



May 26, 2015

# Sunteck Realty Limited

FY15  
Results Update

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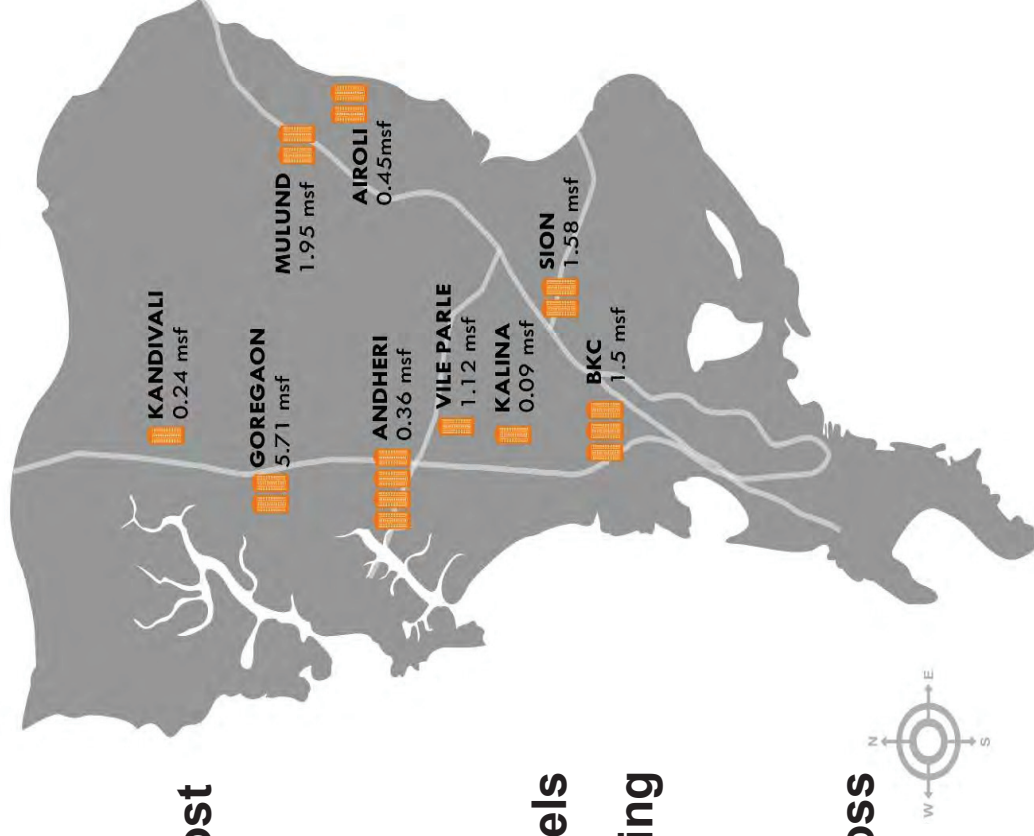
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- ✓ **Mumbai focused developer**
- ✓ **City-centric acquisitions at Optimum Cost with clear titles**
- ✓ **Premium Positioning**
- ✓ **Expertise in buying low cost land parcels & developing them into high end housing projects**
- ✓ **Project Portfolio – 24 msf spread across 24 projects and 4 rented assets**



# Brand Positioning



Signature

Ultra luxury residences  
aimed at high-net worth  
individuals

Signia

Premium & mid-level  
residences in select  
suburban micro markets

Sunteck City

Large formats and mixed  
use developments

Sunteck

Commercial  
developments

BKC Projects are home to 'The Most Celebrated Gentry' of the country





## SPECIFICS

## FACTS

## INFORMATION

- ✓ Qualified professional – MBA, CA, Civil Engineer, Bankers, Lawyer & Real Estate Advisory

60% Independent Board

**Board of Directors**

- ✓ For document process, risk oversight, management & internal control

KPMG

**Internal Auditors**

- ✓ One of the well known auditors in India

Lodha & Co.

**Statutory Auditors**

- ✓ For Organizational development & transactions advisory

Big 4

**Consultants**



## Q4 & FY15 Review



## Key Developments - FY15



- ✓ Signature Island, BKC (flagship project) awarded as ‘Luxury Project of the Year’ by Lokmat’s National Awards for Excellence in Real Estate and Infrastructure
- ✓ Chairman & Managing Director won ‘Young Achiever’s Award’ at Lokmat’s National Awards for Excellence in Real Estate and Infrastructure
- ✓ Received 5 Occupation Certificates
- ✓ A mix of fresh and experienced talent of 61 personnel were added during the year
- ✓ Revenue recognized from completion of 2 additional projects i.e. Sunteck Kanaka, Goa & Signia Skys, Nagpur
- ✓ Average annual realization stood at ~₹ 24,011 psf



# Operational Performance



Particulars	UOM	Q4FY15	Q3FY15	% Change (q-o-q)	Q4FY14	% Change (y-o-y)
Pre - Sales	₹ Mn	1,644	1,420	16%	990	66%
Collections	₹ Mn	1,731	1,232	40%	1,098	58%
Cost Incurred	₹ Mn	433	650	(33%)	472	(8%)
Average Realization	₹ Psf	20,888	26,553	(21%)	17,919	42%

Particulars	UOM	FY15	FY14	% Change (y-o-y)
Pre - Sales	₹ Mn	5,106	3,988	28%
Collections	₹ Mn	5,402	4,180	29%
Cost Incurred	₹ Mn	2,512	2,051	22%
Average Realization	₹ Psf	24,011	21,895	10%



# Consolidated P&L



All figures in In ₹Mn

Particulars	Q4FY15	Q3FY15	Q4FY14	FY15	FY14
Income from Operations	1,413	661	8,944	3,169	9,383
EBITDA	651	347	2,681	1,479	2,912
Adjusted PAT	397	127	1,437	6812	1,510
EPS (₹)	6.63	2.11	23.96	11.37	25.18
Operating Margin	46%	52%	30%	46%	31%
Adjusted PAT Margin	28%	19%	16%	22%	16%

**Notes:** Company follows Project Completion Method of accounting for booking revenues





# Consolidated B/S



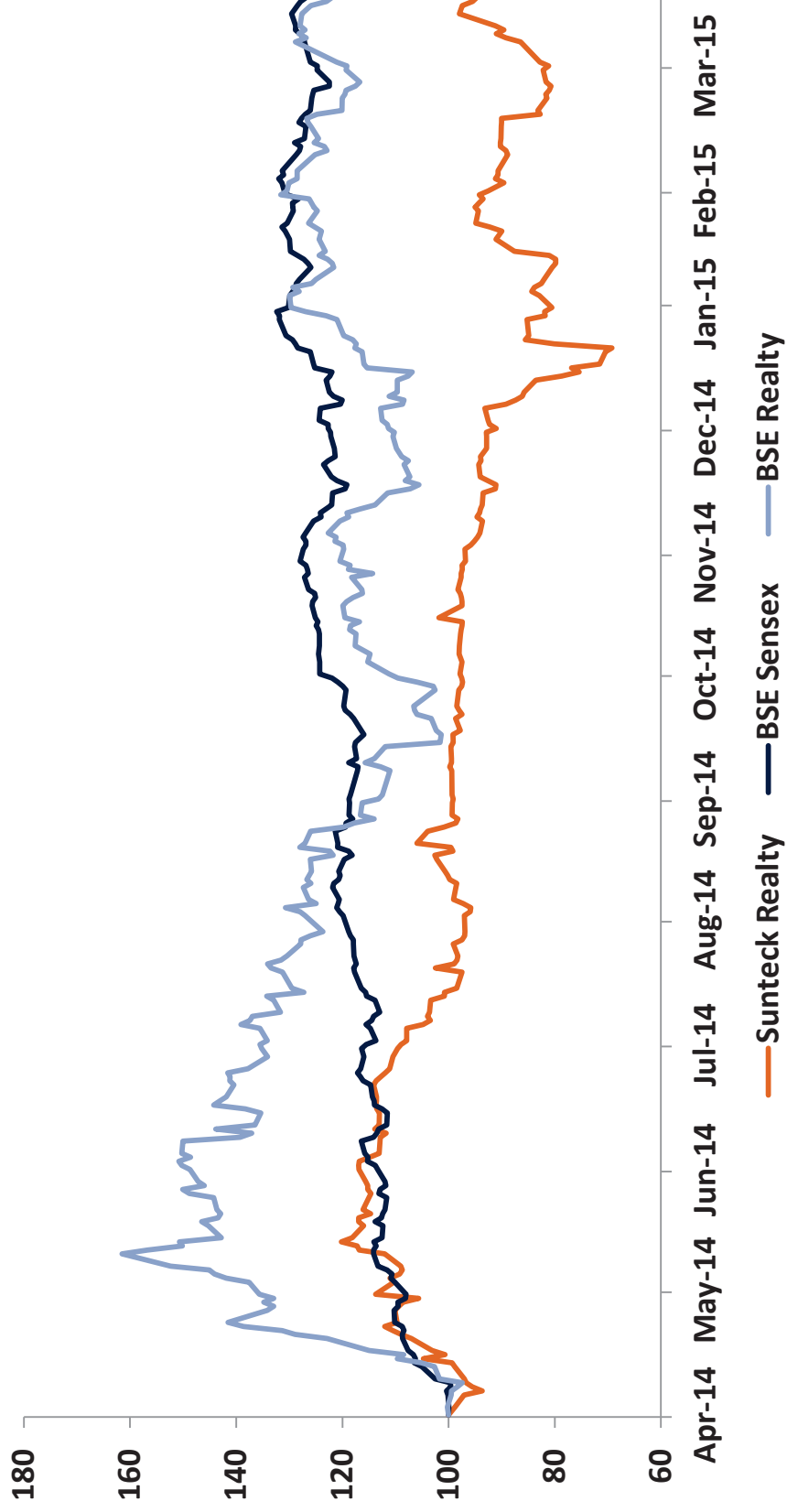
All figures in In ₹ Mn

Liabilities	FY15	Assets	FY15
Networth	14,703	Net Fixed Assets	132
Secured Loans	7,231*	Investments	300
Unsecured Loans	3,474	Inventories	34,596
Customer Advances	12,465	Cash & Bank Balances	1,068
Others	4,766	Others	6,543
<b>Total</b>	<b>42,638</b>	<b>Total</b>	<b>42,638</b>

Notes: \* Increase due to BKC projects FSI payment / pre-payment of ₹ 3,203 mn



# Scrip Performance



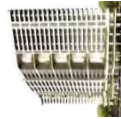
# Shareholding Pattern



As on March 31, 2015



# Business Operations

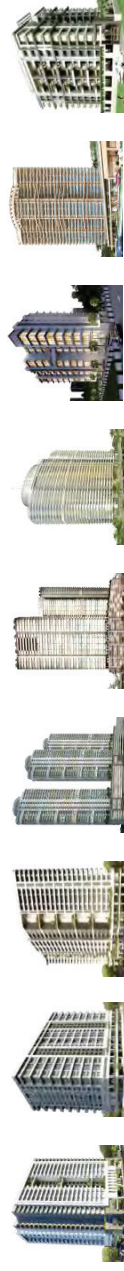


# Profitability Drivers



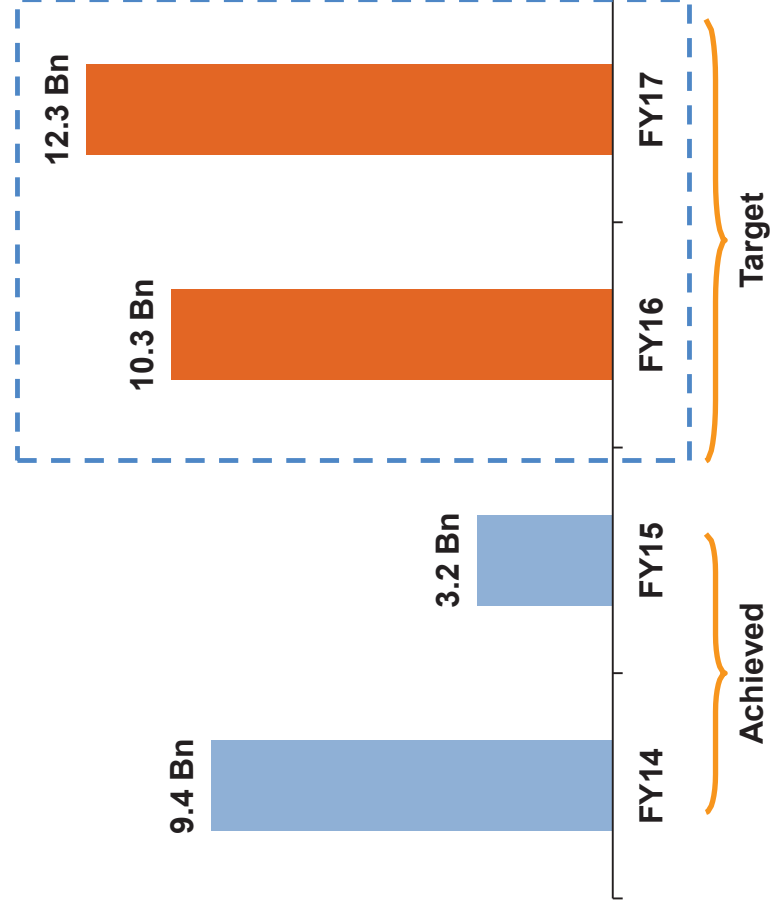
S.No.	Project Name	Pre-Sales ₹ Mn	Indicative Operating Margins		Status	Est. Revenue Recognition Timeline
			From Pre-Sales	Form Incremental Sales*		
1	Signature Island	-	-	50% - 55%	Completed	Incremental Sales will continue to add to the profitability
2	Signia Oceans	-	-	25% - 30%	Completed	
3	Sunteck Grandeur	-	-	50% - 55%	Completed	
4	Sunteck Kanaka	-	-	25% - 30%	Completed	
5	Signia Skys	-	-	20% - 25%	Completed	
6	Signia Isles	7,868	30% - 35%	45% - 50%	Nearing Completion	FY16
7	Signia Pearl	7,443	30% - 35%	45% - 50%	Nearing Completion	FY17
8	Signia High	975	20% - 25%	30% - 35%	Construction Stage	FY17
9	Sunteck City Avenue 1	2,939	25% - 30%	35% - 40%	Construction Stage	FY18
	Sunteck City Avenue 2	1,829	30% - 35%	40% - 45%	Construction starts in Q1FY16	FY19
10	Signia Orion	251	25% - 30%	35% - 40%	Construction starts in Q2FY16	FY19

**Notes:** \*Operating Margins (from incremental sales) calculated as per the average sale price (of last 3 transactions) of respective projects

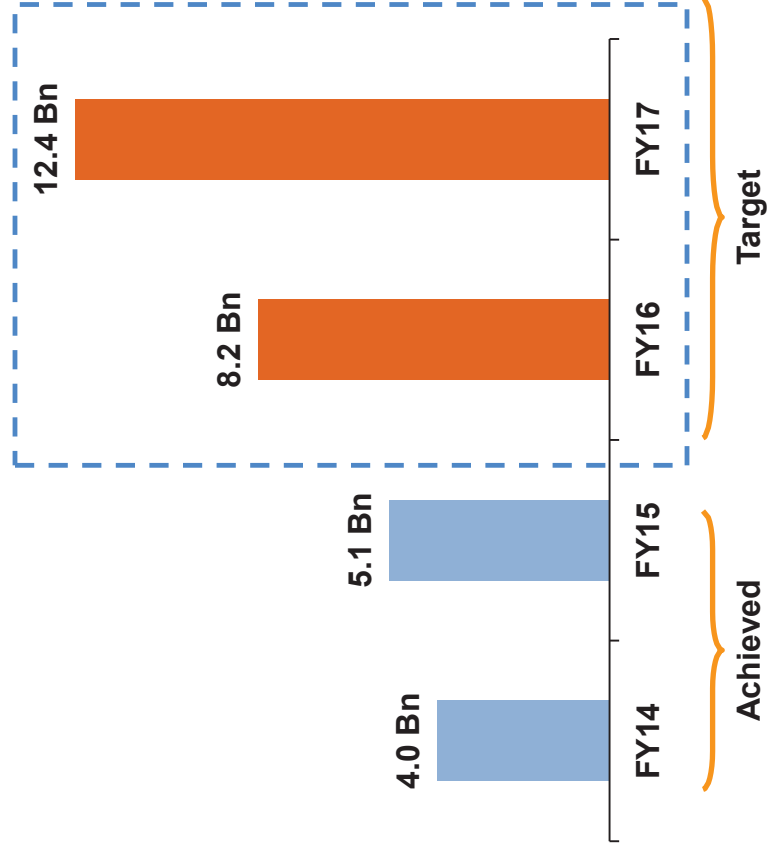




## REVENUE RECOGNITION



## PRE-SALES



# Launch Plan



S.No.	Project Name	Location	Development Type	Project Share	SRL Share	Est. Revenue Potential* (₹ Mn)	Remarks	
1	Signia Pride	Andheri(E)	Residential	100%	100%	979	Ready for construction commencement	
2	Signia Orion	Airoli	Residential	100%	50%	1,949	Approvals in process	
3	Sunteck Centre II	BKC	Commercial	57%	100%	1,225	Ready for construction commencement	
<b>Total</b>							<b>4,153</b>	

Upcoming

4	Sunteck City, 3 <sup>rd</sup> Avenue	Goregaon (W)	Residential	100%	100%	26,100	Development plans submission in process. (To be developed in phases)	
5	Signia Hills	Andheri (W)	Residential	100%	100%	2,092	Planning Stage	
<b>Total</b>							<b>28,192</b>	

Forthcoming

Notes: \*Est. Revenue Potential as per average of latest transactions



# Projects' Approval Status



S.No.	Project Name	Environment	Fire	Height	IOD / Layout	CC	OC
1	Signature Island	👍	👍	👍	👍	👍	👍
2	Signia Oceans	👍	👍	👍	👍	👍	👍
3	Signia Skys	👍	👍	👍	👍	👍	👍
4	Sunteck Grandeur	👍	👍	👍	👍	👍	👍
5	Sunteck Kanaka	👍	👍	👍	👍	👍	In Process
6	Signia Isles	👍	👍	👍	👍	👍	-
7	Signia Pearl	👍	👍	👍	👍	👍	-
8	Sunteck City 1 <sup>st</sup> Avenue	👍	👍	👍	👍	👍	-
9	Sunteck City 2 <sup>nd</sup> Avenue	👍	👍	👍	In process	-	-
10	Signia High	👍	👍	👍	👍	👍	-
11	Signia Pride	NA	👍	In Process	👍	In Process	-
12	Signia Orion	👍	👍	NA	In Process	In Process	-
13	Sunteck Centre II	NA	In Process	👍	Under Process	Under Process	-

Notes: Approvals come in stages

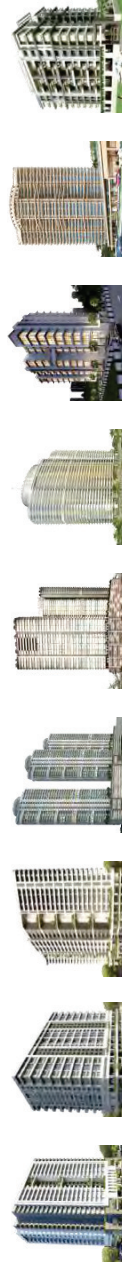


## Cash Flow Visibility



S. No.	Project Name (Figures in ₹ Mn)	Sale Value Achieved	Balance Receivables	Est. Revenue Potential*
1	Signature Island	11,277	2,035	14,232
2	Signia Oceans	590	48	23
3	Signia Skys	137	82	910
4	Sunteck Grandeur	488	195	490
5	Sunteck Kanaka	250	31	434
6	Signia Isles	7,868	2,402	6,157
7	Signia Pearl	7,443	2,522	6,962
8	Sunteck City 1 <sup>st</sup> Avenue	2,939	1,513	7,338
9	Sunteck City 2 <sup>nd</sup> Avenue	1,829	1,490	9,756
10	Signia High	975	765	1,792
<b>Ongoing &amp; Completed</b>				
12	Signia Pride	-	-	979
12	Signia Orion	251	204	1,949
13	Sunteck Centre II	-	-	1,225
<b>Upcoming</b>				
<b>Total</b>		<b>34,047</b>	<b>11,287</b>	<b>52,245</b>

Notes: \* Est. Revenue Potential as per average of latest transactions



# Construction Updates





# Key Partners & Associates



 Kotak Realty Fund		Walt Disney, India
 Ajay Piramal Group		Construction services for Infra, Resi, Industrial and Commercial projects
 Leading construction company in India		Concierge Services
 World's leading global architecture and design practices		Delivering creative, value led building and city solutions
 Firm specializing in Architecture, Sustainable Planning & Interior Design		Well-known structural specialists
 Full-service architectural firm		International construction consultancy firm



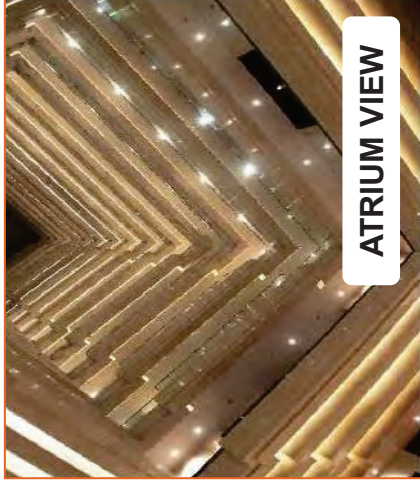
# Signature Island, BKC



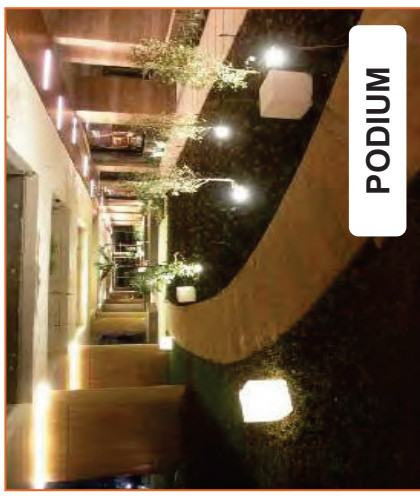
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



ATRIUM VIEW



PODIUM



DRIVEWAY LOBBY





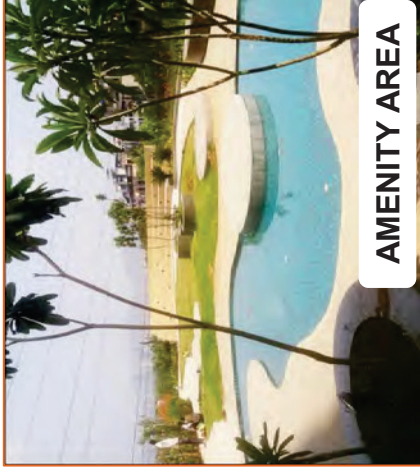
# Signia Oceans, Airoli



COMPLETED PROJECTS



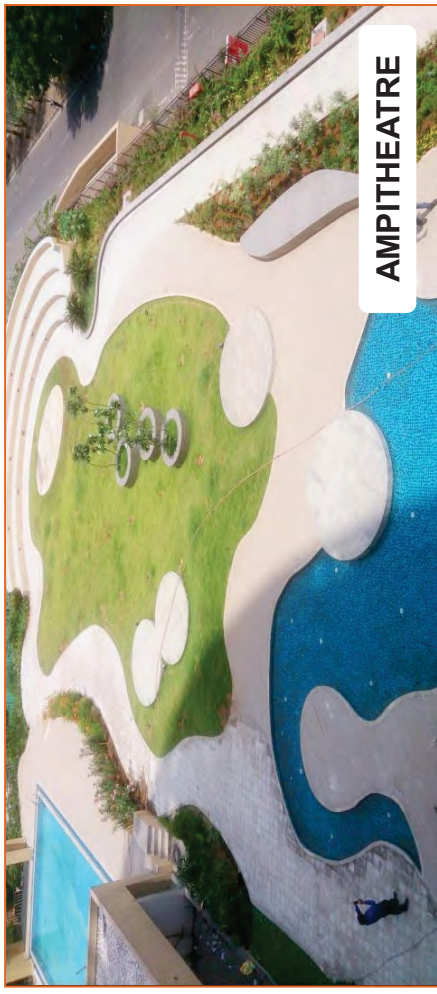
UNDER CONSTRUCTION PROJECTS



AMENITY AREA



SWIMMING POOL



AMPITHEATRE





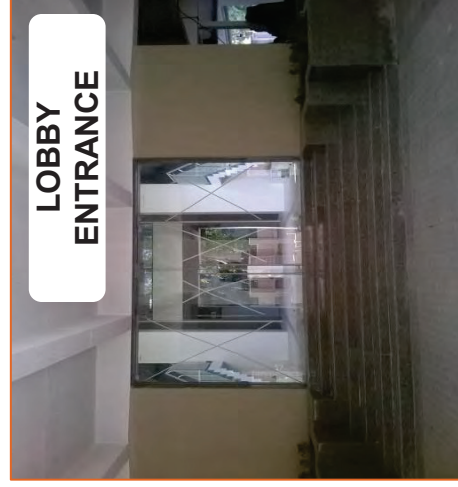
# Signia Skys, Nagpur



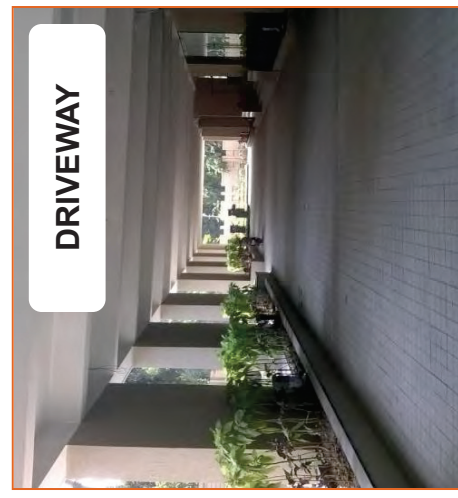
## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

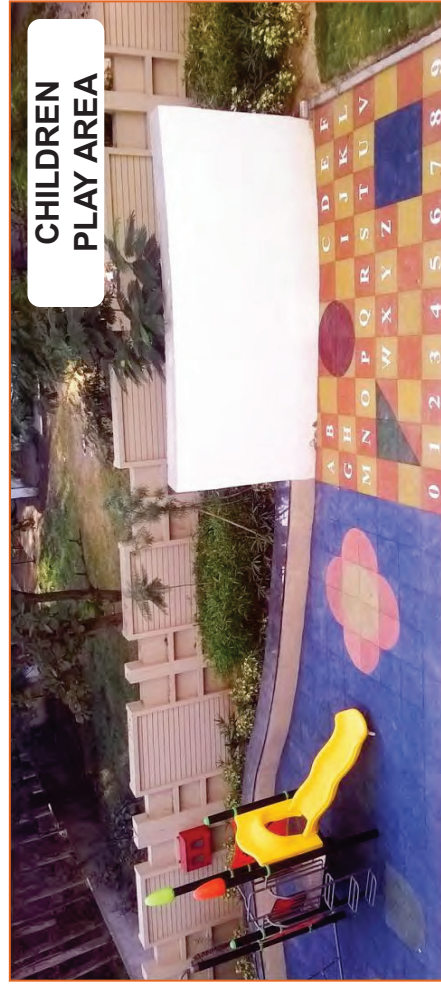
## UPCOMING PROJECTS



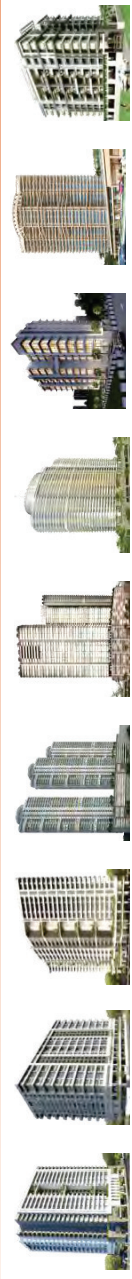
LOBBY ENTRANCE



DRIVEWAY



CHILDREN PLAY AREA





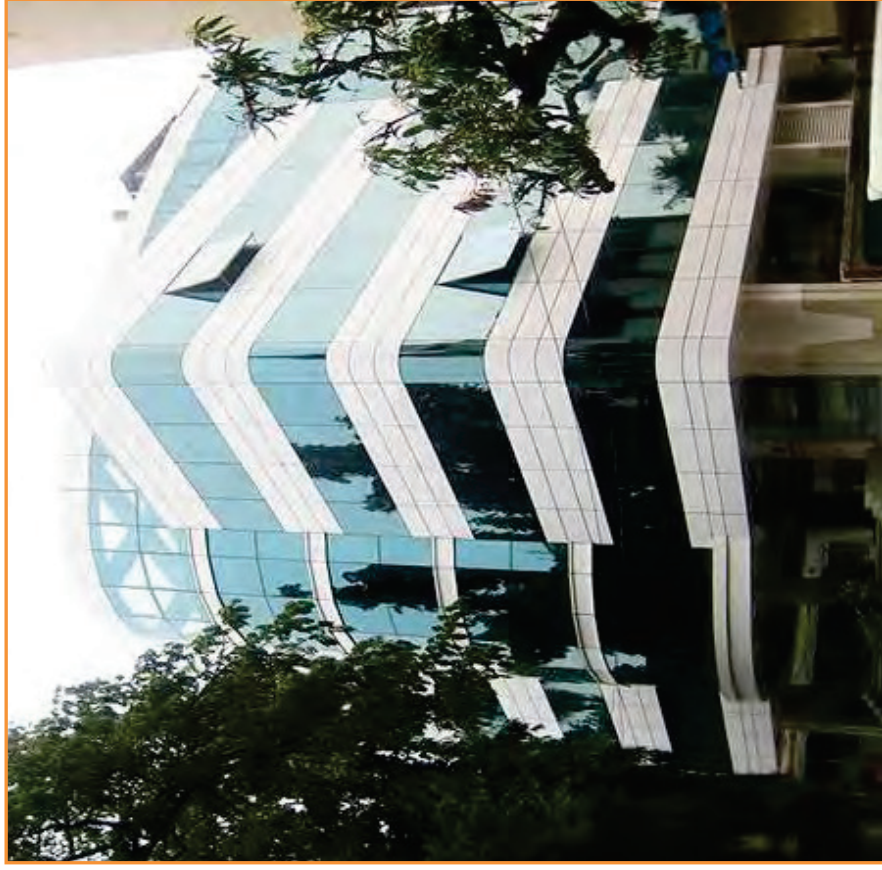
# Commercial Projects



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Sunteck Centre, Vile Parle



Sunteck Grandeur, Andheri





# Commercial Projects (Contd..)



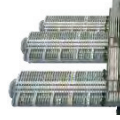
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Sunteck Kanaka, Goa



## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



Mar' 13

- ✓ RCC work for upto 4<sup>th</sup> slab completed (including 3 levels of basement)



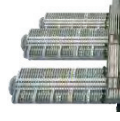
Mar' 14

- ✓ RCC work upto 16<sup>th</sup> slab completed;
- ✓ Plaster completed for 10 slabs



Mar' 15

- ✓ RCC work upto 19<sup>th</sup> slab completed; Plaster completed for 12 slabs
- ✓ Approvals received for upper 3 floors

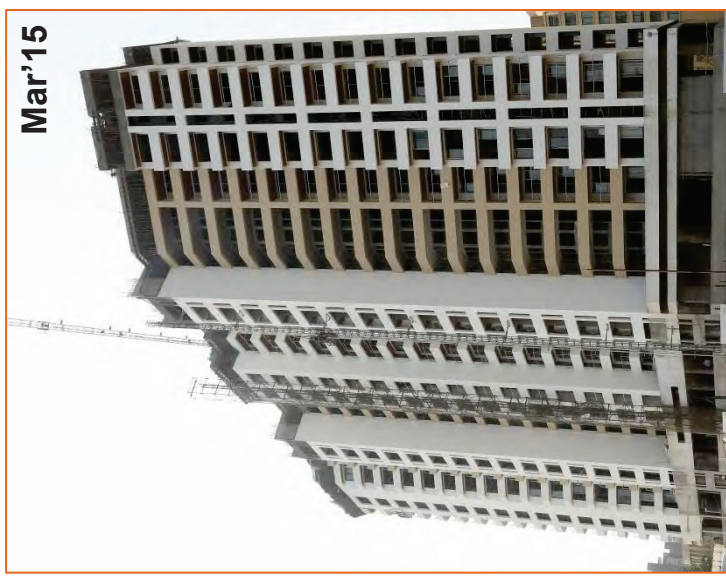




## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS

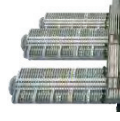


✓ RCC. work up to the plinth level (including 3 levels of basement) completed

✓ RCC work upto 12<sup>th</sup> slab completed & painting work commenced

✓ RCC work upto 19<sup>th</sup> slab completed & painting work commenced

✓ Approvals awaited for upper 3 floors (Received in Apr'15)





# Sunteck City, 1<sup>st</sup> Avenue



## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



Mar' 13

- ✓ Excavation permission received



Mar' 14

- ✓ RCC work upto 3<sup>rd</sup> slab completed



Mar' 15

- ✓ Tower A & B – RCC work upto 21<sup>th</sup> slab floors & upto 11<sup>th</sup> slab completed respectively





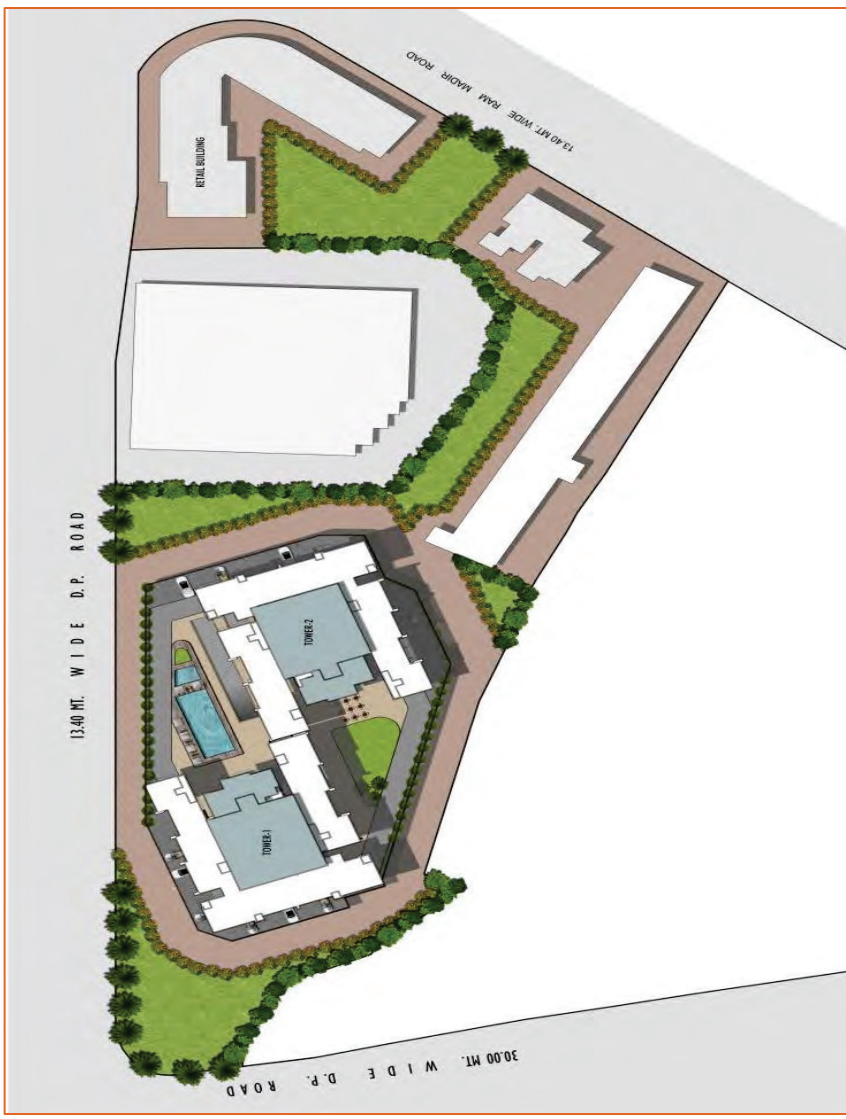
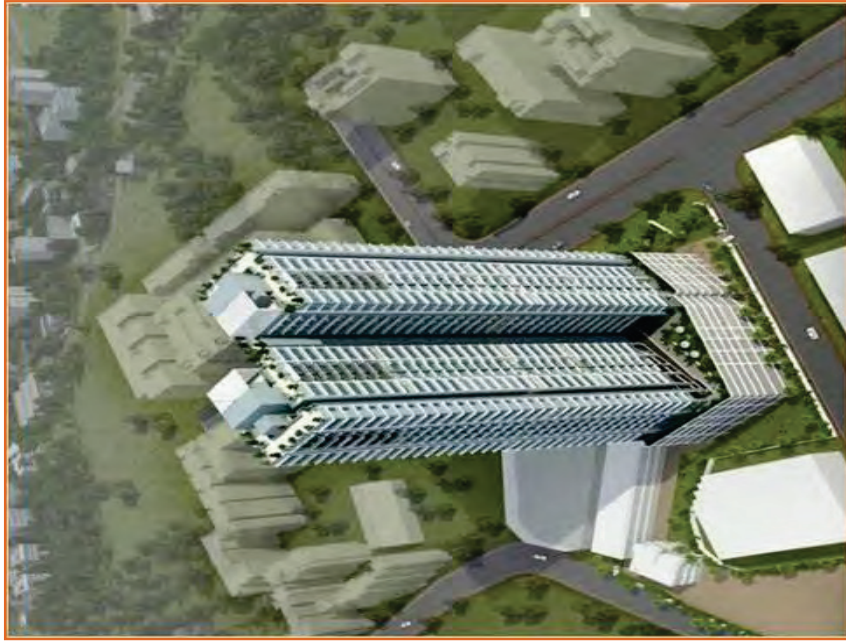
# Sunteck City, 2<sup>nd</sup> Avenue



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS\*

UPCOMING PROJECTS



## Indicative Artistic Impression

\* Construction to commence

## Site Layout





# Signia High, Borivali



## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



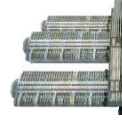
**Indicative  
Artistic Impression**



- ✓ Shore Piling & Excavation work completed
- ✓ Approvals Awaited



- ✓ Approvals received for full development
- ✓ RCC work upto 4<sup>th</sup> slab (including 2 levels of basement) completed





# Signia Orion, Airoli



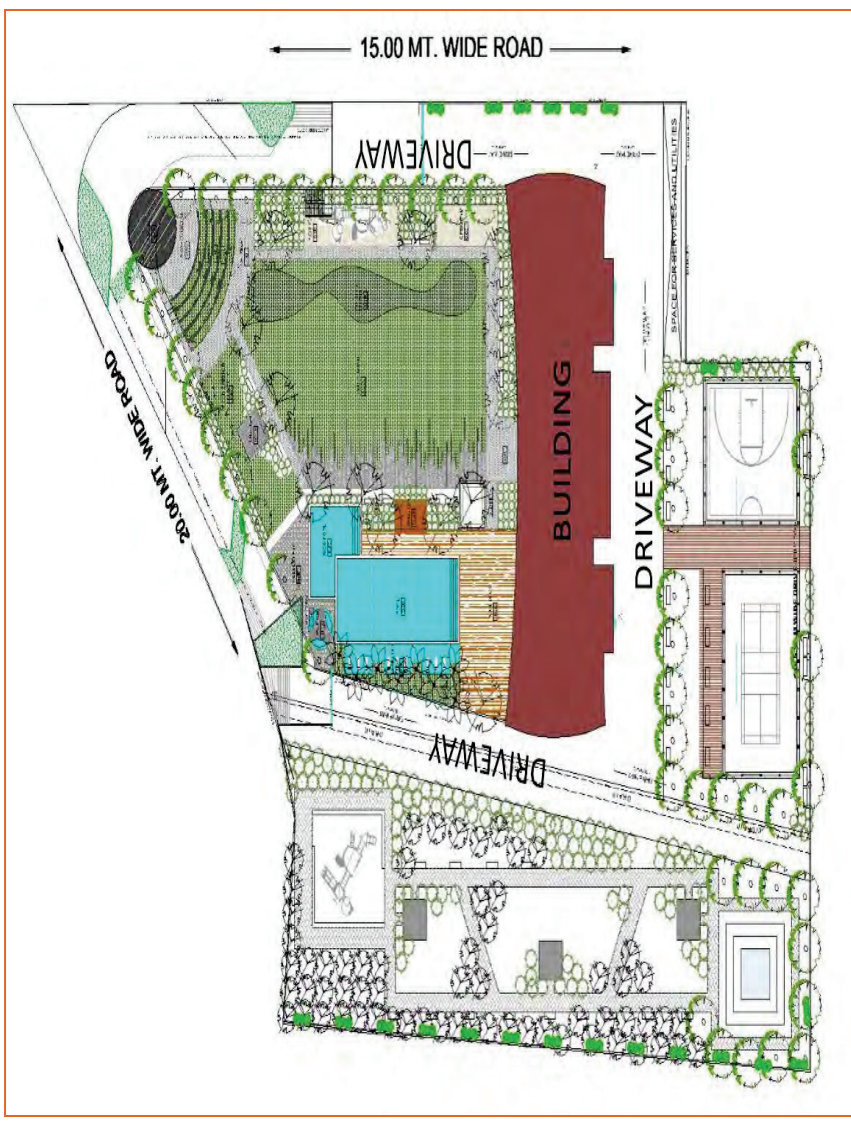
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Site Layout





# Signia Pride, Andheri



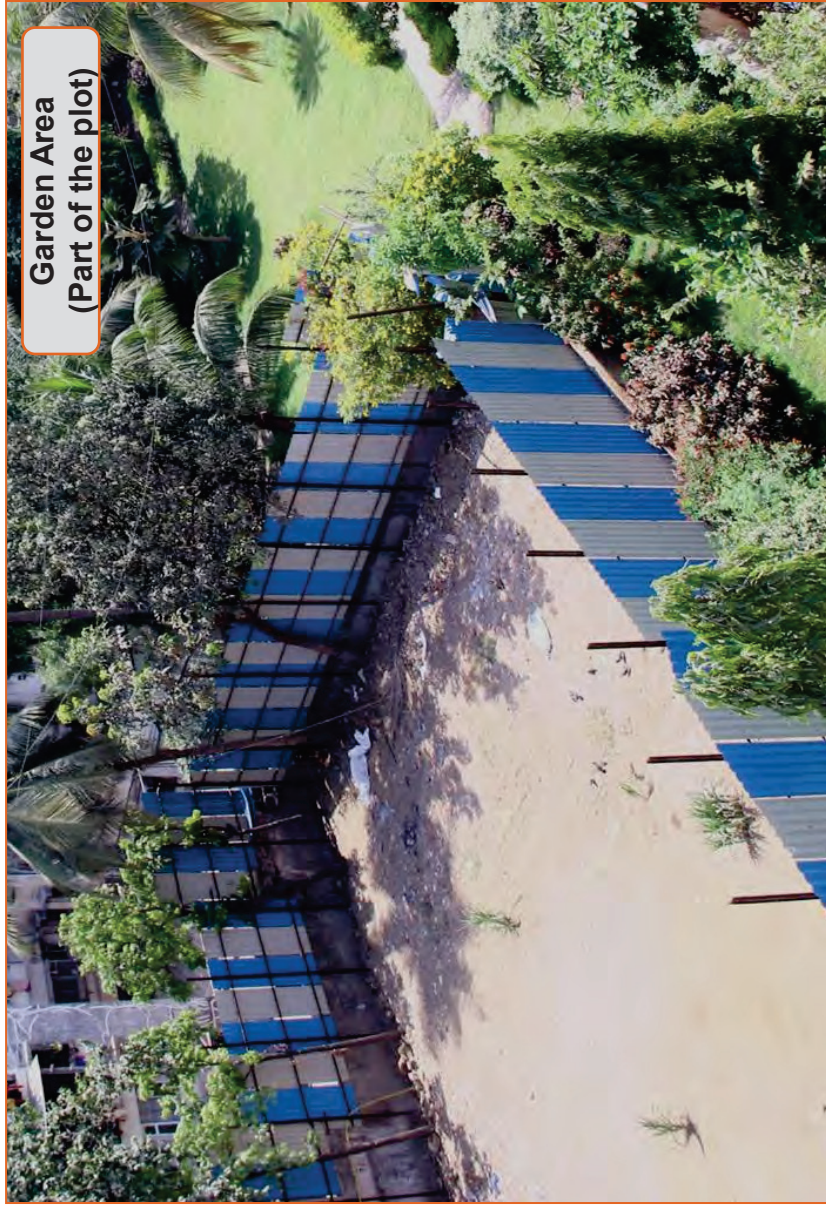
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS

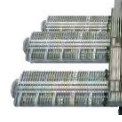


Indicative Artistic Impression



Garden Area  
(Part of the plot)

DEMOLITION OF STRUCTURE COMPLETED





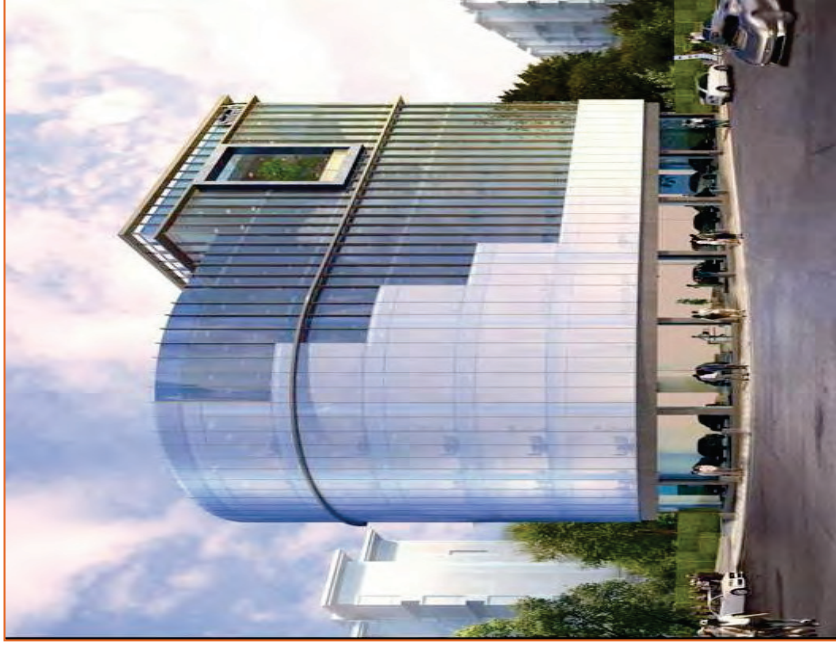
# Sunteck Centre II, BKC



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

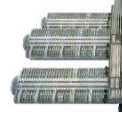
UPCOMING PROJECTS



Indicative Artistic Impression



DEMOLITION OF STRUCTURE COMPLETED

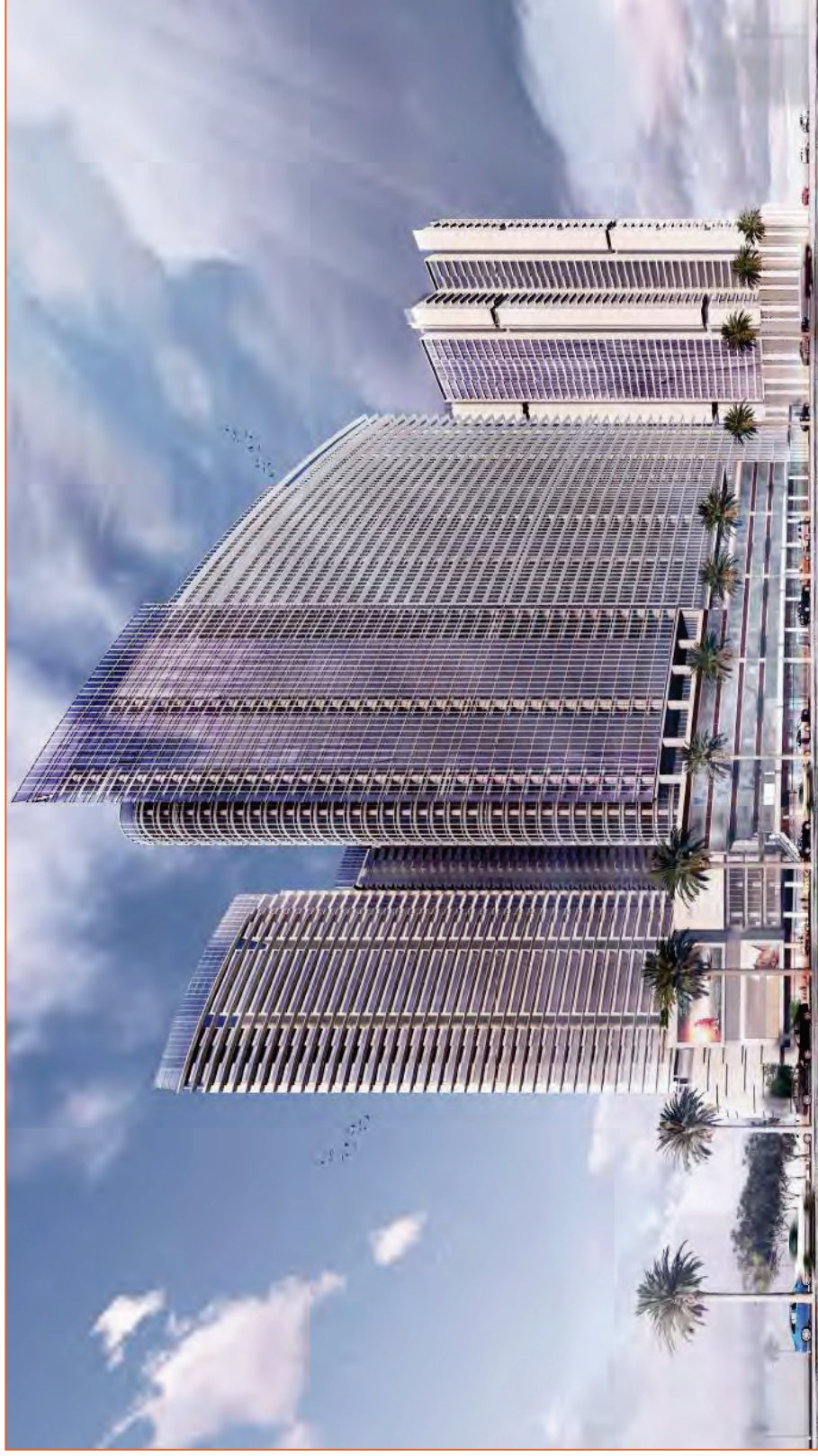




# Goregaon(W) -16 acres



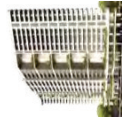
**Sunteck City, 3<sup>rd</sup>, 4<sup>th</sup> & 5<sup>th</sup> Avenue : Mixed – Use / Integrated Development**



**Indicative Artistic Impression**



# Appendix









# News Articles on Goregaon



## BMC promises completion of work on flyover by May After 5 years' wait, Oshiwara to get its station by June end

This will be the first station added to the new Western Line in nearly 50 years.

The city's western suburban railway line will get a new station, Oshiwara, by the end of June this year.

The BMC has worked to complete connecting NSC Exhibition centre in the western side to SV Road in the city by the Western Railway to throw open the railway station....



(Source: Mumbai Mirror 7/April, 2015)

## BMC plans flyover on Goregaon's east-west link

Will Ease Traffic Along Goregaon, Mulund Connector

Mumbai city will witness the flyover to be built over SV Road, Goregaon (W), Mulund Connector (W) and DMC to build a link between Goregaon East and Goregaon West on the city's western suburban railway line. The flyover is a major part of the city's infrastructure development plan for the next five years.

A traffic survey of the area revealed that the junction is a hot spot for traffic jams, resulting in a traffic congestion of 15-20 minutes on a daily basis. The flyover will be constructed by the BMC at a cost of Rs 32.59 crore. The work will be completed within the time frame of 15 months from now.

458 m	11.5 m	15 months	32.59 crore
Proposed Flyover	Proposed Flyover	Proposed Flyover	Proposed Flyover
SV Road	Mulund Connector	DMC	Mulund Connector

**Contract Period: 15 months**

**Cost: 32.59 crore**

**Starts:** The proposal will be tabled before the civic standing committee meeting on Friday, January 2.

**Work:** He was also doubtful whether the work will be completed within the time frame of 15 months. The construction of the flyover will be completed by the end of the year. The work will be completed by the end of the year.

## GOREGAON: GROWING TO GLORY

With the government giving a lot of impetus to infrastructure development, Goregaon has emerged as one of the hottest suburbs offering the best of both worlds to consumers

As a sleepy suburb of Mumbai, Goregaon has successfully transformed itself into a hub for premium and luxury housing. The area has witnessed a sea change in terms of infrastructure development and has emerged as one of the fastest growing suburbs in the city. Goregaon was largely populated with the main residential localities springing up to nazars such as Unnat Nagar, Jawahar Nagar, Motilal Nagar, Bangar Nagar, Shanti Nagar, Siddharth Nagar, Parnal Nagar and Mahesh Nagar on the west and outside like Panthurang Vihar and Debrajrao Nagar on the east. The Western Express Highway and this is where the picturesque Army Milk Colony, a no-development green zone of approximately 3,160 acres, offers its forested charm to the region. However, the scene has completely changed today. New premium and super premium residences have attracted people from Mumbai to shift to Goregaon. The area is now a hub for IT professionals and young professionals. The area is now a hub for IT professionals and young professionals.



With good infrastructural development, the place offers easy connectivity to Andheri-Lokhandwala and the Jogeshwari-Vikhroli Link Road. Upcoming infrastructural developments like the Goregaon-Mulund link road, metro and monorail are sure to boost the connectivity of the area. The area is now a hub for IT professionals and young professionals. The area is now a hub for IT professionals and young professionals.

**QUICK BYTE**

**UPCOMING INFRASTRUCTURAL DEVELOPMENTS IN THE GOREGAON AREA:**

- MULUND LINK ROAD, PANHANG ROAD, AND OTHERS.
- CONNECTIVITY TO OTHER DISTRICTS.
- REDUCING COMMUTING TIME TO CENTRAL BUSINESS DISTRICTS LIKE ANDHERI AND BOROLI.
- IT IS THE IDEAL EXAMPLE OF HOW A SUBURB CAN BE DEVELOPED INTO A PREMIUM RESIDENTIAL AREA.
- IT IS THE IDEAL EXAMPLE OF HOW A SUBURB CAN BE DEVELOPED INTO A PREMIUM RESIDENTIAL AREA.

## East-West Flyover Connecting WEH to Ram Mandir Road - Opening soon...



## Developments in Goregaon





# Key Coverages on Sunteck

# Sunteck

**CONSTRUCTION WEEK**

WHILE THE METRO RAIL PROJECT IS IN THE FINAL STAGES OF CONSTRUCTION, SUNTECK REALTY IS WORKING TO BRING THE PROJECT TO A SUCCESSFUL CONCLUSION.

**CONSTRUCTION Week Cover story**  
Apr 15

**LAP OF LUXURY**

CONSTRUCTION WEEK COVER STORY: SUNTECK REALTY IS WORKING THE HARD WAY WITH PREMIUM RESERVES THAT OTHERS CAN ONLY DREAM OF.

METRO RAIL PROJECT IS IN THE FINAL STAGES OF CONSTRUCTION, SUNTECK REALTY IS WORKING TO BRING THE PROJECT TO A SUCCESSFUL CONCLUSION.

ROOFING WORK IS UNDERWAY AT THE TOP.

PMV HAS REACHED THE FINISH LINE.

**FMI's dwellings plan to give realtors major fillip**

THE REALTY SECTOR HOPES ON BUDGET

**DNA**  
Mar 15

HT  
Feb 15

**Prime addresses**

Among the super-rich, Rs 100 crore is considered a fair price to pay for the exclusivity that comes with the tag

**Archana Rao**  
#1602462@thehind.com

**WHERE ULTRA-LUXURY HOMES** were restricted to just south Mumbai in the past, they are now found in parts of central Mumbai and extend even as far as Vashi. Sunteck's exclusive homes in the ultra-luxury segment are priced at Rs 100 crore. The buyers of sprawling homes have a mindset different from the rich and conservative home buyers of the 80s and 90s. Today's younger and richer, riding the benefits of the economic boom and keen to enjoy their wealth," says Khatan.

**Luxury by invitation**

Marketing of the super-luxury Rs 100-crore homes involves a niche, targeted approach, with developers and their associates — individually approaching potential buyers.

Recently, a leading developer invited a 15-strong group of diamond merchants for a two-night trip to Dubai to make a presentation of its south Mumbai project, sweetening the deal with an additional 10% discount if the group buys

**HT Estates**  
Luxe  
Mar 15

**HOW THESE FLATS ARE SOLD**

Marketing of the super-luxury Rs100-crore homes involves a niche, targeted approach, with developers and their associates approaching buyers.

Recently, a leading developer invited a group of 15 diamond merchants on a two-night trip to Dubai to make a presentation for its south Mumbai project, sweetening the deal with a 10% discount if the group buys more than just an apartment in a building.

**Element of hype**

While some of the projects with Rs 100-crore homes have genuine demand, there are some which are hyped by the developers just to create an image for their project. Given that just a handful of apartments at these projects actually command Rs100 crore, with the rest are priced much lower, the hype of the developer pushes the value of the project.

"Let's just say that the Rs100-crore club is more of a fancy of the developer than the fancy of the buyer," says Pratik Kapoor, managing director of real-estate consultancy Liaas Foras. "A small percentage of the so-called Rs100-crore apartments justify the price — there is only so much that luxury amenities can cost and that price point, one would prefer having his own independent house than just an apartment in a building.

**At Lixin's World One in Worli, luxury extends outdoors, with landscaped woods and organic gardens.**

homes in bulk. Another developer is working closely with levels of MNC real estate consultancies, offering a good 10% brokerage on high-value deals, when the same rate for residential projects is just 3% — developers try to extend research and try to convince research and

**Share Price Performance**

2009 2010 2011 2012 2013 2014

5 Year CAGR (%) 55

Operating Profit 95

Net Profit 55

Operating Income 277

CMP (₹) 277

BSE CODE 512179

RANK 47

Sales (₹ Cr)	Operating Profit (₹ Cr)	Net Profit (₹ Cr)	ROCE (%)	Debt/Equity (x)
925.56	291.2	150.97	23.57	0

Established in 1981, Sunteck Realty (SRL) is a Mumbai based real estate company, catering to the ultra-luxury and luxury residential segment. SRL is renowned for its strong project execution skills and works with renowned brands like Walt Disney, L&T and Talathi&Banthaky. Its current market capitalisation stands at ₹1756.31 Cr. The company has made turnover of around ₹925.56 Cr. in Mar'14 and their operating income has been increasing at an average rate of 114 per cent every year over the last five years. However, company's share price has given negative return in our study period. Nonetheless, since then share price of the company has gone up substantially.

**Financial Metrics**

**Share Price Performance**

2.5  
2  
1.5  
1  
0.5  
0

2009 2010 2011 2012 2013 2014

— Sensex — Sunteck Realty

FY14 0.94

FY14 2.33

**WHAT MAKES A FLAT WORTH RS 100 CRORE?**

At Lixin's World One, the luxury begins outdoors, with landscaped woods, organic gardens and flower beds, complete with a fully equipped gym and a private spa. Sunteck is on hand to assist.

And yet — everything from the elevators to the linen and cutlery are exclusively managed for each of the residents.

At the elite home at D'Almeida's, residents enjoy landscaped organic gardens.

At Lixin's World One in Worli, luxury extends outdoors, with landscaped woods and organic gardens.

approaching potential buyers. Recently, a leading developer invited a 15-strong group of diamond merchants for a two-night trip to Dubai to make a presentation of its south Mumbai project, sweetening the deal with an additional 10% discount if the group buys

homes in bulk. Another developer is working closely with levels of MNC real estate consultancies, offering a good 10% brokerage on high-value deals, when the same rate for residential projects is just 3% — developers try to extend research and try to convince research and





## Thank You!

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