



Sunteck Realty Limited

August 13, 2015

Q1FY16
Result Update

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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**

OUR PRESENCE



Brand Positioning



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

Signature

Ultra luxury residences aimed at high-net worth individuals

Signia

Premium & mid-level residences in select suburban micro markets

SunteckCity

Large formats and mixed use developments

Sunteck

Commercial developments



Corporate Governance



SPECIFICS	FACTS	INFORMATION
Board of Directors	60% Independent Board	✓ Qualified professional – MBA, CA, Civil Engineer, Bankers, Lawyer & Real Estate Advisory
Internal Auditors	KPMG	✓ For document process, risk oversight, management & internal control
Statutory Auditors	Lodha & Co.	✓ One of the well known auditors in India
Consultants	Big 4	✓ For Organizational development & transactions advisory
Accounting Policy	Project Completion Method	✓ In line with International Financial Reporting Standard (IFRS)
Awards	Asia Pacific Real Estate Association (APREA)	✓ Best practices; best property development organization; best market disclosures and best property valuation



Strong Board of Directors



<p>Kamal Khetan <i>Chairman & Managing Director</i></p>	<p>An Electronics and Communication engineer from Mangalore University Over 2 decades of experience in Real Estate Industry Engaged in the overall business management, execution and strategy</p>
<p>Jignesh Sanghavi <i>Executive Director</i></p>	<p>A civil engineer, an MBA and Masters in Construction Management Associated with the group since 2000 and on Board since 2010; previous employment with Relcon Infraprojects Over 20 years of experience in project development</p>
<p>Rachana Hingarajia <i>Non Executive / Non Independent Women Director</i></p>	<p>Company Secretary CS & LLB by qualification; Over 10 years of experience in Compliance function Associated with the group for more than 8 years; on Board since March 2015</p>
<p>Kishore Vussonji <i>Independent Director</i></p>	<p>A Solicitor with Bombay Incorporated Law Society and an Advocate with the Bar Council of Maharashtra On Board since 2008; Partner of Kanga & Co. Over 4 decades of experience in Real Estate transactions in Mumbai</p>
<p>Sanjay Dutt <i>Independent Director</i></p>	<p>An MBA by qualification; current employment as an Executive MD – South Asia, Cushman & Wakefield On board since May 2012; Chairman of Remuneration Committee Over 22 years of experience in real estate transactions including land acquisitions & capital markets</p>
<p>Ramakant Nayak <i>Independent Director</i></p>	<p>A certified associate of Indian Institute of Banking and also holds a degree of Science and Law On board since 2010; has held leadership positions with Bank of Maharashtra, Saraswat Co-Operative Bank and others Over 4 decades of experience in the field of Commercial Banking</p>
<p>Mahadevan Kalahasthi <i>Independent Director</i></p>	<p>A Qualified Practicing Chartered Accountant & Bachelors of Commerce On board since 2007; Chairman of Audit / Investors' Grievance / Compensation Committee Over 3 decades of experience in audits, taxation, corporate governance compliances, mergers & acquisitions</p>



Q1FY16 Review



Operational Performance



Particulars	UOM	Q1FY16	Q1FY15	% Change (y-o-y)
Pre - Sales	₹ Mn	1,276	1,032	24%
Collections	₹ Mn	981	1,311	(25)%
Cost Incurred	₹ Mn	661	906	(27)%
Average Realization	₹ Psf	19,846	23,358	(15)%

✓ Signia Isles, BKC final roof completed. Finishing work completion at an advanced stage and will be available for Fit-Outs in H2FY16

✓ Signia Pride, Andheri (E) launched and construction commenced



Consolidated P&L



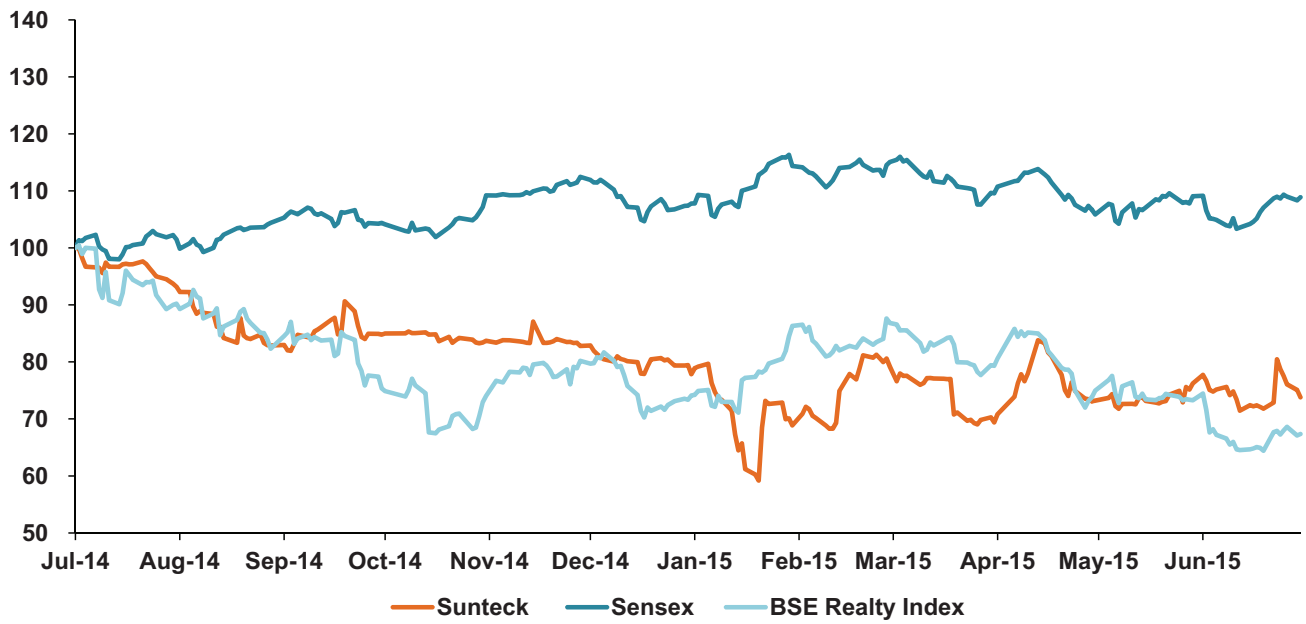
All figures in ₹Mn

Particulars	Q1FY16	Q4FY15	Q1FY15	FY15
Income from Operations	246	1,413	268	3,169
EBITDA	86	651	80	1,479
Adjusted PAT	8	397	8	682
Operating Margin	35%	46%	30%	46%
Adjusted PAT Margin	3%	28%	3%	22%

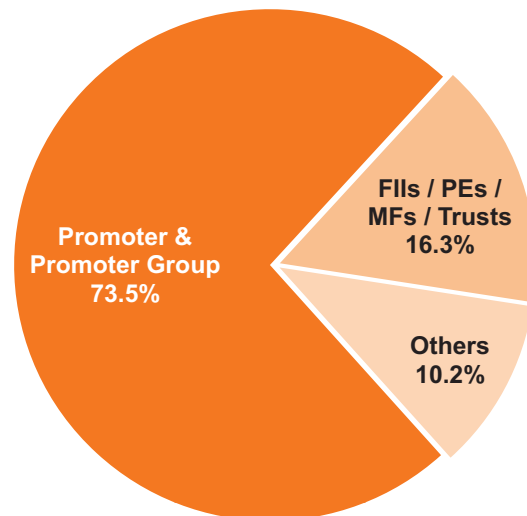
Notes: Company follows Project Completion Method of accounting for booking revenues



Scrip Performance



As on June 30, 2015



Business Operations



Projects' Approval Status



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

Notes: Approvals come in stages; * Expected Soon



Cash Flow Visibility



All figures in ₹Mn

	S. No.	Project Name (As on Jun 30, 2015)	Total Project Size	Pre-Sales	Advances Received	Balance Receivables	Estimated Inventory Value*
Completed	1	Signature Island	25,510	11,277	9,375	1,902	14,232
	2	Signia Oceans#	607	590	556	35	17
	3	Signia Skys#	337	169	98	71	168
	4	Sunteck Grandeur	975	524	318	206	451
	5	Sunteck Kanaka#	465	260	224	36	205
Ongoing	6	Signia Isles	13,760	8,460	5,589	2,871	5,300
	7	Signia Pearl	14,697	7,443	5,123	2,320	7,254
	8	Sunteck City 1 st Avenue	11,213	3,058	1,575	1,483	8,154
	9	Sunteck City 2 nd Avenue	12,583	2,029	405	1,624	10,554
	10	Signia High	2,896	1,261	432	829	1,635
Upcoming	12	Signia Pride	979	-	-	-	979
	12	Signia Orion#	1,442	251	47	204	1,191
	13	Sunteck Centre II	1,225	-	-	-	1,225
Total			86,689	35,323	23,742	11,582	51,366

Notes: * Est. Inventory Value as per average of latest transactions; # SRL's share 50%















Construction Updates



Key Partners & Associates



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



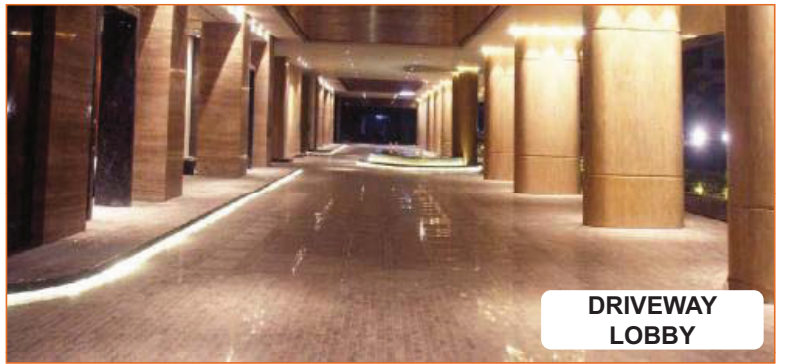
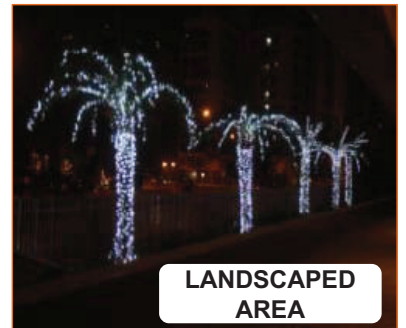
Signature Island, BKC



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



View from Signature Island



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Hotel Trident & Sofitel



Existing & Upcoming Commercial Buildings



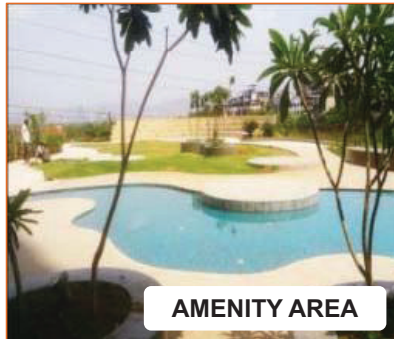
Signia Oceans, Airoli



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

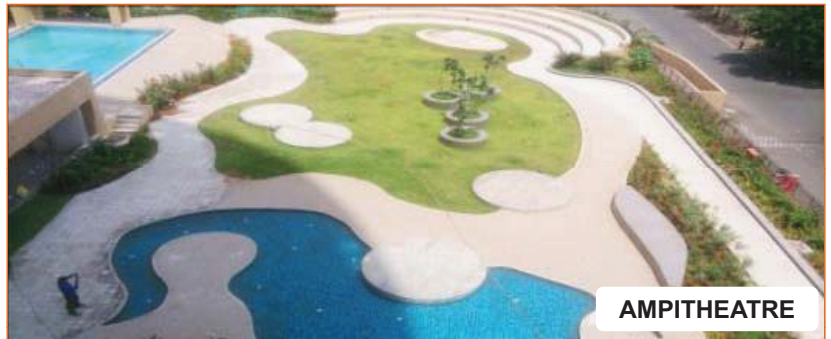
UPCOMING PROJECTS



AMENITY AREA



SWIMMING POOL



AMPITHEATRE



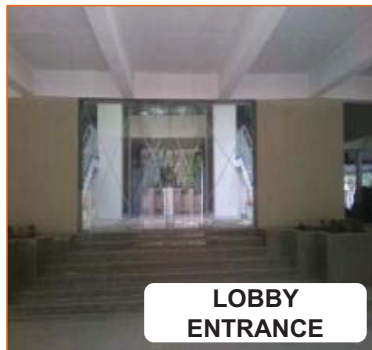
Signia Skys, Nagpur



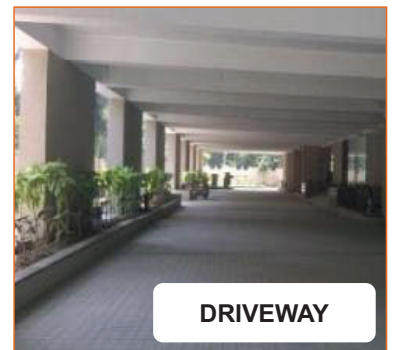
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

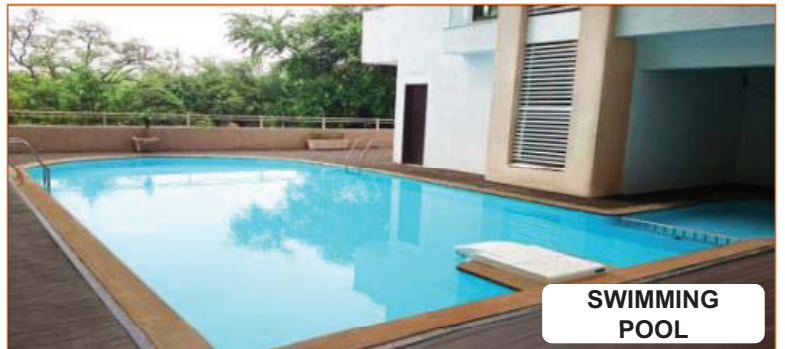
UPCOMING PROJECTS



LOBBY
ENTRANCE



DRIVEWAY



SWIMMING
POOL



Commercial Projects



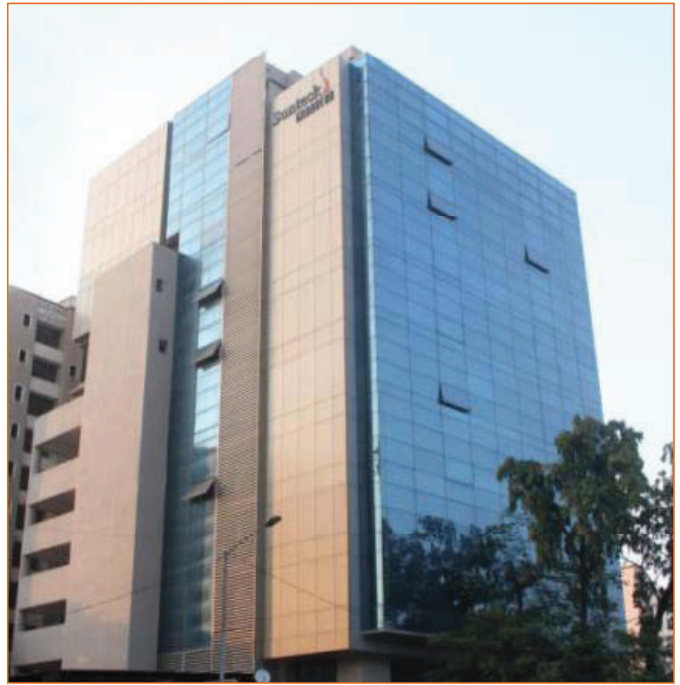
COMPLETED PROJECTS

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



Signia Isles, BKC



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



✓ Roof slab completed; Finishing work completion at an advanced stage; Available for Fit-Outs in H2FY16



Signia Pearl, BKC



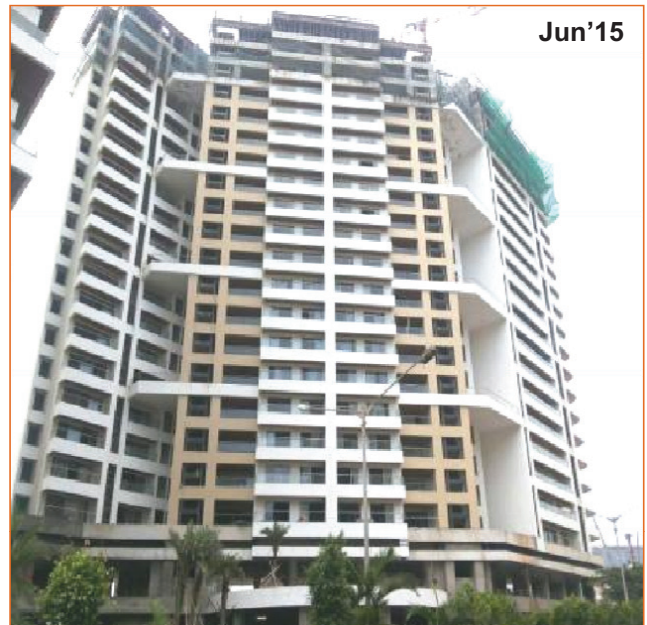
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



- ✓ Approvals received for upper floors
- ✓ Last stage of RCC work-in-progress



Sunteck City, 1st Avenue



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



✓ Tower A & B - RCC work upto 24th slab & upto 22nd slab completed respectively



Sunteck City, 2nd Avenue



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS*

UPCOMING PROJECTS



Indicative Artistic Impression



Site Layout

* Construction to commence



Signia High, Borivali



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



✓ RCC work upto 11th slab (including 2 levels of basement) completed



Signia Pride, Andheri



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



CONSTRUCTION COMMENCED



GARDEN AREA
PART OF THE PLOT



Signia Orion, Airoli



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Site Layout



Sunteck Centre II, BKC



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



DEMOLITION OF STRUCTURE COMPLETED



Goregaon(W) -16 acres



Sunteck City, 3rd, 4th & 5th Avenue : Mixed-Use / Integrated Development



Indicative Artistic Impression



Thank You!

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