

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

Sub: Investor Presentation on Q2FY20 results

Dear Sir / Madam,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed the Investor Presentation with regard to unaudited Financial Results for the quarter and half year ended 30th September, 2019.

In this regard, please note that it has come to our notice that there was some overlapping of text in the slides while uploading the earlier presentation. There is no change in the data / financial numbers provided in the presentation uploaded.

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





Results Presentation
2nd Quarter, FY2020

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

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The audited consolidated financial statements for Fiscals 2016 onwards 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.

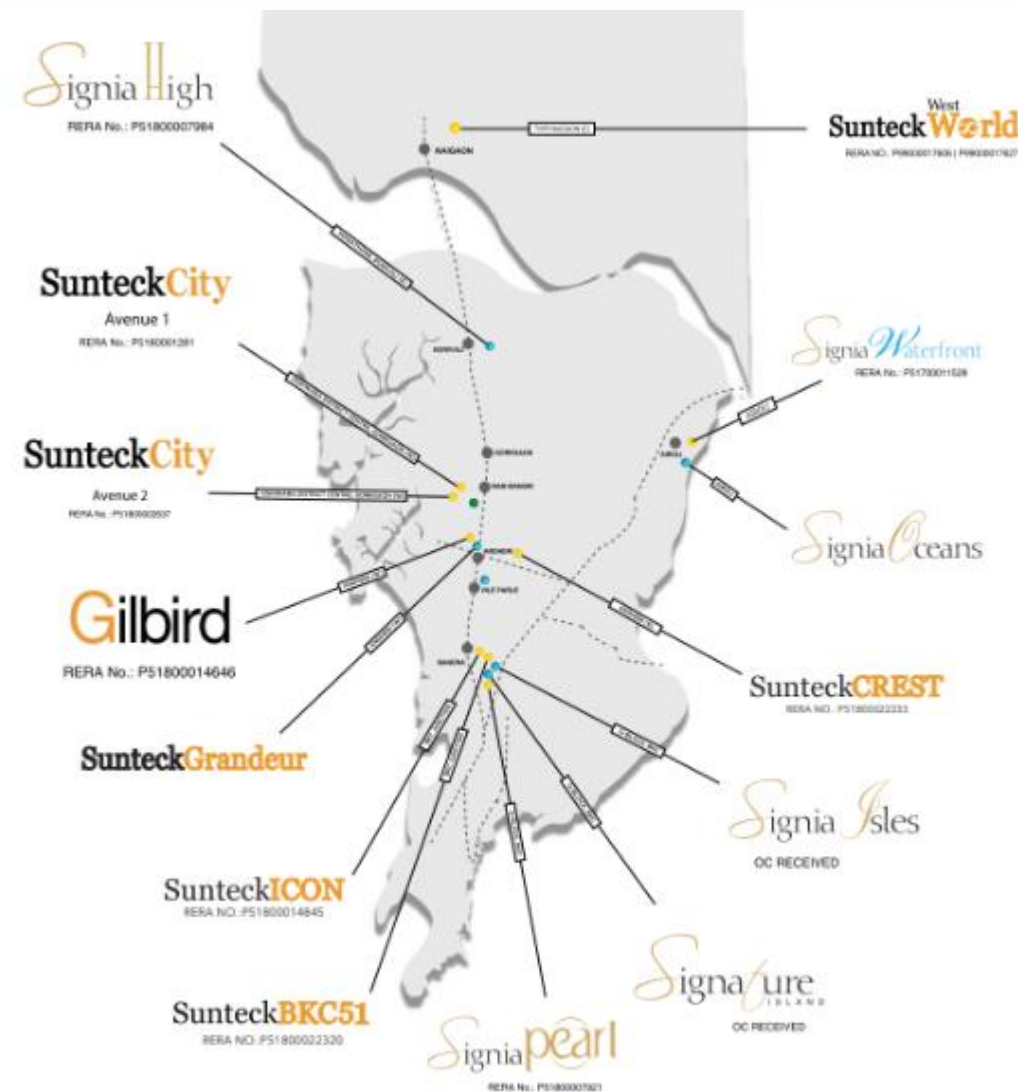
AGENDA

1. Company Overview
2. Operational Highlights
3. Financial Highlights
4. Annexures

COMPANY OVERVIEW

- One of the **fastest growing** Mumbai-based premium real estate development company
- Focused on a city-centric development portfolio of **~31 million sq. ft. spread across 26 projects***
- Successfully delivered projects worth **>USD 1 billion**
- One of the strongest balance sheets in real estate with **negligible debt levels and visible cash flows**

**Includes completed, ongoing and future projects*



KEY STRENGTHS

Asset Light Strategy

- Efficient RoE Model in capital intensive MMR
- JV / JDA Model preferred

Balance Sheet Strength

- Optimal leverage and cost of borrowing
- Fiscal discipline through prudent cash flow management

Research Based Acquisitions

- Proven ability to identify strategic locations along the growth vector
- Aggressive acquisitions during market slowdown

Insourced Capabilities

- Independent execution teams for various brands
- Firm control on costs and quality

Premium Positioning

- Well established luxury brands catering to diversified income segments
- Value creation through marquee projects that elevate micro-market profile

SUNTECK BRAND PORTFOLIO

RESIDENTIAL

Signature

Uber Luxury Residences

Signia

Ultra Luxury Residences

SunteckCity

Premium Luxury Residences

SunteckWorld

Aspirational Luxury Residences

COMMERCIAL

Sunteck

Commercial & Retail

AWARDS AND RECOGNITIONS

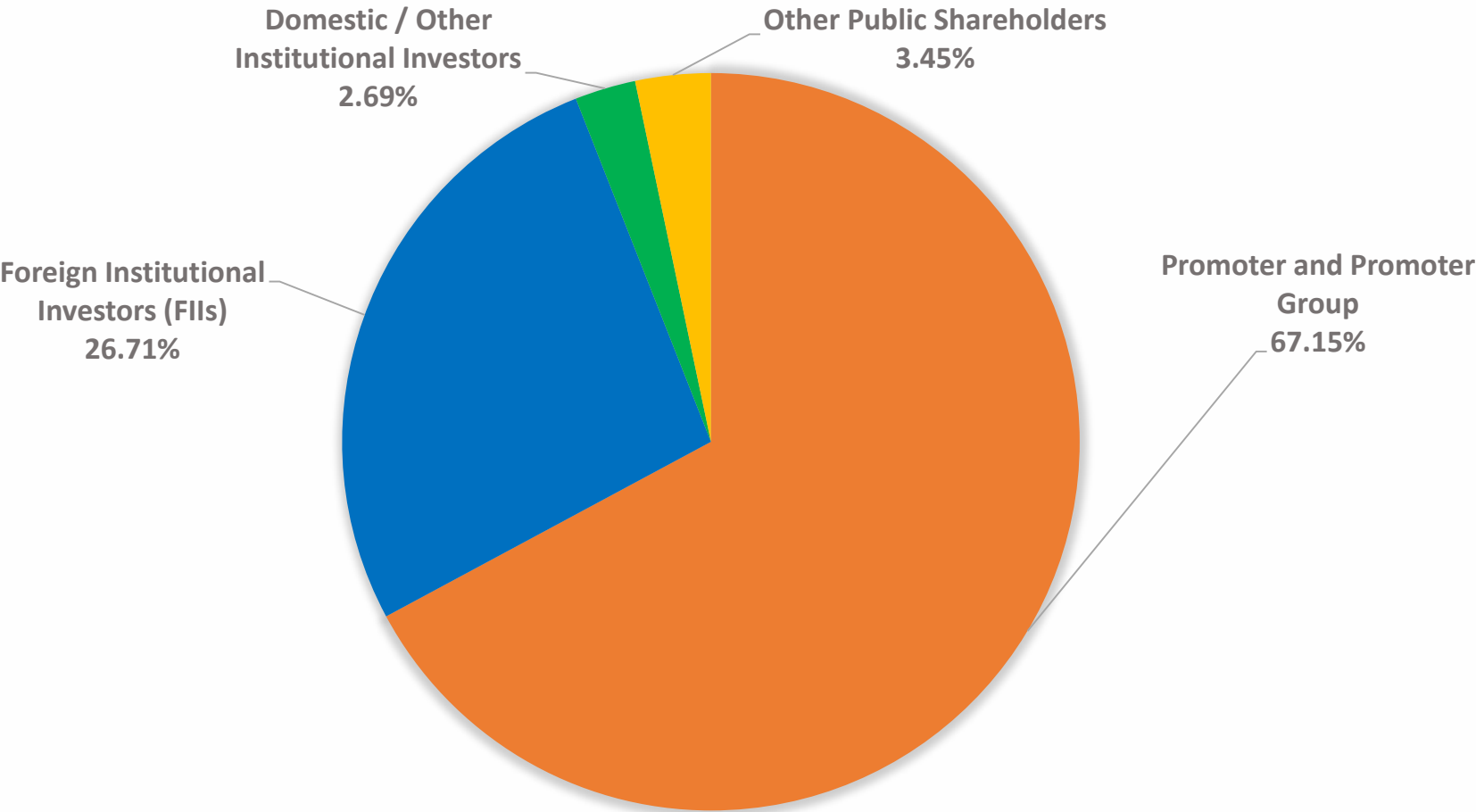
Corporate Awards

- **Most Trusted Brand of the Year 2019**
ET NOW Real Estate Awards
- **Developer of the year 2018**
Realty Plus - 10th Conclave & Excellence Awards
- **Best Stand Out IR Mid Cap 2018**
IR Society Awards

Project Awards

- **Sunteck WestWorld**
Zee Business National Real Estate Leadership Award for Affordable Housing Project of the Year 2019
Best Affordable Housing Project of the Year 2019 - ET NOW Real Estate Awards
- **Signia High**
Luxury Residential Project of the Year 2019 - ET NOW Real Estate Awards
- **Signia Waterfront**
Zee Business National Real Estate Leadership Award for Iconic Project of the Year 2019

SHAREHOLDING PATTERN



Note: No shares held by the Promoter and Promoter Group have been pledged

KEY BUSINESS UPDATES

- **Steady collections as a function of continuous progress across all ongoing projects**
 - Collections of Rs 375 cr in H1 FY 2020 & Rs 185 cr in Q2 FY 2020
 - Terrace slab casting achieved for various towers at Sunteck WestWorld in less than 12 months
- **Acquisition of a mixed-use project in Andheri Lokhandwala under JDA model**
 - No upfront capital investment
 - Potential topline > Rs 2,800 crores
- **Focus on upcoming Launches in Q3 & Q4 FY 2020**
 - Sunteck City, ODC
 - Phase II in Naigaon
- **Expansion of commercial portfolio**
 - ~0.5 mn sq ft of boutique commercial projects under construction
 - Proposed ~3 mn sq ft of commercial offices and retail space in SunteckCity

OPPORTUNITY TO EXPAND LUXURY PRESENCE IN ANDHERI WEST



- Acquisition under our asset-light strategy of partnership model in Lokhandwala, Andheri West – a mature micro-market for high-end residential developments
- Mixed-used development of 1.1 mn Sq. Ft. of saleable area
- Well established civic and social infrastructure complemented by enhanced connectivity to major city nodes
- Landowner responsible for liaisoning & approvals
- SRL responsible for execution: Construction, Sales & Marketing
- Project Timeline : 4-5 Years

Robust Operational and Financial Performance

Operational Data	Q2FY20	Q1FY20	QoQ %	Q2FY19	YoY %	H1FY20	H1FY19	YoY %
Pre-sales (new bookings)	1,016	1,858	(45%)	4,210*	(76%)	2,874	6,027*	(52%)
Collections	1,854	1,892	(2%)	1,405	32%	3,746	3,015	24%

All figures are in Rs. Million

*Sunteck WestWorld Phase I was launched in Q2 FY 19; Upcoming launches in ODC and Naigaon are proposed in Q3 & Q4 FY 2020

Q2 FY20 MIX

PRE-SALES

37%

BKC

24%

ODC

19%

NAIGAON

Operational Performance – Q2 FY2020

S.No.	Project Name	Q2 FY20 Performance			
		Sales	Collections	Area Sold	Units Sold
		Rs Mn	Rs Mn	Lac Sq.Ft.	Nos.
1	BKC Projects	378	223	0.08	1
2	Sunteck City Avenue 1 and 2, ODC	240	859	0.17	12
3	Sunteck WestWorld, Phase 1, Naigaon	196	548	0.38	54
4	Signia Waterfront, Airoli	71	136	0.05	3
5	Others	131	88	0.08	5
Total		1,016	1,854	0.75	75

P&L (CONSOLIDATED)

Particulars	Q2FY20	Q1FY20	QoQ %	Q2FY19	YoY %	H1FY20	H1FY19	YoY%
Revenue from Operations	1,348	1,746	(23%)	1,803	(25%)	3,093	3,914	(21%)
EBITDA	414	609	(32%)	780	(47%)	1,023	1,896	(46%)
Operating Margin	31%	35%		43%		33%	48%	
Net Profit	302	363	(17%)	547	(45%)	665	1,287	(48%)
Net Profit Margin	22%	21%		30%		22%	33%	

All figures are in Rs. Million

BALANCE SHEET (CONSOLIDATED)

Liabilities	H1 FY 20	FY 19	Assets	H1 FY 20	FY 19
Shareholders Funds	28,724	28,337	Trade Receivables	3,655	3,135
Minority Interest	953	910	Inventories	26,558	26,321
Secured Loans	6,762	5,857	Loans & Advances	1,207	610
Unsecured Loans	618	489	Cash & Bank balances	1,265	1,479
Others	3,694	3,634	Others	8,066	7,684
Total	40,751	39,228	Total	40,751	39,228

All figures are in Rs. Million

AMONGST THE STRONGEST BALANCE SHEET

Particulars	H1 FY 20	FY 19
Secured Debt	6,762	5,857
Cash & Bank Balance	1,265	1,479
Net Secured Debt	5,497	4,378
Unsecured Debt	619	489
Net Debt	6,116	4,867
Net Worth	28,724	28,337
Net Debt / Equity	0.21	0.17

All figures are in Rs. Million

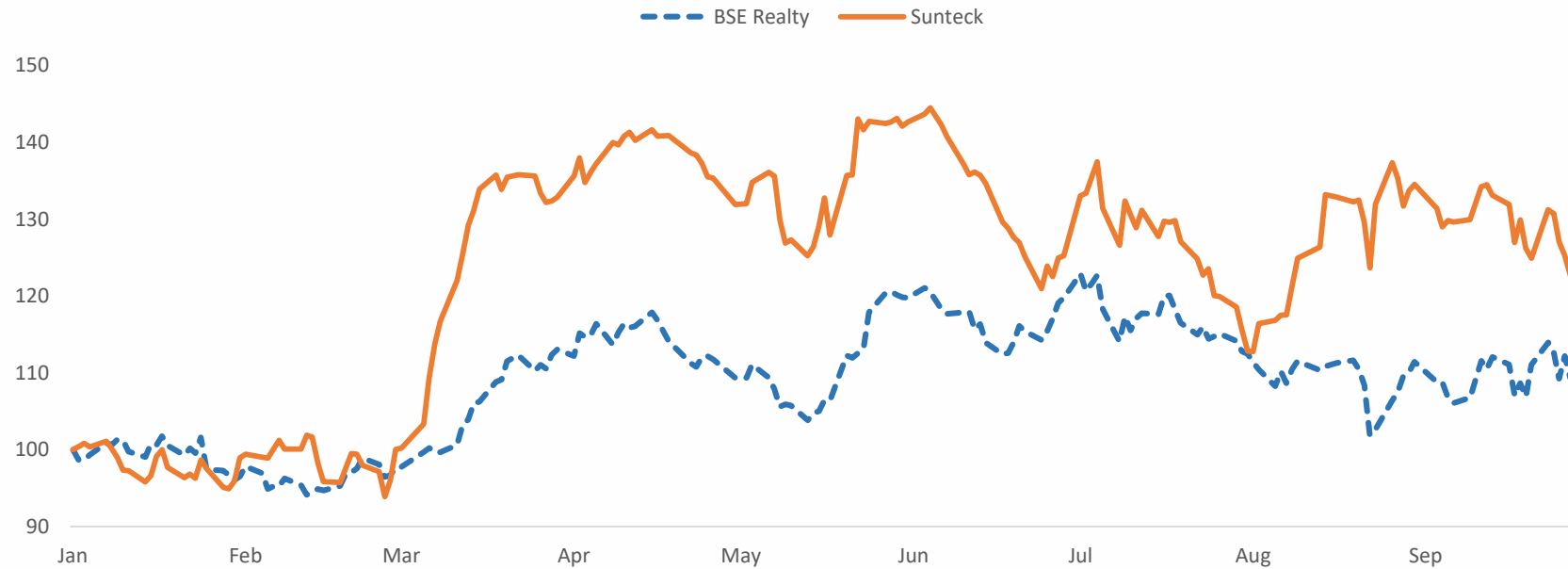
- Long Term Credit Rating of AA- by CARE & FITCH

CASH FLOW STATEMENT

Particulars	H1 FY 20
Net Cash Flow used in Operating Activities	(239)
Net Cash Flow generated from Investing Activities	(588)
Net Cash Flow (used in)/ generated from Financing Activities	658
Cash and Cash equivalents at the beginning of the Year	911
Cash and cash equivalents at the end of the year	742

All figures are in Rs. Million

STOCK PERFORMANCE – LAST 9 MONTHS



9 MONTHS RETURNS

17%

BSE:512179 (SUNTECK)

7.60%

BSE REALTY INDEX

Note: The information in this page contains publically available data taken from BSE website as on 1st October, 2019. The indexes have been rebased to 100 using closing level (as on 1st January, 2019) of 1,837.5 for BSE Realty and closing price of Rs. 346.75 for Sunteck Realty respectively.

CORPORATE SOCIAL RESPONSIBILITY – SPREADING SMILES



A little time for a
priceless act of kindness

Sunteck cordially invites you to volunteer in the "Spreading Smiles" initiative where you can distribute goodie bags to the underprivileged school children who need your push of encouragement.
Come and help these children fulfil their dreams.

Spreading Smiles

AN INITIATIVE BY

Sunteck

At Naigaon on 4th October, 2019

To Volunteer for this initiative, email us at hr@sunteckindia.com



CORPORATE SOCIAL RESPONSIBILITY – GO GREEN INITIATIVE

Sunteck

ON AN AVERAGE A PERSON **WASTES 45 LITRES** OF WATER EVERY DAY



SAVE WATER
Every Drop Counts



Sunteck

ON AN AVERAGE **3 BILLION UNITS OF POWER** IS WASTED EACH YEAR



SAVE ENERGY
Before It's Too Late



Sunteck

ON AN AVERAGE **2.47 MILLION TREES** ARE CUT DOWN EVERY DAY



SAVE PAPER
Think Before You Print



Sunteck

ON AN AVERAGE **27,000 TREES** ARE CUT DAILY FOR TISSUES



SAVE TREES
Use Wisely



Sunteck

Tree Plantation Drive 2019



Every tree that is planted is an important and meaningful gift to our future generations. With an objective to contribute in preserving and promoting the Environment and leave a beautiful legacy for the future generations, Sunteck India invites you for a Tree Plantation Drive. The best way to give back to Earth is by planting a breath of fresh air for everyone.

Join us in achieving this dream of planting more trees per sq ft!!

#TOGETHERWECAN !!

Completed Projects

Under Construction Projects



Signature
ISLAND
by Sunteck Realty

Completed Projects

Under Construction Projects



Signia Isles
by Sunteck Realty

Completed Projects

Under Construction Projects



Signia **pearl**
by Sunteck Realty



Completed Projects

Under Construction Projects



Signia Oceans

Completed Projects



Under Construction Projects



Signia Skys



Completed Projects

Under Construction Projects



Signia High



Completed Projects

Under Construction Projects



COMMERCIAL PROJECTS



Completed Projects

Under Construction Projects



West
Sunteck World
NAIGAON

Completed Projects

Under Construction Projects



SunteckCity

OSHIWARA DISTRICT CENTRE, GOREGAON (W)

AVENUE 1



Completed Projects

Under Construction Projects



SunteckCity

OSHIWARA DISTRICT CENTRE, GOREGAON (W)

AVENUE 2



Completed Projects



Under Construction Projects



Signia Waterfront
Airoli

Completed Projects

Under Construction Projects



Gilbird
Andheri (W)



Completed Projects

Under Construction Projects



Sunteck**ICON**
BKC JUNCTION, MUMBAI

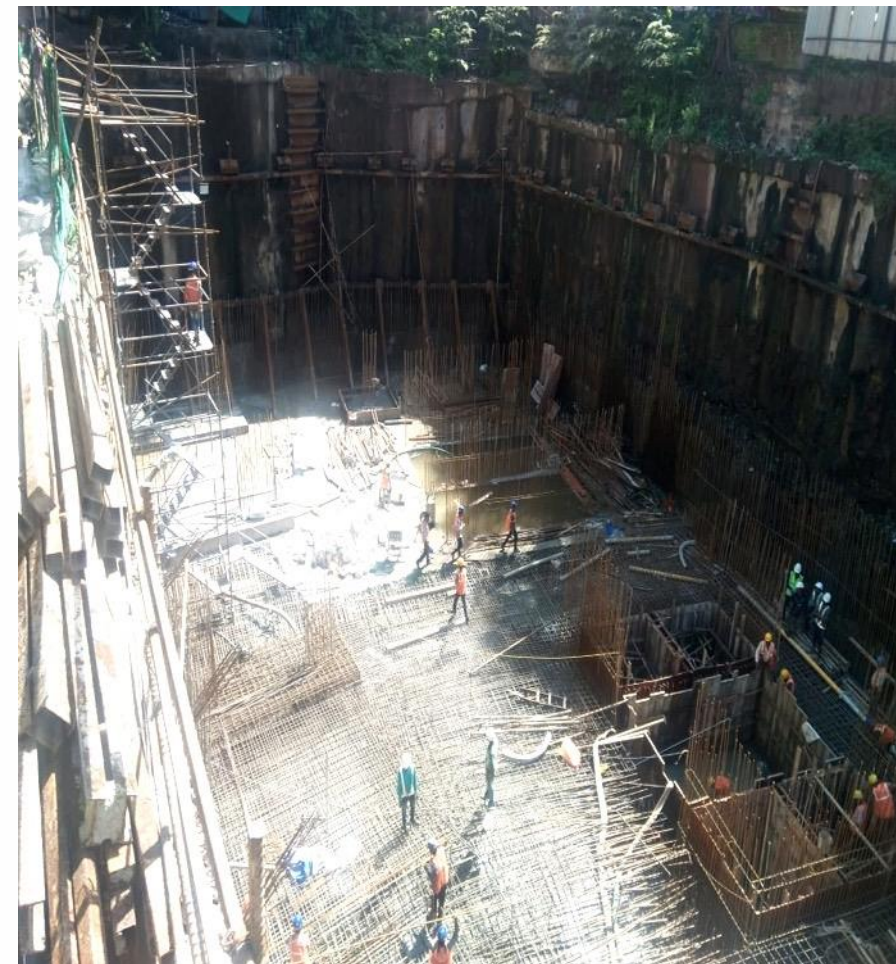


Completed Projects



SunteckBKC51
BKC JUNCTION, MUMBAI

Under Construction Projects



Completed Projects

Under Construction Projects



SunteckCREST

ANDHERI KURLA ROAD

ANDHERI (E)

Thank You!

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