

SRL/SE/08/16-17

Date: 11th June, 2016

To
Corporate Relation Department
BSE Limited
P. J. Tower, Dalal Street,
Mumbai – 400 001
Scrip Code: 512179

To
National Stock Exchange of India Ltd
Listing Department
Exchange Plaza,
Plot no. C/1, G Block,
Bandra-Kurla Complex
Bandra (East), Mumbai- 400 051
Scrip Code: SUNTECK

To
Metropolitan Stock Exchange of India Limited
(Formerly known as MCX Stock Exchange Limited)
Vigbyor Towers, 4th Floor,
Plot No.C 62, G Block,
Opp.Trident Hotel, BKC,
Bandra (East),
Mumbai – 400 098
Scrip Code: 512179

Sub: Disclosure under Regulation 30(6) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015

Dear Sir,

Pursuant to the above mentioned regulations, we wish to inform you that the Company had held an Analysts and Investors meet on 10th June, 2016 at Mumbai.

A copy of the investor presentation at the aforesaid meeting is attached hereto, and is also placed on the Company's website.

The same are for your record purpose and request you to acknowledge the same

Thanking You,

For Sunteck Realty Limited



Rachana Hingarajia
Company Secretary
Encl:a/a



Email add: cosec@sunteckindia.com



Sunteck Realty Limited

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Insight

Q4 & FY16 results

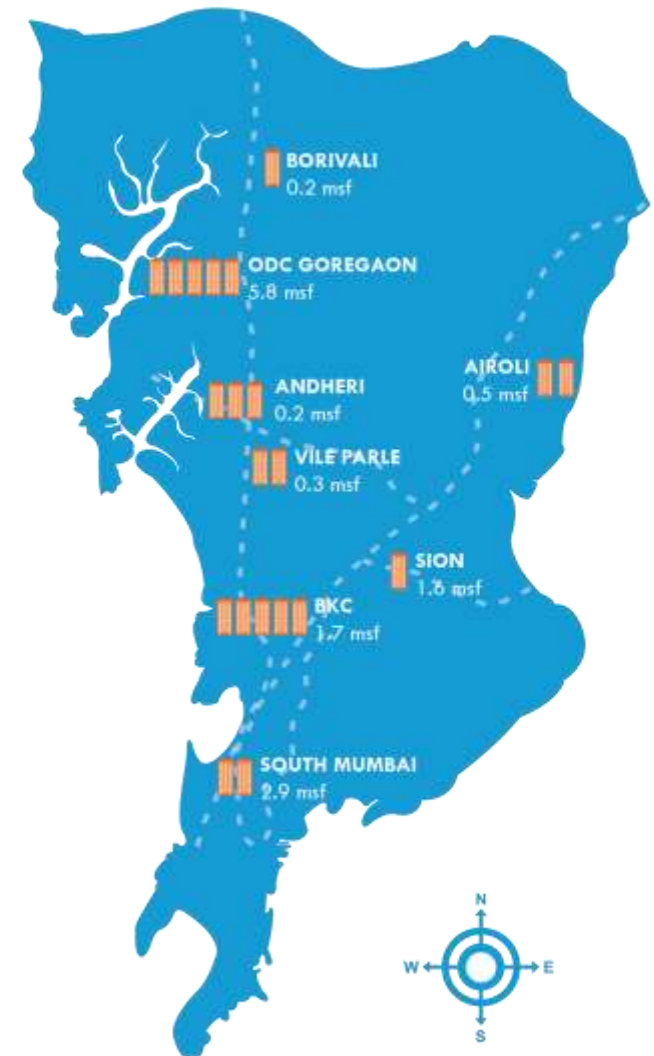
Key Brand Partners and Board of Directors

Sector Update

Construction Updates

- Mumbai focused developer
- City-centric land acquisitions at low costs and clear titles
- Premium Positioning in every micro-market and product
- Adaptability to provide Luxury which is affordable at a large scale
- Project Portfolio – 23 msf spread across 25 projects and 4 rented assets

OUR PRESENCE



Q4 & FY16 Review

Key Developments:

- Signia Isles project's revenue recognized in 4QFY16
- Construction commenced in full swing Sunteck City 2nd Avenue at ODC, Goregaon-W
- Construction commenced in Signia Waterfront, Airoli; with sales yet to be launched
- Sunteck Centre III, BKC Junction ground preparation completed
- Signia High, Borivali project nearing RCC completion

Team Ramp-up across Sales & EPC Department:

- ~40 professionals comprising mid-level and senior -level hired in the fourth quarter of FY2016.
 - of which, more than 25 personnel have been hired in the Sales and CRM department.

2 Senior management professionals brought on BOD as Executive Director

Particulars	UOM	FY16	FY15
Pre – Sales	Rs cr.	550.5	510.6
Collections	Rs cr.	483.2	540.2
Cost Incurred	Rs cr.	283.6	251.2
Average Realization	INR Psf	24,419	24,011

**Sales Booked and Average realization has improved in the past year.*

Consolidated

All figures in Rs cr.

Particulars	FY16	FY15	% change (y-o-y)
Income from Operations	786.5	302.8	160%
EBITDA	250.0	133.9	87%
Adjusted PAT	162.8	68.2	139%
Operating Margin	32%	44%	-
Adjusted PAT Margin	21%	23%	-
EPS (Rs)	27.14	11.37	-
DPS (Proposed) – Rs	2.00	1.00	-

**Revenue & Profits on account of booking Signia Isles project in the P&L*

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

Strong Balance Sheet

All figures in Rs cr.

Liabilities	FY16	FY15	Assets	FY16	FY15
Shareholders Funds	1,634.3	1,470.3	Net Block	12.3	13.2
Minority Interest	55.5	62.8	Investments	26.1	2.8
Secured Loans	789.0	723.1	Inventories	3,768.1	3,459.2
Unsecured Loans	454.8	347.4	Loans & Advances	12.9	18.8
Customer Advances	917.4	1,246.3	Cash & Bank balances	93.1	1,09.2
Others	606.3	370.3	Others	544.7	617.1
Total	4,457.1	4,220.2	Total	4,457.1	4,220.2

***Net Secured Debt-Equity ratio is negligible @ 0.43x**

****Unsecured Loan** is quasi-equity in nature and includes ~Rs.150 crs from Ajay Piramal Group and the balance is advance towards finished goods and from Promoter/Group Companies

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	👍	👍	👍	👍	👍	👍
	6	Signia Isles	👍	👍	👍	👍	👍	-
Ongoing	7	Signia Pearl	👍	👍	👍	👍	👍	-
	8	Sunteck City 1 st Avenue	👍	👍	👍	👍	👍	-
	9	Sunteck City 2 nd Avenue	👍	👍	👍	👍	👍	-
	10	Signia High	👍	👍	👍	👍	👍	-
	11	Signia Waterfront	👍	👍	👍	👍	👍	-
	12	Signia Pride	NA	👍	👍	👍	👍	-
Upcoming	13	Gilbert Hill, Andheri	NA	👍	👍	👍	In Process	-
	14	Sunteck Centre II	NA	In Process	👍	In Process		-
	15	Sunteck Centre III	NA	In Process				-

**All Approvals come in phases*

Key Brand Partners and Board of Directors

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

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>

SPECIFICS	FACTS	INFORMATION
Board of Directors	60% Independent Board	<ul style="list-style-type: none"> ✓ Qualified professional – MBA, CA, Civil Engineer, Bankers, Lawyer & Real Estate Advisory
Internal Auditors	KPMG	<ul style="list-style-type: none"> ✓ For document process, risk oversight, management & internal control
Statutory Auditors	Lodha & Co.	<ul style="list-style-type: none"> ✓ One of the well known auditors in India
Consultants	Big 4	<ul style="list-style-type: none"> ✓ For Organizational development & transactions advisory
Awards	Asia Pacific Real Estate Association (APREA)	<ul style="list-style-type: none"> ✓ Best practices; best property development organization; best market disclosures and best property valuation

Kamal Khetan <i>Chairman & Managing Director</i>	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
Atul Poopal <i>Executive Director</i>	Acquisitions, Legal and Compliance (Development) Over 35 years of experience in regulatory affairs, land acquisition, concepts finalization, inputs to architects Previous employment as an Executive Engineer - BMC, Tee arch Architects & others
Mahesh Sheregar <i>Executive Director</i>	Operations (Technical) MBA by qualification; Over 32 years of experience in Construction, Real Estate, Manufacturing, Trading, Education, Foods, Hospitality, Investments etc. Associated with ANC Holdings LLC for more than 20 years
Rachana Hingarajia <i>Non Executive / Non Independent Women Director</i>	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
Kishore Vussonji <i>Independent Director</i>	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
Sanjay Dutt <i>Independent Director</i>	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
Ramakant Nayak <i>Independent Director</i>	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 etc. Over 4 decades of experience in the field of Commercial Banking
Mahadevan Kalahasthi <i>Independent Director</i>	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

SIGNATURE ISLAND Project wins NDTV Property Awards

Super Luxury Project of the year – 2015 (Pan-India)



Macro environment turning Positive for Credible Project / Product

- 1) Lower inflation and interest rate reductions to improve affordability for home buyers**
- 2) The Real Estate Regulation Act (RERA) to improve transparency and bring back home buyers' confidence**
- 3) Ease of doing business by bringing down number of approvals and Self – certification bringing down time for remarks from Government Authorities**
- 4) Removal of Dividend Distribution Tax (DDT) on REITs**
- 5) Pay increase for PSU employees / civil servants as per 7th pay commission to help demand Decline in commodity prices to help**
- 6) Improving consumer sentiment and GDP growth**

CHANGE IN REGULATION GOOD FOR CREDIBLE PLAYERS IN LONG-TERM

Construction Updates

COMPLETED PROJECTS



UNDER CONSTRUCTION PROJECTS

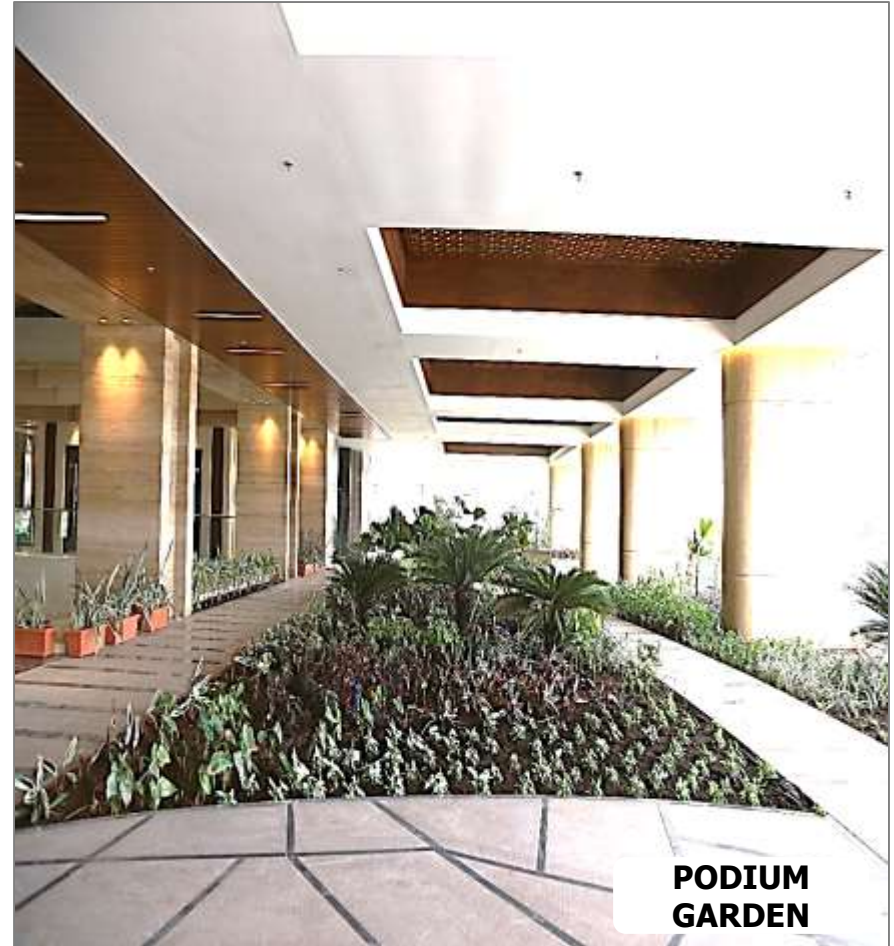
UPCOMING PROJECTS



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



**Show Flat -
Living Room**



**Show Flat -
Bedroom**

COMPLETED PROJECTS



UNDER CONSTRUCTION PROJECTS



AMENITY AREA

UPCOMING PROJECTS



SWIMMING POOL



AMPITHEATRE

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



LOBBY ENTRANCE



DRIVEWAY

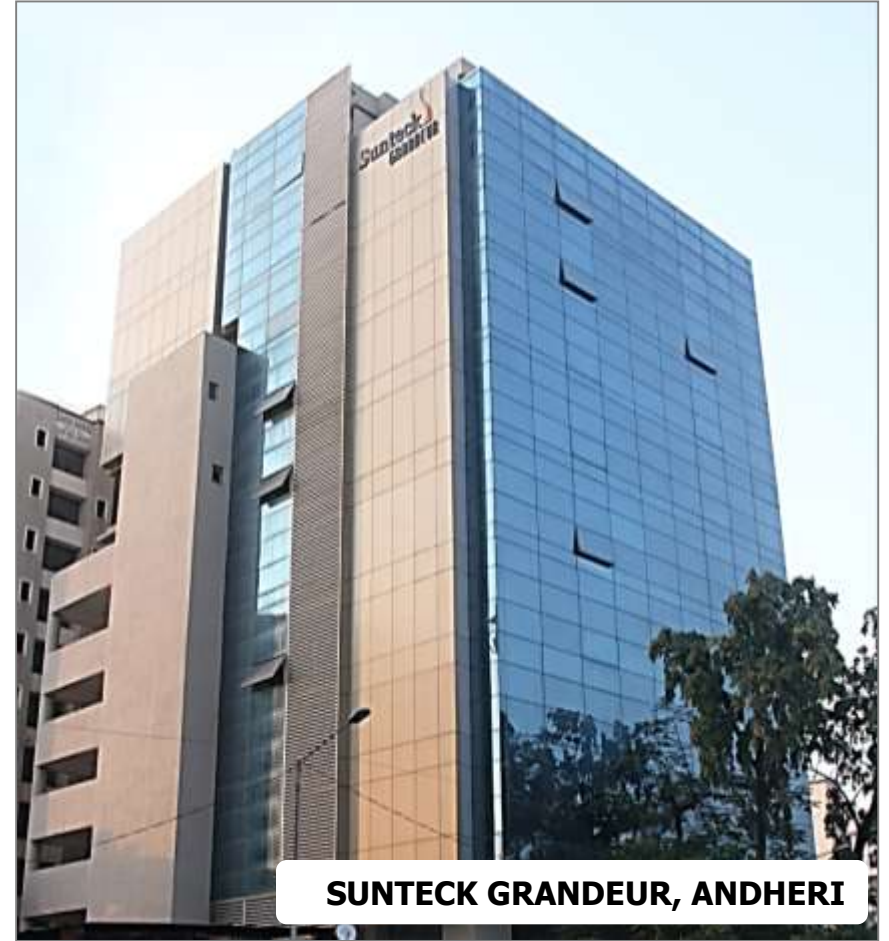


SWIMMING POOL

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS

UPCOMING PROJECTS



SUNTECK KANAKA CORPORATE PARK, GOA

COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS

UPCOMING PROJECTS



Final stage of RCC WIP & Finishing WIP

COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS

UPCOMING PROJECTS



COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Excavation Work and Shore Piling Under Progress

COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS

UPCOMING PROJECTS



COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



RCC Construction commenced

COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS

UPCOMING PROJECTS



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Demolition of structure completed

COMPLETED PROJECTS

UNDER CONSTRUCTION
PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Demolition of structure completed

Thank You!

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