

2nd May, 2017

To
Corporate Relation Department
BSE Limited
P. J. Tower, Dalal Street,
Mumbai – 400 001
Scrip Code: 512179

To
National Stock Exchange of India Ltd
Listing Department
Exchange Plaza,
Plot no. C/1, G Block,
Bandra-Kurla Complex
Bandra (East), Mumbai- 400 051
Scrip Code: SUNTECK

Sub: Disclosure under Regulation 30(6) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015

Dear Sir/Ma'am,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, a copy of the investor presentation to be presented on May 3, 2017 in Singapore and on May 4, 2017 / May 5, 2017 in Hong Kong is attached hereto and the same is also placed on the Company's website.

The same is for your record purpose and request you to acknowledge the same.

Thanking You.

For Sunteck Realty Limited



Rachana Hingarajia
Company Secretary



Email add: cosec@sunteckindia.com



Sunteck Realty Ltd.

*The Journey of a thousand miles
begins with a single step*

- Lao Tzu



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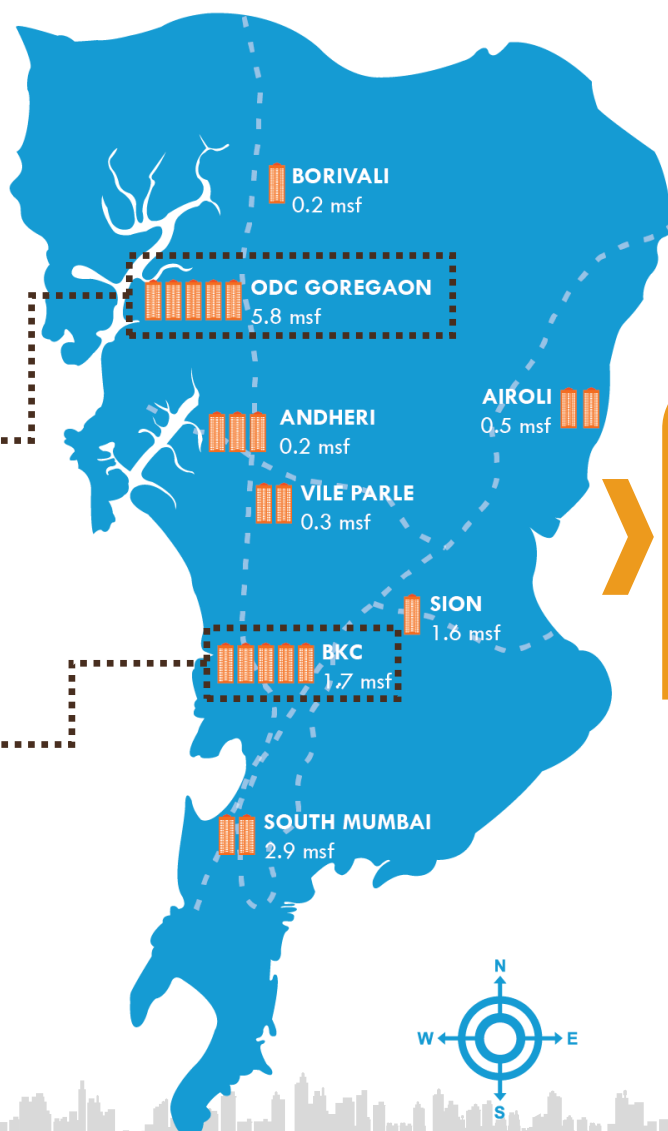
- Premium Mumbai focused developer with strong differentiated branding that allows leadership positioning in every micro-market.
- Proven ability to predict growth areas and establish presence ahead of the curve.
- Landmark projects that change the profile of the entire locale.
- Execution excellence: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

Sunteck portfolio strength

Sales of
~Rs45bn
completed till date

ODC, Goregaon (W): 5 projects of ~6msf worth ~Rs100bn with ~Rs8bn in sales completed.

BKC: 5 projects of 1.7msf worth ~Rs60bn with ~Rs31bn sales completed.



Other projects:
4 projects of ~0.7msf worth ~Rs10bn with ~Rs2.3bn sales completed.

Creation of Brands allows Premium Positioning

Premium positioning of the brand 'Sunteck' across projects, since the company intends to fill the gap of luxury products in every micro market of Mumbai

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

Strong macro tailwinds

1. Stable political environment
2. Lower interest rates
3. Demonetization benefit for organized developers
4. SOPs for affordable housing
5. RERA
6. REITs clarity
7. Overhaul in Mumbai infrastructure
8. Good governance and single window clearance





**Vision 1:
BKC - The Financial Hub of the
Country**

The BKC Vision

Identified residential opportunity

- At ~Rs35,000/sqft, BKC Commercial in 2006-07 had already matched Nariman Point levels.
- **Sunteck bid for residential in BKC at a time when the locale was in nascent stage of development and only of commercial orientation.**

Research based premium residential offering

- Research driven call that **limited supply of high-end residential in a CBD commands a 3-4X premium vs. commercial.**
- Examples: Manhattan (USA), Singapore, London; Nariman Point/Cuffe Parade (Mumbai).

BKC about 10 years back



The BKC Vision – Value creation

Bought land at a premium

- Bought the Signature Island land on FSI basis at a **premium to ready properties in nearby locations of Kalanagar, Kalina in 2007.**
- Bid for adjoining land parcels for Signia Isles & Signia Pearl in 2009 and 2010 at 3-4X of the bid for Signature Island to maintain exclusivity.

Value Creation

- Convinced potential buyers including some of the sharpest minds in India with only vision & passion. Today Sunteck's residential projects have given multi-bagger returns in terms of **capital appreciation.**
- **PE players also underestimated the project's revenue potential.**

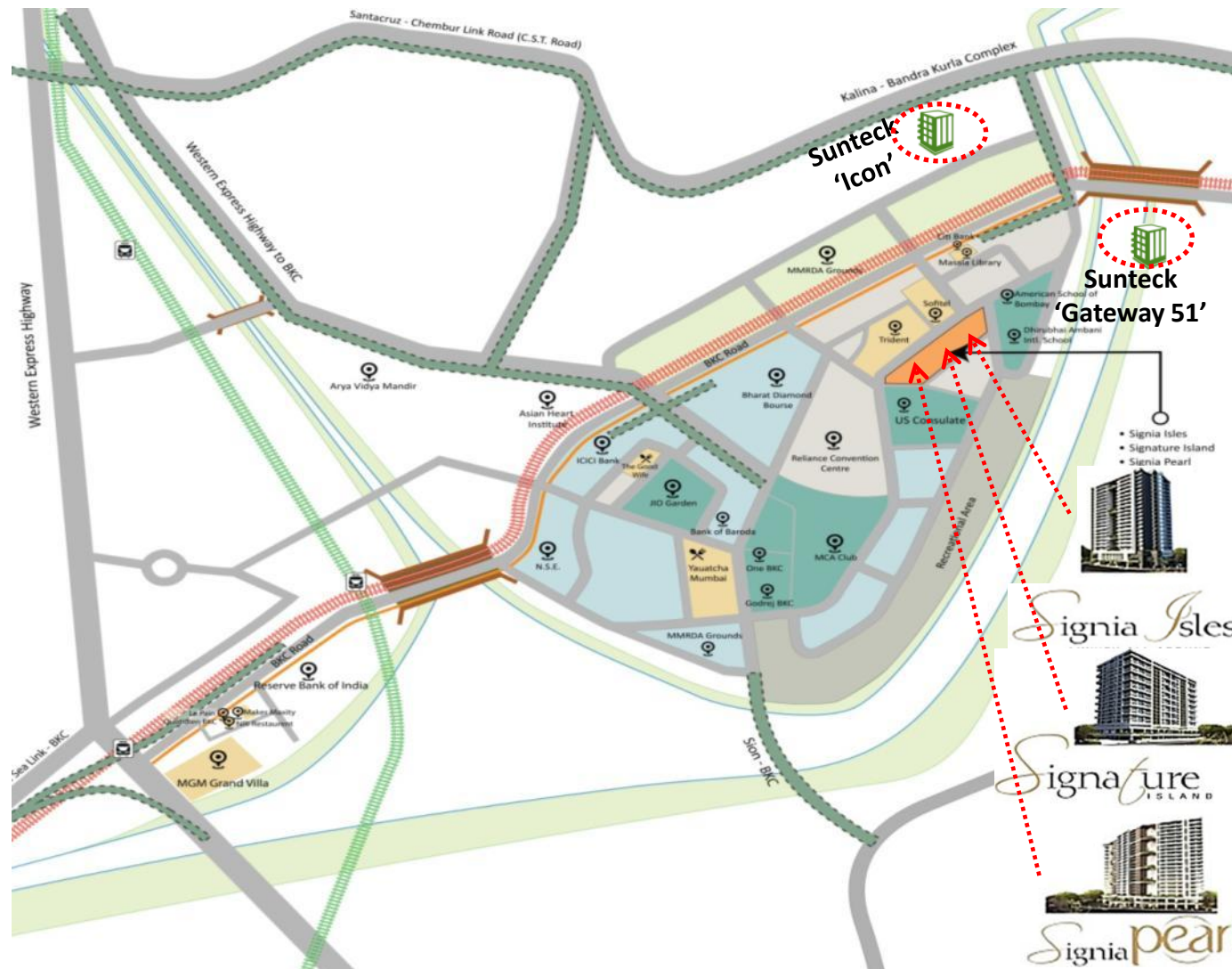
Capitalized on Brand

- Recently acquired two commercial projects under the **asset-light JV / JDA model**, i.e. Sunteck '**Icon**' and Sunteck '**Gateway 51**'.

BKC today: Top offices and ultra premium residential projects



BKC: Set to get another Infrastructure boost



Legend

- Metro Station
- Elevated Road (Flyover)
- Metro Line 3
- Metro Line 2
- Bridge
- River
- Road
- BKC Bus line
- Commercial Spaces
- Institutions
- Hotels

Further 3 mn sqft office occupancy in the next 1 year will be a catalyst to Sunteck residential projects.

Our flagship Ultra-luxury residential projects in BKC Sunteck



Occupation
Certificate
received for all
three buildings

~70% of sales
already
achieved

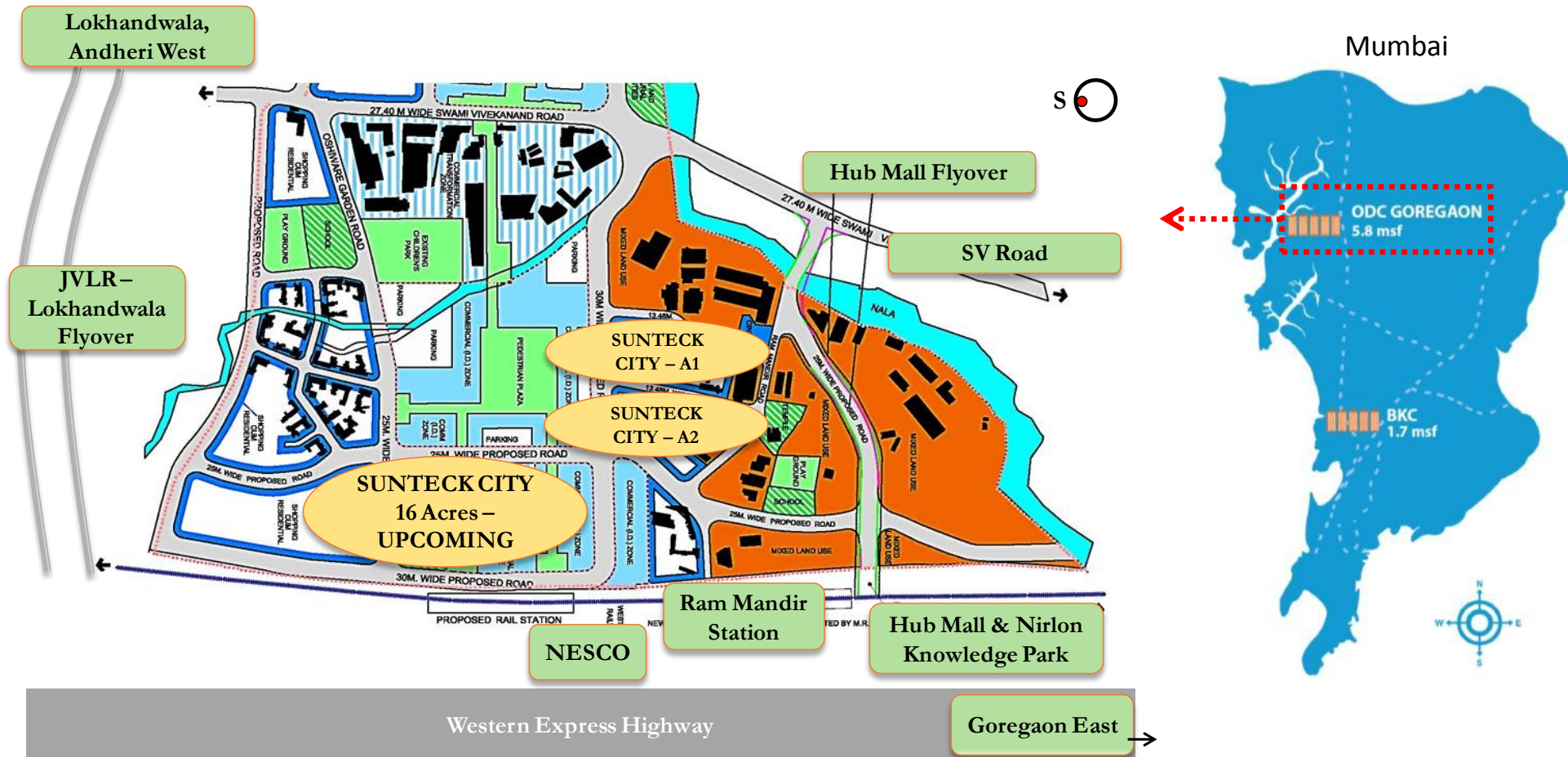
Ownership profile
of Mumbai's
crème-de-la-
crème

Setting benchmarks
for Mumbai's
residential market



**Vision 2:
ODC - The next BKC
of suburban Mumbai**

ODC, Goregaon (W): The next BKC of suburban Mumbai



FROM Ultra-premium & low volume in BKC (~1.7msf worth ~Rs60bn)
TO Aspirational & high volume in ODC (~6msf worth ~Rs100bn)

ODC – The next BKC of Mumbai

Identified the next destination by MMRDA

- ODC being planned and developed as a **Suburban Business District of Mumbai by MMRDA.**
- MMRDA has already developed **two flyovers** connecting East to West, **Ram Mandir Station** on the western railway line. **Road widening work** at six 90ft roads at ODC is ongoing.

Corporate hub of the suburbs

- Goregaon is a hub of **mid/back-offices of Corporates** at business parks including Nirlon, Nesco, Mind Space, Infinity Park, Lotus etc.
- **Multiple SMEs and industrial establishments** exist within a radius of 3km.

Oshiwara Flyover



Ram Mandir Road



Ram Mandir Station



Then

Now

ODC Vision – Driving future growth

Value creation and positioning

- **23 acre land** acquired between 2010 to 2012 for **~Rs 4.5bn.**
- Initial launch at Rs9,000/sqft in 2012 to test the market. **Current selling price ~Rs16,000-17,000/sqft.**
- Targeted customer in the mid-income households looking at luxury houses at affordable prices.

Sustainable income streams

- Targeting to build **~2mn sqft of potential commercial** office spaces in ODC.
- Targeting to expand further in ODC under the JV/JDA/DM model - to potentially consolidate up-to 30 acres.

▶ **~66% of launched inventory already sold.**
~70% of under-construction inventory under ~Rs20mn of unit size.

Sunteck City Avenue 1



Sunteck City Avenue 2



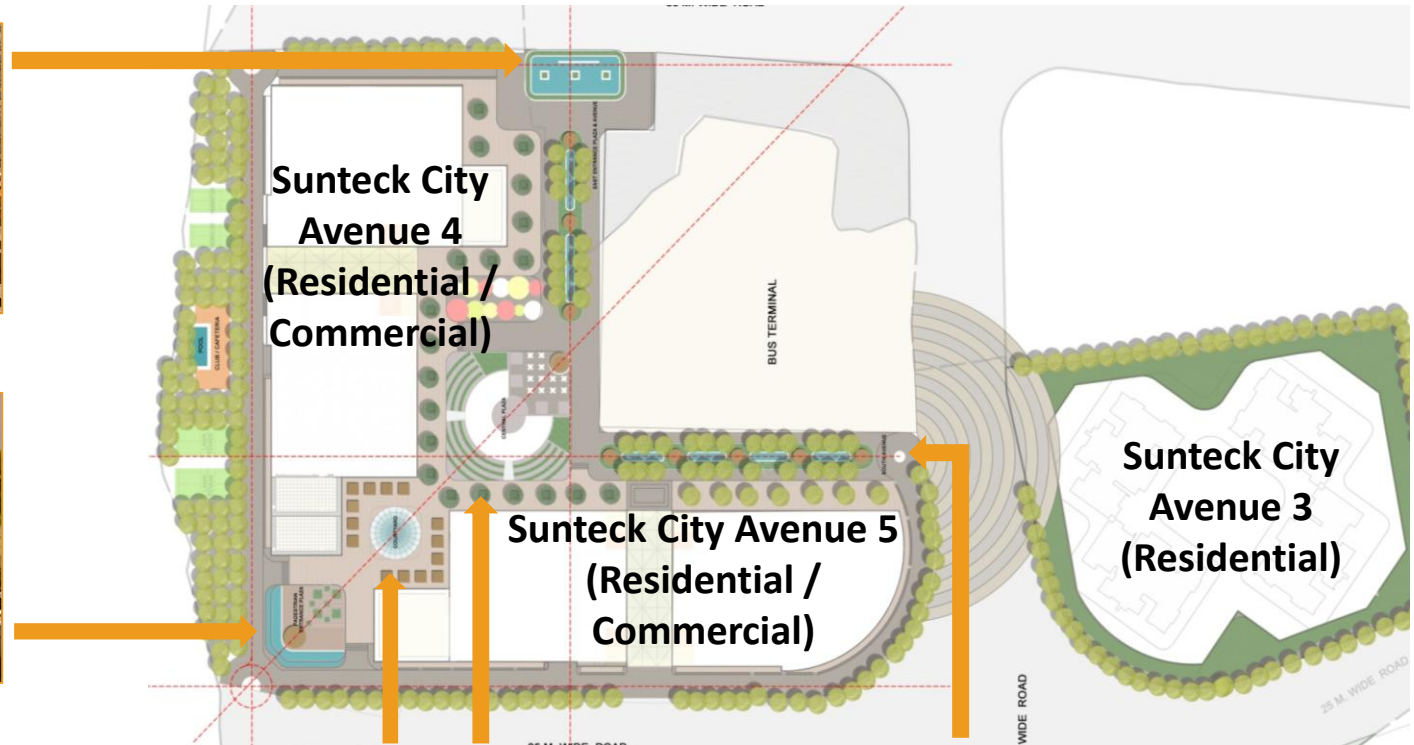
Upcoming: 16 acres at ODC, Goregaon – Master Plan



East Avenue & Entrance Plaza



Pedestrian Entrance Plaza



Courtyard



Central Plaza



South Avenue

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Other milestone projects

Completed projects

Signature Island, BKC,
Mumbai
- Residential



Signia Isles, BKC, Mumbai
- Residential



Signia Pearl, BKC, Mumbai
- Residential



Signia Oceans, Airoli, Navi
Mumbai -
Residential



Signia Skys,
Nagpur -
Residential



Sunteck Grandeur, Andheri,
Mumbai -
Commercial



Sunteck Centre, Vile Parle,
Mumbai
- Commercial



Sunteck Kanaka,
Goa -
Commercial



Ongoing projects

Sunteck City Avenue 1,
Goregaon (W), Mumbai
- Residential



Sunteck City Avenue 2,
Goregaon (W), Mumbai
- Residential



Signia High, Borivali,
Mumbai -
Residential



Signia Waterfront, Airoli, Navi
Mumbai
- Residential



Signia Pride, Andheri,
Mumbai
- Residential



Sunteck Gateway 51, BKC
Junction, Mumbai
- Commercial



Sunteck Icon, BKC Junction,
Mumbai
- Commercial





**Strong
Balance Sheet
position**

Balance sheet strength – focus on capital allocation Sunteck

- Significant portion of economic value comes from the Mumbai Metropolitan Region (MMR) – Strategy to remain MMR focused

- Other than BKC and ODC – most other projects either smaller in size or under the asset-light JV/JDA model.



S.No	Project	Location	Investment (Rs mn) – SRL share	Overall Development potential (mn sq ft)	Potential Project size (Rs mn) - SRL share
1	Signia Oceans	Airoli	167	0.17	660
2	Sunteck Centre	Vile Parle	190	0.15	1,500
3	Signia Skys	Nagpur	68	0.14	340
4	Sunteck Kanaka	Goa	100	0.11	462
5	Signia Waterfront	Airoli	414	0.29	1,797
6	Sunteck Gateway51	BKC Junction	125	0.10	1,375
7	Sunteck Icon	BKC Junction	100	0.09	1,285
Total			1,164	1.05	7,420

Low Leverage

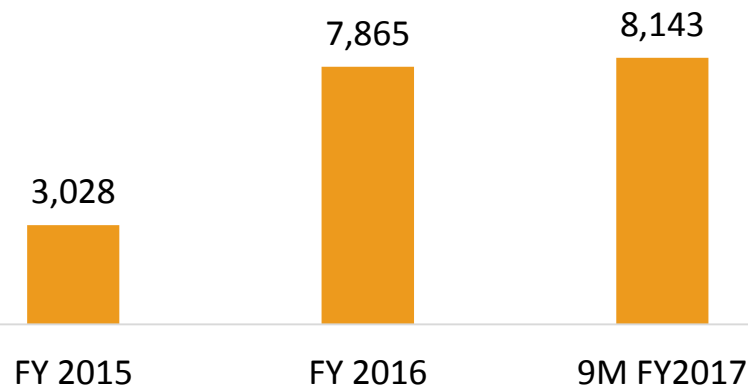
Rs mn	1H FY17	FY16	Difference	% change
Gross Secured Debt	7,452	7,890	(437)	-6%
Gross Unsecured Debt	3,333	4,548	(1,215)	-27%
Gross Debt	10,785	12,437	(1,652)	-13%
Cash & Bank Balance	566	931	(364)	-39%
Net Debt	10,219	11,506	(1,287)	-11%
Net Worth	17,591	16,343	1,248	8%
Net Debt / Equity	0.58	0.70		

- Promoter shareholding of ~74% with no promoter shares pledged, No Corporate Guarantee given.
- Negligible Debt and average cost of debt at ~10.6% - amongst the lowest in the sector. Incremental debt funding at 9.25%.
- Construction funding on only 7 out of 25 projects. Net Debt / Equity very comfortable @ 0.58x as of 1HFY17.

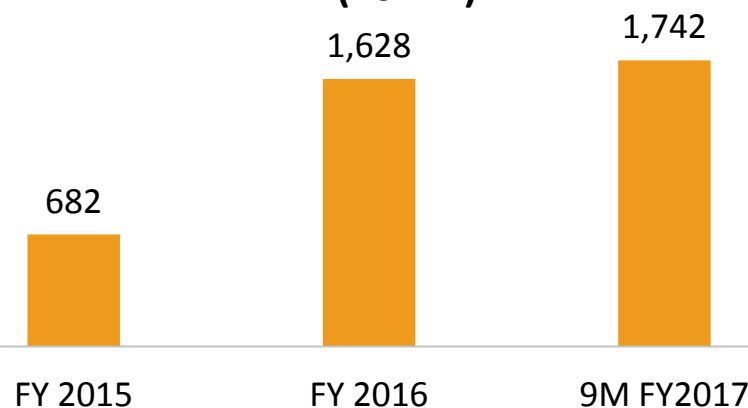


Significant earnings visibility and returns for shareholders

Revenue from operations (Rs mn)



PAT (Rs mn)



- In addition to ongoing sales from BKC projects, further projects expected to trigger revenue recognition:
- FY18: Sunteck City 1st Avenue, ODC
- FY19: Sunteck City 2nd Avenue, ODC
- FY19: Signia Waterfront, Airoli

Dividend Policy:

- The dividend payout is currently in the range of 10%.
- The management targets to increase it to 15-20%.



Future annuity income plan – 16 acres at Goregaon, ODC

Commercial properties in planning / approval stage	Leasable area potential (mn sq ft)
Sunteck City Avenue 4	1.0
Sunteck City Avenue 5	1.0
Total	2.0
Potential annuity revenue by FY 2020-21 (Rs mn)	2,700

- Potential annuity income from upcoming commercial properties of upto Rs2,700 mn by FY 2020-21



Future projects at premium locations

S.No.	Project name	Location	Development type	Structure	Area potential (msf)
1	Sunteck City, 5th Ave. (Resi & Comm.)	ODC, Goregaon (W)	Residential / commercial	Co	1.6
2	Signia City J - Resi.	Bani Park, Jaipur	Residential	JV/JDA	4.3
	Signia City J - Comm.	Bani Park, Jaipur	Commercial	JV/JDA	2.1
	Signia City J - Ret.	Bani Park, Jaipur	Retail	JV/JDA	2.1
3	Sunteck Crest - Ph. I	Sion, Mumbai	Commercial	JV/JDA	0.8
	Sunteck Crest - Ph. II	Sion, Mumbai	Commercial	JV/JDA	0.8
4	South Mumbai – I	Mumbai	Residential	JV/JDA	1.8
5	South Mumbai - II	Mumbai	Residential	JV/JDA	1.1
6	Signia Gardens	Vile Parle(E), Mumbai	Residential	CO	0.2
Total					14.8*

- **Future projects with development potential of ~15 msf* (Sunteck's share ~6msf*).**
- **Major capital deployed only for the projects under-development.**

• * subject to regulatory approvals

Way forward

Net Surplus potential
of ~Rs25-30bn from
completed projects
and ~Rs20-25bn from
ongoing projects



Excess cash to be
used to reduce debt
further



Target to increase
Dividend payout ratio
to 15-20% over the
next few years



Target to have
sustainable ROE in
the 15-17% range



Future growth to
come from
JV/JDA/DM based
model



New launches
planned in FY18:
Avenue 3 & 4,
Gateway 51, Icon,
Gilbert Hill



Geared-up to benefit from RERA

Impact on Real Estate developers

- **Exit of unorganized developers** and consolidation in the market

- **Stringent compliance** to lead to **fewer new launches** initially

- **Trust deficit** in sector to **reduce** post RERA implementation

- **Increased transparency** in sector leads to **higher foreign investment** through PE and REITs

Opportunity for Sunteck

- Gap creation opens up **potential new markets**
- Opportunities to acquire **distressed projects**

- **Time advantage** as already implementing all norms

- Projects of reputable developers to see **demand increase**

- Sunteck has in the past established **partnerships** with globally renowned investors

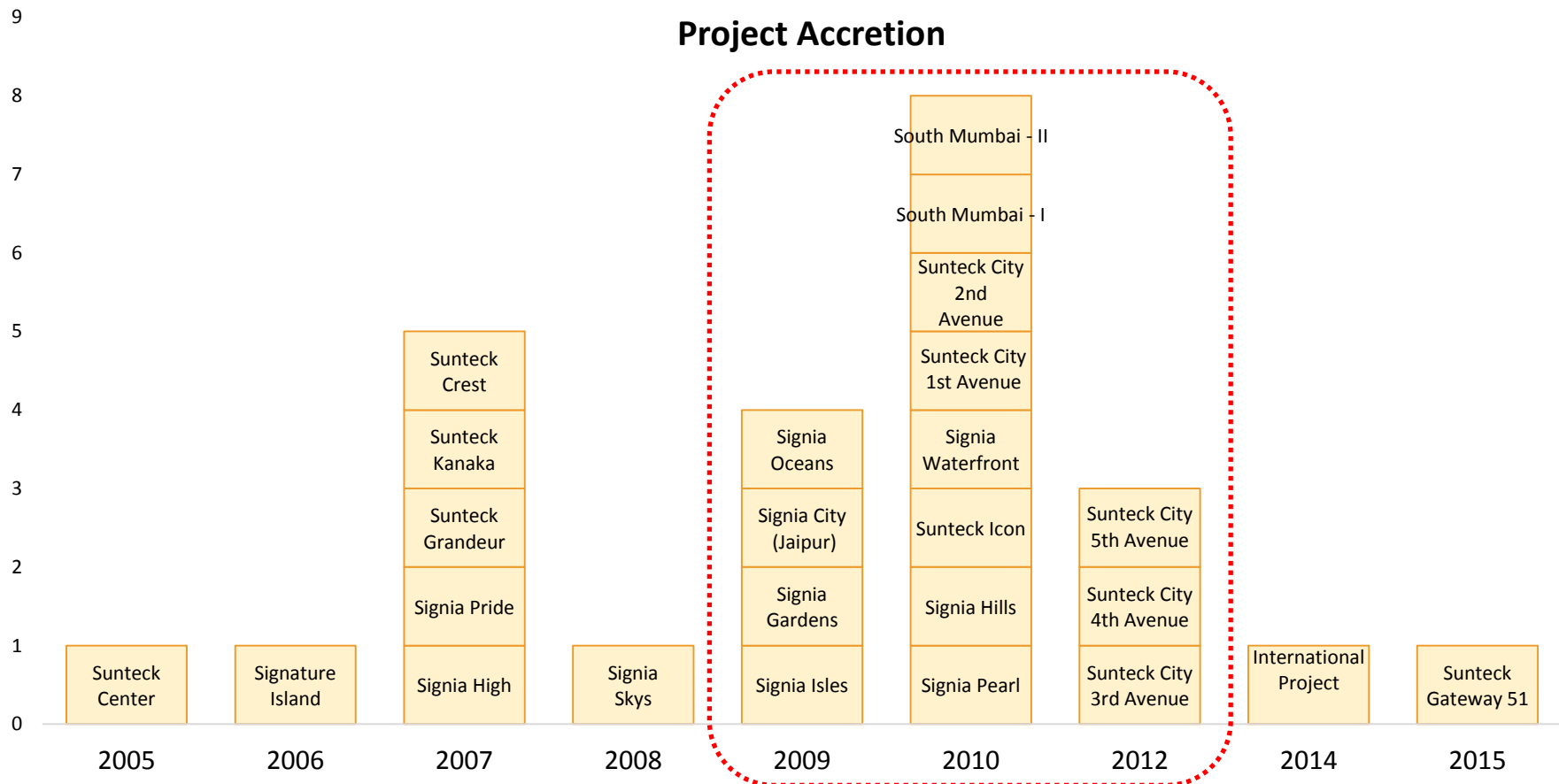




Annexure

Consistently built pipeline proves acquisition strength

- Strong acquisition track record @ low FSI costs
- Multiple projects acquired at attractive valuation, post the Lehmann crisis in Sep' 2008



Key milestones

2000-2006	2007-2012	2013-2015	2016 onwards
<ul style="list-style-type: none"> Starts operations as a Business Center Operator with 4 rented assets located at BKC, Vile Parle & Andheri. Business Center operation flourishes with Blue-Chip clientele such as Intel, HP, Visa, Cable & Wireless, Schlumberger, Ola Cabs & others. No LRD/Debt on the rental asset. Rental Realization @ Rs.125 psf - Rs.175 psf - monthly 	<ul style="list-style-type: none"> Ventures into real estate development with the acquisition of Signature Island – 1st residential plot at BKC. Partners with India REITs to fund acquisition. Kotak Realty Fund invests Rs. 1,400 mn (~US\$ 22 mn) in its 1st entity level PE transaction. Forms a 50:50 JV with Ajay Piramal Group for real estate development. Acquires additional c.20 projects with revenue potential of ~Rs.250,000 mn (~US\$ 3.7 bn) 	<ul style="list-style-type: none"> Substantial value creation in 10 projects located in BKC, ODC - Goregaon and Airoli with regards to positioning and capital appreciation. Brings in top industry professionals to drive the next level of growth. 2.5msf delivered during this period worth revenues of Rs 45bn CARE assigns 'A+' (LT) and 'A1+' (ST) credit rating. Signature Island achieves iconic status as the most luxurious residential project of the country 	<ul style="list-style-type: none"> 2.2msf to be delivered in the next 2-3 years worth revenues of Rs 34,000 mn Focus on city-centric acquisitions through asset-light strategy such as, JDA, Distressed Assets purchases, DM Model. To launch Sunteck City 3rd Avenue & 4th Avenue. Sunteck City to create a rental portfolio of ~Rs.2,700 mn p.a. for SRL. Ongoing & Upcoming Projects sufficient for development over the next 4-5 years.
FOUNDATION	EVOLUTION	EXECUTION & VALUE CREATION	EXPANSION

Strong financial performance

Strong growth in Sales, EBITDA and PAT

Rs mn	FY13		FY16	FY16 over FY13	9M FY17
Net Sales	302	↑	7,865	26.0x	8,143
EBITDA	54	↑	2,500	46.1x	2,756
- Margin	18%	↑	32%	1,384bps	34%
PAT	40	↑	1,628	40.5x	1,742
- Margin	13%	↑	21%	738bps	21%



Board of Directors

Kamal Khetan <i>Chairman & Managing Director</i>	An Electronics and Communication engineer from Mangalore University Over 2 decades of experience in Real Estate Industry Engaged in the overall business management, execution and strategy
Atul Poopal <i>Executive Director</i>	Acquisitions, Legal and Compliance (Development) Over 35 years of experience in regulatory affairs, land acquisition, concepts finalization, inputs to architects Previous employment as an Executive Engineer - BMC, Tee arch Architects & others
Rachana Hingarajia <i>Non Executive / Non Independent Women Director</i>	Company Secretary CS & LLB by qualification; Over 10 years of experience in Compliance function Associated with the group for more than 8 years; on Board since March 2015
Kishore Vussonji <i>Independent Director</i>	A Solicitor with Bombay Incorporated Law Society and an Advocate with the Bar Council of Maharashtra On Board since 2008; Partner of Kanga & Co. Over 4 decades of experience in Real Estate transactions in Mumbai
Ramakant Nayak <i>Independent Director</i>	A certified associate of Indian Institute of Banking and also holds a degree of Science and Law On board since 2010; has held leadership positions with Bank of Maharashtra, Saraswat Co-Operative Bank etc. Over 4 decades of experience in the field of Commercial Banking
Mahadevan Kalahasthi <i>Independent Director</i>	A Qualified Practicing Chartered Accountant & Bachelors of Commerce On board since 2007; Chairman of Audit / Investors' Grievance / Compensation Committee Over 3 decades of experience in audits, taxation, corporate governance compliances, mergers & acquisitions

Thank You!

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