

SRL/SE/6/18-19

Date: 23rd May, 2018

The Secretary, Listing Department,
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Tower,
Dalal Street,
Mumbai – 400 001
Scrip Code: 512179

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

Sub: Investor Presentation on Q4FY18 results


Sir,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed the Investor Presentation with regard to Audited Financial Results for the quarter and year ended 31st March, 2018.

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

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

Thanking You,
For Sunteck Realty Limited


Rachana Hingarajia
Company Secretary
Encl: a/a





Sunteck Realty Ltd.

Earnings Update Q4 & full year FY2018

May 23rd, 2018

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

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The audited consolidated financial statements for Fiscals 2017 and 2016 have been prepared in accordance with Ind AS and the same for prior years have been prepared in accordance with Indian GAAP. This Presentation contains statements which may pertain to future events and expectations and therefore may constitute forward-looking statements. Any statement in this Presentation that is not a statement of historical fact shall be deemed to be a forward-looking statement, and the Recipient agrees that such statements may entail known and unknown risks, uncertainties and other factors which may cause the Company’s actual results, levels of activity, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. There can be no assurance that the results and events contemplated by the forward-looking statements contained herein will in fact occur. None of the future projections, expectations, estimates or prospects in this Presentation should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the Presentation. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.

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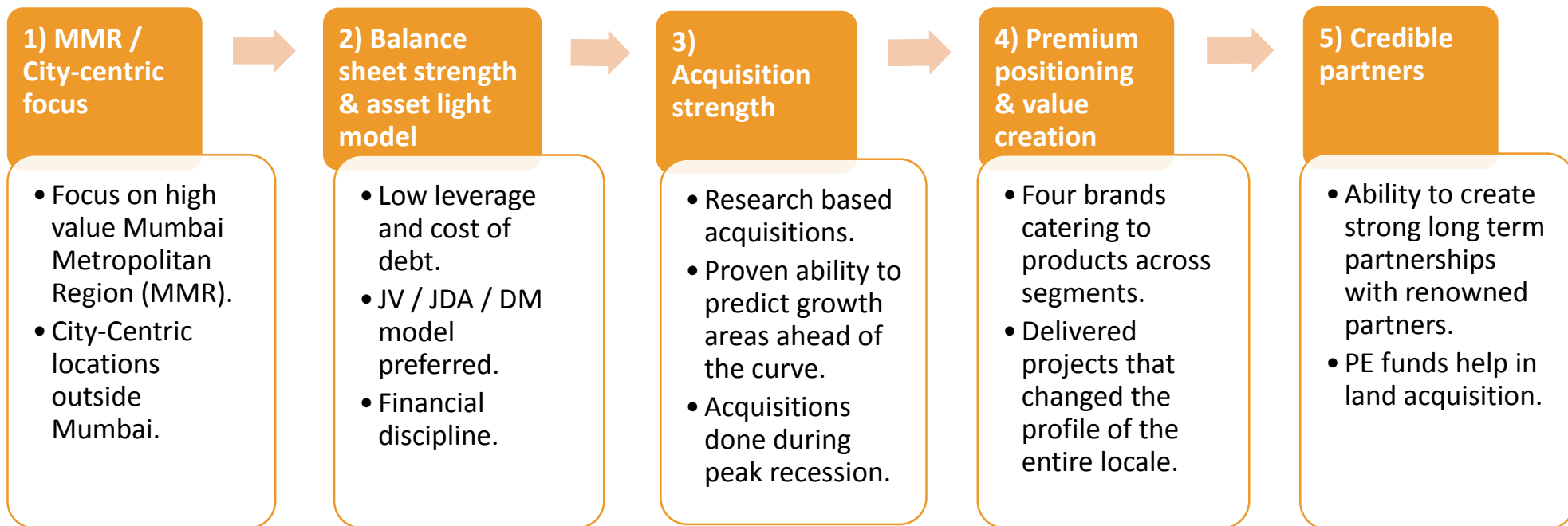
Note The project elevations are for representation purposes only and are the sole property of the Company and may not be reproduced, copied, projected, edited in any way without written permission from the Company.



Sunteck Realty - Executive Summary

Company Profile: Sunteck is a Mumbai focussed premium developer with experienced promoter, focussed project acquisition strategy, premium brand, strong execution and healthy balance sheet.

Strong Project Portfolio: Sunteck has about 30 mn sqft spread across 25* projects (9 projects completed worth ~Rs60,000mn) majorly in MMR region having leadership position in CBDs of Mumbai at BKC (5 projects) and ODC, Goregaon (W) (6 projects).



*Includes completed, ongoing, upcoming and future projects

Premium positioning through differentiated Brands

Differentiated branding across product segments helps command a premium positioning across segments

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

Coming soon


A fifth brand for Aspirational luxury homes



Q4 & full year FY2018 Earnings Update



Q4 & full year FY2018 Key Developments

1. At Sunteck City Avenue 1 and Avenue 2 in Goregaon (W), ODC - we have recently **launched fresh inventory** through a campaign called “**Big Home Benefits**”. The campaign has received an encouraging response, reinforcing our confidence in the strength of this micro-market.
 2. Fourth quarter of FY2018 has seen the **strong traction at our BKC projects** continue, registering robust price growth, margin improvement and increased inquiry levels.
 3. Upgrade in **Long Term Bank Loan Credit Rating** from **A+ to AA-** from CARE Ratings signifying our strong balance sheet and prudent cash flow management.
 4. Received **Occupancy Certificate** till 27th floor of project Signia High (Borivali) & initiated handing over of apartments.
 5. Sunteck **included in the MSCI India Domestic Small Cap Index.**
 6. Sunteck shifted to **Group A from Group B** of scrips by BSE in w.e.f. 4th January 2018.
 7. **Construction commenced** at Sunteck Icon and Gilbert Hill during the year.
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Robust growth & margin improvement

Rs million

P&L (consolidated) - Rs million	Q4 FY2018	Q4 FY2017	% change yoy	Q3 FY2018	% change qoq
Revenue from Operations	2,067	1,379	50%	2,015	3%
EBITDA	1,074	725	48%	891	21%
Operating Margin	52.0%	52.5%	-	44.2%	-
Profit after tax	560	339	65%	602	-7%
Net Profit Margin	27.1%	24.5%	-	29.9%	-

Rs million

Operational Data - Rs million	Q4 FY2018	Q4 FY2017	% change yoy	Q3 FY2018	% change qoq
Pre-sales (new bookings)	1,860	1,754	6%	1,040	79%
Collections	1,542	1,119	38%	1,006	53%

Amongst the best balance sheets & credit ratings in the sector

Rs million	FY 2018	FY 2017	Difference	% change
Secured Debt	4,256	7,768	(3,512)	-45%
Cash & Bank Balance	1,144	986		
Net Secured Debt	3,112	6,782	(3,670)	-54%
Unsecured Debt	1,424	1,669	(245)	-15%
Net Debt	4,536	8,451	(3,915)	-46%
Net Worth	26,303	17,953		
Net Debt / Equity	0.17	0.47		

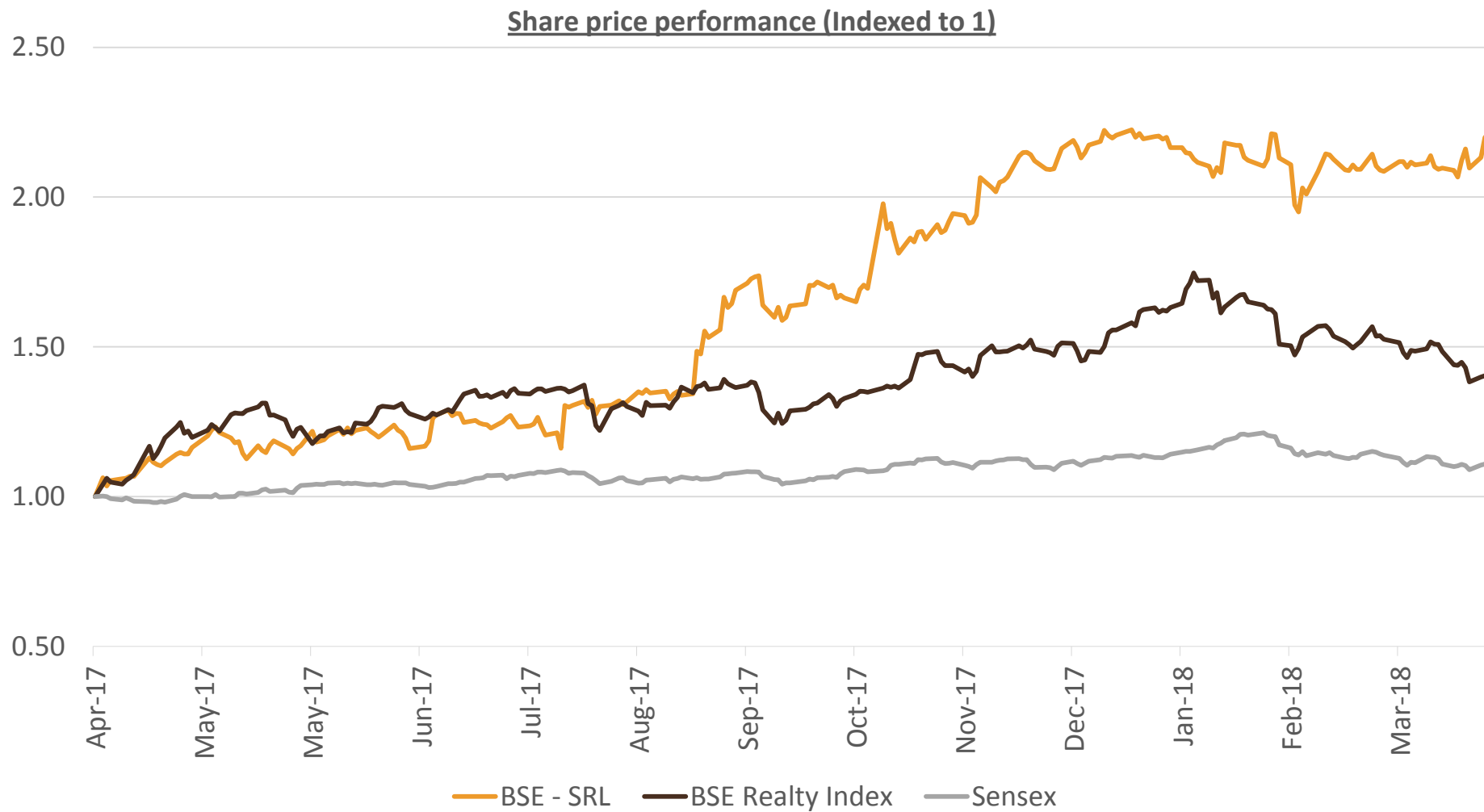
- Promoter shareholding of ~67% with no promoter shares pledged, no Corporate Guarantee given.
- Long Term Credit Rating of **AA-** from **CARE Ratings**.
- Incremental debt funding @ **9.00% – 9.25%**.

Consolidated Balance Sheet

Rs million

Liabilities (Rs million)	FY 2018	FY 2017	Assets (Rs million)	FY 2018	FY 2017
Shareholders Funds	26,303	17,953	Trade Receivables	2,906	1,620
Minority Interest	775	706	Inventories	26,927	28,017
Secured Loans	4,256	7,768	Loans & Advances	1,626	806
Unsecured Loans	1,424	1,669	Cash & Bank balances	1,144	986
Others	3,798	8,672	Others	3,952	5,357
Total	36,556	36,786	Total	36,556	36,786

Sunteck Share Price Performance FY2018



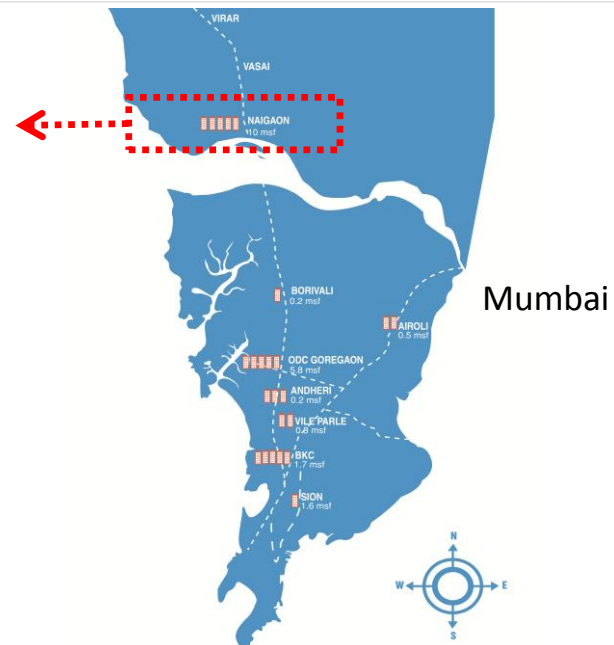
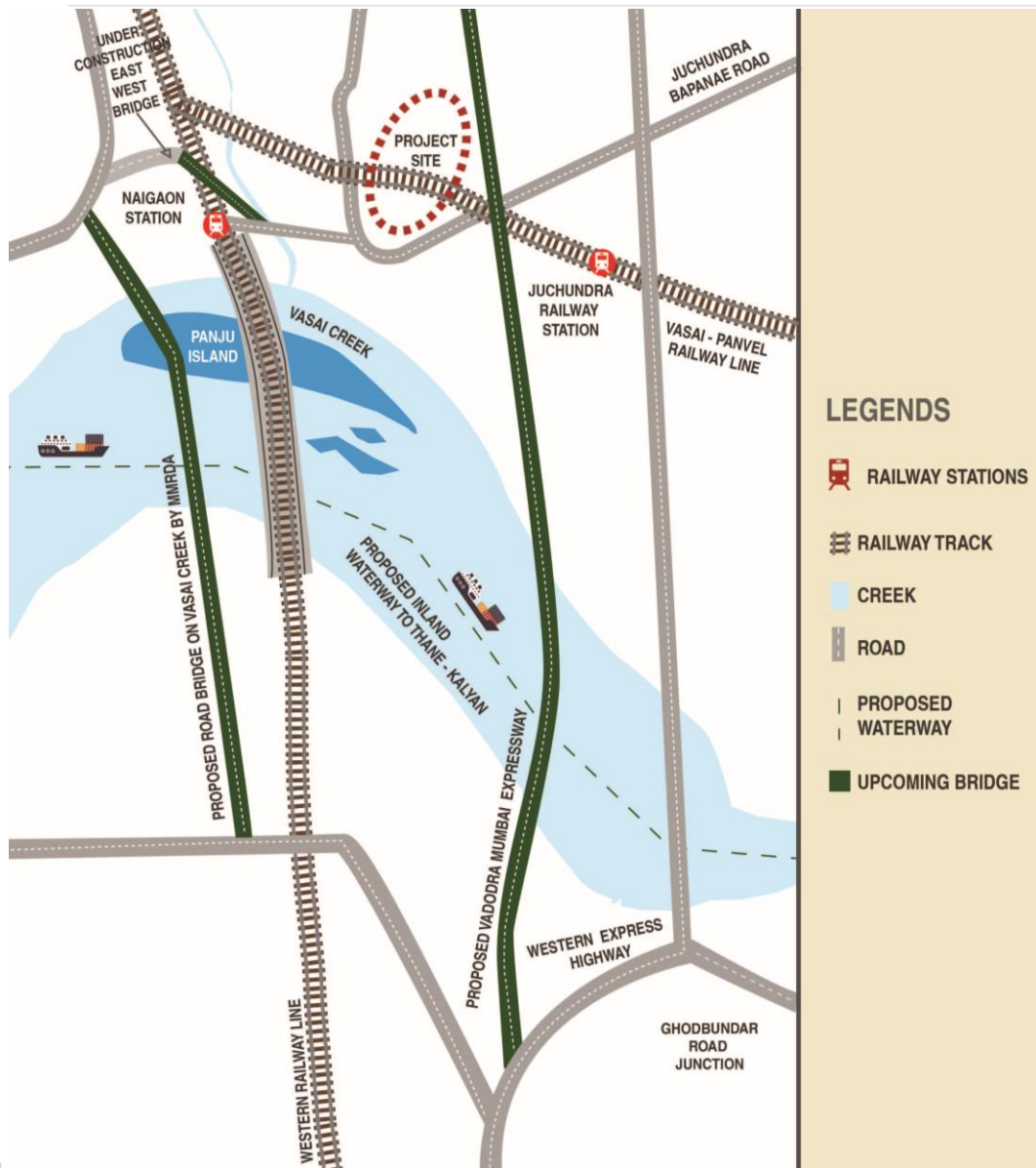
**Aspirational homes at Naigaon:
Vision in-line with core value proposition**



Aspirational homes at Naigaon: Vision in-line with core value proposition

1. Sunteck **capitalizes on strong brand** by acquiring a project in the **aspirational segment**, under the **asset light JDA model**.
2. The project has a potential development of **100 acres at Naigaon** - emerging location on the **western suburbs of Mumbai Metropolitan Region (MMR), between Borivali and Virar**.
3. Through this project, Sunteck will break the conventional path by giving the **experience of luxury in aspirational homes with a new brand under a completely new division**.
4. We have now **diversified our business across the pricing spectrum**, from uber-luxury to affordable and at the same time **being true to defining luxury living for all**.
5. This further augments our credibility and **strengthens the cash flow visibility & stability**.

Naigaon: Upcoming location with superior infrastructure



Existing & future Infrastructure developments:

1. Proximity to existing Naigaon & Juchundra railway station.
2. Under-construction east-west elevated road over Naigaon station.
3. Proposed sea-bridge over the Vasai creek by MMRDA.
4. Proposed Vadodara - Mumbai expressway to pass next to the project site.
5. Proposed inland waterway from Vasai creek to Thane / Kalyan.

Naigaon: 100 acres land with overall development potential of 10 - 12mn sqft

Rs million

S.No.	Project Name	Location	Unsold saleable area potential - Total (mn sq ft)	Unsold saleable area potential – SRL share (mn sq ft)	Estimated pricing (Rs / sqft)	Estimated future sales value	Estimated costs to be incurred	Estimated operating cash flows
1	# New brand to be launched soon #	Naigaon, MMR	10.0 – 12.0	7.4 - 8.9	5,000	37,047 - 44,456	18,000 - 21,600	19,047 - 22,856

Project updates

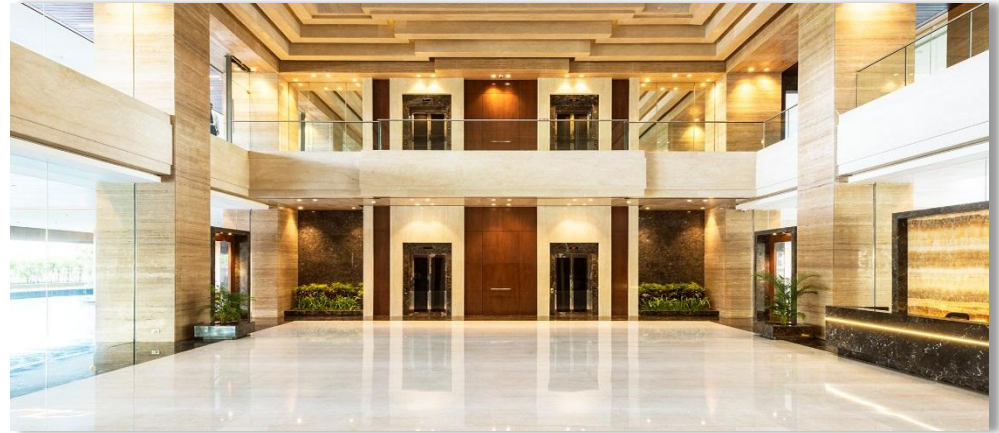


Signature Island, BKC

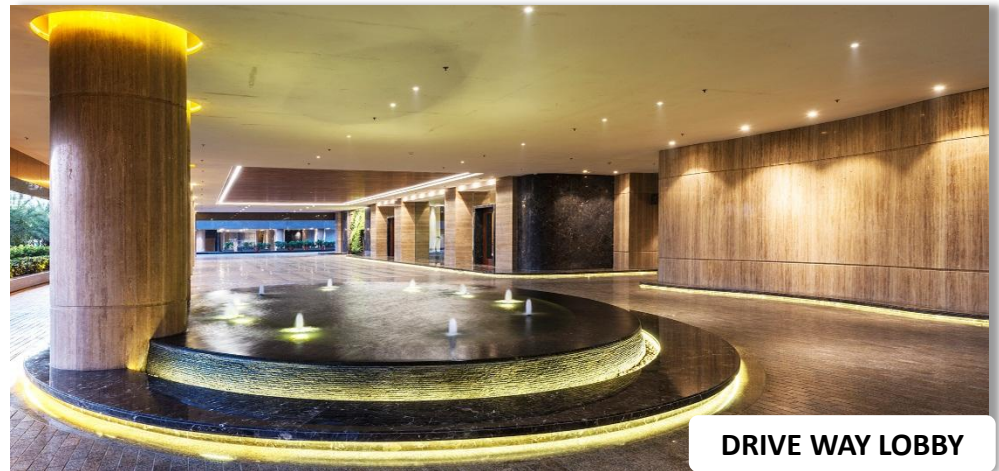
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



LIFT LOBBY



DRIVE WAY LOBBY

Signature Island, BKC

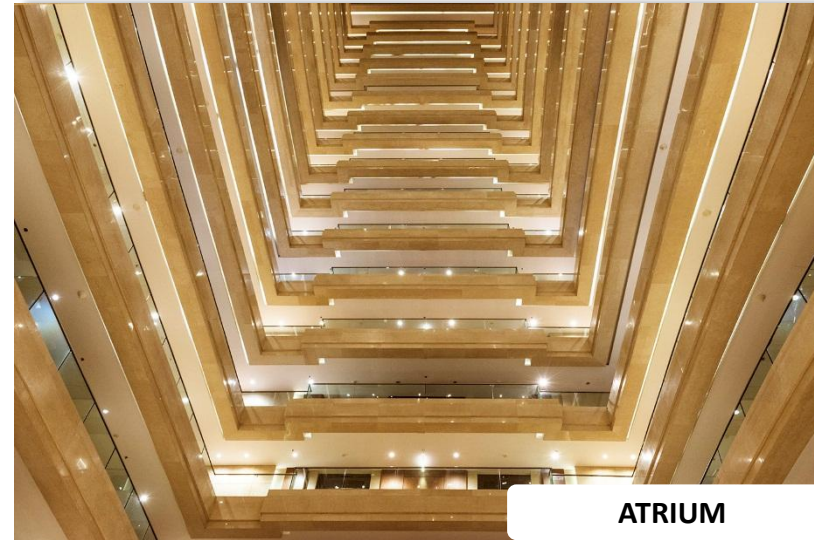
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



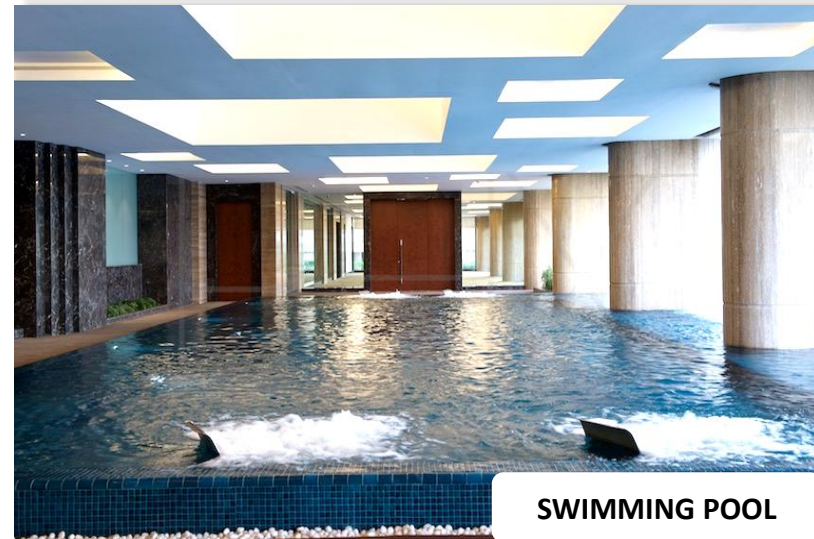
PODIUM GARDEN



ATRIUM



MULTI-PURPOSE HALL



SWIMMING POOL

Signia Isles, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



SHOW FLAT – LIVING ROOM



SHOW FLAT - BEDROOM

Signia Pearl, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS

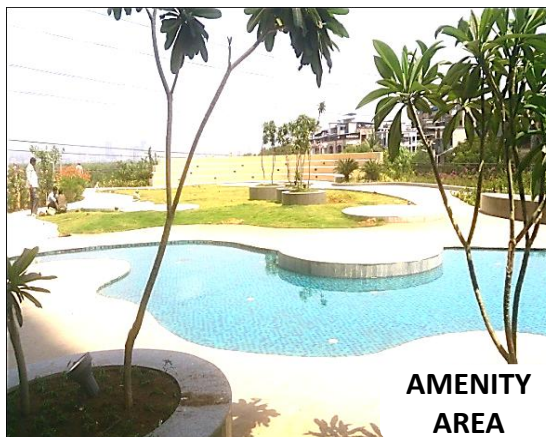


Signia Oceans, Airoli

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



AMENITY
AREA



SWIMMING
POOL



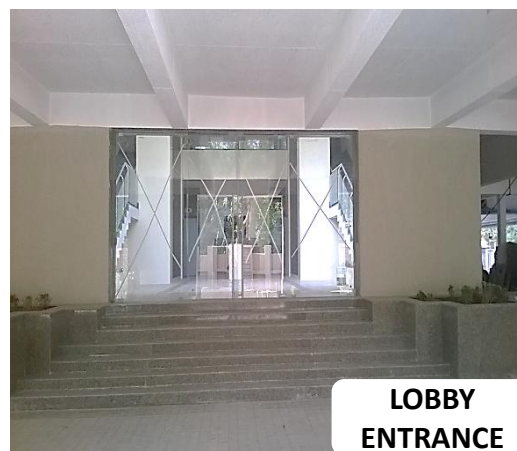
AMPITHEATRE

Signia Skys, Nagpur

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



LOBBY
ENTRANCE



DRIVEWAY



SWIMMING
POOL

Signia High, Borivali

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

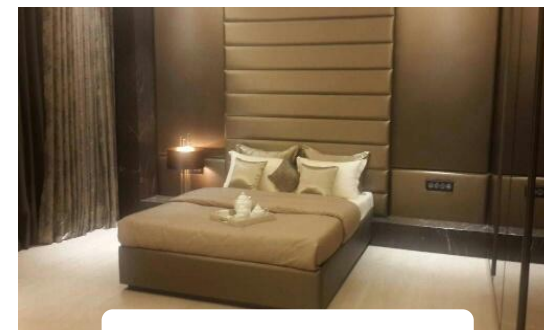
UPCOMING PROJECTS



Indicative Artistic Impression



OC received till 27th floor



Show apartment ready



Commercial Projects

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Sunteck City, 1st Avenue

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

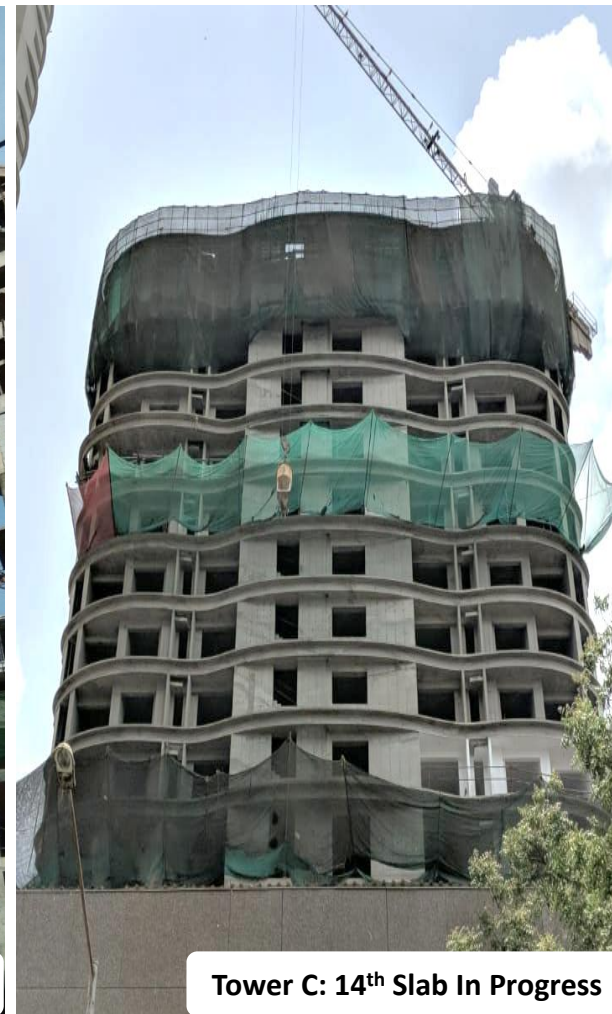
UPCOMING PROJECTS



Indicative Artistic Impression



Tower A & B : 36th & 39th Slab in progress



Tower C: 14th Slab In Progress

Sunteck City, 2nd Avenue

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



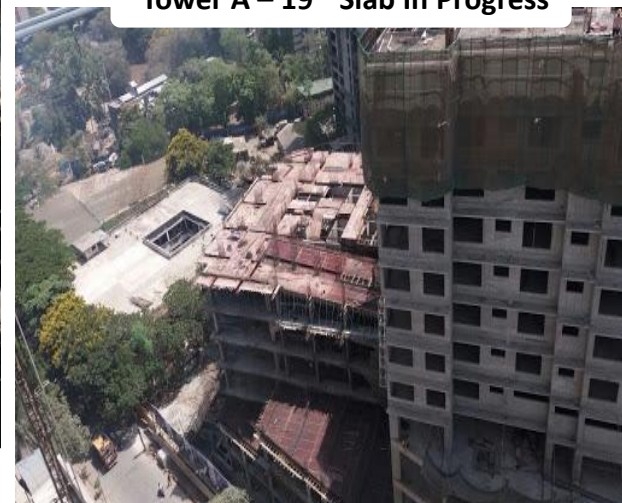
Indicative Artistic Impression



Tower B: 9th Slab In Progress



Tower A – 19th Slab In Progress

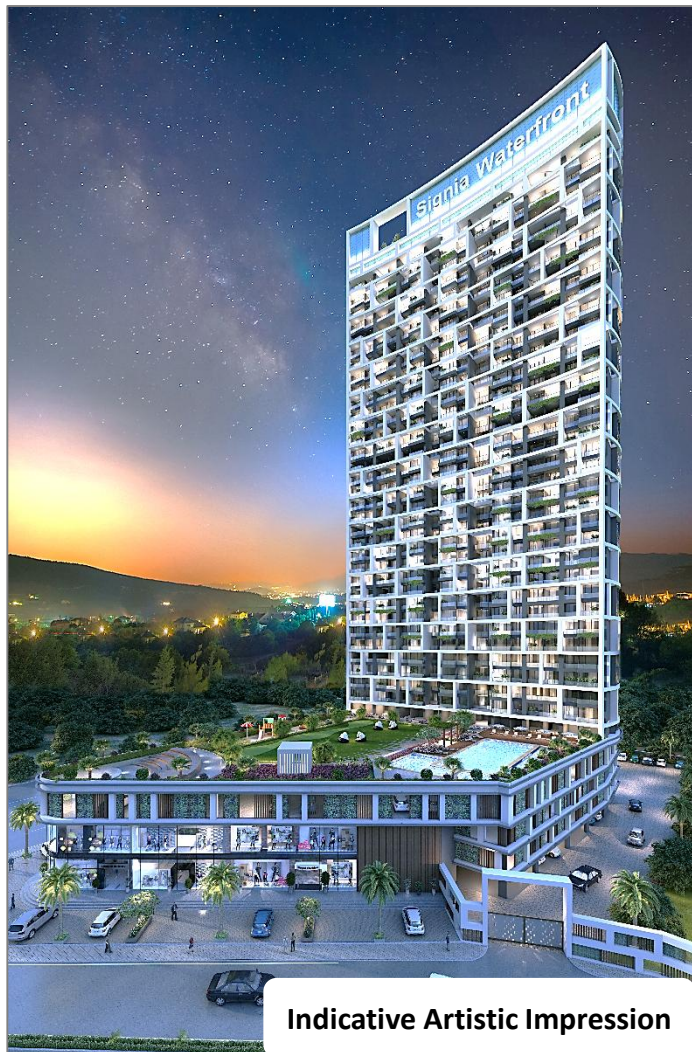


Signia Waterfront, Airoli

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



14th Slab in Progress



Actual view from site

Signia Pride, Andheri

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

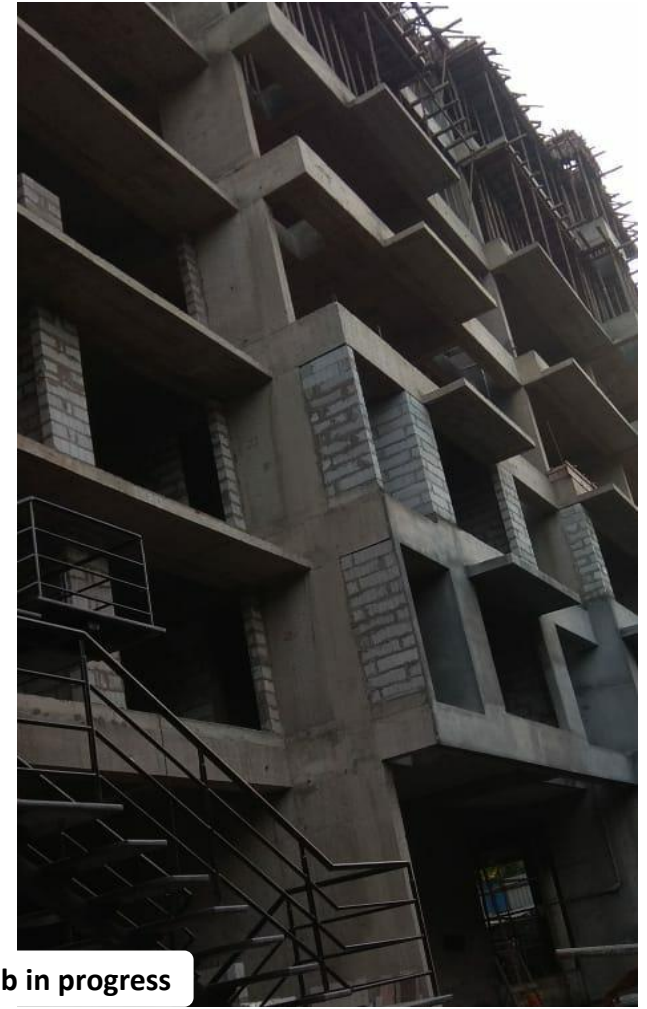
UPCOMING PROJECTS



Indicative Artistic Impression



9th slab in progress



Gilbert Hill, Andheri (E)

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Foundation Work Started

Sunteck Icon , BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Excavation Started

Thank You!

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