

**SRL/SE/3/20-21**

**Date: 15<sup>th</sup> April, 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: Operational update for Q4 and FY19-20**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed press release regarding “Sunteck Realty Limited - Operational update for Q4 and FY19-20.”

Kindly take the same on record.

Thanking You,  
**For Sunteck Realty Limited**

**Rachana Hingarajia**  
**Company Secretary**  
Encl: a/a

## **Sunteck Realty Limited - Operational update for Q4 and FY19-20**

- Pre-sales grows by 110% Y-o-Y in Q4 FY20, up 87% Q-o-Q in Q4 FY20
- Collections up 8% Y-o-Y in FY20, 6% Q-o-Q in Q4 FY20

**Mumbai, April 15<sup>th</sup>, 2020:** Sunteck Realty Limited (SRL), Mumbai’s premium real estate developer, has announced its Q4 and FY19-20 operational updates.

Operational Data	Q4FY20	Q3FY20	Q-o-Q	Q4FY19	Y-o-Y	FY 20	FY 19	Y-o-Y
Pre-Sales (Rs cr)	608	325	87%	289	110%	1,221	1,202	2%
Collection (Rs cr)	175	166	6%	207	(15%)	715	661	8%

SRL saw a substantial growth in Pre-sales for FY20 at Rs 1,221 crore; during Q4 FY20 it was up by 110% Y-o-Y and by 87% Q-o-Q at Rs 608 crore. Collections also grew at 8% Y-o-Y to Rs 715 crore for FY20; while on a Q-o-Q basis, it grew by 6% to Rs 175 crore in Q4 FY20.

During the financial year, 2019-20, the Company sustained its strong sales momentum across various brands, enhanced by the new project launches of 4<sup>th</sup> Avenue SunteckCity, Oshiwara District Centre (ODC), Goregaon (W) and Sunteck MaxXWorld, Naigaon. A significant progress in construction work across projects along with strong pre-sales has led to major ramp up in collections.

Commenting on the same, **Mr. Kamal Khetan, Chairman and Managing Director, Sunteck Realty Ltd.** said, “The Indian economy is facing extraordinary challenges with the ongoing COVID-19 pandemic. While it’s still early to ascertain the impact on the real estate industry, I believe that Sunteck with its strong brand franchise and presence across the pricing spectrum, from uber-luxury to affordable segment, is well positioned to tackle challenges ahead. Given our strong balance sheet and low debt levels, complemented by healthy pre-sales in H2FY20, we intend to maintain our operational momentum with a continued focus on execution and monetization strategies for our ready-to-move-in inventory. In this tough environment, we remain absolutely committed to the wellbeing of our construction workers as well as employees.”

### **About Sunteck Realty Ltd**

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 31 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 Bandra Kurla 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:**

<b>Investor Relations</b> Prashant Chaubey/Raunaq Rathi : +91 22 4287 7800 Sunteck Realty Limited Email: <a href="mailto:ir@sunteckindia.com">ir@sunteckindia.com</a>	<b>Corporate Communications</b> Mukti Saxena : +91 22 4287 7856 Sunteck Realty Limited Email: <a href="mailto:corporaterelations@sunteckindia.com">corporaterelations@sunteckindia.com</a>
--	---