

SRL/BSE/\_\_\_/15-16

Date: 27<sup>th</sup> May, 2015

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

Script Code: 512179  
Sub: Revised Results Update

Sirs,

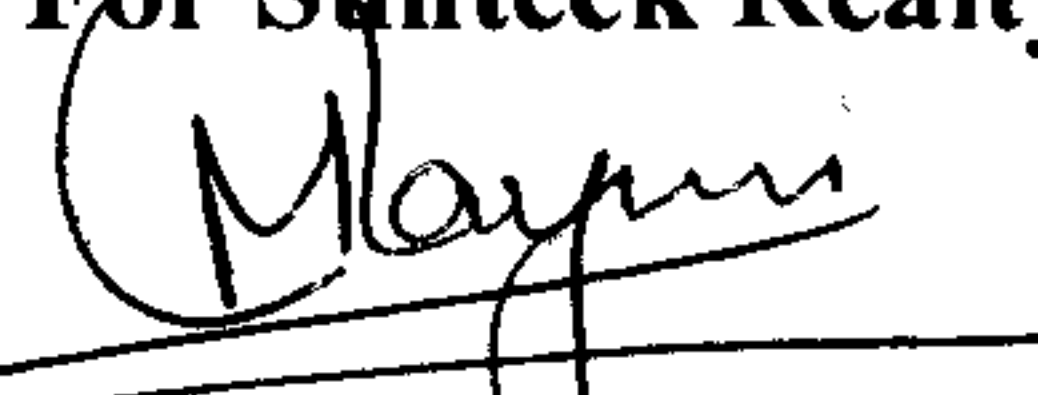
Pursuant to clause 36 of Listing Agreement please find enclosed Revised Results updates with regard to Audited Financial Results for the quarter and year ended 31<sup>st</sup> March, 2015.

The copy of the same is enclosed herewith for your records.

Kindly acknowledge the receipt of the same.

Thanking you

Yours Faithfully,  
For Sunteck Realty Limited



Authorised Signatory

Encl:a/a



Email add: [cosec@sunteckindia.com](mailto:cosec@sunteckindia.com)



# Sunteck Realty Limited

May 26, 2015

FY15  
Results Update

# Disclaimer

By attending the meeting where this presentation and any additional material provided therewith (“Presentation”) is made or by reading the Presentation, you (“Recipient”), agree to be bound by the following limitations:

This Presentation has been prepared on the basis of the estimates of the management of Sunteck Realty Limited (the “Company” or “Sunteck”), for the sole and exclusive purpose of providing information to the Recipient about the Company and its business, and is not and should be construed to be, directly or indirectly, an offer and / or an invitation and / or a recommendation and / or a solicitation of an offer to buy or sell any securities of the Company in any jurisdiction, nor shall part, or all, of this Presentation form the basis of, or be relied on in connection with, any contract or binding commitment or investment decision in relation to any securities of the Company. No Offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company. These materials are not an offer of securities for sale into the United States, Canada or Japan. Securities may not be offered or sold in the United States or to, or for the account or benefit of, U.S. persons (as such term is defined in Regulation S under the U.S. Securities Act of 1933, as amended) unless they are registered or exempt from registration. There will be no offer of securities in the United States.

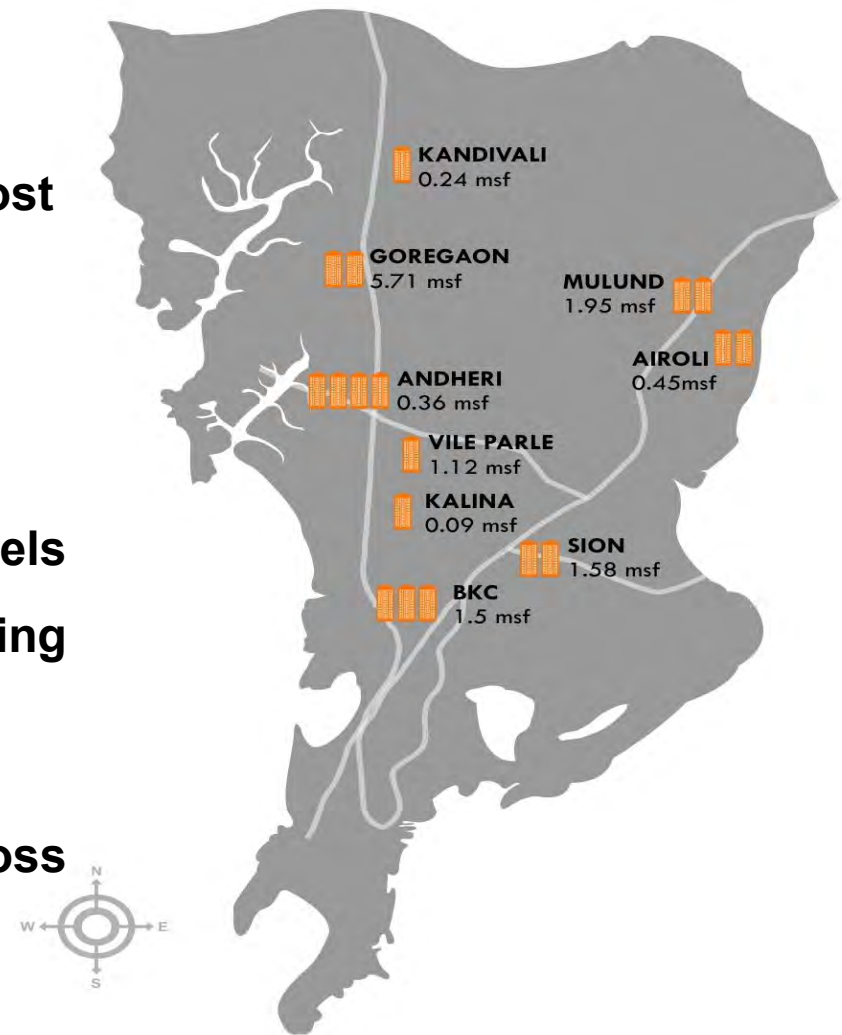
The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. This Presentation is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose without the prior written consent of the Company. The information in this Presentation is being provided by the Company solely for the purposes set out herein and is subject to change without notice. Further, this Presentation does not purport to be all-inclusive or necessarily include all the information that the Recipient desires in its evaluation of the Company. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.

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 that same 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.

The Recipient acknowledges that it shall be solely responsible for its own assessment of the market and the market position of the Company and that it shall conduct its own analysis and be solely responsible for forming its own view of the potential future performance of the business of the Company. The information contained in this Presentation is as of March 31, 2015 except as may be stated otherwise. Neither the delivery of this Presentation nor any further discussions of the Company with any of the Recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since that date. The company is not under any obligation to update the contents of this presentation or inform Recipient of any changes in the affairs of the company. The Company hereby expressly disclaims liability for any errors, inaccuracies, or omissions, and representations and warranties – express or implied, as provided within or in connection with this Presentation. Any clarifications, queries or future communication regarding the matters stated in this Presentation should be addressed to the Company directly.



- ✓ **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**



## 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

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



## 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



## Q4 & FY15 Review



- ✓ 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%              |



*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  | 681   | 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



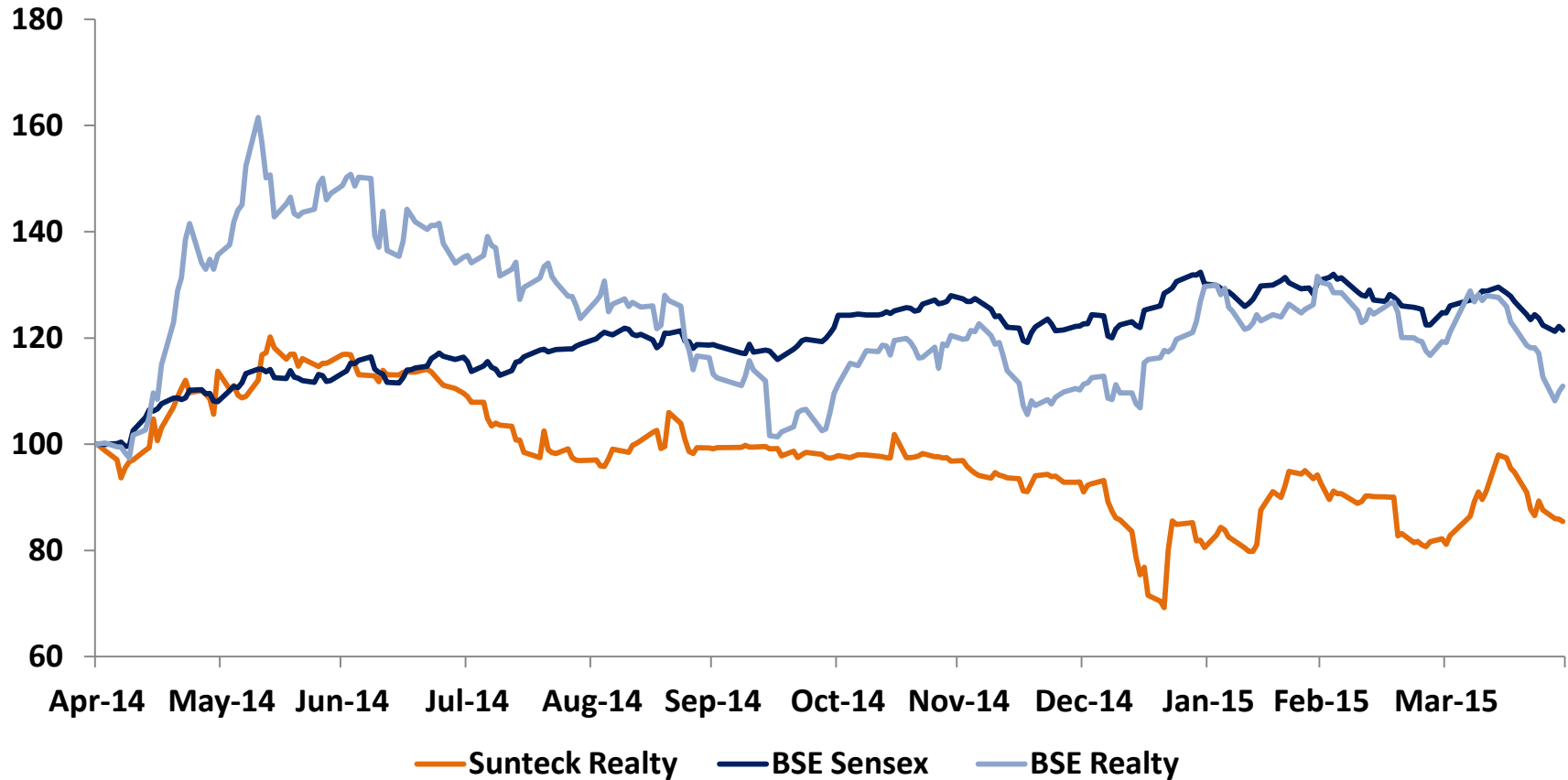
All figures in In ₹Mn

| 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



As on March 31, 2015



# Business Operations



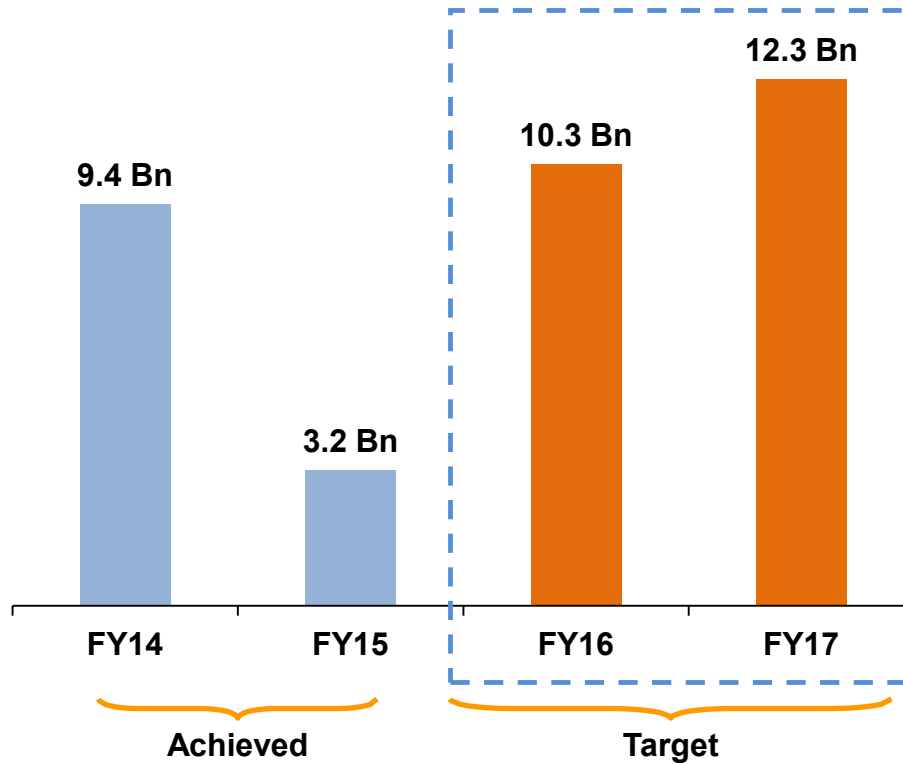
# Profitability Drivers

| S.No. | Project Name          | Pre-Sales<br>₹ Mn | Indicative Operating Margins |                         | Status                        | Est. Revenue<br>Recognition<br>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  |

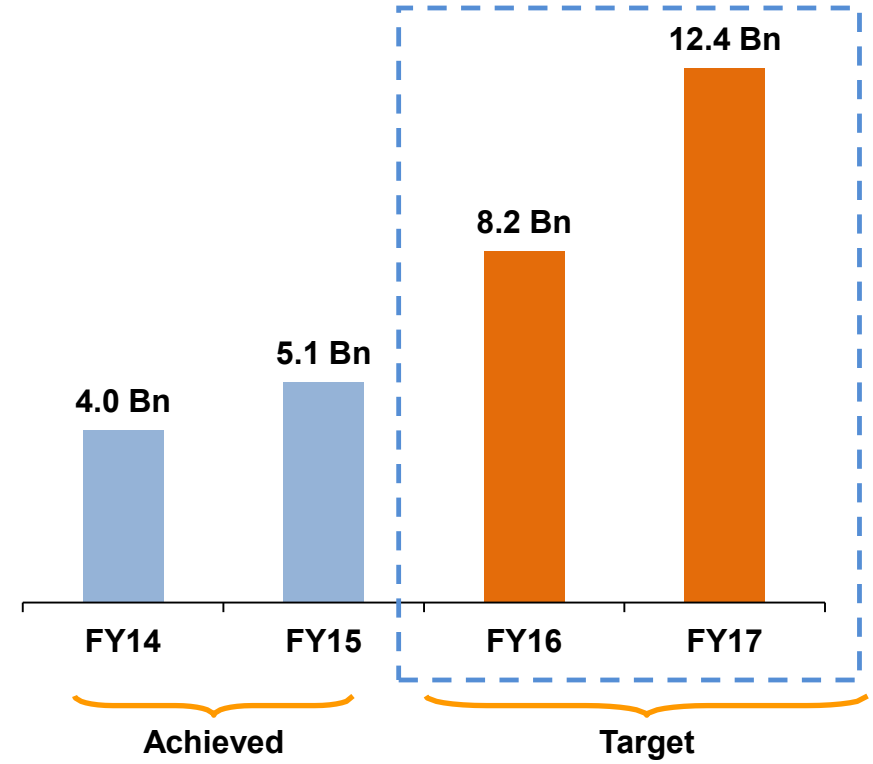
**Notes:** \*Operating Margins (from incremental sales) calculated as per the average sale price (of last 3 transactions) of respective projects



## REVENUE RECOGNITION



## PRE-SALES





# Launch Plan

**Upcoming**

| 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>                   |                                     |

**Forthcoming**

|              |                                      |              |             |      |      |               |  |
|--------------|--------------------------------------|--------------|-------------|------|------|---------------|--|
| 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> |  |

**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    |            | -          |
| 13    | Sunteck Centre II                   | NA          | In Process | 👍          | Under Process |            | -          |

**Notes:** Approvals come in stages



# Cash Flow Visibility

|                     | S. No. | Project Name<br>(Figures in ₹ Mn)   | Sale Value<br>Achieved | Balance<br>Receivables | Est. Revenue<br>Potential* |
|---------------------|--------|-------------------------------------|------------------------|------------------------|----------------------------|
| Ongoing & Completed | 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                      |
| Upcoming            | 12     | Signia Pride                        | -                      | -                      | 979                        |
|                     | 12     | Signia Orion                        | 251                    | 204                    | 1,949                      |
|                     | 13     | Sunteck Centre II                   | -                      | -                      | 1,225                      |
| <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

|   |  |   |  |
|---|--|---|--|
|    | <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 &amp; Interior Design</p> |   | <p>Well-known structural specialists</p>   |
|  | <p>Full-service architectural firm</p>   |  | <p>International construction consultancy firm</p>                               |

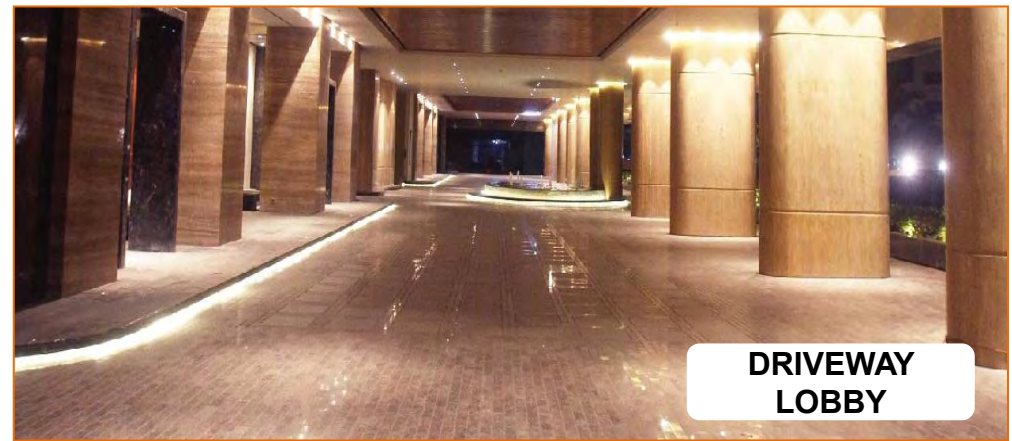


# Signature Island, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

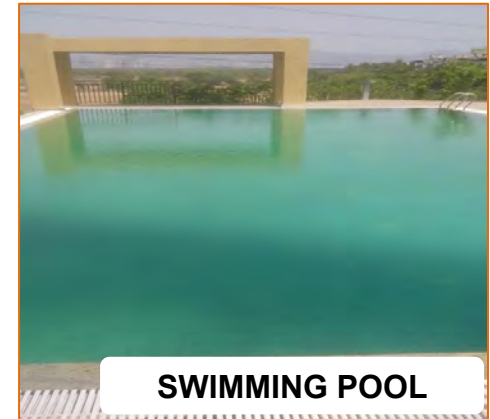
UPCOMING PROJECTS



## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS

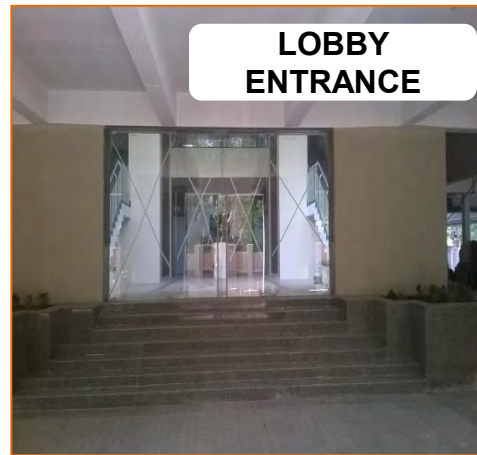


# Signia Skys, Nagpur

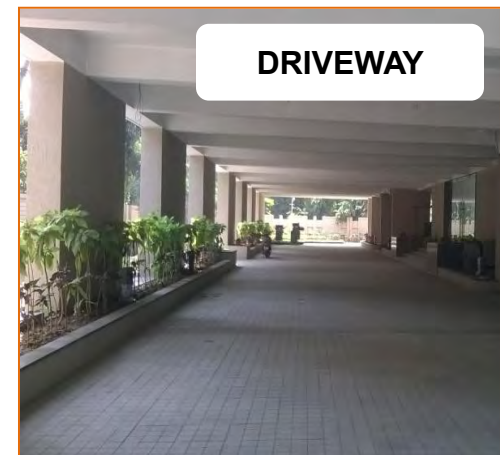
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

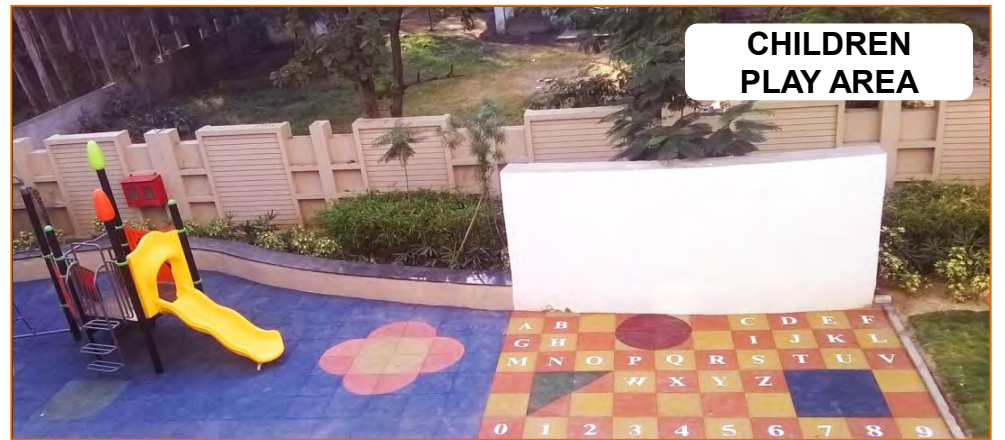
UPCOMING PROJECTS



LOBBY ENTRANCE



DRIVEWAY



CHILDREN PLAY AREA





# Commercial Projects

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



**Sunteck Centre, Vile Parle**



**Sunteck Grandeur, Andheri**



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



**Sunteck Kanaka, Goa**



## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



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



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



- ✓ 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)



## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

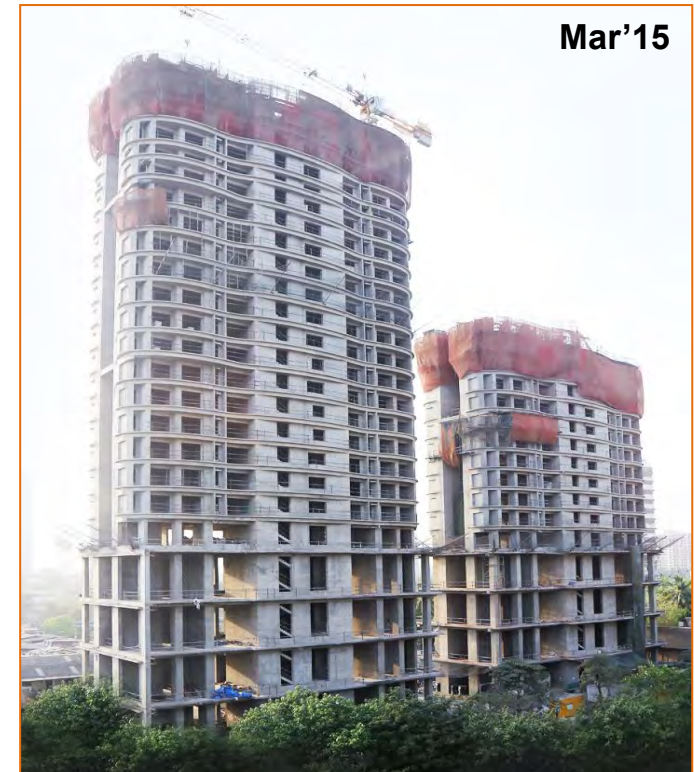
## UPCOMING PROJECTS



- ✓ Excavation permission received



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



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



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS\*

UPCOMING PROJECTS



**Indicative Artistic Impression**



**Site Layout**

*\* Construction to commence*



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



**Indicative Artistic Impression**



Mar' 14

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



Mar' 15

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



COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Site Layout





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**



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



**Indicative Artistic Impression**



# Appendix



## Uber-rich buying luxe flats in BKC

Nazeer Bharucha  
@timesgroup.com

**Mumbai:** Bandra-Kurla Complex (BKC), one of Mumbai's leading commercial business districts, is now also an enclave where industrialists, high-net-worth individuals and some of the biggest names in the corporate world have booked luxury apartments.

Property market sources say they have paid between Rs 20 crore to Rs 55 crore for uber-luxury apartments in the BKC. Some of the high-end residential projects here command as much as Rs 55,000 sq ft.

Among those who have booked duplexes here are indus-

### THE CORPORATES

- Gautam Adani
- Vikram Pandit
- Gunit Chadda
- Nimesh Kampani
- Harsh Marwala
- Jaiji Dani
- Kishore Lulla
- Ashok Wadhwa
- Pranil Jhaveri
- Mickey Doshi

Most of these ultra-high-net-worth individuals have bought these luxury pads not as an investment, but to stay here because of BKC's strategic location — sources.

Investor Gautam Adani, former Citigroup head Vikram Pandit, Deutsche Bank co-chief executive officer of Asia/Pacific, Gunit Chadda, chairman of JM Financial Nimesh Kampani, Harsh Marwala of Marico, Jaiji Dani of Asian Paints, Kishore Lulla of Eros International and Ashok Wa-

dhwa are among those who have duplexes here. "Most of these ultra-high-net-worth individuals here bought these luxury pads, not as an investment, but to stay here because of the BKC's strategic location," said sources.

These are all duplexes in Signature Island, among the three residential projects built by developer Sunteck Realty in the BKC's G Block. These apartments come in two sizes, the bigger ones are 11,000 sq ft while the smaller ones are about 7,000 sq ft.

BKC currently has just three residential projects adding up to 220 units.

► **'Lack of home units', P 6**

## 'Bandra-Kurla Complex short of home units'

► From P 1

A Cushman & Wakefield report said BKC currently does not have enough residential developments despite its marquee clientele.

The corporate clientele of BKC can be typified as high-income-earning (sometimes extending to top clients for luxury products) mid-to-top end management; this is a class of people that is purchasing power and aspirational," it said.

"Most people who work in BKC commute from far-flung suburban areas or central and south Mumbai. In terms of time taken to travel, it can easily mean one to two hours of commute during rush hour. The need to develop high-end homes in BKC and also develop it as a residential destination is imperative. Developers have currently not tapped the full residential demand of the area," it said.

The report said BKC,



### Huge gap in unit launches

There is a gaping difference between number of unit launches in BKC and non-BKC locations. Nearly 4,300 residential units have been launched in the catchment area (including BKC and non-BKC), of which only 220 units are in BKC, says the Cushman & Wakefield report.

also developed as a formal residential address, can also serve as an alternative to sub-markets such as Worli and Bandra. "Its central location and proximity to both northern and southern parts of Mumbai can draw in crowds and hence help ease urbanization pressure on the mentioned sub-markets."

## Smart-city amenities for BKC by 2017

Plan proposes free WiFi, smart parking, streetlights that dim themselves, and a mobile app for lodging complaints

**Atish Shah** (@timesgroup.com) writes: Mumbai's BKC is set to become a smart city by 2017. The area will be equipped with smart city facilities such as free WiFi, smart parking, streetlights that dim themselves, and a mobile app for lodging complaints. The plan also includes a 300-metre road to connect the BKC to the rest of the city, and a 300-metre road to connect the BKC to the rest of the city.

Smart city amenities include free WiFi, smart parking, streetlights that dim themselves, and a mobile app for lodging complaints. The plan also includes a 300-metre road to connect the BKC to the rest of the city, and a 300-metre road to connect the BKC to the rest of the city.

## BKC, Nariman Point among 50 priciest office spaces globally

Taxes News Network

Mumbai, BKC and Nariman Point are among the top 50 costliest office spaces globally according to CBRE's survey released on Tuesday.

**RENTAL PRICES GO THROUGH THE ROOF**

| Rank | Area                          | Occupancy (per sq ft per annum) |
|------|-------------------------------|---------------------------------|
| 1    | London West End               | 274                             |
| 2    | Hong Kong (Central)           | 251                             |
| 3    | Beijing (Finance Street)      | 198                             |
| 4    | Beijing (CBD)                 | 190                             |
| 5    | Moscow                        | 183                             |
| 6    | Connaught Place (West)        | 160                             |
| 7    | Hong Kong (West Kowloon)      | 154                             |
| 8    | London City                   | 153                             |
| 9    | Tokyo (Marunouchi Otchomachi) | 136                             |
| 10   | Shanghai (Pudong)             | 132                             |
| 11   | Mumbai                        | 104                             |
| 12   | Nariman Point                 | 77                              |

Although New Delhi's Connaught Place moved up two places to the sixth spot on the global top 10 rankings, it still remains the most expensive office space in India. The city's prime office space rents are up 10% over the last year, according to the report.

## CONNECTED TO A SMARTER FUTURE

**APP FOR CITIZENS**  
• It will provide access to the BKC public events, tenders and applications for parking.

**PARKING GUIDE**  
• There are 1,070 free shared parking spots, 300 for two-wheelers and 100 for cars. Another 2,000 parking spots are under construction and will take 2-3 years to be available.

**LIGHT SENSORS**  
• Light and motion sensors will monitor the brightness of light levels on people's feet and on the road.

**CCTV SURVEILLANCE**  
• All cameras will be placed at all junctions, covering a major part of A and G blocks.

## Four flyovers, 1 road to unclog BKC junction

► From P 1

M MRC plans to fund these two projects by raising loans to the tune of 50% of the cost from international finance agencies; the central government will pitch in with 20% and the state government and MMRA will provide 30% of the finance by way of equity and sub debt.

For Kalanagar, the authority has approved an elevated solution as the earlier plan to have an underground tunnel for vehicular movement did not elicit any response from bidders. The MMRA spokesman said, "The flyover will help reduce traffic snarls. A survey has revealed that every hour on an average, more than 12,000 cars crowd this BKC junction. The traffic problem will be solved by constructing four flyovers and a road at a cost of Rs 227 crore."

There will be a flyover connecting the Sea Link and BKC in each direction. The total length of these two 3-lane flyovers will be 1,888 metres. The flyover running from Dharavi towards the Western Express Highway (WEH) will join the flyover running from BKC at the second level. There will be a 3-lane flyover connecting the flyover reaching WEH. This flyover will be 2,500 metres long.

MMRA also sanctioned construction of a 300-metre-long and 12-foot-wide road running through the government land to streamline the traffic from Dharavi to Sea Link.



**THE ARMS**  
A two-lane flyover will be built to connect BKC to Kherwadi on WEH.

**Another two-lane flyover** will originate from Sion-Dharavi Link road and connect to BKC-Kherwadi flyover.

At the convergence point of both these ramps, the flyover will open up into a three-lane to reach WEH.

**A KEY LINK**  
A 300-metre road is planned from Sion-Dharavi Link Road to Sea Link via PWO offices behind Nandadeep Garden.

**3,000** smart city projects in BKC

- Smart parking
- Streetlights
- WiFi
- Mobile app

## Next year, walk into a smart BKC

MMRA's state-of-the-art project to spruce up business district

There is good news for those looking to improve conditions of BKC. The MMRA is planning to spruce up the business district in the next year. The project includes smart city amenities like free WiFi, smart parking, streetlights that dim themselves, and a mobile app for lodging complaints.

## Sena for 24x7 Special Entertainment Zones to boost nightlife

**Chaitanya Marpakwar** (@timesgroup.com) writes: A year after Yuva Sena Chief Aditya Thackeray mooted a proposal to revive Mumbai's nightlife by passing a resolution in the BMC, the Shiv Sena is now pitching for Special Entertainment Zones (SEZs).



Senas sources said with the proposal still doing the rounds of government departments, Aditya is trying to simplify the plan to revive nightlife. "This SEZ proposal is simple to implement and is an add-on to the earlier BMC resolution to let eateries and other establishments remain open 24x7. We want the government to earmark certain areas as SEZs where restaurants, shops, convenience stores and other establishments can remain open through the night. These zones will be in non-residential areas," said Arvind Sawant, Shiv Sena MP from South Mumbai.

Senas sources said the party will soon be meeting CM Devendra Fadnis to pitch the plan to him. The BMC generally had in September 2013 given its assent to Aditya's proposal to revive nightlife. "Sources said the plan is yet to be approved by the labour, urban development and home departments. The plan also suggests that carnivals like the Kaala Ghoda Art Festival could be allowed to run late into the night. Sources said existing laws, like the Shops and Establishment Act and other labour laws need amendments to notify certain areas as SEZs."



**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 new station added to the Western Line in nearly 50 years

The city's western suburban railway line will get a new station, its first in nearly fifty years, by the end of June this year.

The BMC has promised to complete work on a flyover connecting NSC exhibition centre in Goregaon on the western side to SV Road in the east by April end, allowing the Western Railway to throw open the long-delayed Oshiwara railway station.....

(Source: Mumbai Mirror 7 March 2015)

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

Will Ease Traffic Along Goregaon, Mulund Connector

Sujit Mahamkar @timesgroup.com

**BRIDGE OVER TRAFFIC**

Mumbai: Over 30,000 motorists will get relief once the flyover to be built over SV Road, at the MTNL junction in Goregaon (W), Brihanmumbai Municipal Corporation (BMC) plans to build a flyover along Goregaon-Mulund Link Road, which connects to Link Road on the other side, as the junction is a major bottleneck in the western suburbs.

A traffic survey of the spot by the bridge department found over 30,000 vehicles use the junction which connects Goregaon and Mulund, resulting in a traffic snarl at any time of the day or night.

The bridge will be constructed by the BMC at for Rs 22 crore, within the next one-and-a-half years.

The area has developed dramatically in the last decade with several malls in the vicinity, like Inorbit, Hypercity Infinity and Oberoi, increasing the traffic flow. "We have demanded a bridge here for many years as it takes 45-50 minutes just to cross the junction and the traffic jam stretches to 400 metres," said Sachin Chavan, a resident of Goregaon.

The BMC however, assured that the work will be completed within the time frame. "There was an old demand for a flyover on the junction. We will try to finish the work with least inconvenience to commuters," said SV Chitambar, additional municipal commissioner in-charge of BMC's road and bridges departments.

He was also doubtful whether work would be completed in time. "The construction of Jogeshwari and Oshiwara flyovers continued for five years. Hopefully, this will be finished as early as possible," said Chavan.

The BMC however, assured that the work will be completed within the time frame. "There was an old demand for a flyover on the junction. We will try to finish the work with least inconvenience to commuters," said SV Chitambar, additional municipal commissioner in-charge of BMC's road and bridges departments.

|  |  |                  |                             |
|--|--|------------------|-----------------------------|
| <b>458 m</b><br>Length of Proposed Flyover         | <b>11.5 m</b><br>Width of Proposed Flyover | SV Road          | Goregaon-Mulund Link Road   |
| <b>PROJECT COST   32.59 crore</b>                  |  | Proposed Flyover | Hotel Grand Sarovar Premium |
| <b>Contract Period   15 months</b> from work order |  | MTNL             |                             |

**FLYOVER SITE | Junction of Veer Savarkar Road and SV Road, Goregaon (W)**

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

## 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

Anuradha Ramamirtham  
Tymfeedback@timesgroup.com

Mumbai: Once a sleepy suburb of Mumbai, today 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. Going back to yester years, up till the late 1970s, Goregaon was sparsely populated with the main residential localities springing up in *neigars* such as Unnat Nagar, Jawahar Nagar, Motilal Nagar, Bangur Nagar, Shastrri Nagar, Siddharth Nagar, Piramal Nagar and Mahesh Nagar on the west and *wadis* like Pandurang Wadi and Jalprakash Nagar on the east. Goregaon's eastern boundary was effectively the Western Express Highway, and this is where the picturesque Anrey 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 south Mumbai to shift to Goregaon. The suburb has been a favourite among INIs over the last few years because of its central location and easy connectivity to the airport and CBDs (central business districts) of Andheri, BKC (Bandra-Kurla Complex) and Lower Parel. "Goregaon is no more a suburb far from Mumbai; it is an extension to Andheri's Lokhandwala complex," says a Kalpataru spokesperson.

Newer areas such as Dindoshi, Gokuldham, Yashodham, Saibabn Complex, Film City Road, etc, on the east, and Bangur Nagar, Lokhandwala and Link Road on the west, became the development hubs. "Goregaon (E) is also home to the recently developed area known as New Dindoshi, which includes the Nagarjuna Park (popularly known as NNP), a housing scheme for the lower middle-class segment. There are more than 30,000 people living at NNP, distributed between two zones. These are affordable housing schemes provided by the government," shares Subhankar Mitra, head - Strategic Consulting (west) at JLL India. Goregaon enjoys a highly advantageous location in terms of accessibility being bracketed on either side of the railway line by the Western Express Highway and the Linking Road.

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 mono rail, are sure to boost the connectivity of Goregaon to other suburbs, thus, reducing commuting time to central business districts like Andheri and BKC, to a minimum. Over the years, due to strategic infrastructural development, Goregaon has become a hotspot for large luxury residential complexes, business districts, shopping malls, theatres, schools and hospitals. "With the presence of a large number of malls, Goregaon has more retail floor space than any other suburb of the city and has transformed itself into Mumbai's hub for lifestyle and fashion," adds the Kalpataru spokesperson. Goregaon holds the advantage of having lower real estate property prices compared to its much crowded and highly priced counterparts like Andheri, Malad and Borivli. It is the ideal example of live, work and play. "Young, recently married couples, in their early 30s with a dual income and no kids, have largely influenced the consumer demand patterns. Goregaon is probably one of the only few locations that can offer all of this at a ticket size of Rs 60-80 lakhs for a spacious 1-BHK and under Rs 1 crore for a 2-BHK apartment in a premium residential complex with modern lifestyle amenities," says Munish Doshi, managing director, Acme Group. Unlike other suburbs, Goregaon has a massive share of green cover and open spaces like the Film City and Anrey Milk Colony. The residents in Goregaon get the feeling of being close to nature in its tranquil environment without going away from the city. Thus, it can be said that Goregaon is one suburb which strikes the perfect balance between connectivity, social infrastructure facilities and the most desired - green zone. With various government and private schools within its precincts.

PIC: VIVEK SARAMBALKAR

Developments in Goregaon

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



**QUICK BYTE**

UPCOMING INFRASTRUCTURAL DEVELOPMENTS LIKE THE GOREGAON-MULUND LINK ROAD, METRO AND MONO RAIL, WILL BOOST THE CONNECTIVITY OF GOREGAON TO OTHER SUBURBS, THUS, REDUCING COMMUTING TIME TO CBDs LIKE ANDHERI AND BKC. GOREGAON IS ONE SUBURB WHICH STRIKES THE PERFECT BALANCE BETWEEN CONNECTIVITY, SOCIAL INFRASTRUCTURE FACILITIES AND THE MOST DESIRED - GREEN ZONE.





### FM's dwellings plan to give realtors major fillip

After the government's decision to allow FDI in real estate, the FM sector is expected to witness a major fillip. The government's decision is expected to attract foreign investors to the real estate sector, which is currently dominated by domestic players. This is expected to lead to a significant increase in the number of real estate projects and, consequently, a major fillip for realtors.

**DNA Mar 15**

### Realty sector, homebuyers pin hopes on budget

The realty sector and homebuyers are pinning their hopes on the government's budget. They are expecting a relaxation in the interest rates and a reduction in the stamp duty, which would lead to a significant increase in the real estate market. This is expected to lead to a major fillip for realtors and a significant increase in the number of homebuyers.

**HT Feb 15**

## Prime addresses

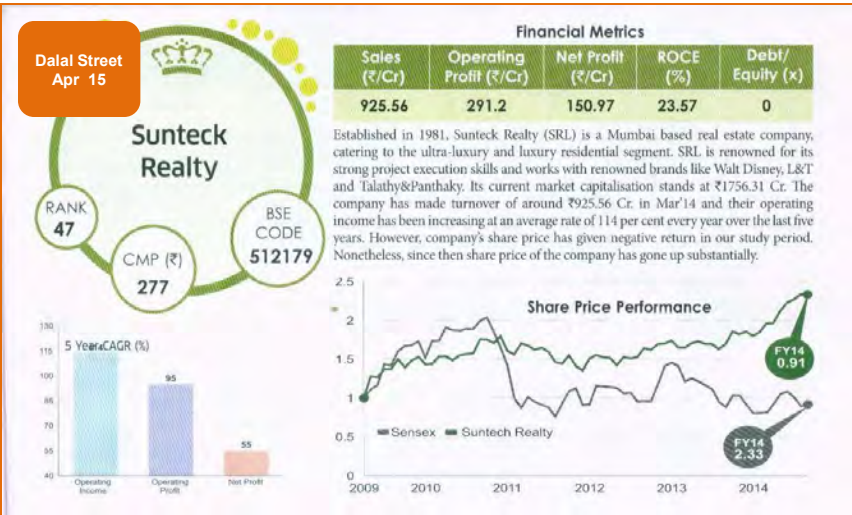
Among the super-rich, Rs 100 crore is considered a fair price to pay for the exclusivity that comes with the tag

**Archana Rao**  
 @happycorner@rediffmail.com

After a brief lull in 2013-14, due to the economic downturn and political instability the demand for high-end luxury apartments is back. In fact, the super-luxury market in Mumbai which was earlier restricted to just a few locations in south Mumbai, is now being extended to central Mumbai with high profile luxury segment launches by leading developers," says Kamal Khetan, chairman & MD of construction firm Sunteck Realty adding that the luxury segment has witnessed a significant rise in demand due to growing income levels across corporate sectors.

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 Bandra. Sunteck's six-bedroom homes in the Signature Island project at BKC are also priced at Rs100 crore. The buyers of sprawling homes have a mindset different from the rich but conservative home buyers of the 80s and 90s. "Today's buyers of big homes are much younger and richer, riding the benefits of the economic boom and keen to enjoy their wealth," says Khetan.

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



### 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% brokerage on high-value deals, where the going rate is just 3%.

Developers rely on extensive research and direct marketing for such high value projects," says Sunteck's Khetan, explaining the 'By Invitation Only' approach for class products vis-a-vis mass products, which are open to anyone who has the money.

### 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 in these projects actually command Rs100-crore, with the rest are priced much lower, the image of exclusivity pushes the sales of the lesser priced apartments in the project.

"It's just say that the Rs100-crore club is more of a fancy of the developer than the fancy of the buyer," says Pantaj Kapoor, managing director of real estate consultancy Liaise 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."

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

- At Lodha's World One, the luxury begins outdoors, with landscaped woods, organic gardens and flower walls spread across 1 lakh square feet. Fountains lead to the lobby designed by Armani, and a six-level spa-club managed by SK-Senses is on hand to rejuvenate. And Sense – everything from the door to the linen and cutlery are exclusively monogrammed for each of the residents.
- At the duplex homes at Raheja's Waveria, residents enjoy unobstructed views of the Mahalaxmi Race Course greens, a temperature-controlled swimming pool, an in-house spa, landscaped gardens with water cascades and high-tech security features.
- Omka's 1873's sky bungalows in Worli have private elevators to each home, elevated jogging tracks and a pet spa too. The homes boast plush materials of textured silk and leather, along with Italian marble, gold-leafing and handcrafted crystal chandeliers.

At Lodha'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 heads of MNC real estate consultancies, offering a good 10% brokerage on high-value deals, where the going rate for residential projects is just 3%. "Developers rely on extensive research and



Thank You!

**Corporate Office**

5th Floor, Sunteck , Centre,  
37-40 Subhash Road,  
Vile Parle (East), Mumbai – 57  
Email: [ir@sunteckindia.com](mailto:ir@sunteckindia.com)

**Investor Relations**

Sumesh Mishra  
Chief Operating Officer  
Email: [sumesh.mishra@sunteckindia.com](mailto:sumesh.mishra@sunteckindia.com)

Abhinav Srivastava  
GM – Finance & Investor Relations  
Email: [abhinav.srivastava@sunteckindia.com](mailto:abhinav.srivastava@sunteckindia.com)

