



HAMPTON SKY REALTY LIMITED

Monday, 12 February 2024

The Manager,
BSE Limited,
Department of Corporate Services,
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400001.
Email: corp.relations@bseindia.com

BSE Scrip Code: 526407

Subject: Investor Presentation

Dear Sir/Madam,

Please find enclosed herewith the Investor Presentation on the Financial Unaudited Results of the Company for the quarter and nine months ended December 31, 2023.

Please take the record of the same.

**Thanking you,
Yours Faithfully,
For Hampton Sky Realty Limited,
(Formerly known as Ritesh Properties and Industries Limited)**

**Tarandeep Kaur,
(Company Secretary)**

Encl. As above



HAMPTON SKY REALTY

HAMPTON SKY REALTY LIMITED

Investor Presentation

Q3FY24

ABOUT US

Established in 1987, **Hampton Sky Realty Ltd**, formerly known as Ritesh Properties and Industries Ltd (RPIL) is a leading company with business interests in the **Real Estate** & Fashion Industry. The company is also engaged in the exports of mobile phones to the Middle-Eastern countries.

Hampton Sky Realty is based out of Ludhiana and Delhi under the leadership of Mr. Sanjeev Arora, Chairman and managing Director of the company.

The company has commenced construction on its latest project - Hampton Narayana Superspeciality Hospital (HNSH) in Ludhiana, in collaboration with Narayana Hospitals Ltd (NHL), a renowned hospital chain headed by Dr. Devi Shetty. Some other marquee projects under development are "Hampton Plaza", coming up in an area of 200000 sqft., "Hampton estate" - commercial project spread over 12 acres with a built-up area of 500000 sqft, in Ludhiana.

The total area currently under development spans **55 acres, with a built-up area of 2.8 Million sq ft.**

Hampton Sky Realty Ltd is listed on **BSE: 526407.**



COMPANY OVERVIEW

CURRENT TOTAL SQUARE FOOT UNDER DEVELOPMENT – 2.8 Mn SQ. FT.



Residential
1.3 Mn Sq Ft



Hospital
0.2 Mn Sq Ft



Commercial
1.2 Mn Sq Ft



School
0.1 Mn Sq Ft



HAMPTON SKY REALTY

OUR MISSION

To provide "The Standard of Excellence" through knowledge, integrity, determination and results. It is our mission to consistently maintain the highest quality, honest, reliable and exceptional responsive Real Estate service.



OUR VISION

It is our goal and responsibility to provide personalized service and commitment that exceeds our clients' expectations. Our vision is to create a world-class Real Estate service that exceeds expectations, and to deliver exceptional results at the highest level.



OUR DELIVERED PROJECTS

- **HAMPTON COURT BUSINESS PARK**

25 Acres in Ludhiana on NH-5 which is Ludhiana -Chandigarh road. There are 76 Environment Friendly units running without any Pollution. Units are into the Business of Garmenting, Knitting, IT etc.

- **HAMPTON HOMES**

A residential colony, has been delivered with 672 apartments in Ludhiana. The total built up area is 712000 Sqft. Again this was delivered before the expiry of RERA deadline. These apartments are all 2 BHK made on 6 towers with 14 floors each.

- **NARAYANA E-TECHNO SCHOOL**

running with collaboration of Narayana Educational Society based out of Nellore, Andhra Pradesh. This school is CBSE accredited, having a capacity of 1500 students.

- **HAMPTON ARCADE**

Hampton Arcade an boutique shopping area with 24 shops. Running successfully.

- **WHOLESALE WAREHOUSE**

A wholesale warehouse rented out on a long lease to Walmart now known as Flipkart Wholesale.



OUR ONGOING PROJECTS

- **PHASE II OF HAMPTON HOMES**

Under construction for 464 Apartments having 312 3BHK & 152 1BHK. This project will be completed in the next 3 months. The total built up area is 550000 Sqft. Also part of this project as an exclusive club is coming up with a buildup area of 16000 Sqft. A convenience shopping center of 6000 sqft. built up area.

- **PLAY SCHOOL**

Being built with a total area of 14000 sqft and will be run in collaboration with DCM group of schools.

- **HAMPTON PLAZA**

A commercial project coming up in an area of 200000 sqft. This will have PVR theaters, retail brands, food court, play area, banqueting and many more features.

- **HAMPTON ESTATE**

A commercial project is coming up on 12 Acres of Land having a built-up area of around 500000 sqft. It is on lines of High Street concept. This is on NH-5 within Municipal Limits of Ludhiana.



HAMPTON SKY REALTY

RECENT MARQUEE PROJECT HAMPTON NARAYANA SUPERSPECIALITY HOSPITAL



Super Specialty Hospital

Partnership with Narayana Hospitals for a 200-bed super specialty hospital, emphasizing cardiology, oncology, and various medical specialties.



Training and Paperless Operations

Staff to undergo comprehensive training, ensuring paperless operations and employing state-of-the-art medical equipment.



Project Cost and Completion

Rs. 200 Cr project to be completed by FY 2025-26, delivering state-of-the-art medical treatment on NH-5 Ludhiana-Chandigarh Road.



Employment and Financial Impact

Anticipates employing 400, contributing Rs. 250 Cr annually; aims for a maximum PAT of 35% at its peak.



RECENT MARQUEE PROJECT HAMPTON HIGH STREET



Commercial Project on NH-5

Rs. 120 Cr investment, 12 acres in Ludhiana, hosts famous retail brands, anticipating profits based on market forces.



Company Values and Integrity

Rooted in "Old Yankee" virtues—hard work, dependability, trustworthiness. Pledges professional integrity, emphasizing community reputation and longevity.



Diverse Growth and Expansion

Steady revenue growth, surpassing last year's in 3 quarters. Future projects include a hospital and an Industrial Park.



Real Estate Excellence Vision

Providing "The Standard of Excellence" in real estate, focusing on knowledge, integrity, determination, and exceptional responsive service.



HAMPTON SKY REALTY

CORPORATE SOCIAL RESPONSIBILITY

"Krishna Pran Breast Cancer Charitable Trust" formed in 2005, to alleviate the suffering of cancer patients, especially the underprivileged.

More than 250 cancer patients have been treated free of cost under the trust. Cancer patient once adopted by Trust is treated if treatment is required in his/her life. Many camps in Rural and urban areas have also been held.

During Covid, Trust has helped a lot to Ludhiana District Administration by providing Ambulances, PPE Kits & Sanitizers. Also, Trust has donated Ventilator & Dialysis Machine to Dr BR Ambedkar State Institute of Medical Sciences, Mohali.



MEET OUR PROMOTERS



SANJEEV ARORA

MANAGING DIRECTOR

In Business since 1986, MP Rajya Sabha, excels in infrastructure, business, and Femella brand leadership, contributing significantly to Ludhiana's development.



KAVYA ARORA

EXECUTIVE DIRECTOR

A graduate of The George Washington University School of Business, Kavya is also a director at Femella since 2009, and is currently serving as an executive director at Hampton Sky Realty.



AWARDS

PARMAN PATRA

BY PUNJAB GOVERNMENT

for Exemplary services to Sanjeev Arora (Managing Director)

BEST INDUSTRIAL PARK DEVELOPMENT

BY PUNJAB GOVERNMENT

During Covid, Trust has helped a lot to Ludhiana District Administration by providing Ambulances, PPE Kits & Sanitizers. Also, Trust has donated Ventilator & Dialysis Machine to Dr BR Ambedkar State Institute of Medical Sciences, Mohali.



HAMPTON SKY REALTY

ADVANTAGE INDIA



ROBUST DEMAND

- According to Savills India, real estate demand for data centres is expected to increase by 15-18 million sq. ft. by 2025.
- The sale of luxury homes in India increased by 130% in the first half of 2023 compared to the corresponding period of the previous year.
- Organised retail real estate stock is expected to increase by 28% to 82 million sq. ft. by 2023.



ATTRACTIVE OPPORTUNITIES

- As per ICRA estimates, Indian firms were expected to raise >Rs. 3.5 trillion (US\$ 48 billion) through infrastructure and real estate investment trusts in 2022, as compared with raised funds worth US\$ 29 billion to date.
- Private market investor, Blackstone, which has significantly invested in the Indian real estate sector (worth Rs. 3.8 lakh crore (US\$ 50 billion), is seeking to invest an additional Rs. 1.7 lakh crore (US\$ 22 billion) by 2030.



POLICY SUPPORT

- Driven by increasing transparency and returns, there's a surge in private investment in the sector.
- The Government has allowed FDI of up to 100% for townships and settlements development projects.
- In the Union Budget 2023-24, a commitment of Rs. 79,000 crore (US\$ 9.64 billion) for PM Awas Yojana has been announced, which represents a 66% increase compared to the last year.

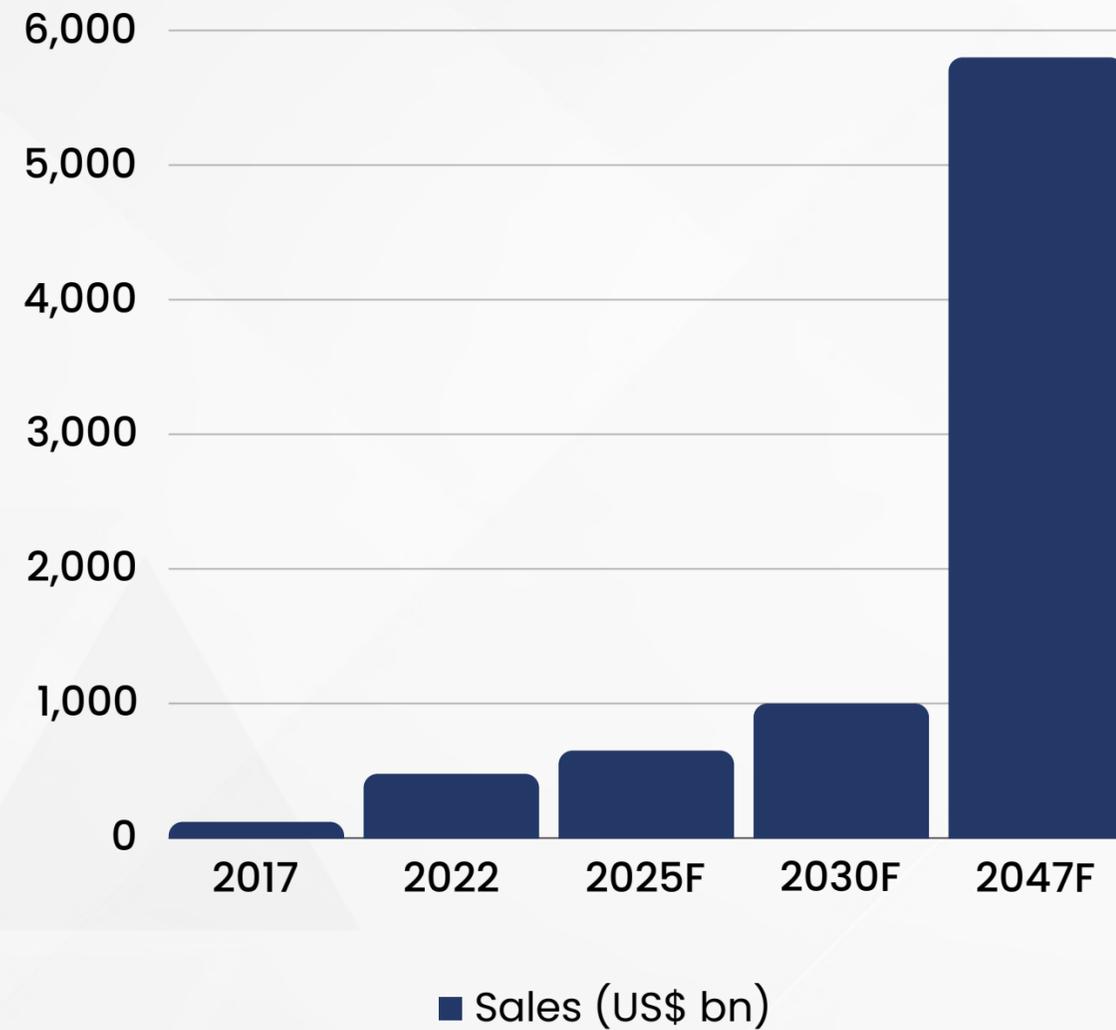


INCREASING INVESTMENTS

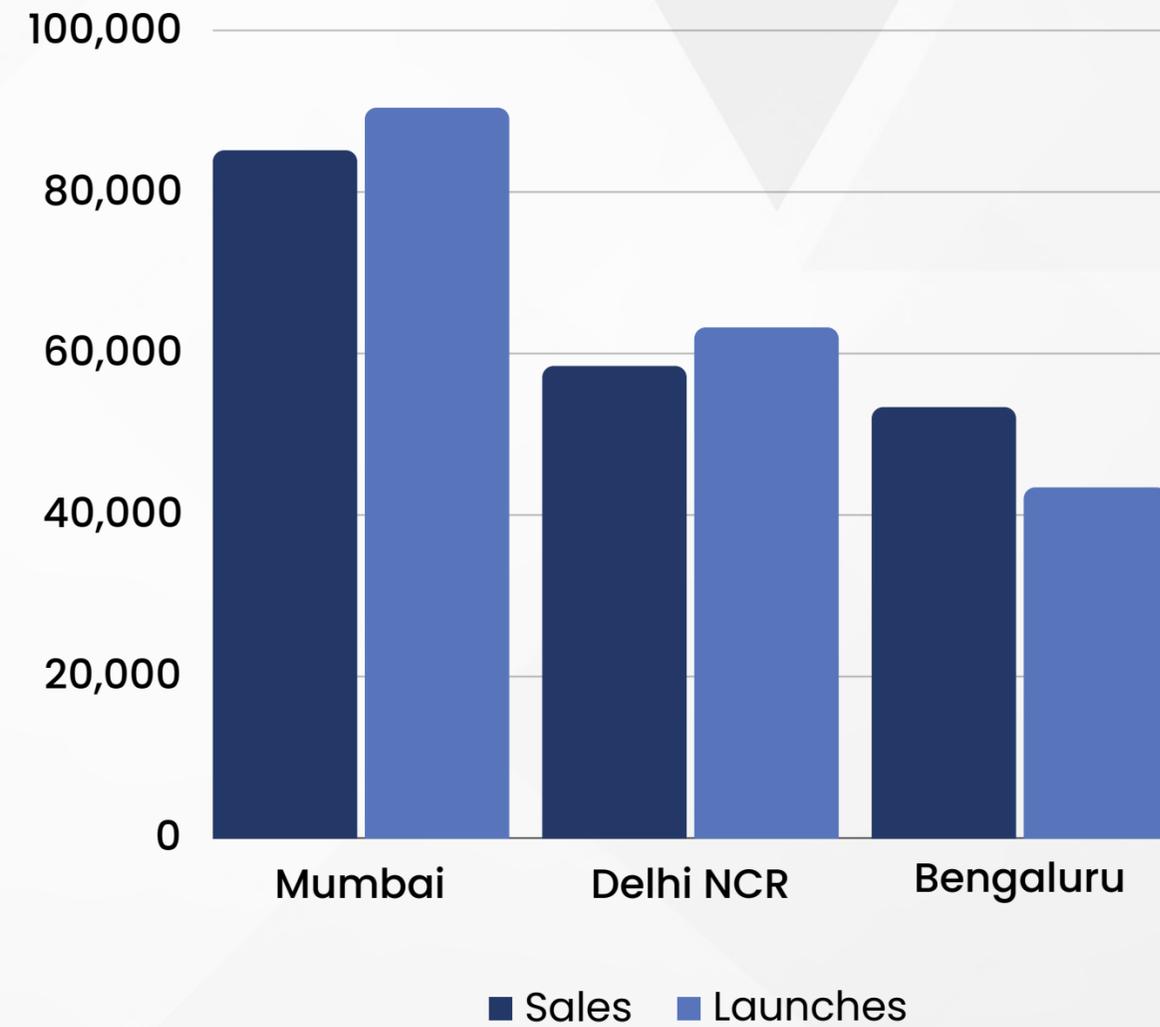
- The Private Equity Investments in India's real estate sector, stood at US\$ 4.2 billion in 2023.
- FDI in the sector (including construction development & activities) stood at US\$ 56.03 billion from April 2000-March 2023.
- The Indian real estate sector witnessed strong private equity (PE) investments of US\$ 1.92 billion in Q2 of 2023.

REAL ESTATE MARKET SIZE

Market size Of Real Estate in India

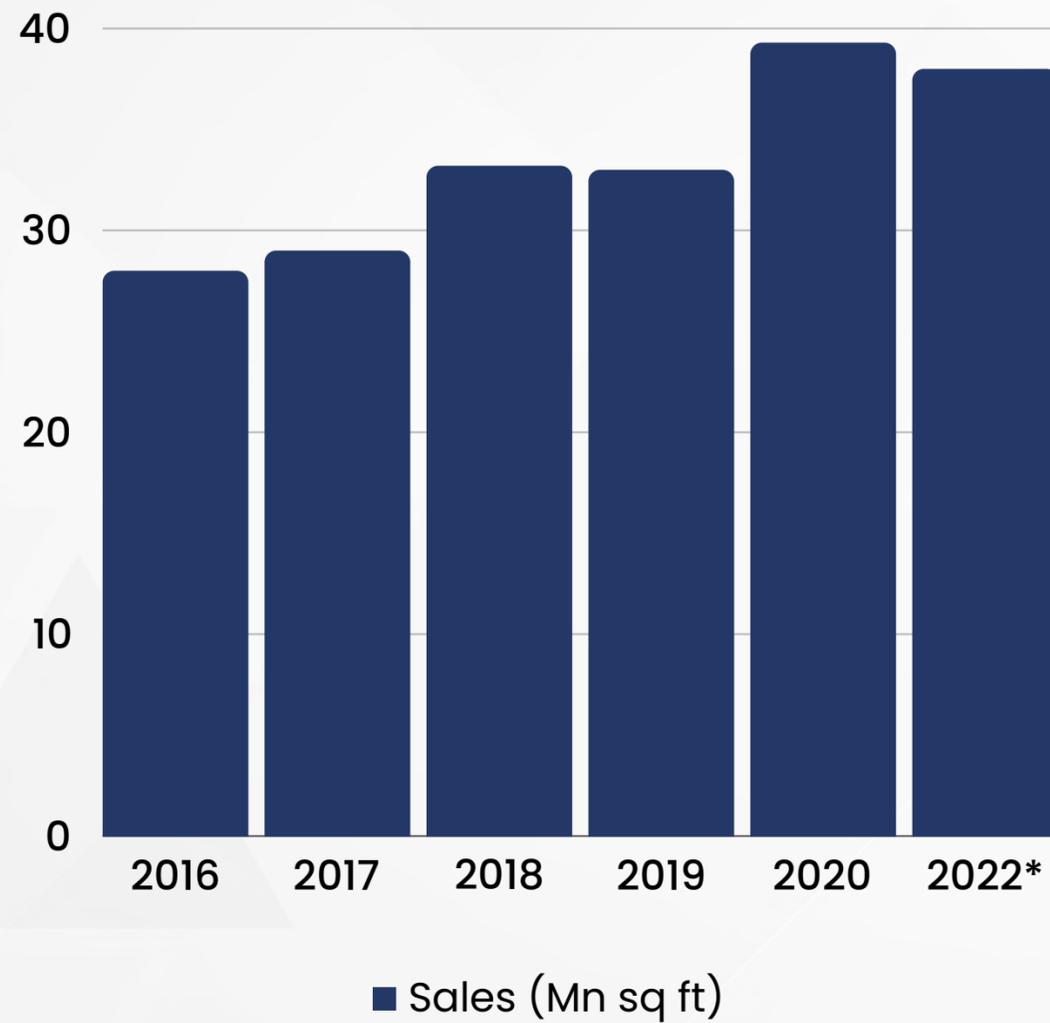


Cumulative Housing Sales and Launches in Top 3 Cities 2022-23

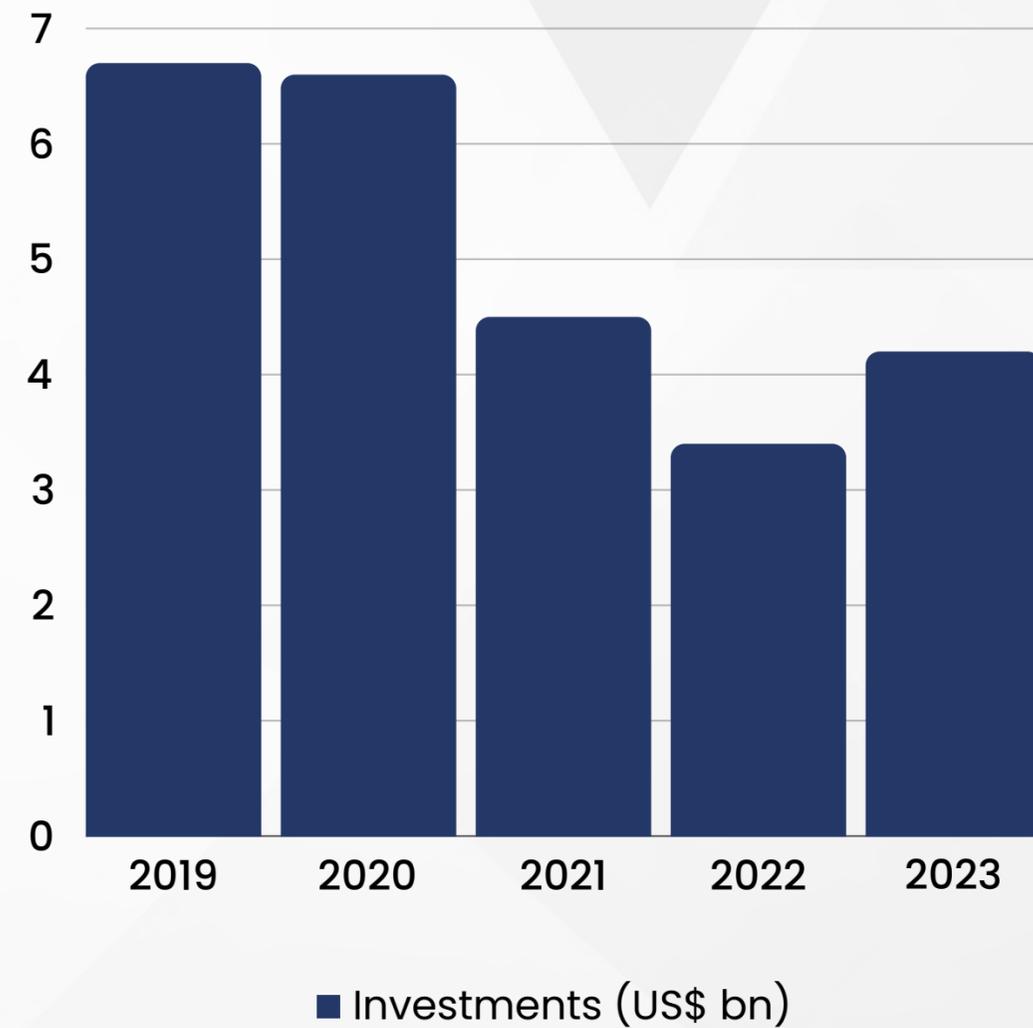


KEY TRENDS

Demand for Commercial Space In Top 8 cities



PE/VC Investments in Indian Real Estate

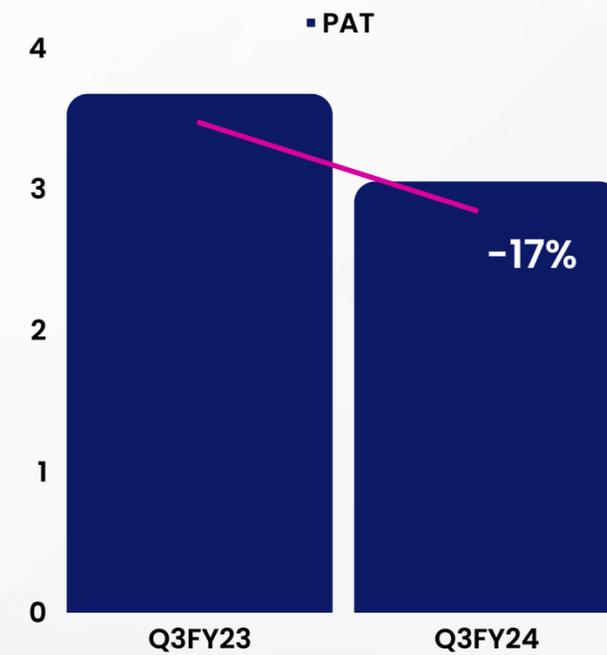
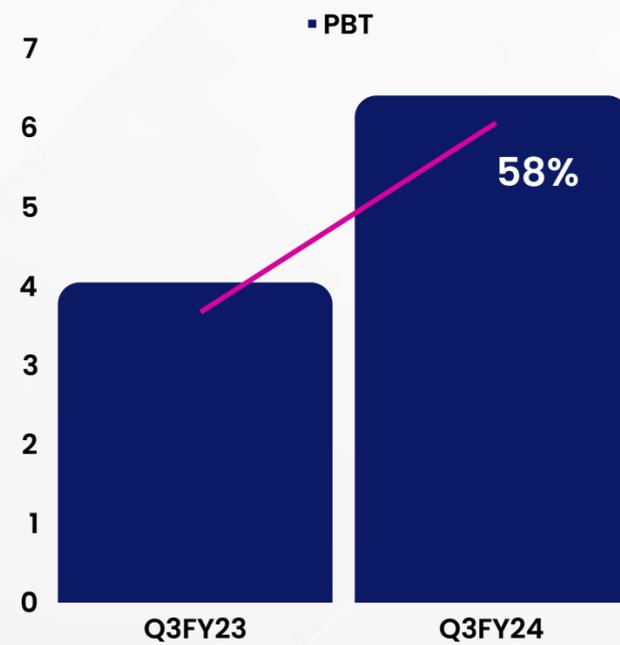
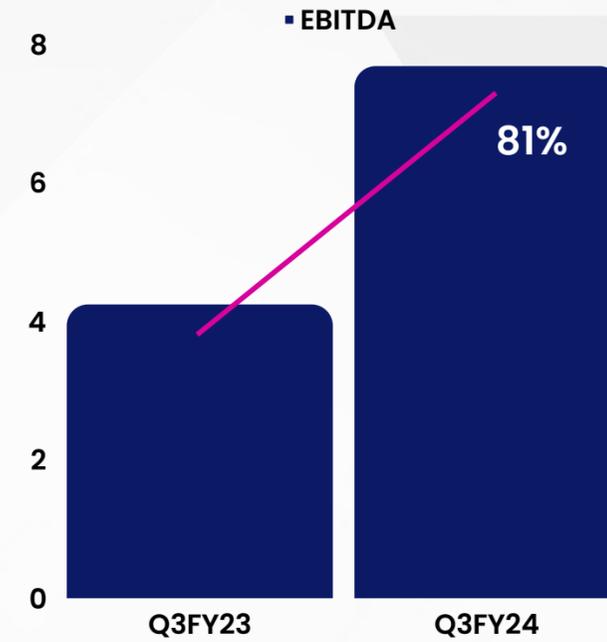
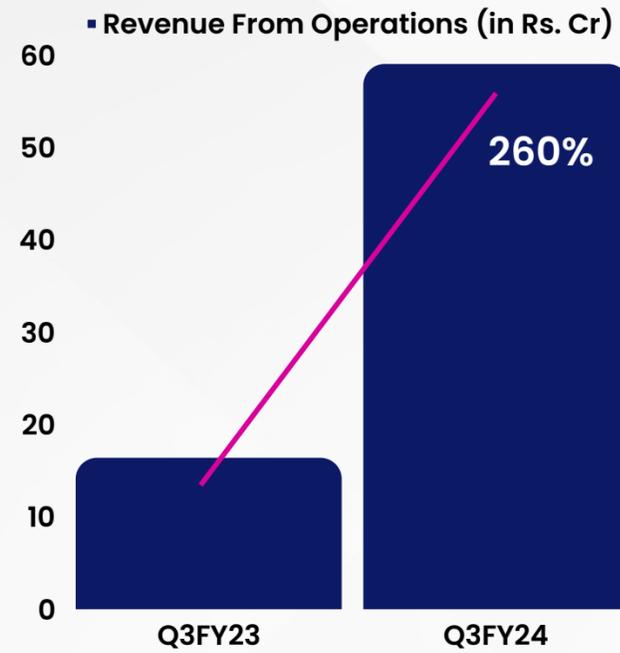




INCOME STATEMENT HIGHLIGHTS

Particulars (Rs. Crores except EPS)	Q3FY24	Q3FY23	YoY%	Q2FY24	9MFY24	9MFY23	YoY%
Revenue from Operations	59.02	16.39	260%	61.78	155.16	58.06	167%
Other Income	0.58	0.55		1.3	2.38	3.06	
Total Revenue	59.6	16.94	252%	63.08	157.54	61.12	158%
Total Expenses excluding Depreciation, Amortization & Finance Cost	51.92	12.7		59.47	142.88	49.34	
EBITDA	7.68	4.24	81%	3.61	14.66	11.78	24%
EBITDA Margin (%)	12.89%	25.03%		5.72%	9.31%	19.27%	
Depreciation & Amortization	0.18	0.15		0.17	0.51	0.41	
Finance Cost	1.1	0.05		1.37	2.97	0.38	
PBT before Exceptional Item	6.4	4.04		2.07	11.18	10.99	
Exceptional Items	0	0		0	0	0	
PBT	6.4	4.04	58%	2.07	11.18	10.99	2%
Tax	3.35	0.37		-0.57	2.30	-1.12	
PAT	3.05	3.67	-17%	2.64	8.88	12.11	-27%
PAT Margin %	5.12%	21.66%		4.19%	5.64%	19.81%	
Other comprehensive profit / loss	0.01	0.006		0.008	0.06	0.01	
Net PAT	3.06	3.68	-17%	2.65	8.93	12.12	-26%
Diluted EPS	0.05	0.05		0.01	0.11	0.20	

FINANCIALS SUMMARY – Q3FY24

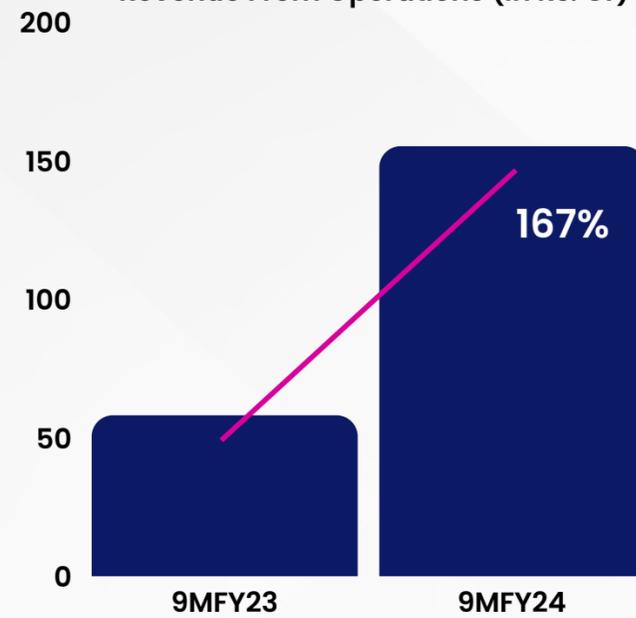


*PAT fell YoY due to deferred tax adjustment

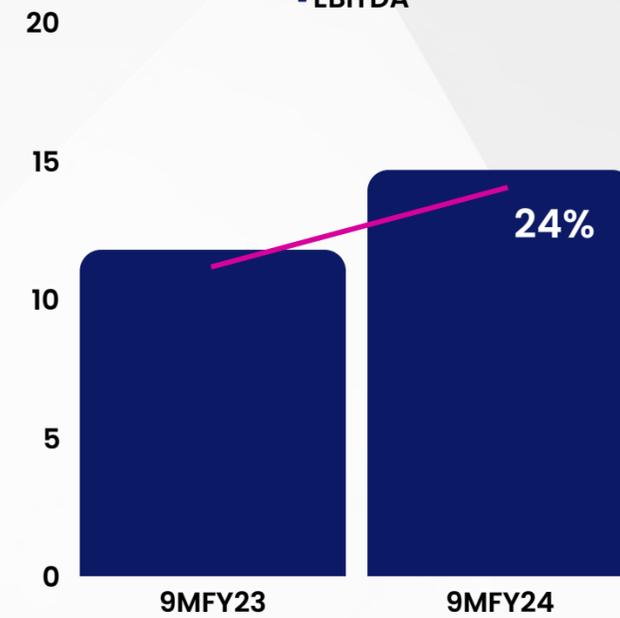


FINANCIALS SUMMARY – 9MFY24

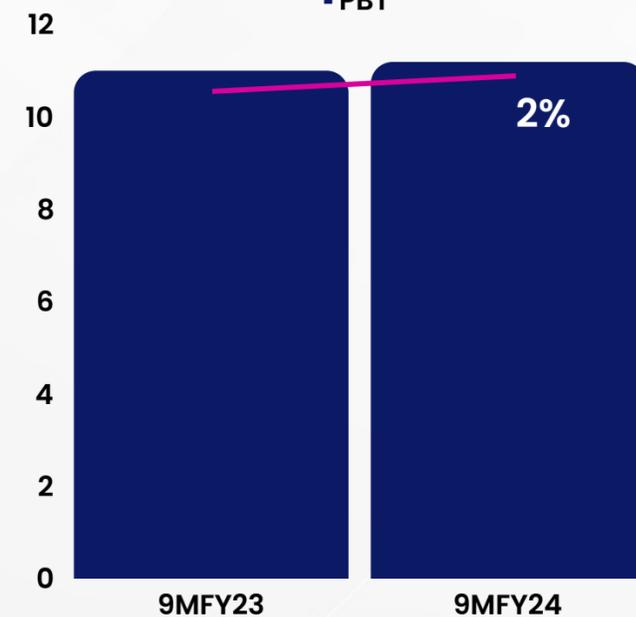
Revenue From Operations (in Rs. Cr)



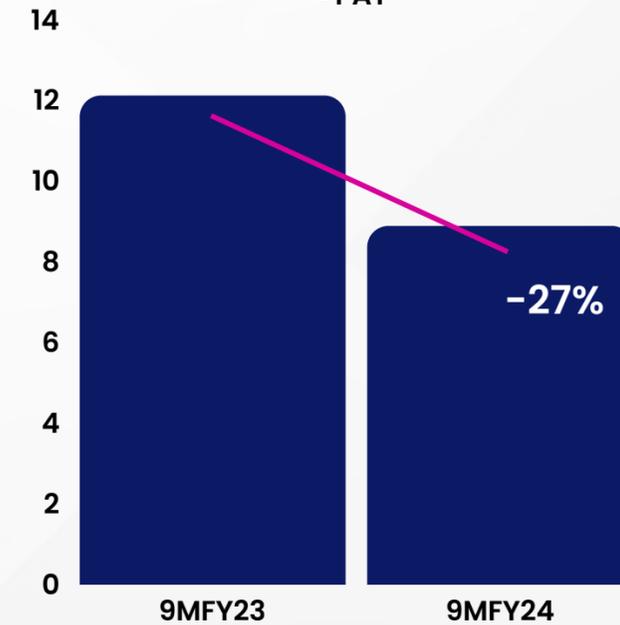
EBITDA



PBT



PAT

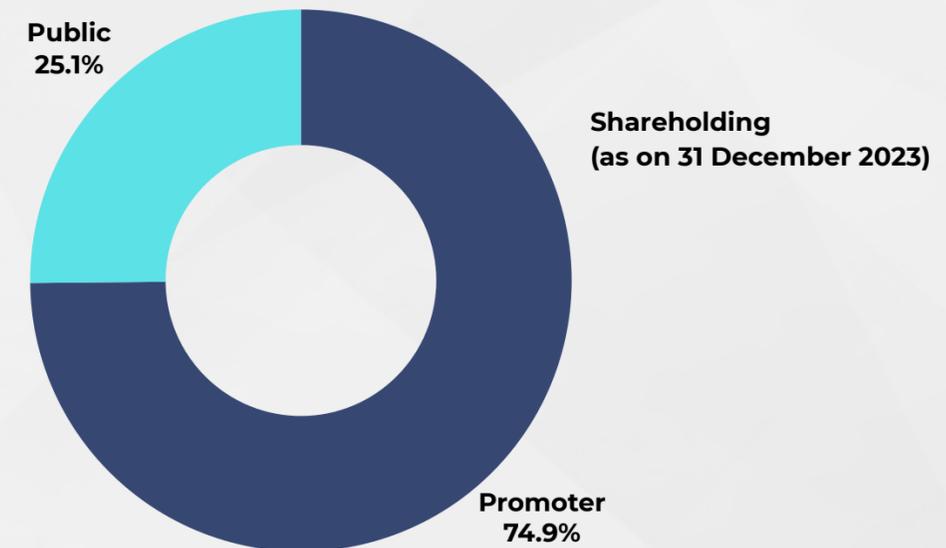


CAPITAL MARKETS DATA



Price Data (as on close 31 January 2024)	
Face Value (INR)	1.00
Market Price (INR)	47.04
52 Week (High/Low) (INR)*	59.00/33.00
Market Cap (in Cr)	1289.87
Average Daily Volume (12 months)	73857

Shareholding Pattern



DISCLAIMER

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve several risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding the success of our investments, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, our ability to successfully implement our strategy, our research and development efforts, changes in the value of the Rupee and other currency changes, intense competition in the industry including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, industry segment concentration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. Hampton Sky Realty Limited may, from time to time, make additional written and oral forward-looking statements, including statements contained in the company's filings with the Securities and Exchange Board of India, Stock Exchange, and our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company.





HAMPTON SKY REALTY

THANK YOU

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