

SRL/SE/14/22-23

Date: 30th May, 2022

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 Q4FY22 results

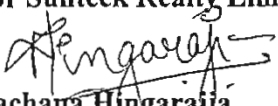
Dear Sir / Madam,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed the Investor Presentation with regard to audited Financial Results for quarter and year ended 31st March, 2022.

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



Sunteck Realty Limited

Investor Presentation

Q4 & FY2022

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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.

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, 2022 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. The information given in this Presentation in the form of pictures, artistic renders, areas, consideration, project details etc. should not be construed to be or constitute advertisements, solicitations, marketing, offer for sale, invitation to offer or invitation to acquire. The intention of this Presentation is not to sell or market the unit/s of any of the projects of the Company and is limited to only providing information to Recipient of the Presentation. 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. All data and project related numbers are basis revenue recognition and operational performance excl. overheads for completed, ongoing and future projects respectively

Agenda

- ▷ Who are we
- ▷ What have we achieved
- ▷ What we aspire for
- ▷ Key Numbers
- ▷ Risk Factors
- ▷ Industry Insights
- ▷ Awards
- ▷ Summary

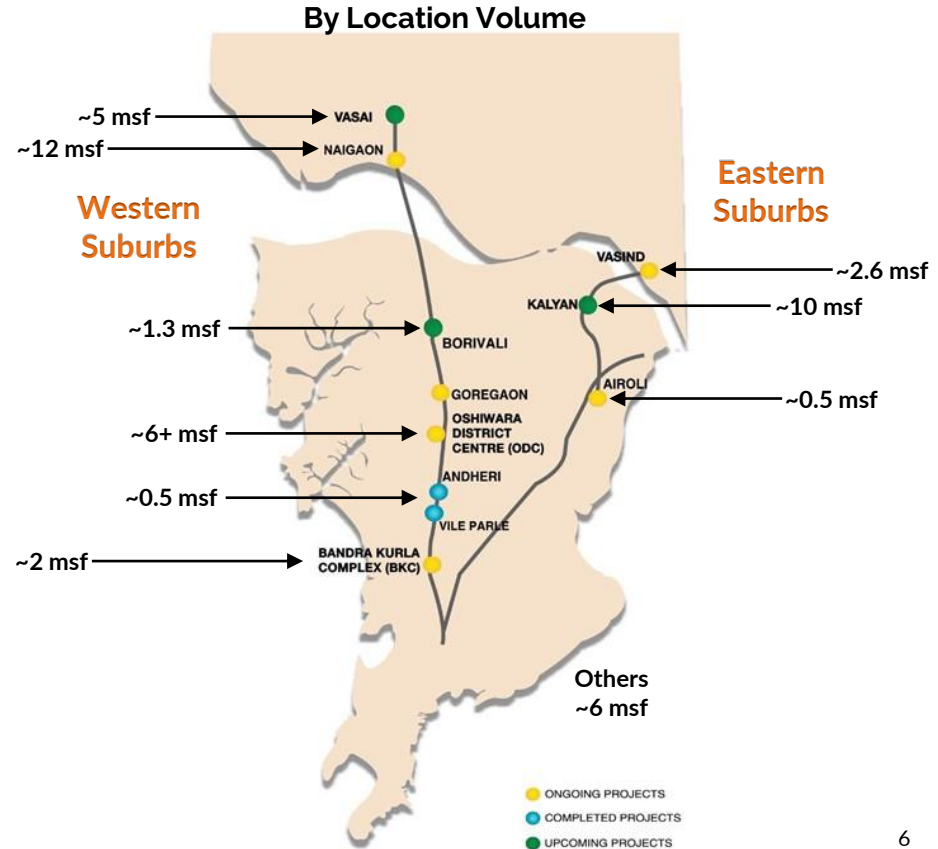
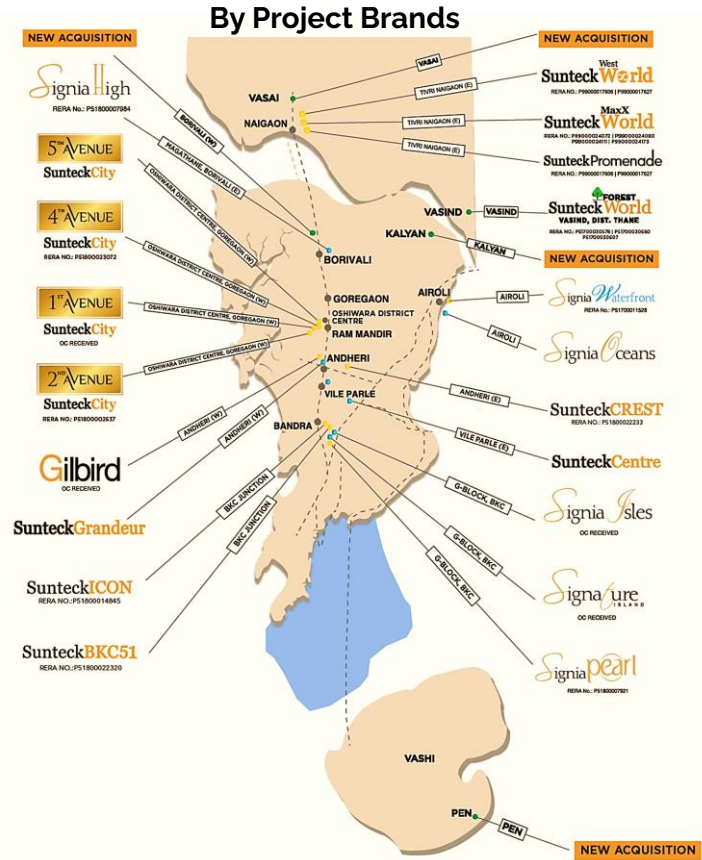
Who are we

Executive Summary

- ▶ NSE and BSE listed organization with **development focus** in the **Mumbai Metropolitan Region (MMR)** market.
- ▶ **One of the largest developer in the Western Suburbs** of MMR from Bandra to Virar.
- ▶ **Delivered projects worth > US\$ 1 bn (~Rs 8,000 cr) GDV** till date.
- ▶ Presently have **~50* mn sq ft development portfolio across 19 projects**.
- ▶ Monetization of upcoming project portfolio to generate **~US\$ 3.8 bn (~Rs 28,600 cr) of est. GDV in coming 7-8+ years**.
- ▶ **Financial discipline & steadily growing cash flows** has enabled to maintain a **strong balance sheet over the years**.
- ▶ **Both equity and debt utilized judiciously**.

Sunteck 

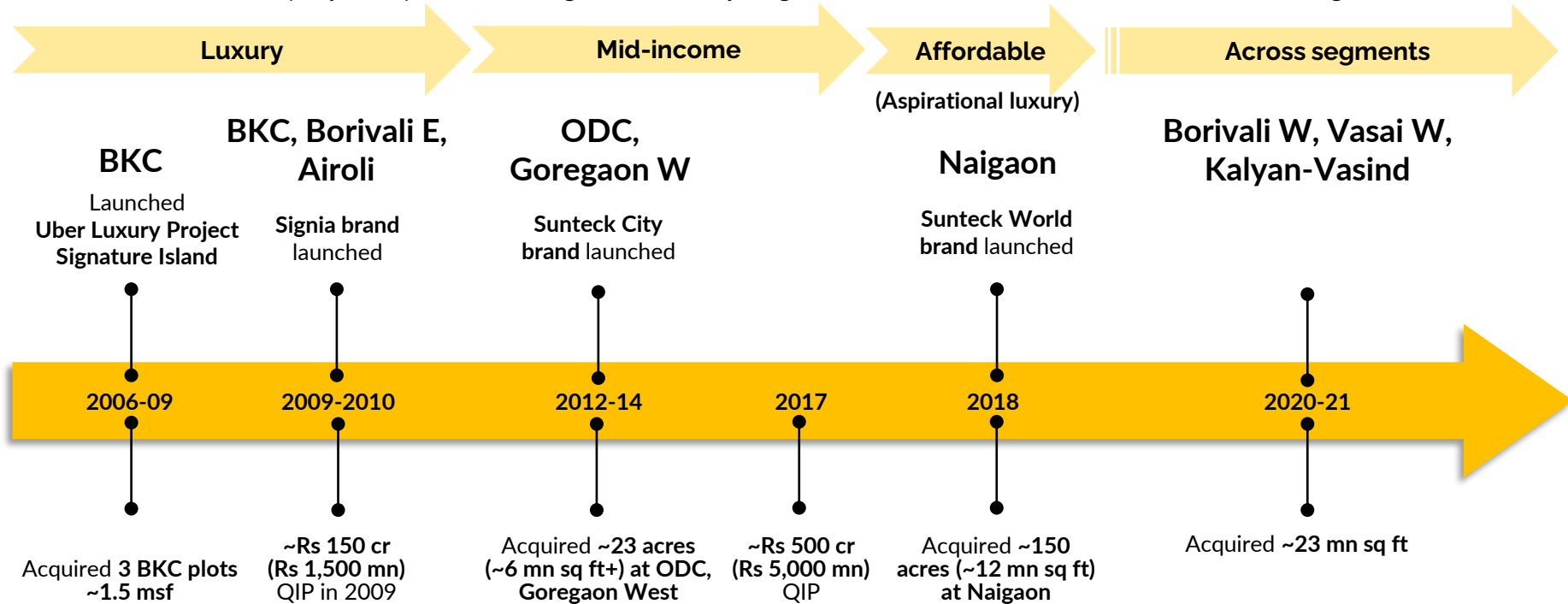
One of the largest developer on Western suburbs with ~18.1 mn sq ft of balance development
Expanded to Eastern suburbs with ~12.1 mn sq ft of balance development



Company Overview

Real Estate Developer with 2 Decades of Experience

MMR-focus residential play and pivot from high-end luxury segment towards mid-income & affordable segment



Our Brands

Premium positioning by creating **different luxury brands** across all the segments



Our Partnerships

Partnership with Ajay Piramal Group

- India REIT private equity invested at Signature Island in **2006** and exited at >20% IRRs within ~3 years
- 50:50 JV - **Piramal Sunteck Realty Pvt. Ltd. (PSRPL)** formed in **2007** to undertaken multiple projects

Partnership with Kotak Group

- Kotak Real Estate Fund (KREF) has invested in the listed entity in the past.
- KREF has done PE SPV funding at Signia Isles in **2009** and Sunteck City in **2012**, and exited at >20% IRRs within ~2-4 years

Board of Directors

200+ years of combined experience across real estate, banking & finance, law & compliance



Kamal Khetan
CMD

- 1st generation entrepreneur
- Close to 3 decades of experience in the Real Estate industry
- Formulate corporate strategy, acquisition, execution & diversification plans



Atul Poopal
Executive Director

- Over 3 decades of experience in the field of civil engineering, development regulations and project assessments
- Previous role was with MCGM



V P Shetty
Ind. Director

- Over 4 decades of experience in Banking
- Has held C&MD position in UCO, Canara and IDBI Bank.
- Recipient of "Banker of the Year-2003" award



Mukesh Jain
Ind. Director

- Over 4 decades of experience in Banking, Real Estate and Insolvency
- Presently, practicing law
- Alumnus of SRCC, New Delhi



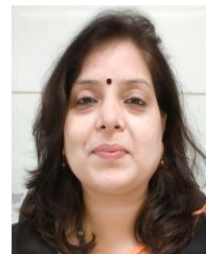
Rachana Hingrajia
Director

- Close to 2 decades of experience in corporate law compliances with Sunteck Realty
- Company Secretary of Sunteck Realty



Chaitanya Dalal
Ind. Director

- Practicing CA
- Over 3 decades of experience in audits including Statutory and CAG audits
- Also, teaches accountancy in colleges of Mumbai University

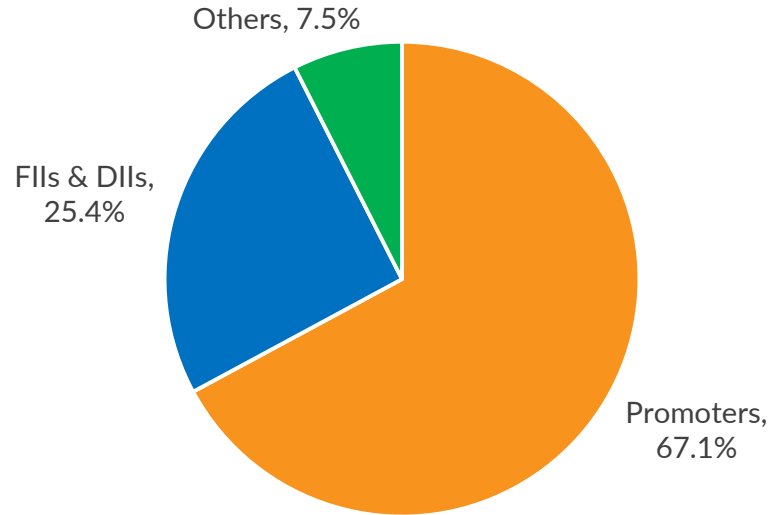


Sandhya Malhotra
Ind. Director

- Close to 2 decades of experience in corporate law compliances
- Presently, practicing CS and law graduate
- Active involvement in human rights and CSR matters

Shareholding Pattern

March-22



**Nil shares are pledged*

▶ Market Cap - ~Rs. 6,328 crore / ~ US\$ 843 million (27th May, 2022)

US\$ 1 = ~Rs 75

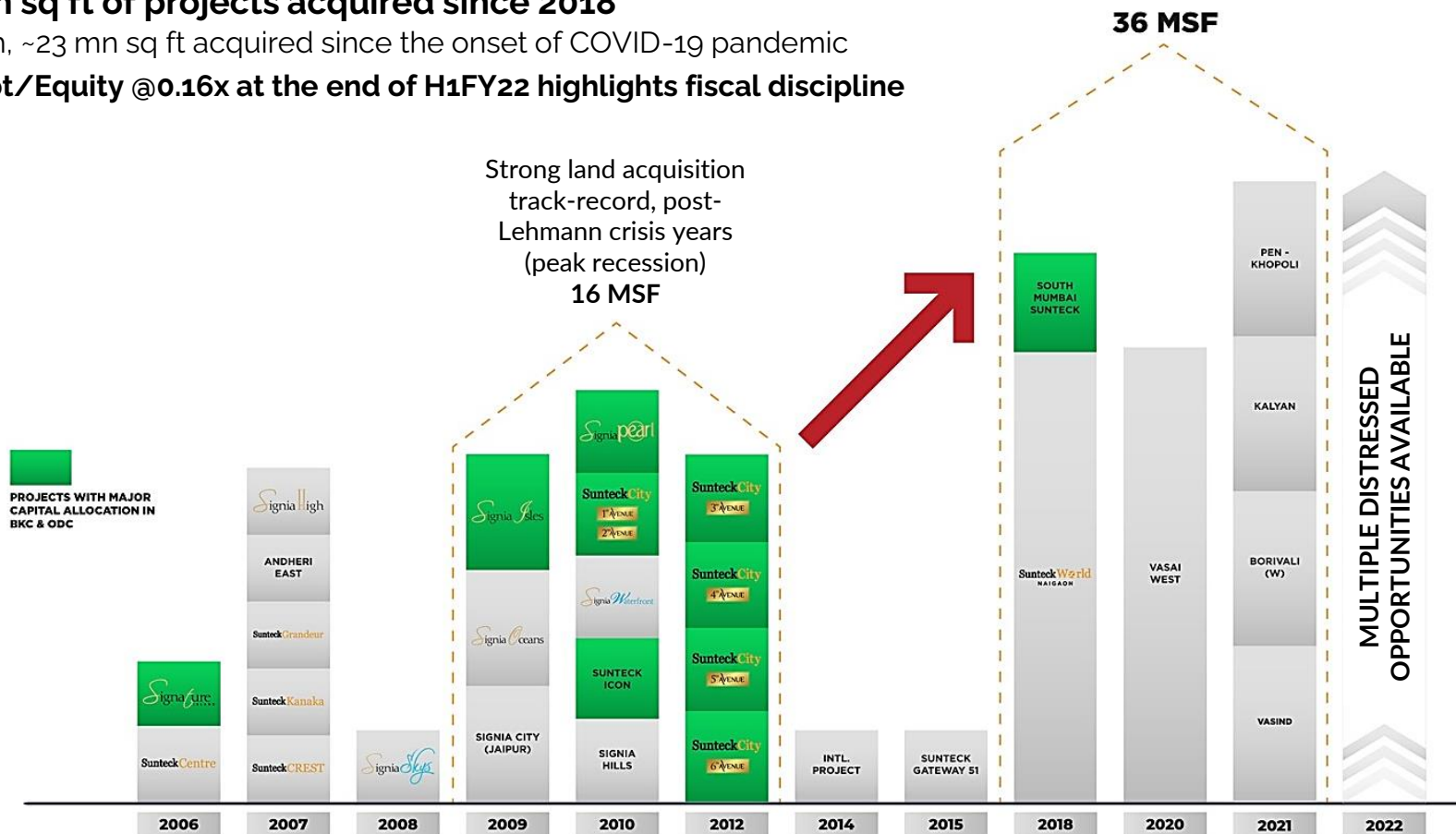
What have we achieved

Well-timed Capital Allocation

~36 mn sq ft of projects acquired since 2018

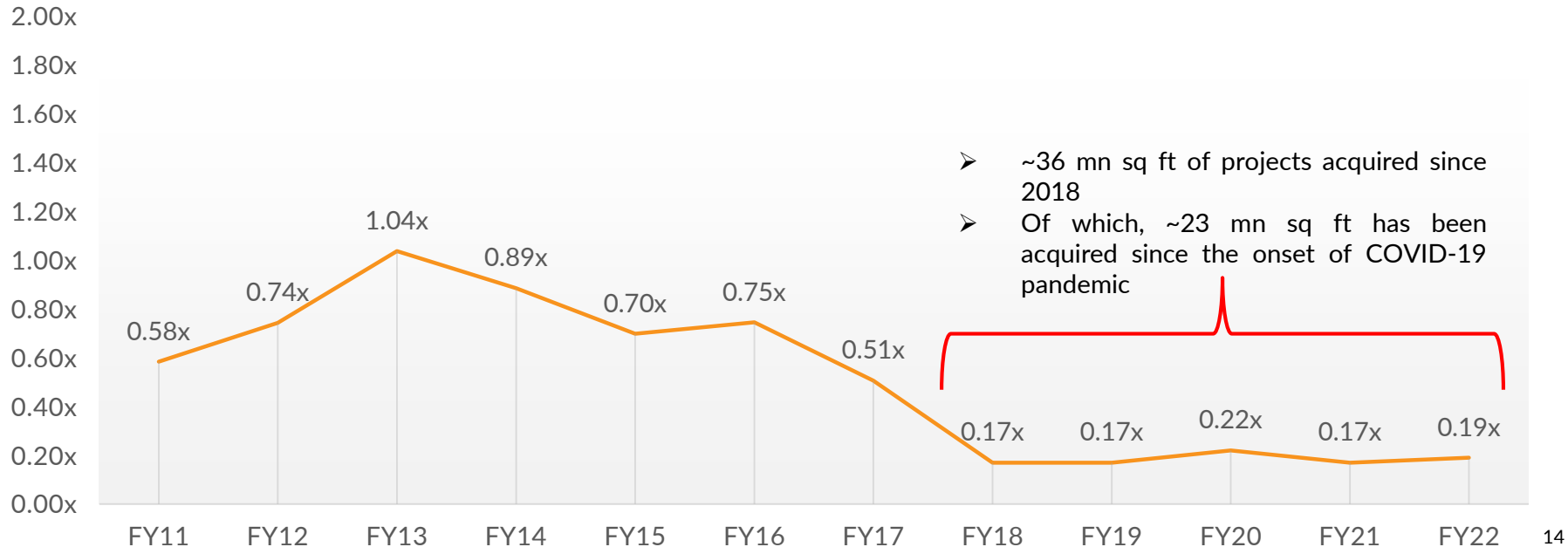
Of which, ~23 mn sq ft acquired since the onset of COVID-19 pandemic

Net Debt/Equity @0.16x at the end of H1FY22 highlights fiscal discipline



Net Debt/Equity discipline

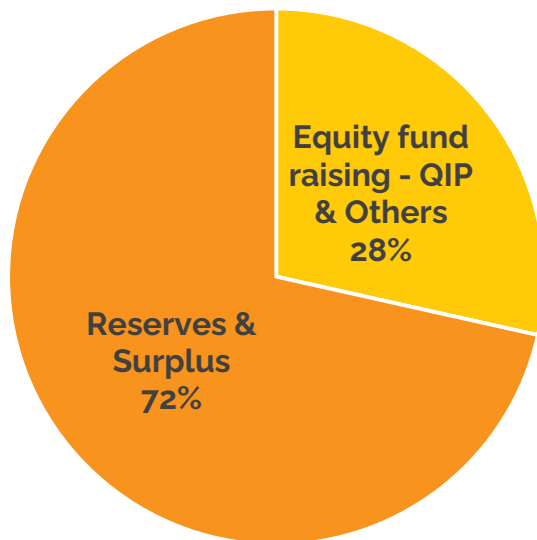
- ▶ Despite acquisitions of 36 mn sq ft since 2018, the leverage discipline has been maintained
- ▶ No compromise on financial prudence and fiscal discipline



Equity fund raising done judiciously

- ▷ Sunteck has raised external equity twice through QIP in 2009 (~Rs 150 cr) and 2017 (~Rs 500 cr)
- ▷ Since 2007, cumulative equity fund raising account for ~28% of FY22 Networth

Networth break-up



Completed Projects

13 (residential+commercial) projects delivered worth over Rs 8,000 crore (>US\$ 1 bn)



Signature Island, BKC



Signia Isles, BKC



Signia Pearl, BKC



Signia High, Borivali E



Signia Oceans, Airoli



Signia Skys, Nagpur



Sig. Waterfront, Airoli



Gilbird Hill, Andheri W



S. City Avenue 1, ODC



S. City Avenue 2, ODC

Completed Commercial Projects



Sunteck Center, Vile Parle E



Sunteck Kanaka, Goa



Sunteck Grandeur, Andheri E

Ongoing Projects - Residential

~6 mn sq ft of execution underway, of which, ~2 mn sq ft nearing completion

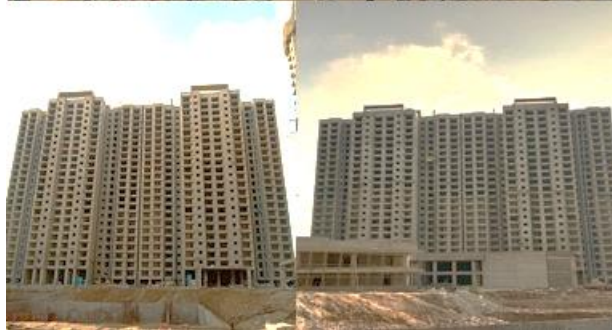


West
Sunteck World
NAIGAON



Ongoing Projects - Residential

~6 mn sq ft of execution underway, of which, ~2 mn sq ft nearing completion



MaxX
SunteckWorld
NAIGAON

4TH AVENUE
FINEST RESIDENCES
IN THE HEART OF 5TH AVENUE

Ongoing Projects - Commercial

~6 mn sq ft of execution underway, of which, ~2 mn sq ft nearing completion



Sunteck BKC 51, BKC Jn.



Sunteck Icon, BKC Jn.



Sunteck Crest, Andheri E



Pinnacle, ODC

Key Performance Highlights (FY18 - FY22)

Delivering sustainable operational growth and operating margins

Pre-sales
CAGR
(18-22)

~22.03%

Collections
CAGR
(18-22)

~18.68%

Average
EBITDA
Margin
(18-22)

~33.51%

**Company follows project completion method of accounting*

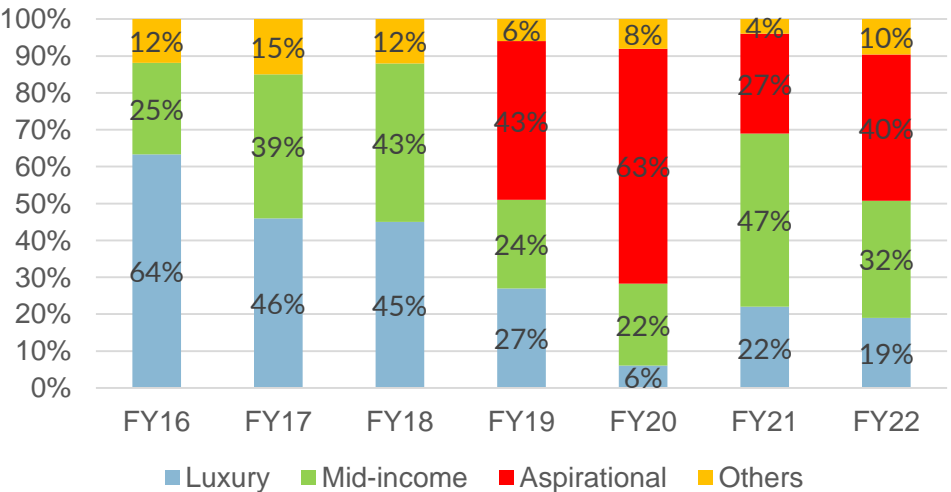
Rs 1 cr = Rs 10 mn

Operational Performance Trend

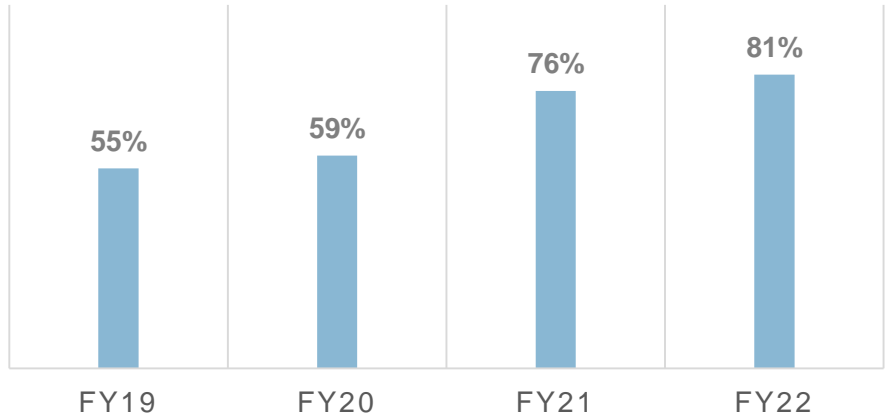
Pre-sales mix & Collections efficiency

- ▷ Pre-sales mix has pivoted from Luxury to Mid-Income and Affordable segment.
- ▷ Collections Efficiency has improved to 81% in FY22 against 76% in FY21

Healthy pre-sales mix



Collections efficiency
(Collections/Pre-sales)



ESG Performance Highlights

Environmental



- 'Go Green' CSR campaign
- Digital transformation to reduce resource consumption
- Rainwater harvesting and use of STP water
- Dual fitting tanks and LED lights to reduce energy use
- Fly ash and GGBS, which are waste generated from thermal power plant and steel plant, are used in concrete to reduce waste and make concrete durable

Social



- Support for migrant labourers and frontline workers following the COVID-19 outbreak
- Donation of warm clothes, medicines and food at the Little Sister of the Poor home
- Support for nutrition and health of communities through Project Roshan
- Support for Wadia Hospital's stem cell transplant centre
- Promotion of hand-made, indigenous Diwali products
- Promotion of higher education at Plaksha in Mohali

Governance



- Philosophy on code of governance
- Policy framework consisting of Code of Conduct, Whistleblower Policy and CSR Policy
- Disclosures on corporate governance, including committee composition, skills and competencies of directors, directors' remuneration, CSR governance, etc.

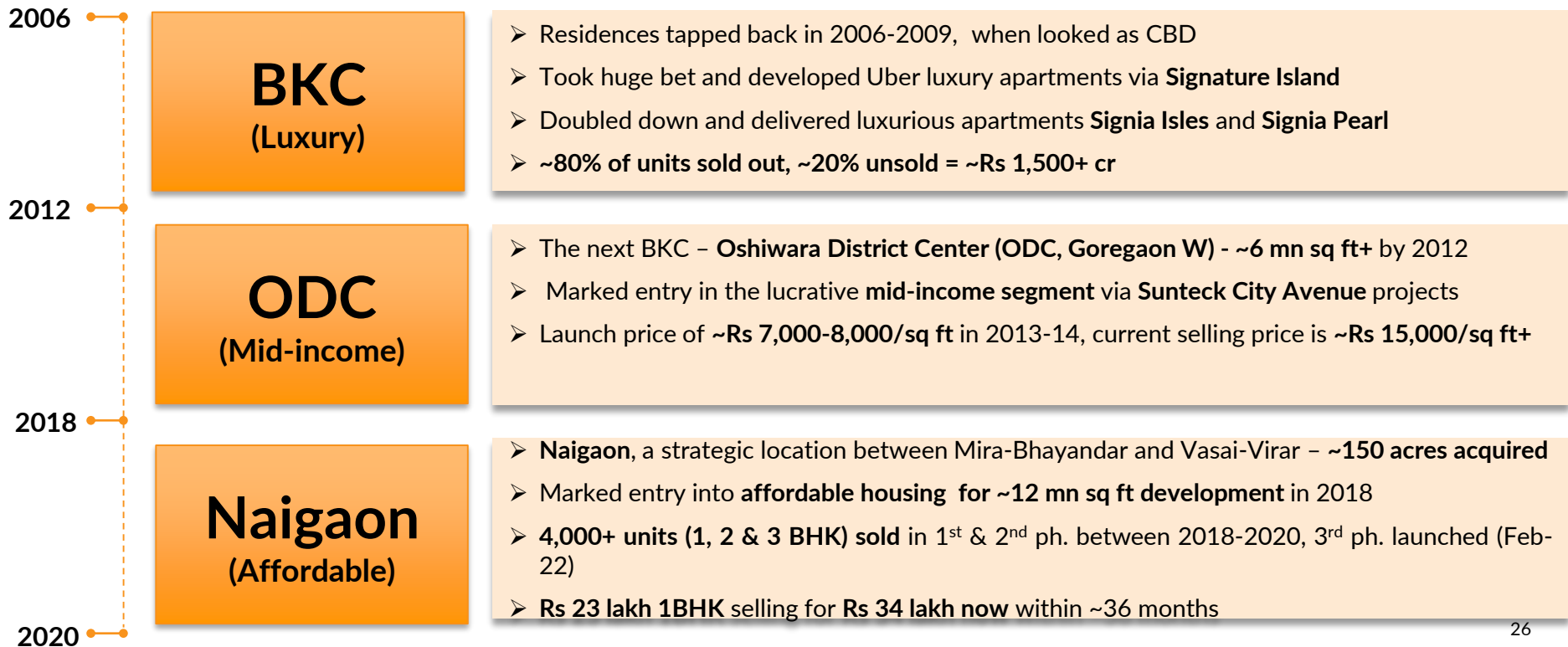
What we aspire for

Embarking on Sunteck 3.0

- ▷ **Sunteck 1.0** journey was initiated as a Business Center Operator in 2000 and after 6 years with the acquisition of the Signature Island, BKC – under **Sunteck 2.0** – the company grew into a pure play RE developer with projects in BKC and ODC, Goregaon W.
- ▷ **The salient aspects of Sunteck 3.0 are:**
 - **Maintain a strong balance sheet**
 - Sell off our finished inventory in the next 4-5 years
 - Focus on large projects like Naigaon, Vasai, Kalyan and Borivali with low capex
 - Acquire land if opportunity is extremely compelling
 - Maintain non-recourse, muted debt levels
 - **Leverage our brand and leading market position to grow the business**
 - **Invest in and incentivize our team**

Existing Growth Engines of Sunteck 3.0

Sunteck's strategy is to enter markets underpenetrated by organized players and bet big to realize attractive returns



Future Growth Engines of Sunteck 3.0

The launch and execution of these new growth engines will scale up the sales engine of Sunteck

2020

Vasai W (Mid-income)

- ~50 acres acquired with a development potential of ~5 mn sq ft
- Est. GDV of ~Rs 5,000 crores in the coming 6-7 years
- Tap big demand potential of hitherto untapped micro market with focus on middle income grp
- Unobstructed sea views residences offering luxurious lifestyle relative to micro-market

Kalyan & Vasind (Affordable)

- After western suburbs, Kalyan (Shahad) and Vasind marks the entry in the eastern micro-markets of MMR
- With more than ~12 mn sq ft of potential, these projects under the aspirational luxury segment will offer an est. GDV of ~Rs 10,000 crores in the coming 7-8 years

Borivali West (Luxury)

- Acquired Borivali West, a strategic location for luxurious waterfront residences in the strong residential market of Western suburbs.
- Borivali West has a potential est. GDV of ~Rs 2,000 crores in the coming 4-5 years

2022

Development Potential & Launch Timelines

► **Est. Gross Sales Visibility of ~Rs. 28,600 (~US\$ 3.8 bn) crores from the 6 (six) growth engines**

Projects	Project Size	Already Launched	Balance Potential	Estimated Sales Visibility	Q4 FY22	FY22-23 E	FY23-24 E	Beyond FY24 E
	(~ mn sq ft)	(~ mn sq ft)	(~ mn sq ft)	(~ Rs crores)	(~ mn sq ft)	(~ mn sq ft)	(~ mn sq ft)	(~ mn sq ft)
ODC, Goregaon W	6.0	2.3	3.7	5,200	-	0.60	0.60	2.50
Naigaon	12.0	3.6	8.4	4,500	1.25	1.00	1.00	5.15
Vasai W	5.0	-	5.0	5,000	-	0.75	0.75	3.50
Kalyan & Vasind	12.6	0.5	12.1	9,900	-	1.00	1.00	10.1
Borivali W	1.0	-	1.0	2,000	-	-	0.50	0.50
Others	6.0	-	6.0	2,000	-	-	1.00	5.00
Total	42.1	6.4	36.2	28,600	1.25	3.35	4.85	26.75

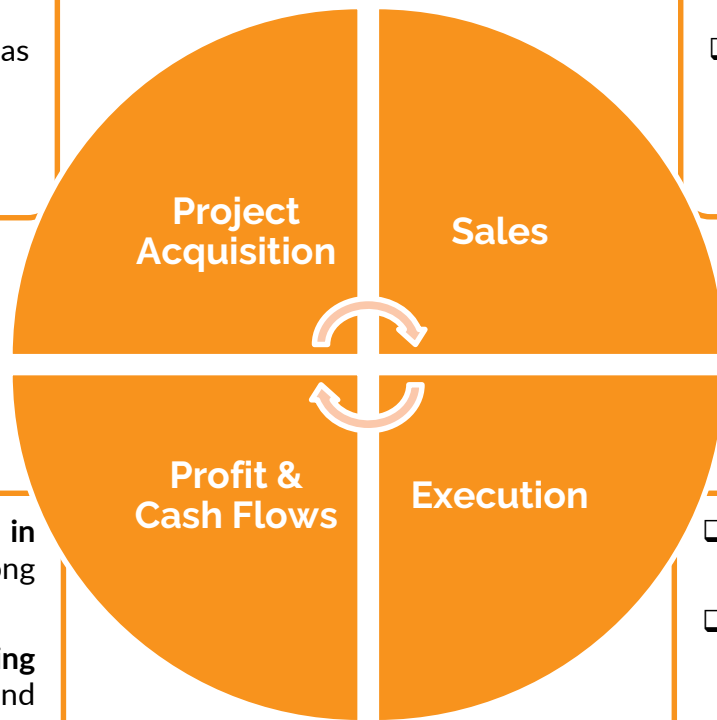
Estimates - subject to material variances due to business risks, market risks and other risks, ~-approx.

Rs 1 cr = Rs 10 mn

The 'Sunteck' approach to 'Continuous Growth'

- ❑ ~23 msf acquired since the onset of the COVID-19 pandemic.
- ❑ In the last 3 years, the company has acquired ~36 msf.

- ❑ Estimated GDV of acquisitions is ~Rs. 28,600 cr (~US\$ 3.8 bn).
- ❑ The monetization of these projects will lead to continuous growth in sales over the 7-8 years.



SHAREHOLDER VALUE CREATION

- ❑ Sunteck's collections are growing in double-digits leading to strong operational cash flows.
- ❑ The margins are also trending upwards driven by price growth and cost optimization.

- ❑ In-house execution capability to ensure accelerated execution.
- ❑ Stringent supervision on costs & quality, drive confidence amongst customers - basis of long term demand.

➔ **~US\$ 3.8 billion**

Est. Gross Development Value (GDV) of upcoming project pipeline

➔ **~36 million sq ft**

Across 6 projects at BKC, ODC, Naigaon, Vasai West, Kalyan-Vasind, and Borivali West in MMR

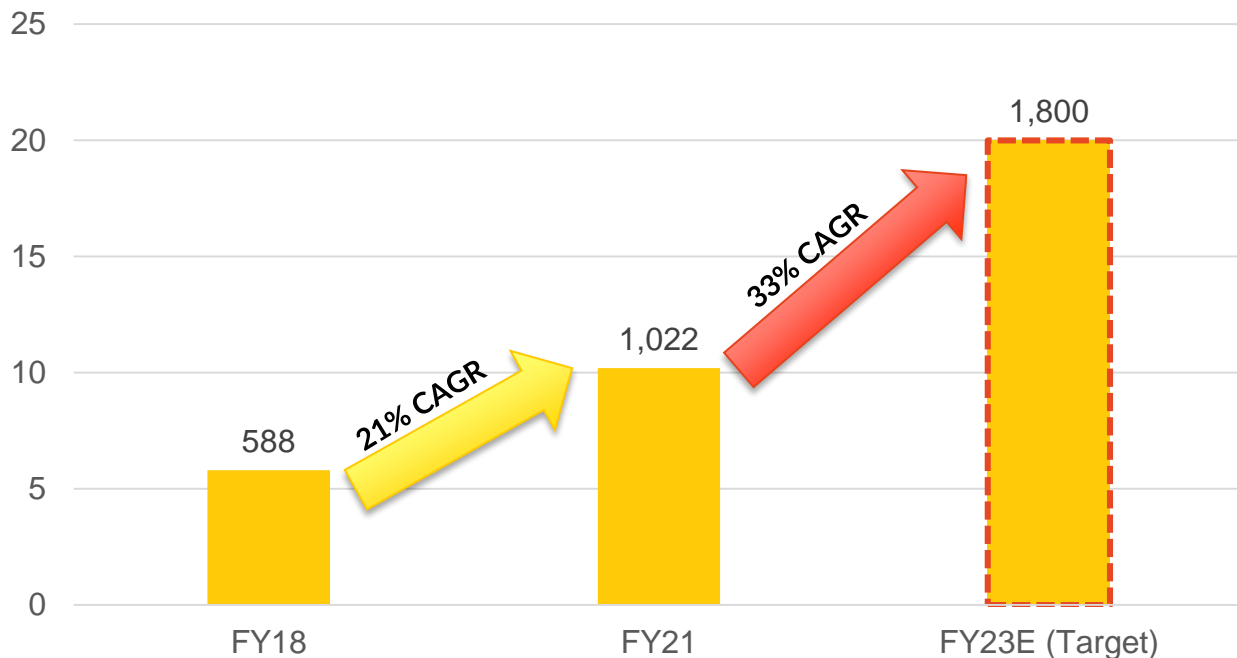
➔ **~0.19x**

One of the lowest Net Debt/Equity ratio across the sector

Pre-sales growth multiple to improve

On the back of new project launches

- ▷ The phase-wise launch of new projects at Vasai West, Kalyan-Vasind, Borivali West and new phases of existing projects such as Sunteck City ODC and Sunteck World Naigaon could be a **tailwind for sales growth**.



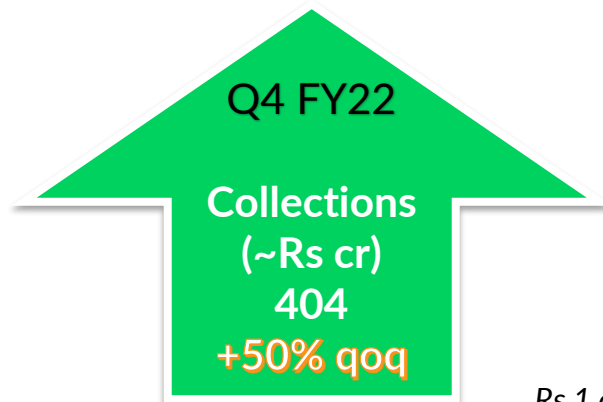
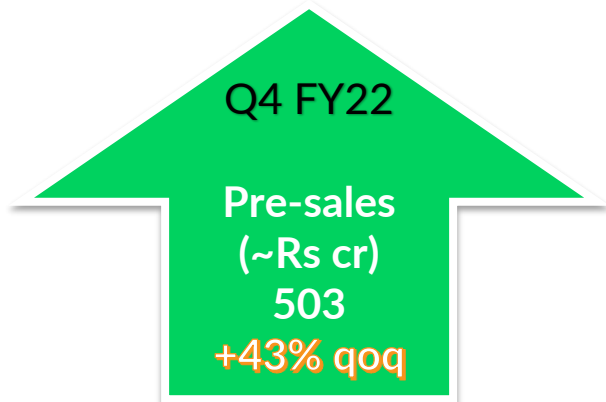
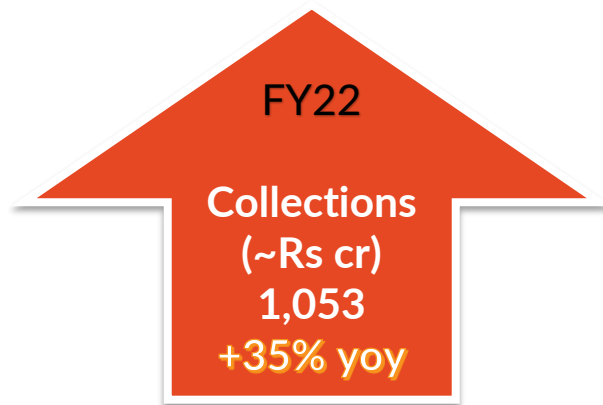
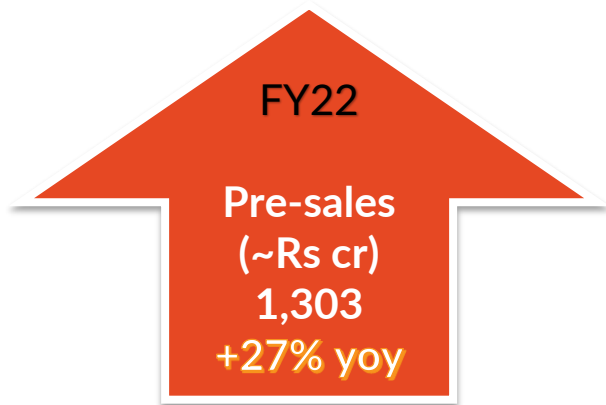
Rs 1 cr = Rs 10 mn

All figures are in Rs. Crores. Subject to material variances due to business risks, market risks and other risks

Key Numbers

Operational Performance and Financial Statements

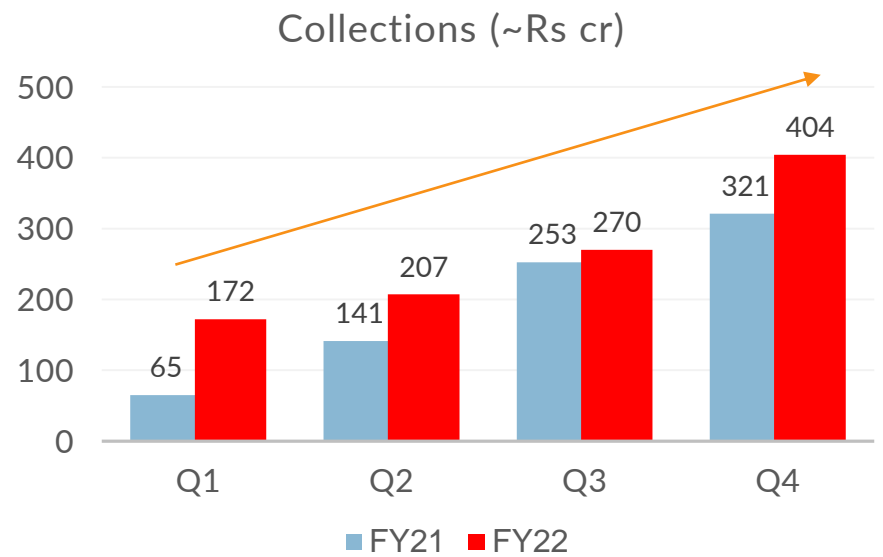
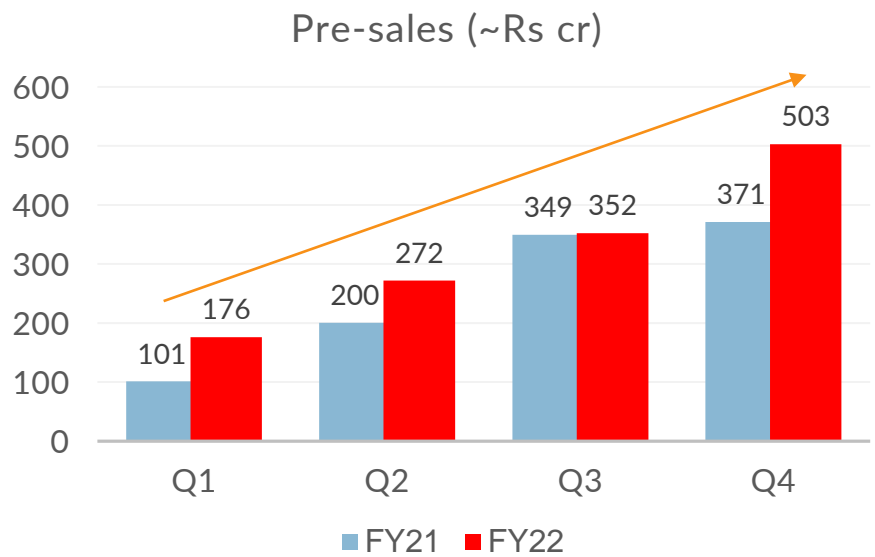
Operational Snapshot



Rs 1 cr = Rs 10 mn

Operational Performance Trend (Quarter-wise)

Both pre-sales and collections are **GROWING STRONGLY** on a sequential (quarterly) as well as yearly basis



Operational Performance (Pre-sales Segment-wise)

The **pre-sales** mix for the year is dominated by the **mid-income and aspirational (affordable)** segment contributing **72% of the total bookings**. **Luxury** segment has also improved to **19%**.

Segment	Brands	Q4 FY22 (~Rs cr)	Mix (%)	FY22 (~Rs cr)	Mix (%)
Luxury	Signature, Signia	156	31%	248	19%
Mid-income	Sunteck City	99	20%	413	32%
Aspirational	Sunteck World	221	44%	517	40%
Commercial	Sunteck	27	5%	125	10%
Total		503	100%	1,303	100%

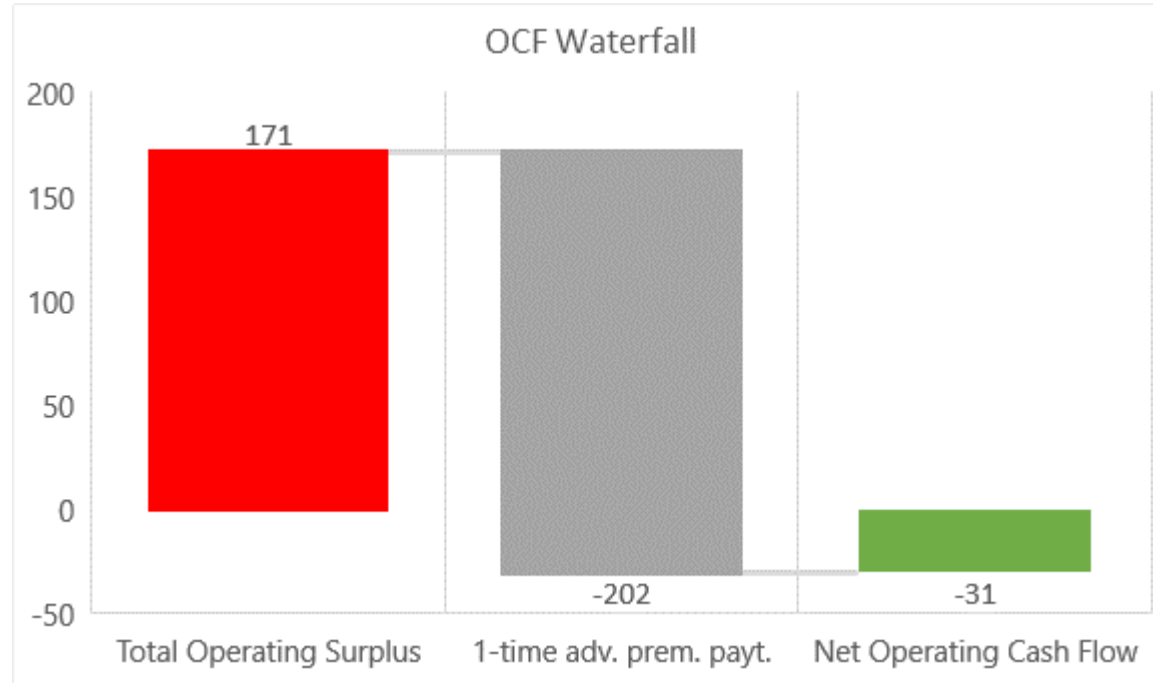
Operational Performance (Collections Segment-wise)

The **collections** mix for the year is broad-based with all segments performing well.

Segment	Brands	Q4 FY22 (~Rs cr)	Mix (%)	FY22 (~Rs cr)	Mix (%)
Luxury	Signature, Signia	166	41%	296	28%
Mid-income	Sunteck City	107	27%	391	37%
Aspirational	Sunteck World	125	31%	345	33%
Commercial	Sunteck	6	1%	21	2%
Total		404	100%	1,053	100%

Operational Cash Flow Waterfall

~ **Rs 171 cr operating surplus generated in FY22** – *used in adv. premium payment*



*1-time premium payment is part of Working Capital Changes

Rs 1 cr = Rs 10 mn

Robust operational cash flows

~ **Rs 400+ cr operating surplus generated in 2 years** – used in debt reduction and adv. premium payment

~**Rs 171 cr** of **operating cash flow surplus** generated in FY2022. Utilised efficiently to **save approval costs** of almost ~**Rs 200 cr** in the ongoing projects, by availing the one-time payment scheme of state government.

Particulars	FY 2021	FY2022
OPERATING CASH FLOW		
Total Operating Cash Flow Surplus	251	171
<i>Less: One-time advance payment of approval premiums at 50% rebate*</i>	-	(202)
Net cash flow – Operating Activities	251	-31
INVESTING CASH FLOW		
<i>- Business Acquisition, Interest, Dividends, Investments & Others</i>	50	33
Net cash flow – Investing Activities	50	33
FINANCING CASH FLOW		
<i>- (Repayment) / Drawdown of Loans</i>	(197)	133
<i>- Finance Cost</i>	(86)	(74)
<i>- Dividends Paid & Others</i>	(13)	13
Net cash flow – Financing Activities	(297)	46

*Part of Working Capital Changes

Rs 1 cr = Rs 10 mn

Strong Balance Sheet

In FY22, the **consolidated net debt to equity** has been strong at **0.19x**.

Particulars	FY 2021	FY 2022
Secured Debt	597	700
Less: Cash & Bank Balance	99	97
Less: Loans to JDA partners	34	64
Net Debt	464	539
Net Worth	2,772	2,790
Net Debt / Equity	0.17	0.19
Quasi-Equity*	91	87
Adjusted Net Debt	555	627
Adj. Net Debt / Equity	0.20	0.22

*With effect from 9th March, 2020, Starlight Systems (I) LLP became a wholly owned subsidiary of SRL pursuant to the retirement of PDL Realty Private Limited (Retired Partner). The Retired Partner's balance of current capital and fixed capital in the SSILLP, aggregating to ~910 mn have been converted into a loan. The said loan will be in the form of 1% secured Non-Convertible Debentures (NCDs), which will be redeemed at premium out of the future free cash flow from the specified projects only with a tenure of 20 years.

Key Financials

- ▷ In Q4 FY22, Revenue from operations stood at Rs 156 cr (Rs 1,559 mn) and Rs 513 cr (Rs 5,131 mn) for FY22
- ▷ EBITDA for the quarter stood at Rs 3 cr (Rs 32 mn) and Rs 95 cr (Rs 953 mn) for FY22
- ▷ EBITDA margin stood at 19% for FY22

BALANCE SHEET – FY22 (Consol)*

Liabilities	Rs Cr	Assets	Rs Cr
Networth	2,790	Receivables	271
MI	-	Inventories	4,042
Borrowings	787	L & A	113
Others	1,917	Cash & Bank	97
Provisions	5	Others	976
Total	5,499	Total	5,499

PROFIT & LOSS STATEMENT (Consol)*

Particulars	Q4 FY22	FY22
Operating Revenue	156	513
EBITDA	3	95
PBT	-8	33
Net Income	-4	25
Operating Margin	2%	19%

*Company follows project completion method of accounting

Rs 1 cr = Rs 10 mn⁴⁰

Superior Credit Rating

- ▷ Sunteck has Top Tier Credit Profile which is a Testimonial for its Strong Fundamentals.

 A Fitch Group Company	AA- / Positive
 ICRA A MOODY'S INVESTORS SERVICE COMPANY	AA- / Stable

- ▷ Key Rating drivers are –

- Healthy track record in real estate development in MMR
- Adequate committed cash flow visibility
- Prudent Financial Policies; Strong Credit Metrics
- Prudent cash flow management with adoption of asset light JDA model for new projects
- Price-Point diversity; Locational Advantage
- Low Execution Risk

Risk Factors

Risk Factors

- ▷ Impact of COVID-19 pandemic on overall economy and real estate sector in particular is still being quantified and uncertain.
- ▷ Exposure to cyclical in real estate business – the residential real estate sector have been adversely impacted by liquidity crunch, high inventory and subdued demand conditions in the past.
- ▷ Cost inflation can negatively impact profitability and margins.
- ▷ Any other unforeseen risks related to project acquisitions, delay in launches, approval risks, delay in execution, subdued demand, home loan risks and others.

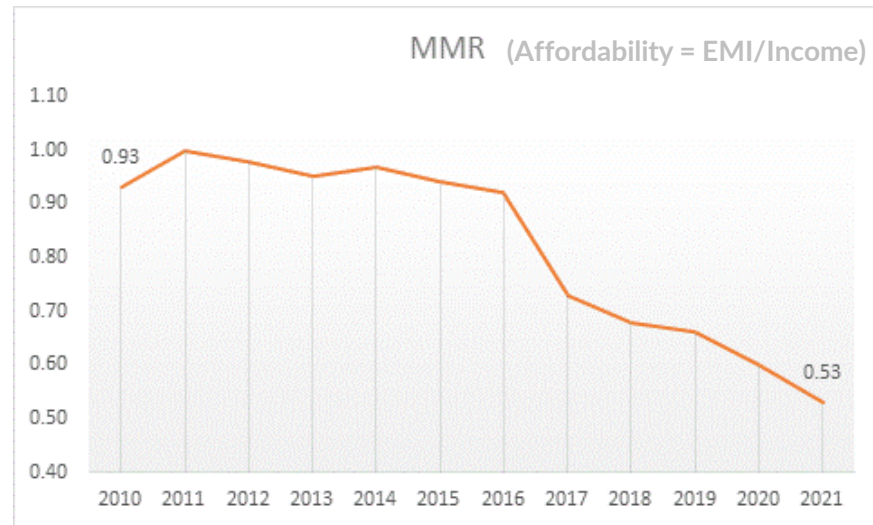
Industry Insights

Improved Affordability

- ▷ Rise in income-levels and favourable demographics (66% of Indian population is less than 35 years of age) has led to best affordability in the last 25 years.
- ▷ MMR affordability has improved the most in the last 10 years since 2011.

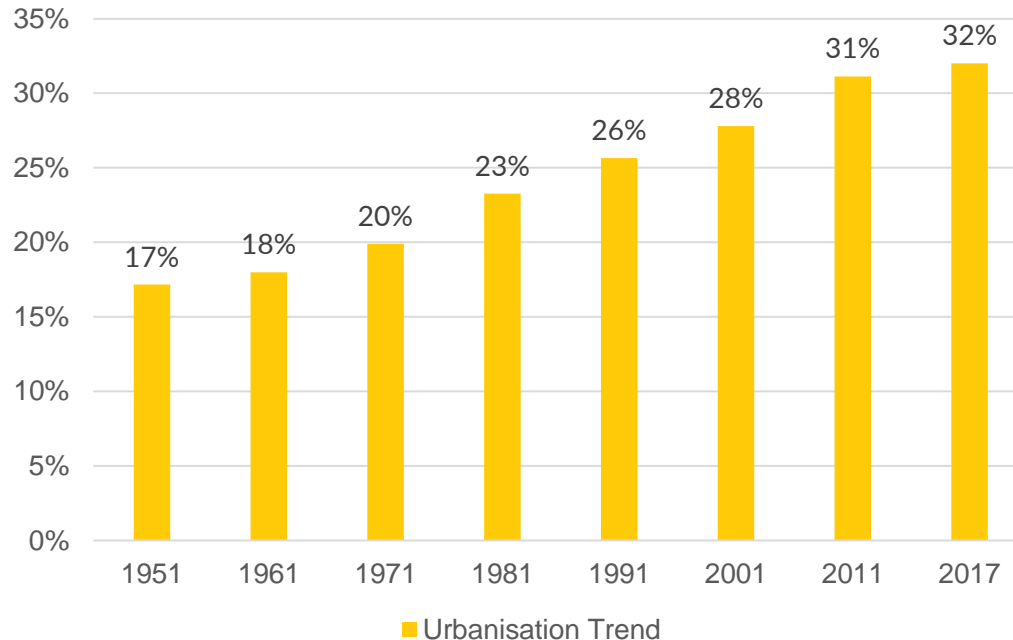
Best affordability in 2.5 decades

Government support towards housing has helped improve affordability



Rising Urbanisation

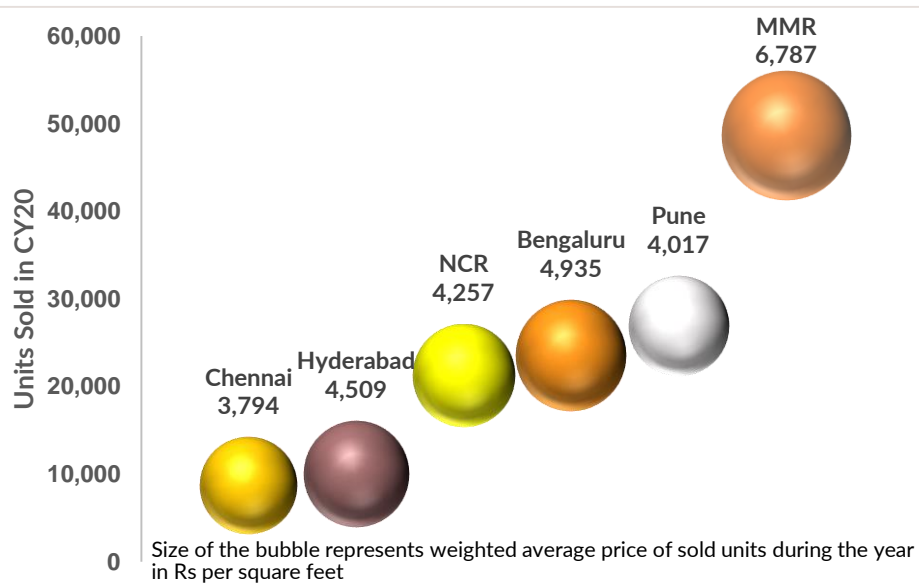
- ▷ By 2030, almost 40% of the population is expected to be living in urban centers.



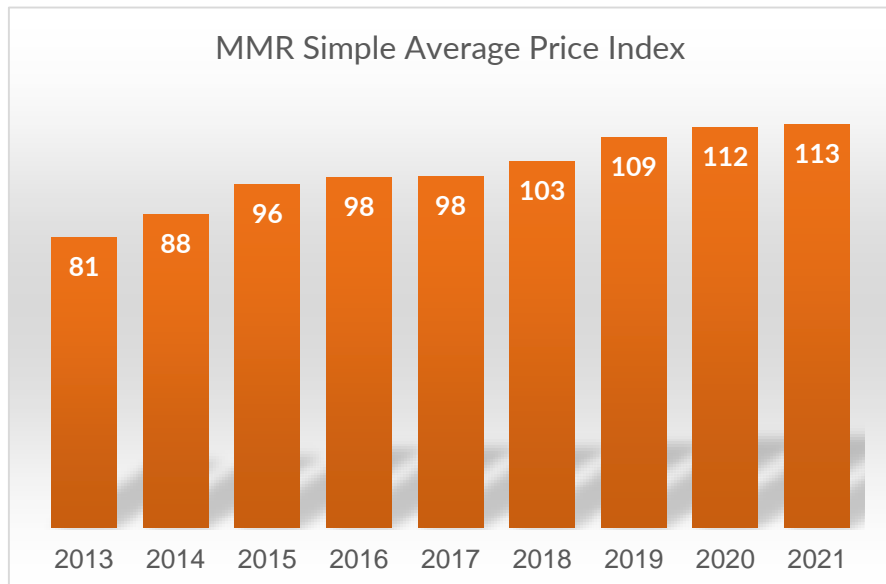
Source: ADB, Census 2011, Knight Frank Research data

MMR Dominates the Residential Real Estate Market in India

- ▷ MMR both in terms of pricing and units sold is the largest micro-market in India. The average pricing at Rs6,787 per square feet is higher than other cities
- ▷ Over the past 5 years, the pricing in MMR has remained stable



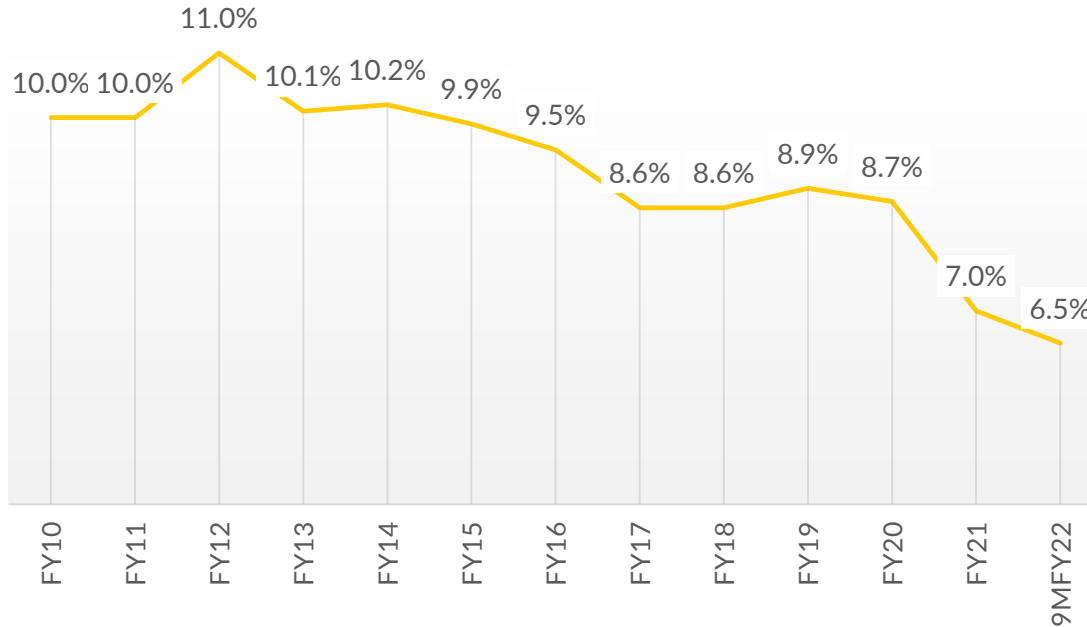
Source: Knight Frank Research data



Source: NHB data

Home loan rates are benign

- ▷ Housing loan rates are at decadal lows, thereby improving affordability and savings on EMI.



Awards



★★★★★
MIXED-USE
PROJECT OF THE YEAR

FOREST
SunteckWorld
VASIND, THANE DISTRICT
POSTAL CODES: 401503, 401504 | PHONE: 022-25440000



★★★★★
INTEGRATED TOWNSHIP
PROJECT OF THE YEAR

MaxX
SunteckWorld
NAIGAON
POSTAL CODES: 401503, 401504 | PHONE: 022-25440000



★★★★★
BEST DEVELOPER
(MUMBAI)

PROJECT OF THE YEAR

Sunteck



★★★★★
BEST LANDSCAPE
ARCHITECTURAL
DESIGN

PROJECT OF THE YEAR

SunteckWorld
NAIGAON
POSTAL CODES: 401503, 401504 | PHONE: 022-25440000

Thank You

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