

SRL/SE/09/17-18

Date: 29th May, 2017

To
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

Sub: Results Presentation

Dear Sir/Ma'am,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed the Results Presentation with regard to Audited Financial Results for the quarter and year ended 31st March, 2017.

The copy of the same is enclosed herewith for your records. The Results Presentation shall also be placed on the Company's website.

Kindly take the same on record and disseminate to all the concerned.

For Sunteck Realty Limited



Rachana Hingarajia
Company Secretary
Encl: a/a



Email add: cosec@sunteckindia.com



Sunteck Realty Ltd.

Earnings Update Q4 & Full year FY2017

May 26th, 2017

**NSE: SUNTECK | BSE: 512179 | Bloomberg:
SRIN: IN | Reuters: SUNT.NS / SUNT.BO**

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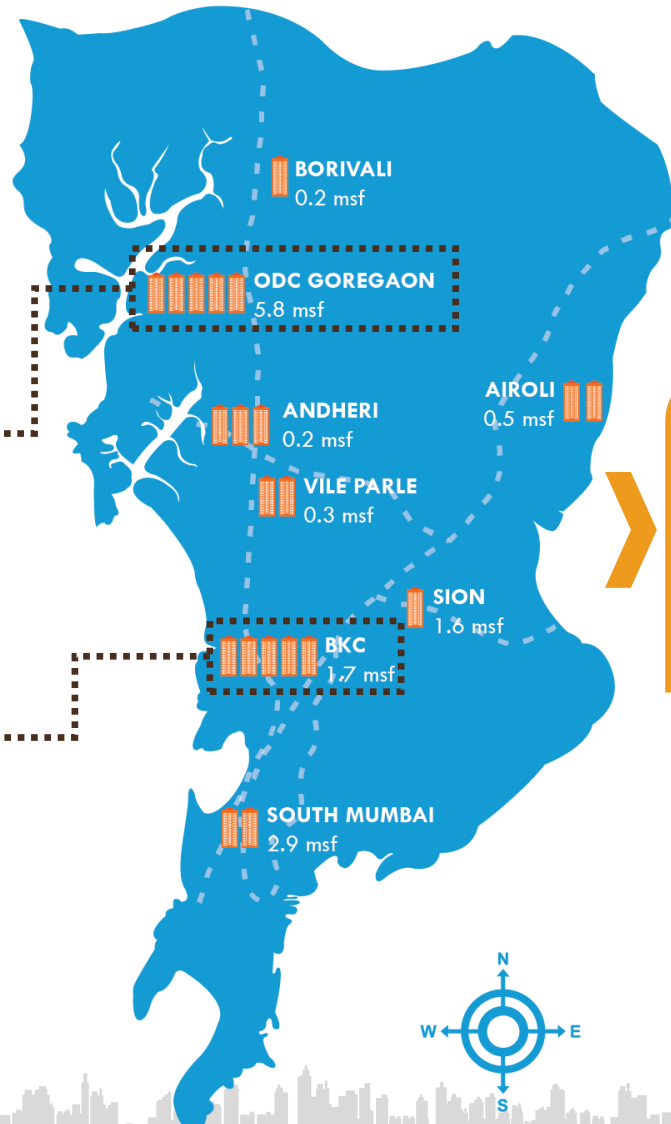
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- Premium Mumbai focused developer with strong differentiated branding that allows leadership positioning in every micro-market.
- Proven ability to predict growth areas and establish presence ahead of the curve.
- Landmark projects that change the profile of the entire locale.
- Execution excellence: ~Rs57bn worth of projects delivered.
- Balance sheet strength: Discipline across various financial parameters. Asset light model via JVs & JDAs.
- Strong partnerships with leading institutions.

Sunteck portfolio strength

Sales of
~Rs45bn
completed till date



ODC, Goregaon (W): 5 projects of ~6msf worth ~Rs100bn with ~Rs8bn in sales completed.

BKC: 5 projects of 1.7msf worth ~Rs60bn with ~Rs31bn sales completed.

Other projects: 4 projects of ~0.7msf worth ~Rs10bn with ~Rs2.3bn sales completed.

Creation of Brands allows Premium Positioning

Premium positioning of the brand 'Sunteck' across projects, since the company intends to fill the gap of luxury products in every micro market of Mumbai

Signature

Uber luxury residences aimed at
ultra HNIs

Signia

Super Premium residences in select
suburban micro markets

SunteckCity

Large formats and mixed use developments

Sunteck

Commercial developments

Strong macro tailwinds

1. Stable political environment
2. Lower interest rates
3. Demonetization benefit for organized developers
4. SOPs for affordable housing
5. RERA
6. REITs clarity
7. Overhaul in Mumbai infrastructure
8. Good governance and single window clearance



Geared-up to benefit from RERA

Impact on Real Estate developers

- **Exit of unorganized developers** and consolidation in the market

- **Stringent compliance** to lead to **fewer new launches** initially

- **Trust deficit** in sector to **reduce** post RERA implementation

- **Increased transparency** in sector leads to **higher foreign investment** through PE and REITs

Opportunity for Sunteck

- Gap creation opens up **potential new markets**
- Opportunities to acquire **distressed projects**

- **Time advantage** as already implementing all norms

- Projects of reputable developers to see **demand increase**

- Sunteck has in the past established **partnerships** with globally renowned investors

Q4 & full year FY2017 Earnings Update

Strong growth across various parameters

Rs million

P&L (consolidated)	FY2016-17	FY2015-16	% change yoy
Revenue from Operations	9,522	2,434	291%
EBITDA	3,562	418	752%
Operating Margin	37%	17%	-
Profit after tax	2,080	163	1179%
Net Profit Margin	22%	7%	-

Rs million

Operational Data	Q4 FY17	Q4 FY16	% change yoy	FY2016- 17	FY2015- 16	% change yoy
Pre-sales (new bookings)	1,754	1,092	61%	6,468	5,505	17%
Collections	1,119	1,237	-10%	5,423	4,832	12%

Consolidated Balance Sheet

Liabilities	Rs million		Assets	Rs million	
	FY2016-17	FY2015-16		FY2016-17	FY2015-16
Shareholders Funds	17,955	15,985	Investments	3,217	3,426
Minority Interest	706	584	Inventories	28,017	31,296
Secured Loans	7,770	7,754	Loans & Advances	815	1,477
Unsecured Loans	1,669	4,585	Cash & Bank balances	986	917
Others	8,670	12,826	Others	3,736	4,619
Total	36,771	41,734	Total	36,771	41,734

Low leverage

Rs million	FY17	FY16	Difference	% change
Gross Secured Debt	7,770	7,754	16	0%
Gross Unsecured Debt	1,669	4,585	-2,916	-64%
Gross Debt	9,440	12,339	-2,899	-23%
Cash & Bank Balance	986	917	70	8%
Net Debt	8,454	11,422	-2,969	-26%
Net Worth	17,953	15,985	1,970	12%
Net Debt / Equity	0.47	0.71		

- **Gross debt as of FY2017 reduced to Rs9.4bn from Rs12.3bn as of FY2016.**
- **Net Debt / Equity very comfortable @ 0.47X as of FY2017 vs. 0.71x as of FY2016.**
- **Credit rating of A+ from CARE and FITCH.**
- **Negligible Debt and average cost of debt at ~10.6% - amongst the lowest in the sector.**
- **Incremental debt funding at 9.25%.**

- **The Board of Directors have recommended a final dividend of Rs. 3/- per share [150% Dividend] for the financial year ended 31st March 2017 subject to the approval of the shareholders at the ensuing Annual General Meeting. This is up compared to Rs. 2/- per share in FY2016 on the face value of Rs. 2/- each on Equity Shares.**
- **The company's FY2017 proposed dividend payout shall be c.Rs.227 mn on the total equity base compared to c.Rs.150 mn in FY2016.**
- **The increase in dividend represents the management's confidence in Sunteck's growth prospects.**

Project Updates

Signature Island, BKC

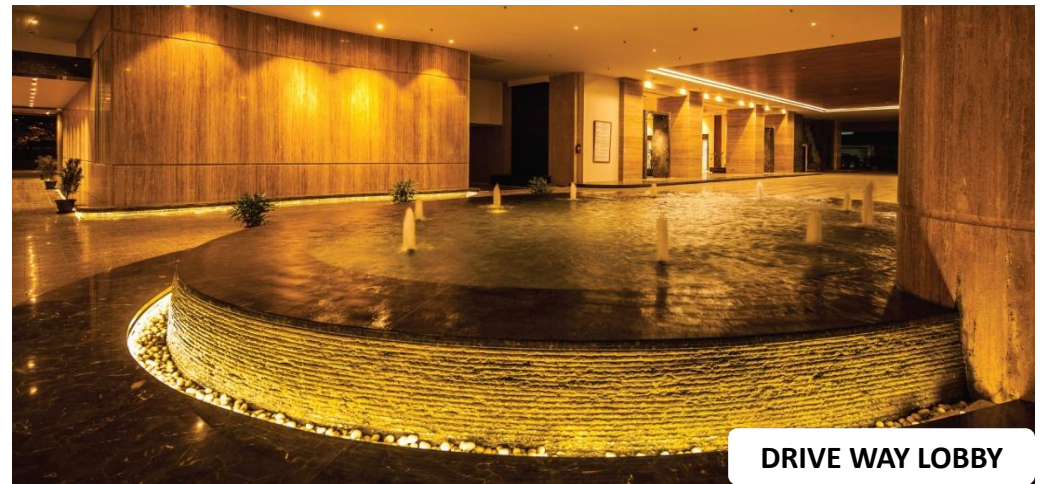
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



LIFT LOBBY



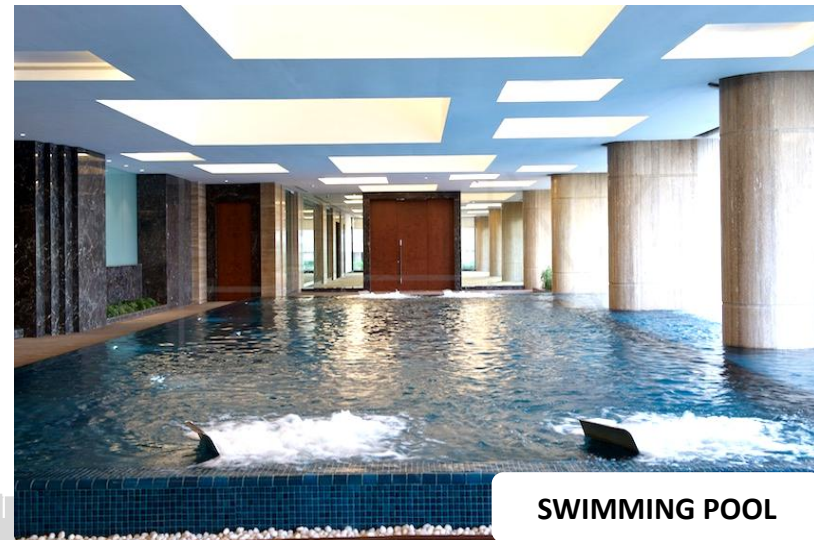
DRIVE WAY LOBBY

Signature Island, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Signia Isles, BKC

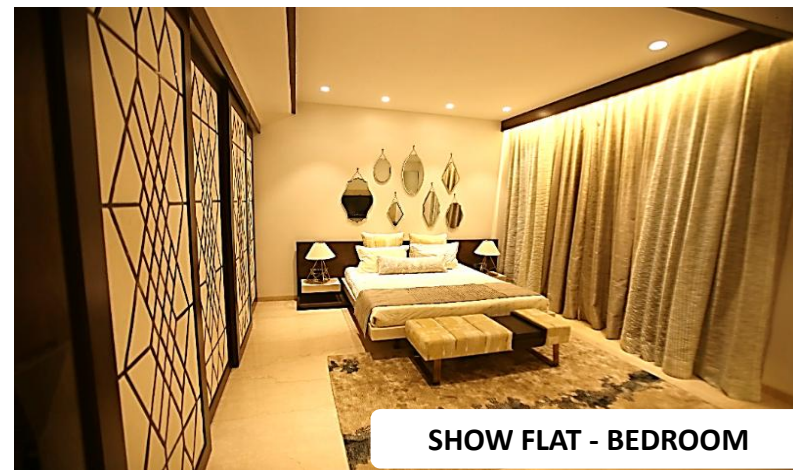
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



SHOW FLAT – LIVING ROOM



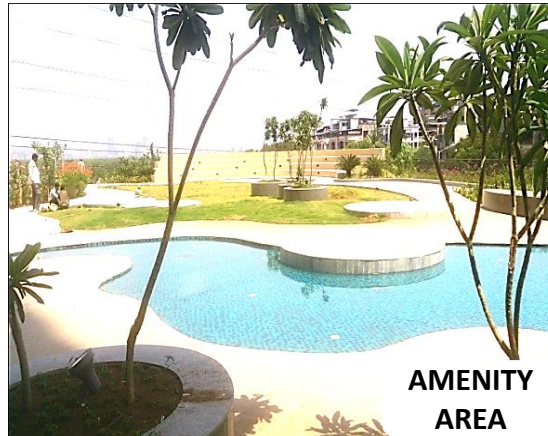
SHOW FLAT - BEDROOM

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



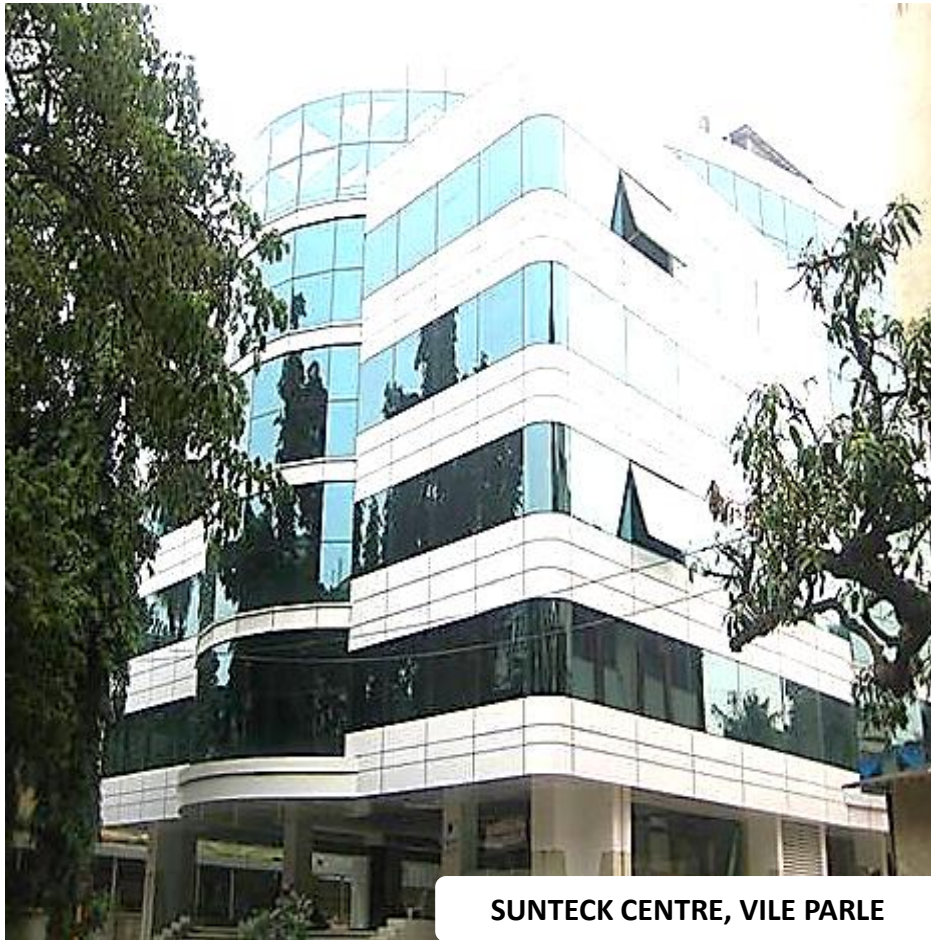
**SWIMMING
POOL**

Commercial Projects

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



SUNTECK CENTRE, VILE PARLE



SUNTECK GRANDEUR, ANDHERI

Commercial Projects (Cont'd..)

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



SUNTECK KANAKA CORPORATE PARK, GOA

Signia Pearl, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Final stage of RCC and Finishing WIP

Sunteck City, 1st Avenue

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Sunteck City, 2nd Avenue

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

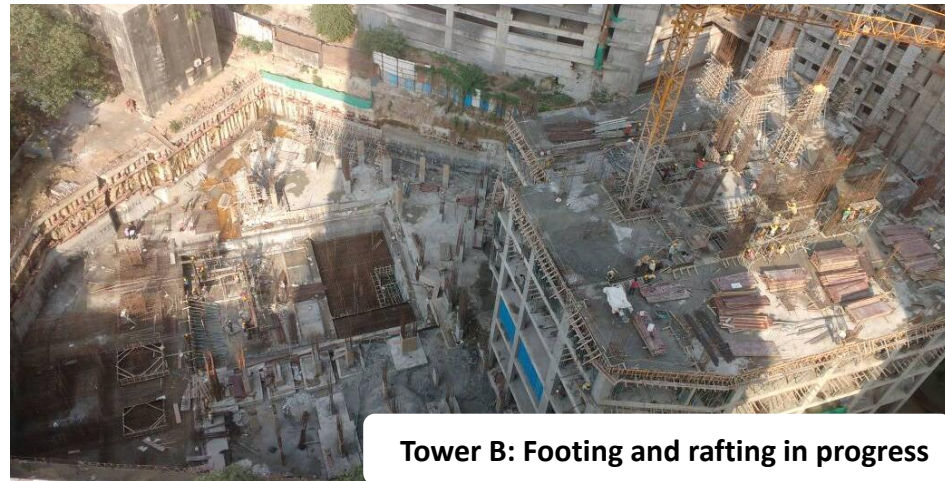
UPCOMING PROJECTS



Indicative Artistic Impression



Tower A: 5th podium floor WIP



Tower B: Footing and rafting in progress

Signia High, Borivali

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

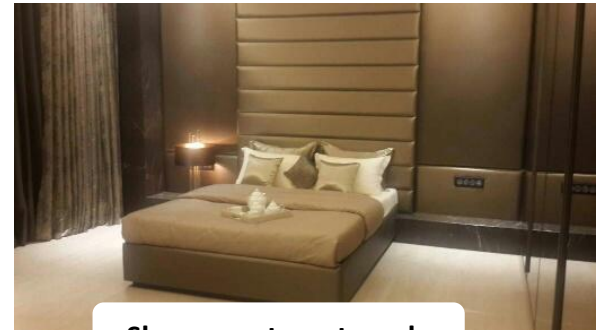
UPCOMING PROJECTS



Indicative Artistic Impression



Terrace slab completed



Show apartment ready

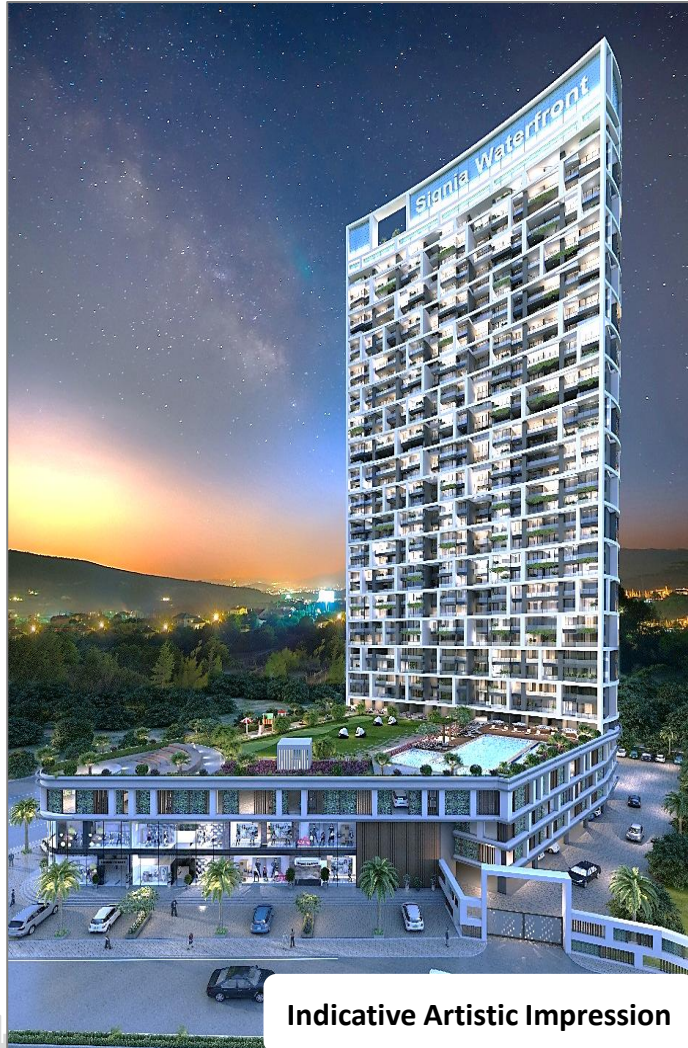


Signia Waterfront, Airoli

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



8th slab completed



Actual view from site

Signia Pride, Andheri

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

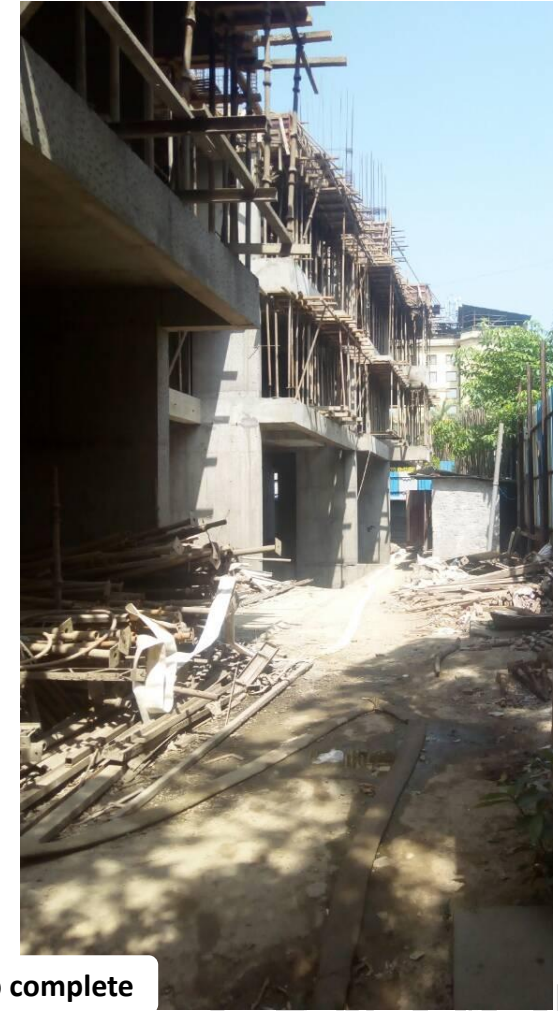
UPCOMING PROJECTS



Indicative Artistic Impression



Third slab complete



Thank You!

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