




SAVE ENERGY
Before It's Too Late




Sunteck

ON AN AVERAGE 27,000 TREES ARE CUT DAILY FOR TISSUES



SAVE TREES
Use Wisely



Sunteck

Tree Plantation Drive 2019



Every tree that is planted is an important and meaningful gift to our future generations. With an objective to contribute in preserving and promoting the Environment and leave a beautiful legacy for the future generations, Sunteck India invites you for a Tree Plantation Drive. The best way to give back to Earth is by planting a breath of fresh air for everyone.

Join us in achieving this dream of planting more trees per sq ft!!

#TOGETHERWECAN !!

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



West
Sunteck World
NAIGAON

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



Gilbird
Andheri (W)



Completed Projects

Under Construction Projects



SunteckICON
BKC JUNCTION, MUMBAI

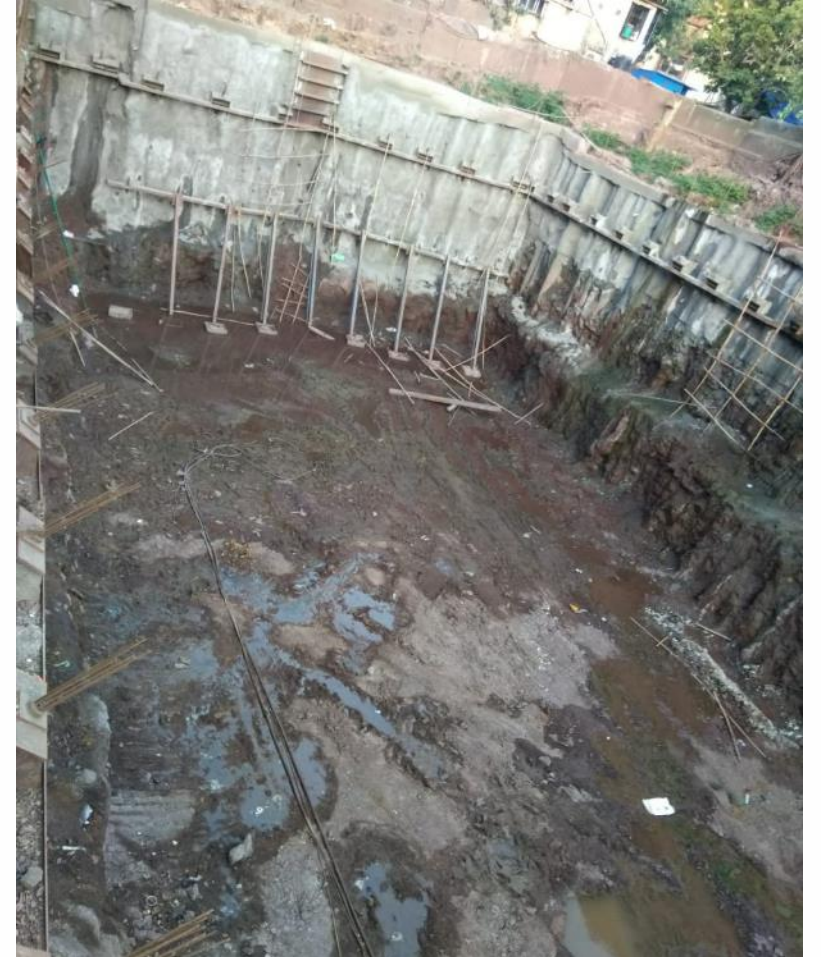


Completed Projects

Under Construction Projects



SunteckBKC51
BKC JUNCTION, MUMBAI



Thank You!

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