



**SUNTECK REALTY LIMITED**

**Sunteck Realty Announces Q4 & FY13 Results**

**Sunteck's new sales booking grows by ~45% to ~INR 603 crore in FY13**

<b>Particulars</b>	<b>UOM</b>	<b>Q4 FY13</b>	<b>Q4 FY12</b>	<b>Y-o-Y</b>	<b>FY13</b>	<b>FY12</b>	<b>Y-o-Y</b>
Sale Value (New Bookings)	<b>INR Cr</b>	90	129	(30%)	603	414	45%
Collections	<b>INR Cr</b>	107	94	15%	391	283	38%

**Net Secured Debt of the company stood at ~INR 62 crore in FY13, decreased by ~74% from ~INR 263 crore in FY12**

**Mumbai, May 30, 2013:** Sunteck Realty Limited, Mumbai's premier real-estate company singularly catering to the premium and ultra premium segment in the residential and commercial space today announced its financial results for the fourth quarter and financial year ended March 31, 2013.

**Financial Highlights – Q4 and FY13**

- Sunteck follows **Project Completion Method** of accounting for revenue recognition.
- Consolidated Total Revenue recognized for Q4FY13 stood at ~INR 17 crore as compared to ~INR 4 crore for Q4FY12
- Consolidated Net Profit (adjusted) stood at ~INR 8 crore in Q4FY13 with PBIDTA of ~INR 12 crore
- Consolidated Total Revenue recognized for FY13 stood at ~INR 30 crore with Net Profit (adjusted) of ~INR 4 crore and PBITDA of ~INR 23 crore
- New Sales bookings stood at ~INR 603 crore in FY13 against ~INR 414 crore in FY12. Collections stood at ~INR 391 crore in FY13 against ~INR 283 crore in FY12

- Net Secured Debt of the company stood at **~INR 62 crore** in FY13, decreased by ~74% from **~INR 263 crore** in FY12

### **Business Highlights – Q4 & FY13**

- **‘Care A’** rating assigned by Care Ratings. Upgraded from ‘Care A-’ earlier
- Awarded construction contract to Larsen & Toubro for Sunteck City, Goregaon (W). The company has achieved consolidated Sales of **~INR 249 crore** as on March 31, 2013 for a sale of over **2.27 lac.sq.ft.** in Avenue 1 (Phase I) of the project. The company is expected to launch ‘Avenue 2’ shortly which will have a developable area potential of ~0.8 mn.sq.ft.
- Strong execution visibility in its **3 BKC projects** has lead to incremental sales of **~INR 425 crore in FY13**
- Completion of commercial project i.e. **Sunteck Grandeur**, Andheri, Consequently, the sales achieved from the said project have been recognized in the P&L

### **Commenting on the financial & operational performance of Q4 & FY13, Mr. Kamal Khetan, CMD, Sunteck Realty Limited, said:**

“We continue to focus on our philosophy to strengthen our cash flows. We could grow our new sales bookings & receivables by almost 50% and reduce our secured debt to almost ‘negligible’ levels. We look forward to launch 3 new projects in the next 2 quarters which will further strengthen the cash flows. The company will continue to look for opportunities to judiciously deploy its cash flows and leverage its strong brand to grow to the next level in near future.

We have strengthened our execution by hiring the best contracting companies and are close to give possession for 4 projects in FY14”.

### **Awards & Accolades during FY13**

- Sunteck’s flagship project i.e. **Signature Island** wins Project of the year award - Mumbai by **Accommodation Times**
- Sunteck Realty won 3 Merit Awards in APREA (Asia Pacific Real Estate Association Limited) Best Practices Awards 2012:

- **Emerging Markets:** Best Country Submission – India (across 9 regions of Asia-Pacific)
- **Emerging Markets:** Best 1<sup>st</sup> Year Entrant
- **Emerging Markets:** Property Valuation

### **About Sunteck Realty limited**

Sunteck Realty Limited is a leading Mumbai focused real estate player with a presence in the Premium and Super-Luxury segment. The company is listed on both Bombay Stock Exchange (BSE) and National Stock Exchange (NSE). It is also amongst the Top listed Real Estate developer of the country.

Sunteck has a portfolio of 25 projects under various stages of development with ~28.20 mn.sq.ft. of development potential. In addition to these projects, Sunteck has a portfolio of 4 commercial properties generating steady rental income for the company which is reflected in the Profit and Loss account. Some of prominent real estate fund and FII's are the major shareholders in the company.

The company has also tie-ups with international brands like **Vertu** and **Walt Disney** for its BKC and Goregaon projects respectively to deliver niche living spaces to discerning customers and create more value for them.

### **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.

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