

**SRL/SE/67/17-18**

**Date: 13<sup>th</sup> November, 2017**

**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: Results Presentation**

Dear Sir/Ma'am,

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 30<sup>th</sup> September, 2017.

The copy of the same is enclosed herewith for your records. The Results 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: as above**



## **Sunteck Realty Ltd.**

**Earnings Update Q2 FY2018**

**November 13, 2017**

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

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# Background

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- Premium Mumbai focused developer with strong differentiated segment branding that allows leadership positioning in every micro-market.
- Proven farsightedness and establish presence ahead of the curve.
- Landmark projects that change the profile of the entire locale.
- Execution excellence: ~Rs57bn worth of projects delivered.
- Balance sheet strength: Low leverage Discipline across various financial parameters. Asset light model via JVs & JDAs.
- Strong partnerships with leading institutions.



# 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 Mid-income Value Homes



# **Q2 FY2018 Earnings Update**



## Q2 FY2018 Key Developments

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1. Won two awards at Realty Plus Excellence Awards -2017 :-
  - **“Ultra Luxury project of the year”** for **Signature Island**
  - **“Innovative Marketing Campaign of the year”** for Sunteck City's campaign **Offer of De Century**.
2. On the P&L front, **the revenue from our ongoing projects Sunteck City Avenue 1 and Avenue 2** at Goregaon (W), ODC, is recognized for the first time, **leading to topline growth both on a YoY and QoQ basis**.
3. On the operational front, we **launched fresh inventory** of our projects Sunteck City Avenue 1 and Avenue 2 at Goregaon (W), ODC through a **campaign called “Offer of De Century”** which received an **overwhelming response**.
4. Additionally, the company **raised fresh capital** recently which places us in a position of further strength, enabling us to **increase the pace of execution** at our ongoing and forthcoming projects, and **scale-up our business while maintaining attractive ROEs**.



# Sunteck Realty wins 2 awards at Realty Plus Excellence awards 2017



Signature  
ISLAND  
by Sunteck Realty



Offer of De Century!

**O** OPPORTUNITY  
2 BHK AT ₹1.35CR\*  
FULL GST BENEFIT

**D** DESTINATION  
THE NEXT BKC  
PLANNED BY MMRDA

**C** CREDIBILITY  
SUNTECK REALTY LTD.  
TOP 10 LISTED REAL ESTATE CO.

SunteckCity  
#WHATACITY  
ODC, Goregaon (W)





# Sequential growth in a tough macro environment

Rs million

P&L (consolidated) - Rs million	Q2 FY18*	Q1 FY18	% change qoq	Q2 FY17
Revenue from Operations	3,467	1,334	160%	2,061
EBITDA	993	707	40%	1,264
<b>Operating Margin</b>	<b>29%</b>	<b>53%</b>	-	<b>61%</b>
Profit after tax	621	352	77%	961
<b>Net Profit Margin</b>	<b>18%</b>	<b>26%</b>	-	<b>47%</b>

\* Q2FY18 includes first time recognition of legacy sales at Sunteck City Avenue 1 & Avenue 2 projects.

Rs million

Operational Data - Rs million	Q2 FY18	Q1 FY18	% change qoq	Q2 FY17
Pre-sales (new bookings)	1,698	1,278	33%	2,688
Collections	1,455	1,305	11%	1,984

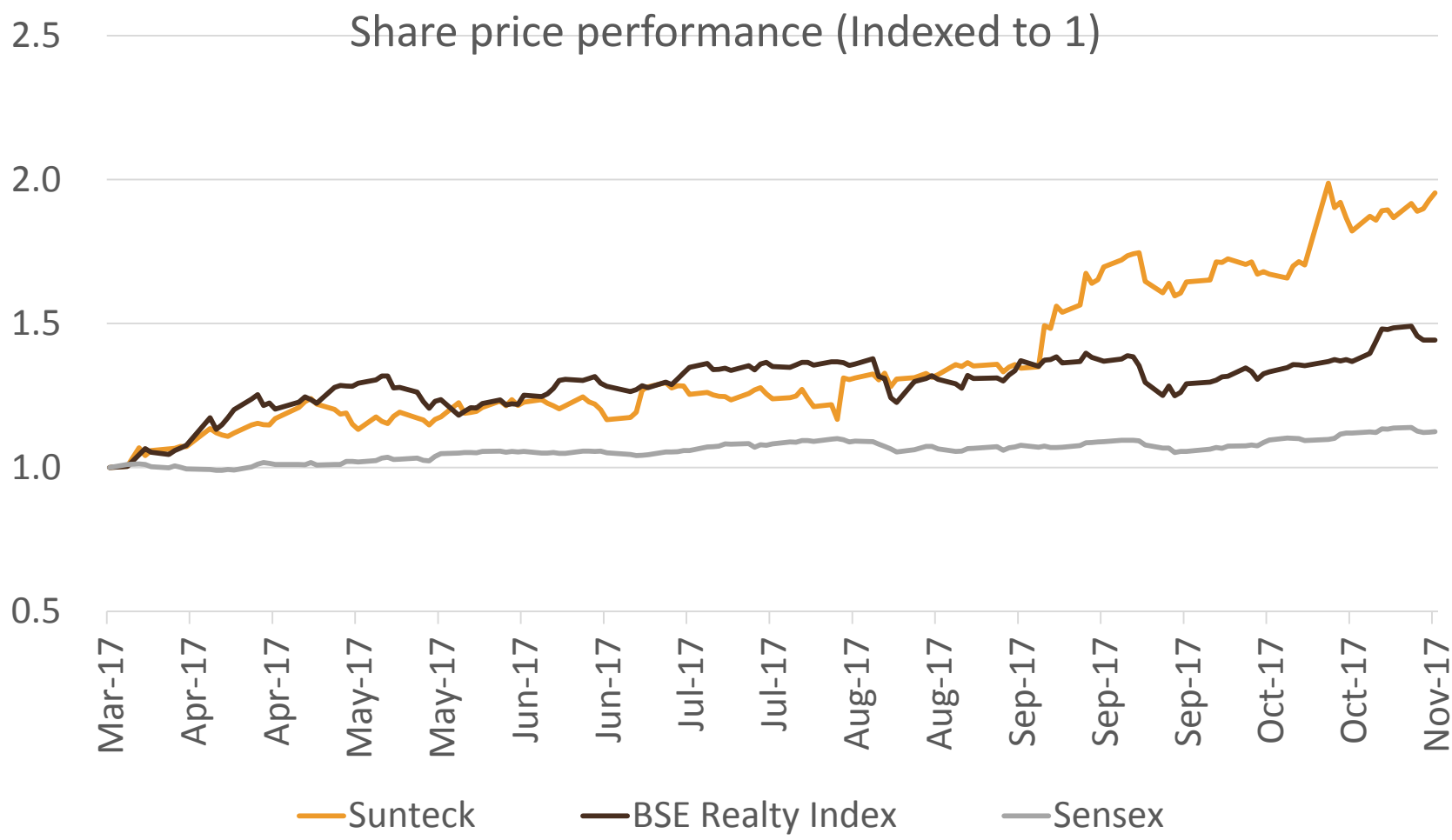
# Low leverage in a debt heavy sector

Rs million	H1 FY18 (adjusted for QIP)	H1 FY18	FY17
<b>Secured Debt</b>	<b>8,545</b>	<b>8,545</b>	<b>7,770</b>
Cash & Bank Balance*	5,731	731	986
<b>Net Secured Debt</b>	<b>2,814</b>	<b>7,814</b>	<b>6,784</b>
Unsecured Debt	1,983	1,983	1,669
<b>Net Debt</b>	<b>4,797</b>	<b>9,797</b>	<b>8,453</b>
Net Worth*	23,575	18,575	17,953
<b>Net Debt / Equity</b>	<b>0.20</b>	<b>0.53</b>	<b>0.47</b>

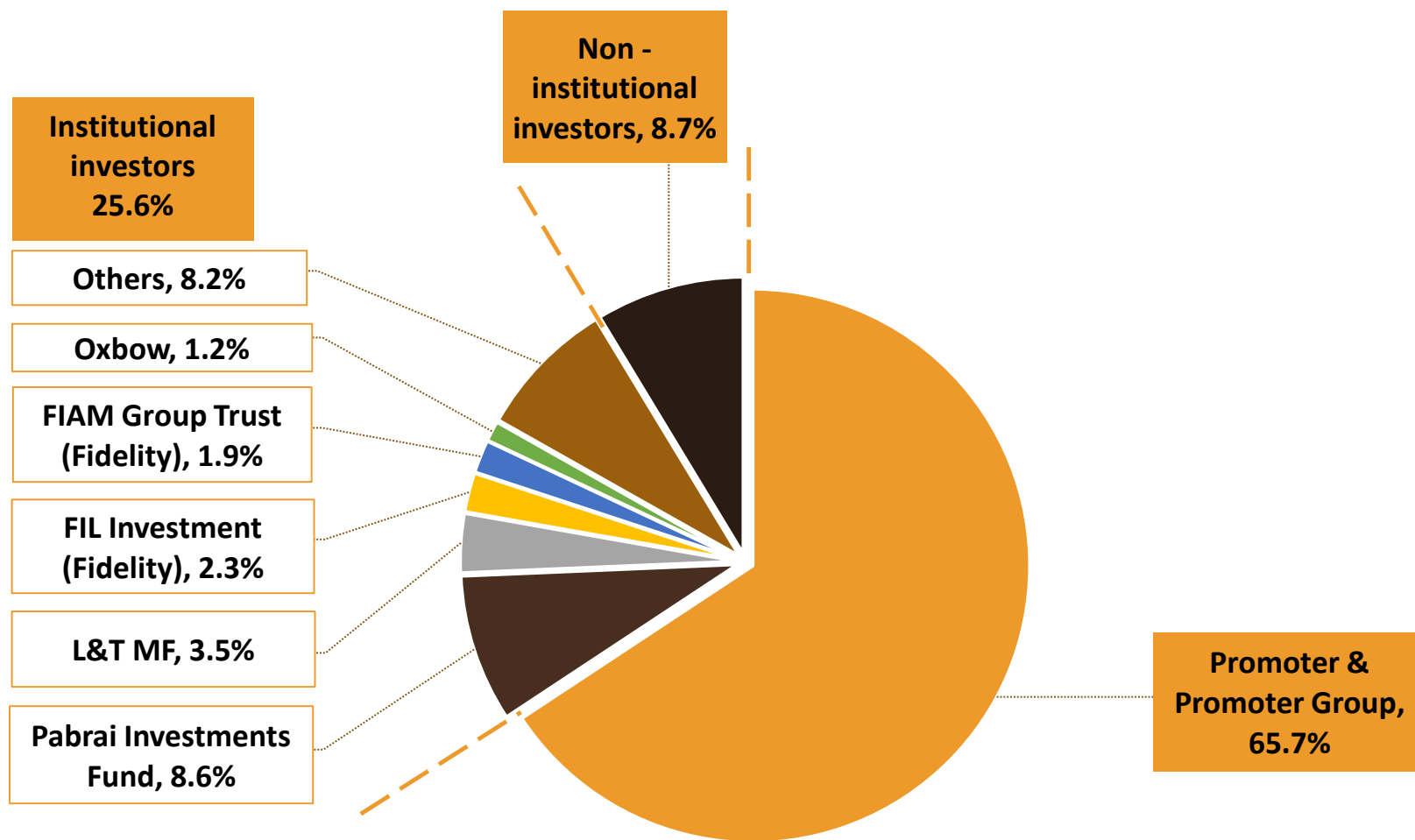
\* includes Rs5bn of QIP proceeds

- Promoter shareholding of ~66% with no promoter shares pledged, no Corporate Guarantee given.
- Credit Rating of A+ from FITCH & CARE.
- Average cost of secured debt ~10.4% - one of the lowest in the sector. Incremental debt funding @ 9.25% - 9.75%.

# Sunteck Share Price Performance FY2018 - YTD



# Shareholding Pattern – 31<sup>st</sup> October 2017



# Project Updates

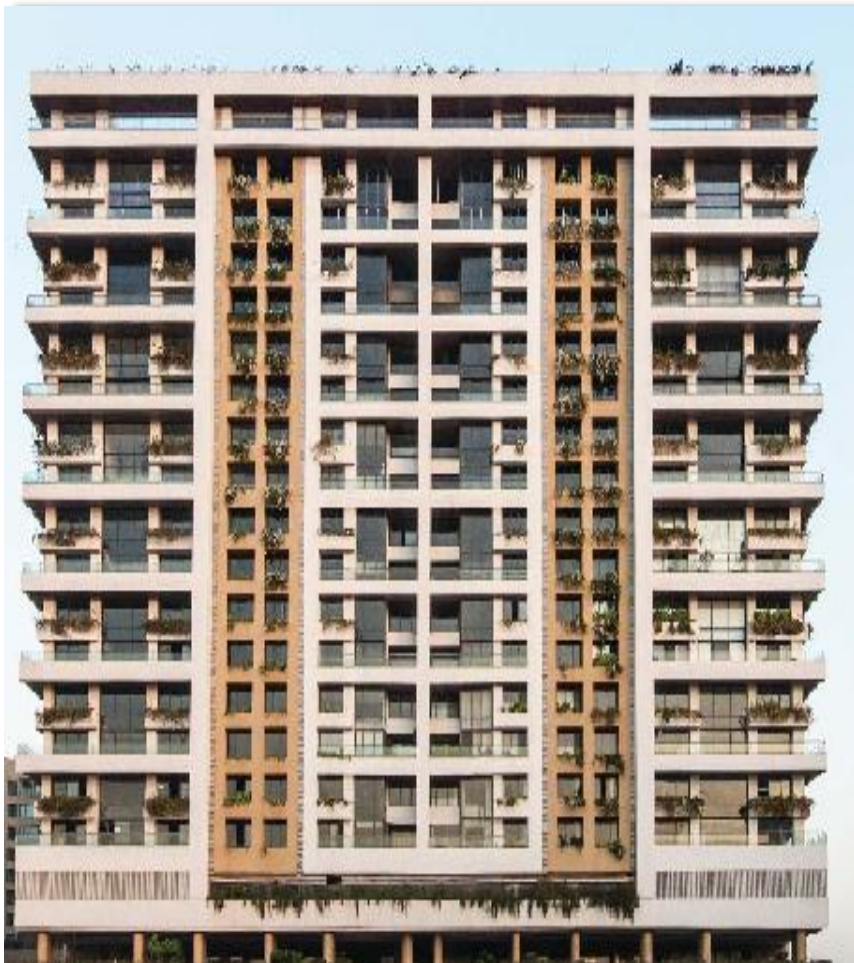


# Signature Island, BKC

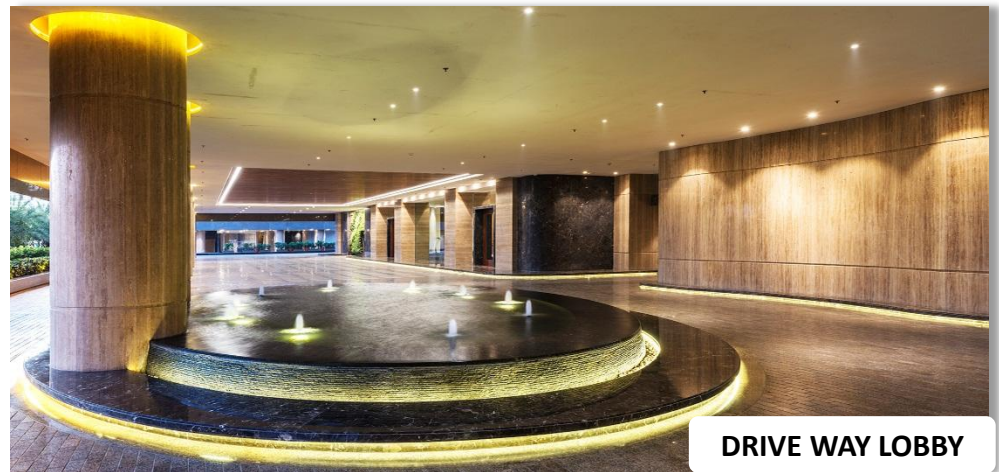
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



LIFT LOBBY



DRIVE WAY LOBBY



# Signature Island, BKC

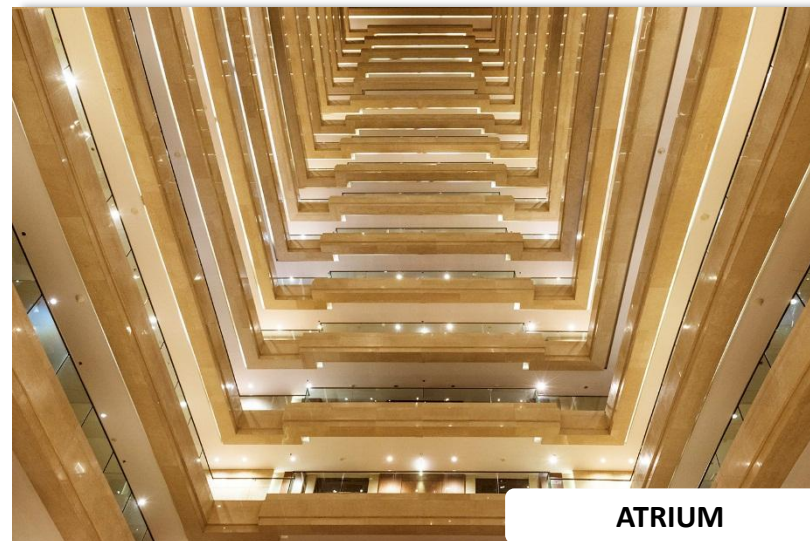
## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



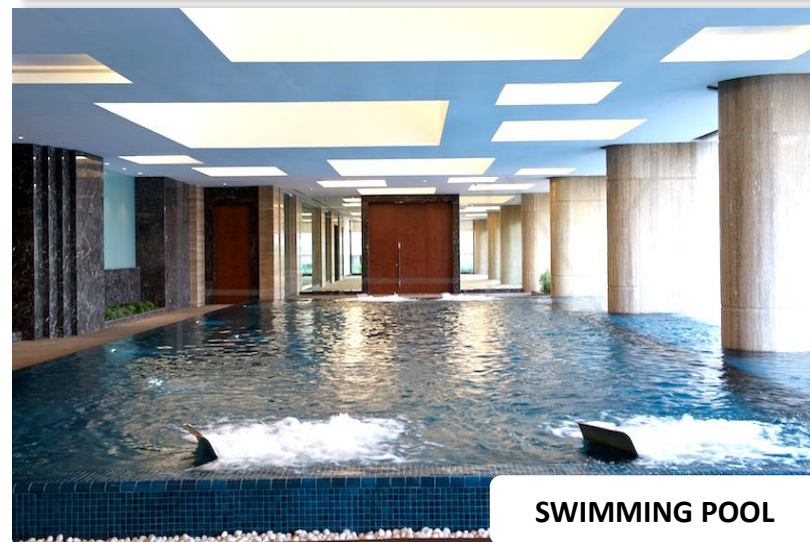
**PODIUM GARDEN**



**ATRIUM**



**MULTI-PURPOSE  
HALL**



**SWIMMING POOL**



# Signia Isles, BKC

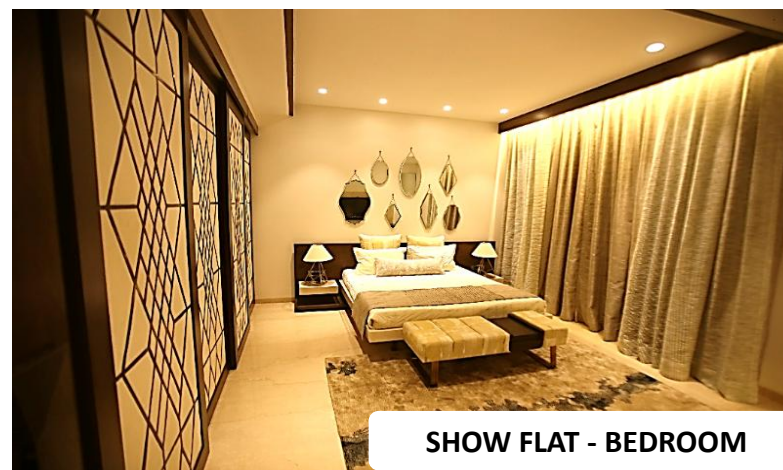
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



SHOW FLAT – LIVING ROOM



SHOW FLAT - BEDROOM

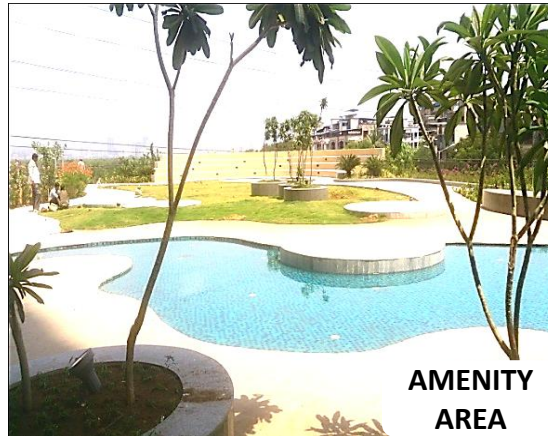


# Signia Oceans, Airoli

## COMPLETED PROJECTS



## UNDER CONSTRUCTION PROJECTS



## UPCOMING PROJECTS





# Signia Skys, Nagpur

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS





# Commercial Projects

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS





# Commercial Projects (Cont'd..)

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



**SUNTECK KANAKA CORPORATE PARK, GOA**



# Signia Pearl, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Final stage of RCC and Finishing WIP



# Sunteck City, 1<sup>st</sup> Avenue

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Tower A & B : 36<sup>th</sup> Slab Completed



Tower C: 4<sup>th</sup> slab completed



# Sunteck City, 2<sup>nd</sup> Avenue

## COMPLETED PROJECTS



Indicative Artistic Impression

## UNDER CONSTRUCTION PROJECTS



Tower B: Foundation completed

## UPCOMING PROJECTS



Tower A - 7<sup>th</sup> Slab Completed



# Signia High, Borivali

## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



Show apartment ready



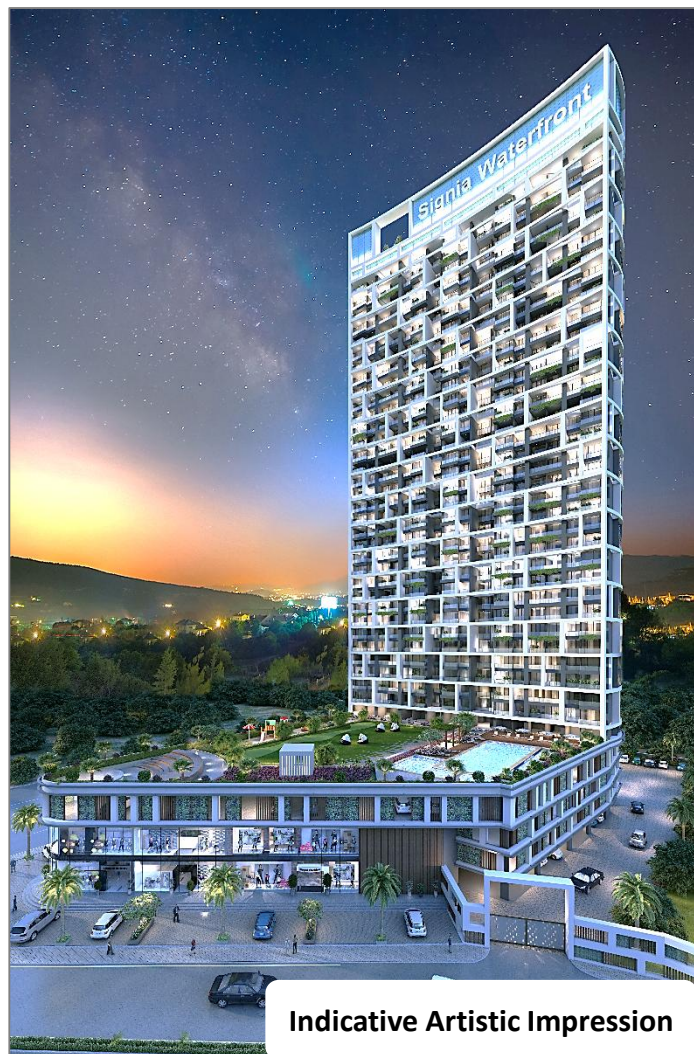


# Signia Waterfront, Airoli

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



8<sup>th</sup> Slab Completed



Actual view from site



# Signia Pride, Andheri

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

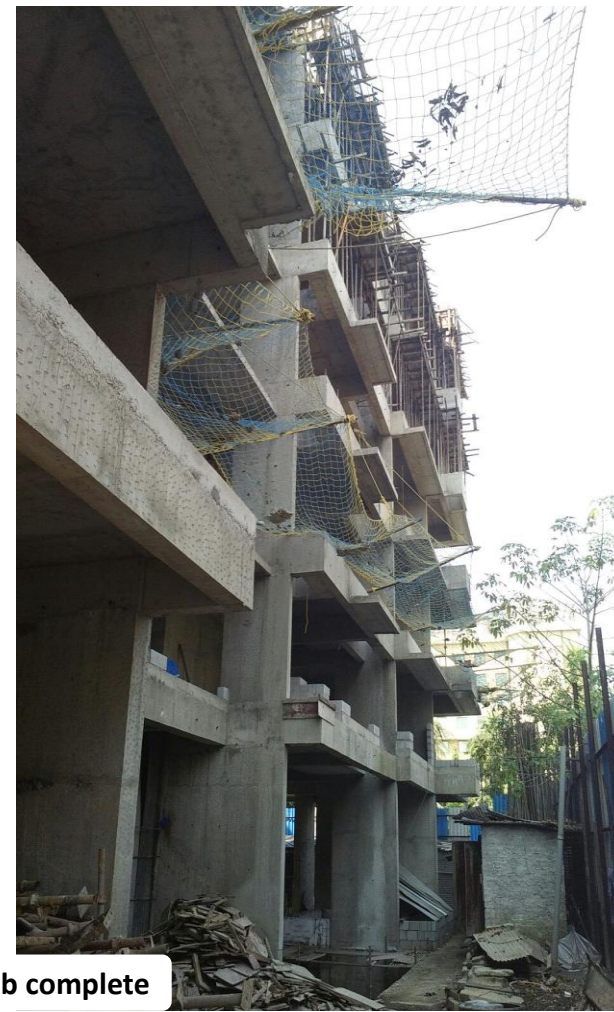
UPCOMING PROJECTS



Indicative Artistic Impression



6<sup>th</sup> slab complete





# Thank You!

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