

SRL/SE/54/20-21

Date: 3rd December, 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,

Sub: Updates

Pursuant to provisions of the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2014, please find attached copy of Company Factsheet. Further, the copy of the aforesaid shall be available on website of the Company.

Kindly take the same on record.

Thanking You,
For Sunteck Realty Limited



Rachana Hingarajia
Company Secretary

FACTSHEET

Q2 FY21

WWW.SUNTECKINDIA.COM

BSE: 512179

NSE: SUNTECK

Sunteck

STOCK PROFILE

Sector	Realty
Issued shares (cr)	14.64
Share Price* (₹)	306.85
Market Cap* (₹ cr)	4,491.42
52-week range (₹)	457.70-145.00

As on 25th November 2020

SHAREHOLDING PATTERN (%)

Promoter	67.16
Public	32.84

As on September 2020

ABOUT US

- One of the fastest growing Mumbai-based premium real estate development company with experienced promoter, research-based project acquisition strategy, premium brand, strong execution and healthy balance sheet
- Focused on a city-centric development portfolio of ~38 million sq. ft. spread across 27 projects (completed, ongoing and future)
- Four brands catering to products from uber luxury to aspirational luxury segments
- Successfully delivered projects worth > Rs 7,000 crores
- One of the strongest balance sheets in real estate with negligible debt levels and visible cash flows
- Long Term Credit Rating of AA- & Short-Term Credit Rating of A1+ by ICRA

BRAND POSITIONING – FROM UBER LUXURY TO ASPIRATIONAL LUXURY

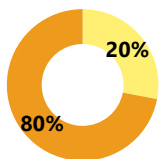


PROJECTS DETAILS

Research based strategy of getting into new locations with upside potential

Unlocking value in strategic locations identified by the Company at Bandra Kurla Complex in 2006, Oshiwara District Centre in 2010, Naigaon in 2017 and Vasai in 2020. Sunteck continues to identify such locations with mispricing and growth prospects.

~38 Million Sq. Ft
27 Projects
09 Years of Real Estate



Commercial & Rental

Residential



BKC

5 projects of ~1.7 msf worth ~Rs 5,900 cr

- ~80% of sales already achieved
- Occupation Certificate received for all three buildings
- Implied IRRs of sold inventory at proportionate cost incurred are in the 46-60% range

Naigaon

~12 msf of overall development potential worth ~Rs 6,000 cr

- 100 acres land with potential to generate ~Rs 1,800 cr surplus
- Strong sales response
- Accelerated execution

ODC, Goregaon (W)

6 projects of ~6 msf worth ~Rs 4,500 cr and rental portfolio potential

- Initial launch at ~Rs 8,000/sq. ft. Recent selling price ~Rs 15,000/sq. ft.
- >75% of launched inventory already sold
- Annuity income potential targeted from ~2.8 mn sq. ft. at 5th Avenue

Vasai

~4.5 msf development with a potential topline of ~Rs 5,000 cr

- Asset light acquisition of 50 acres
- Apartments with unobstructed sea views, focused on middle income segment
- Potential to generate ~2,200 cr surplus

INVESTMENT RATIONALE

Balance Sheet Strength

- Low leverage and cost of debt
- Financial discipline

Efficient RoE & Asset light development strategy

- High RoE sustained in capital intensive MMR
- JV / JDA / DM model preferred

Project acquisition strategy

- Research based acquisitions.
- Proven ability to predict growth areas ahead of the curve.
- Acquisitions done during peak recession

Inhouse Construction Capability

- Independent execution teams for various brands
- Enables firm control on construction costs, quality and time

MMR / City-centric focus

- Focus on high value Mumbai Metropolitan Region (MMR)
- City-Centric locations outside Mumbai

Premium Positioning

- Four brands across the pricing spectrum catering to products from uber luxury to aspirational luxury segments
- Delivered projects that changed the profile of the entire locale

STRONG CASH FLOW VISIBILITY

Figures pertain to Q2 FY21

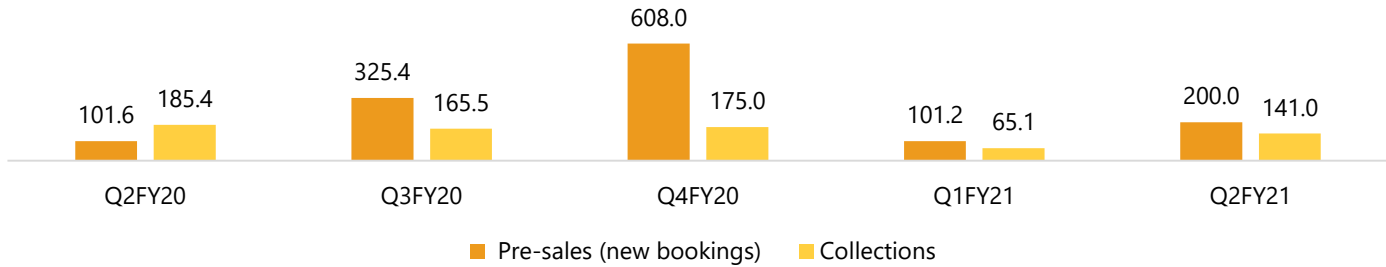
Values represent SRL share (₹ cr)

S.No.	Project	% of units sold	Unsold area (mn sq ft)	Estimated inventory value	Estimated costs yet to be incurred
Completed (Receivables – Rs. 585 cr. ; Estimated operating cash flows – Rs. 2,681 cr.)					
1	Signature Island, BKC	73%	0.21	1,297	0
2	Signia Oceans, Airoli		0.00	0	0
3	Sunteck Grandeur, Andheri (W)		0.00	0	0
4	Signia Skys, Nagpur	64%	0.02	14	0.5
5	Signia Isles, BKC	96%	0.01	61	0
6	Signia Pearl, BKC	76%	0.10	445	4
7	Signia High, Borivali (E)	86%	0.02	29	1
8	Sunteck City, Ave.1, Goregaon (W)	74%	0.18	272	14
Ongoing – Residential (Receivables – Rs. 1,020 cr. ; Estimated operating cash flows – Rs. 1,462 cr.)					
1	Sunteck City, Ave.2, Goregaon (W)	75%	0.15	222	73
2	Sunteck City, 4 th Ave. – Tower I	38%	0.30	444	176
3	Sunteck West World, Naigaon	84%	0.19	174	81
4	Sunteck Maxx World, Naigaon	73%	0.41	206	440
5	Signia Waterfront, Airoli	65%	0.05	71	5
6	Sunteck Gilbert Hill, Andheri (W)	13%	0.05	102	4
Ongoing – Commercial (Receivables – Rs. 46 cr. ; Estimated operating cash flows – Rs. 523 cr.)					
1	Sunteck Crest, Andheri (E)		0.10	209	46
2	Sunteck Icon, BKC		0.08	210	90
3	Sunteck Gateway 51, BKC		0.11	275	80
Upcoming (Estimated operating cash flows – Rs. 4,139 cr.)					
1	Vasai - New Acquisition		3.33	3,492	1,238
2	Andheri West - New Acquisition		0.51	1,414	438
3	Sunteck MaxxWorld - Phase II		0.74	371	225
4	Sunteck City, 4th Av. - Tower II		0.44	667	273
5	Vasind - New Acquisition		2.06	928	559

- Sunteck's unsold inventory potential (estimated sales value) from completed and nearing completion projects is ~Rs 2,706 cr in the residential segment (BKC, Signia High, Sunteck City Ave.1 & Ave. 2, Signia Waterfront, Gilbert Hill and West World)
- Almost ~70% of the inventory in the total completed and total ongoing residential portfolio is less than or equal to Rs 3 cr including 4th Avenue and Maxx World.

OPERATIONAL DATA

(₹ cr)



FINANCIAL HIGHLIGHTS

P&L (CONSOLIDATED)

P&L (consolidated)	Q2FY21*	Q2FY20
Revenue from Operations	143	132
EBITDA	31	45
Operating Margin	22%	34%
Profit after tax	14	28
Net Profit Margin	10%	21%

CONSOLIDATED BALANCE SHEET

(₹ cr)

Liabilities	H1 FY21	FY20	Assets	H1 FY21	FY20
Shareholders Funds	2,825	2,832	Trade Receivables	394	355
Minority Interest	-	-	Inventories	2,642	2,689
Secured Loans	764	788	Loans & Advances	101	106
Unsecured Loans	132	133	Cash & Bank balances	99	166
Others	531	408	Others	1,016	845
Total	4,252	4,161	Total	4,252	4,161

* As mentioned in notes of the financial results of the current quarter, the Company has changed the method of revenue recognition from percentage of completion method to completed contract method in respect of certain real-estate projects. Had the company continued application of percentage of completion method for its real estate projects, revenue and profit before tax for the current quarter would have been higher by INR 11.55 crores and INR 5.18 crores respectively.

STRONG GROWTH IN KEY METRICS

(₹ cr)

62% CAGR in EBITDA and 59% CAGR in PAT in 7 years!

Particulars	FY13	FY20	FY20 over FY13 (CAGR growth)
Net Sales	50	632	↑ 44%
EBITDA	5	162	↑ 62%
- Margin	11%	26%	↑ 1,482bps
PAT	4	101	↑ 59%
- Margin	8%	16%	↑ 799bps
Networth	400	2,834	↑ 32%

If you have any questions or require further information, please contact: ir@sunteckindia.com

Safe Harbor: Certain statements in this document that are not historical facts, are forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, industry risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Sunteck Realty Ltd. will not be 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.