

**SRL/SE/4/20-21**

**Date: 22<sup>nd</sup> April, 2020**

**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**

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

Dear Sir,

**Sub: Updates**

Pursuant to provisions of the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2014, please find attached copy of Company Factsheet. Further, the copy of the aforesaid shall be available on website of the Company.

Kindly take the same on record.

Thanking You,  
**For Sunteck Realty Limited**

**Rachana Hingarajia**  
Company Secretary

## STOCK PROFILE

Sector	Realty
Issued shares (cr)	14.64
Share Price* (₹)	211.80
Market Cap* (₹ cr)	3,100.16
52-week range (₹)	532.00-164.05

As on 9<sup>th</sup> April 2020

## SHAREHOLDING PATTERN (%)

Promoter	67.14
Public	32.86

As on Dec 2019

## ABOUT US

- One of the fastest growing Mumbai-based premium real estate development company with experienced promoter, research-based project acquisition strategy, premium brand, strong execution and healthy balance sheet
- Focused on a city-centric development portfolio of ~30 million sq. ft. spread across 26 projects (completed, ongoing and future)
- Four brands catering to products from uber luxury to aspirational luxury segments
- Successfully delivered projects worth > Rs 7,000 crores
- One of the strongest balance sheets in real estate with negligible debt levels and visible cash flows
- Long Term Credit Rating of AA- & Short-Term Credit Rating of A1+ by CARE & FITCH

## BRAND POSITIONING – FROM UBER LUXURY TO ASPIRATIONAL LUXURY

RESIDENTIAL

Signature

Uber Luxury Residences

SunteckCity

Premium Luxury Residences  
(Mixed-use Township)

Signia

Ultra Luxury Residences

SunteckWorld

Aspirational Luxury Residences  
(Mixed-use Township)

COMMERCIAL

Sunteck

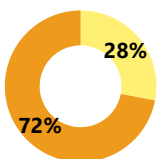
Commercial & Retail

## PROJECTS DETAILS

### Research based strategy of getting into new locations with upside potential

Unlocked value in 3 locations identified by the Company at BKC (Residential) in 2006, Oshiwara District Centre (Mixed Use) in 2010 and Naigaon (Mixed Use) in 2017. Sunteck continues to identify such locations with mispricing and growth prospects.

- ~30 Million Sq. Ft
- 26 Projects
- 09 Years of Real Estate



Commercial & Rental

Residential



### BKC

5 projects of ~1.7 msf worth ~Rs 5,900 cr

- ~80% of sales already achieved
- Occupation Certificate received for all three buildings
- Implied IRRs of sold inventory at proportionate cost incurred are in the 46-60% range

### ODC, Goregaon (W)

6 projects of ~6 msf worth ~Rs 4,500 cr and rental portfolio potential

- Initial launch at ~Rs 8,000/sq. ft. Recent selling price ~Rs 15,000/sq. ft.
- ~70% of launched inventory already sold
- Annuity income potential targeted in the range of Rs 500 – 525 cr from ~2.8 mn sq. ft. at 5th Avenue (Investment required ~Rs 1,600 cr)

### Naigaon

~12msf of overall development potential worth ~Rs 6,000 cr

- 100 acres land with potential to generate ~Rs 1,800 cr surplus
- Strong sales response in Sunteck West World (Phase 1) & Sunteck Maxx World (Phase 2)

## INVESTMENT RATIONALE

**Balance Sheet Strength**

- Low leverage and cost of debt
- Financial discipline

**Efficient RoE & Asset light development strategy**

- High RoE sustained in capital intensive MMR
- JV / JDA / DM model preferred

**Project acquisition strategy**

- Research based acquisitions.
- Proven ability to predict growth areas ahead of the curve.
- Acquisitions done during peak recession

**Inhouse Construction Capability**

- Independent execution teams for various brands
- Enables firm control on construction costs, quality and time

**MMR / City-centric focus**

- Focus on high value Mumbai Metropolitan Region (MMR)
- City-Centric locations outside Mumbai

**Premium Positioning**

- Four brands across the pricing spectrum catering to products from uber luxury to aspirational luxury segments
- Delivered projects that changed the profile of the entire locale

**STRONG CASH FLOW VISIBILITY**

Figures pertain to Q3 FY20

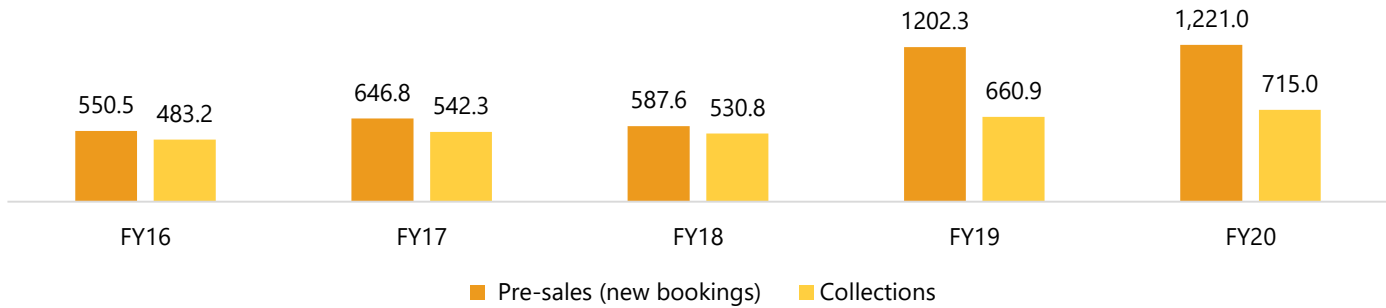
Values represent SRL share (₹ cr)

S.No.	Project	% of units sold	Unsold area (mn sq ft)	Estimated inventory value	Estimated costs yet to be incurred
Completed (Receivables – Rs. 473 cr. ; Estimated operating cash flows – Rs. 2,188 cr. )					
1	Signature Island, BKC	75%	0.17	1,065	0
2	Sunteck Grandeur, Andheri (W)		0.00	0	0
3	Sunteck Kanaka, Goa		0.02	20	0.5
4	Signia Skys, Nagpur	64%	0.02	14	0.5
5	Signia Isles, BKC	96%	0.01	57	0
6	Signia Pearl, BKC	76%	0.09	416	5
7	Signia High, Borivali (E)	49%	0.11	149	1
Ongoing – Residential (Receivables – Rs. 755 cr. ; Estimated operating cash flows – Rs. 2,420 cr. )					
1	Sunteck City, Ave.1, Goregaon (W)	65%	0.25	368	21
2	Sunteck City, Ave.2, Goregaon (W)	74%	0.16	245	100
3	Sunteck City, 4 <sup>th</sup> Ave., Goregaon (W)	18%	0.75	1,119	463
4	Sunteck West World, Naigaon	75%	0.29	240	181
5	Signia Waterfront, Airoli	59%	0.06	78	8
6	Sunteck Gilbert Hill, Andheri (W)	13%	0.05	102	12
7	Sunteck Maxx World, Naigaon		1.48	741	443
Ongoing – Commercial (Receivables – Rs. 46 cr. ; Estimated operating cash flows – Rs. 500 cr. )					
1	Sunteck Crest, Andheri (E)		0.10	209	48
2	Sunteck Icon, BKC		0.08	210	100
3	Sunteck Gateway 51, BKC		0.11	275	92
Upcoming (Estimated operating cash flows – Rs. 3,170 cr. )					
1	Andheri West - New Acquisition		0.51	1,414	438
2	Sunteck City, 6 <sup>th</sup> Ave., Goregaon (W)		1.00	1,500	550
3	Sunteck World Balance (Naigaon)		6.19	3,093	1,850

- Sunteck's unsold inventory potential (estimated sales value) from completed and nearing completion projects is ~Rs 2,800 cr in the residential segment (BKC, High, ODC Ave. 1 and 2, Waterfront, Gilbert Hill and West World)
- Almost ~70% of the inventory in the total completed and total ongoing residential portfolio is less than or equal to Rs 3 cr including 4<sup>th</sup> Avenue and Maxx World.

## OPERATIONAL DATA

(₹ cr)



## FINANCIAL HIGHLIGHTS

## P&amp;L (CONSOLIDATED)

## CONSOLIDATED BALANCE SHEET

(₹ cr)

P&L (consolidated)	9MFY20	9MFY19
Revenue from Operations	503	587
EBITDA	153	275
<b>Operating Margin</b>	<b>30%</b>	47%
Profit after tax	100	163
<b>Net Profit Margin</b>	<b>20%</b>	28%

Liabilities	H1FY20	FY19	Assets	H1FY20	FY19
Shareholders Funds	2,872	2,834	Trade Receivables	366	314
Minority Interest	95	91	Inventories	2,656	2,632
Secured Loans	676	586	Loans & Advances	121	61
Unsecured Loans	62	49	Cash & Bank balances	127	148
Others	369	363	Others	807	768
<b>Total</b>	<b>4,075</b>	<b>3,923</b>	<b>Total</b>	<b>4,075</b>	<b>3,923</b>

## STRONG GROWTH IN KEY METRICS

(₹ cr)

## 103% CAGR in EBITDA and 98% CAGR in PAT in 6 years!

Particulars	FY13	FY19	FY19 over FY13 (CAGR growth)
<b>Net Sales</b>	<b>50</b>	<b>891</b>	<b>↑ 62%</b>
<b>EBITDA</b>	<b>5</b>	<b>378</b>	<b>↑ 103%</b>
- Margin	11%	42%	<b>↑ 3166bps</b>
<b>PAT</b>	<b>4</b>	<b>241</b>	<b>↑ 98%</b>
- Margin	8%	27%	<b>↑ 1909bps</b>
Networth	400	2,834	<b>↑ 39%</b>
Market Capitalization	~2,500	~6,740	<b>↑ 18%</b>

If you have any questions or require further information, please contact: [ir@sunteckindia.com](mailto:ir@sunteckindia.com)

**Safe Harbor:** Certain statements in this document that are not historical facts, are forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, industry risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Sunteck Realty Ltd. will not be responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.