

SRL/SE/23/18-19

Date: 14th August, 2018

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

Sir,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed the Results Presentation with regard to Unaudited Financial Results for the quarter ended 30th June, 2018.

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: a/a





Sunteck Realty Ltd.

Earnings Update Q1 FY2019

August 13th, 2018

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

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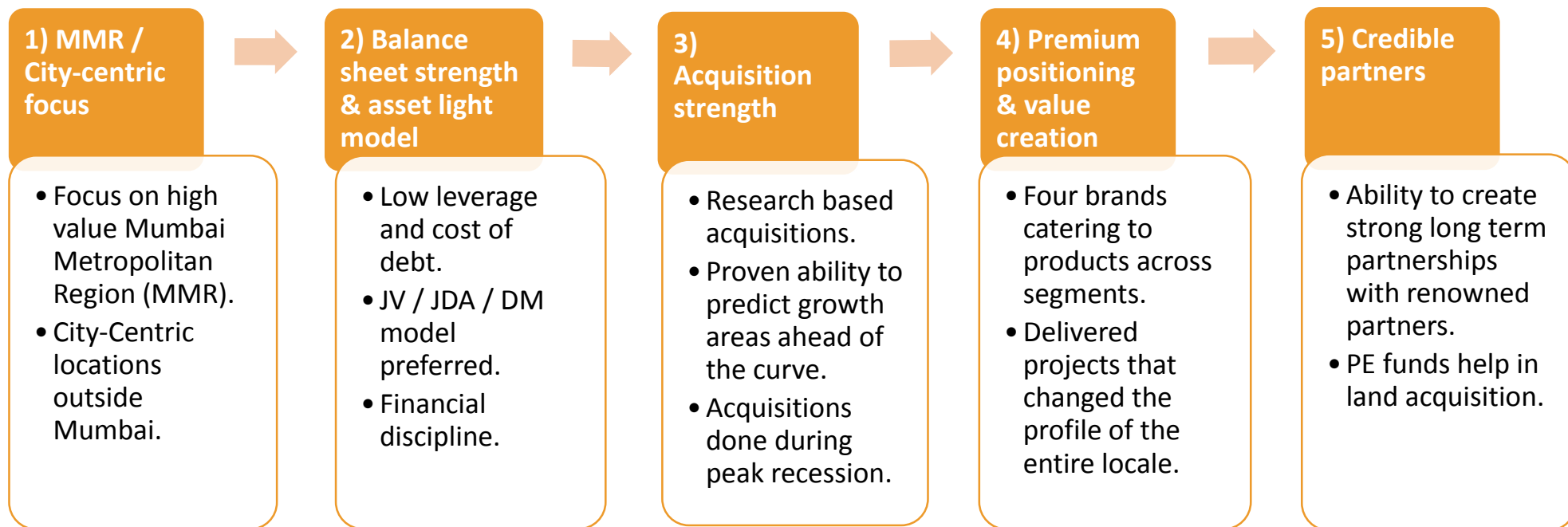
Note The project elevations are for representation purposes only and are the sole property of the Company and may not be reproduced, copied, projected, edited in any way without written permission from the Company.



Sunteck Realty - Executive Summary

Company Profile: Sunteck is a Mumbai focused premium developer with experienced promoter, focused project acquisition strategy, premium brand, strong execution and healthy balance sheet.

Strong Project Portfolio: Sunteck has about 30 mn sqft spread across 25* projects (8 projects completed worth ~Rs59,000mn) majorly in MMR region having leadership position in CBDs of Mumbai at BKC (5 projects) and ODC, Goregaon (W) (6 projects).



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 luxury homes



Q1 FY 2019 Earnings Update



Q1 FY2019 Key Developments

1. At Sunteck City Avenue 1 and Avenue 2 in Goregaon (W), ODC - we have recently **launched fresh inventory** through a campaign called “**Big Home Benefits**” and witnessed **robust sales** in the 1QFY19. A total of 46 units were sold across both the projects.
2. First Quarter of FY2019 has seen **good traction at our BKC projects** continue, registering increased inquiry levels and sales.
3. Gilbird Hill **project launched** at Andheri W at the end of the quarter.
4. Full **Commencement Certificate** received for Signia Pride project located at Andheri.
5. **Construction in full swing** at Sunteck Icon and Gilbird Hill.
6. **Naigaon Phase 1 launch preparation** in full swing.
7. **Long Term Bank Loan Credit Rating** from **A+ to AA-** from CARE Ratings signifying our strong balance sheet and prudent cash flow management.

Amongst the best balance sheets & credit ratings in the sector

Rs million	FY 2018	FY 2017	Difference	% change
Secured Debt	4,256	7,768	(3,512)	-45%
Cash & Bank Balance	1,144	986		
Net Secured Debt	3,112	6,782	(3,670)	-54%
Unsecured Debt	1,424	1,669	(245)	-15%
Net Debt	4,536	8,451	(3,915)	-46%
Net Worth	26,303	17,953		
Net Debt / Equity	0.17	0.47		

- Promoter shareholding of ~67% with no promoter shares pledged, no Corporate Guarantee given.
- Long Term Credit Rating of **AA-** from **CARE Ratings**.
- Incremental debt funding @ **9.00% – 9.25%**.

Robust Operational and Financial Performance

Rs million

P&L (consolidated) - Rs million	Q1 FY2019	Q1 FY2018	% change yoy	Q4 FY2018	% change qoq
Revenue from Operations	2,111	1,334	58%	2,067	2%
EBITDA	1,116	707	58%	1,074	4%
Operating Margin	52.9%	53.0%	-	52.0%	-
Profit after tax	589	352	67%	560	5%
Net Profit Margin	27.9%	26.4%	-	27.1%	-

Rs million

Operational Data - Rs million	Q1 FY2019	Q1 FY2018	% change yoy	Q4 FY2018	% change qoq
Pre-sales (new bookings)	1,816	1,278	42%	1,860	-2%
Collections	1,610	1,305	23%	1,542	4%

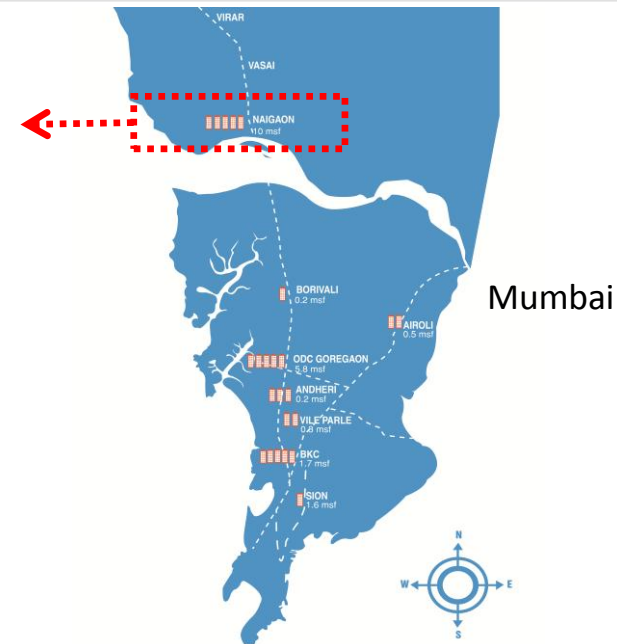
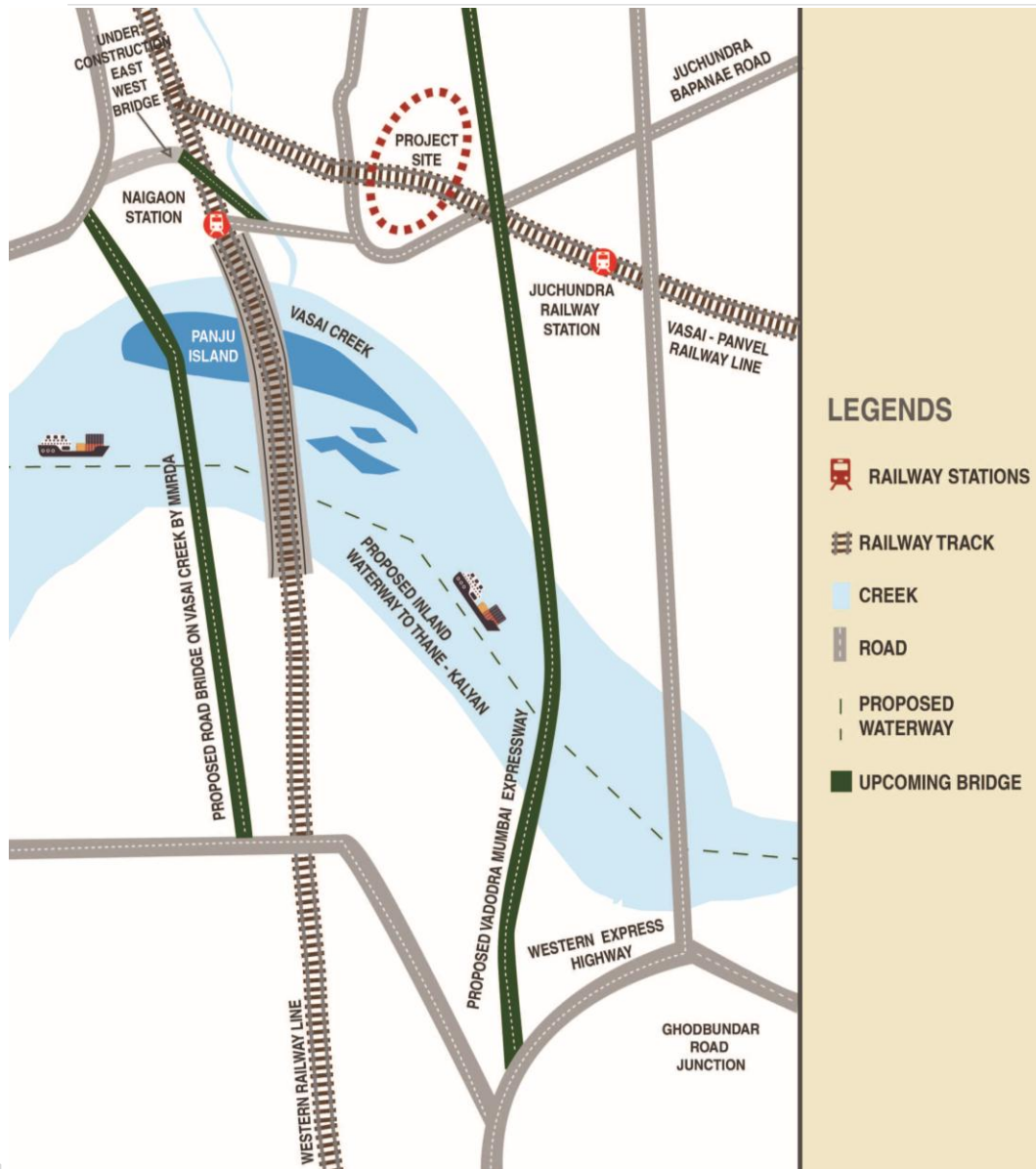
**Aspirational homes at Naigaon:
Vision in-line with core value proposition**



Aspirational homes at Naigaon: Vision in-line with core value proposition

1. Sunteck **capitalizes on strong brand** by acquiring a project in the **aspirational segment**, under the **asset light JDA model**.
2. The project has a potential development of **100 acres at Naigaon** - emerging location on the **western suburbs of Mumbai Metropolitan Region (MMR), between Borivali and Virar**.
3. Through this project, Sunteck will break the conventional path by giving the **experience of luxury in aspirational homes with a new brand under a completely new division**.
4. We have now **diversified our business across the pricing spectrum**, from uber-luxury to affordable and at the same time **being true to defining luxury living for all**.
5. This further augments our credibility and **strengthens the cash flow visibility & stability**.

Naigaon: Upcoming location with superior infrastructure



Existing & future Infrastructure developments:

1. Proximity to existing Naigaon & Juchundra railway station.
2. Under-construction east-west elevated road over Naigaon station.
3. Proposed sea-bridge over the Vasai creek by MMRDA.
4. Proposed Vadodara - Mumbai expressway to pass next to the project site.
5. Proposed inland waterway from Vasai creek to Thane / Kalyan.

Naigaon: 100acres land with overall development potential of 10 - 12mn sqft

Rs million

S.No.	Project Name	Location	Unsold saleable area potential - Total (mn sq ft)	Unsold saleable area potential – SRL share (mn sq ft)	Estimated pricing (Rs / sqft)	Estimated future sales value	Estimated costs to be incurred	Estimated operating cash flows
1	# New brand to be launched soon #	Naigaon, MMR	10.0 – 12.0	7.4 - 8.9	5,000	37,047 - 44,456	18,000 - 21,600	19,047 - 22,856



Project updates

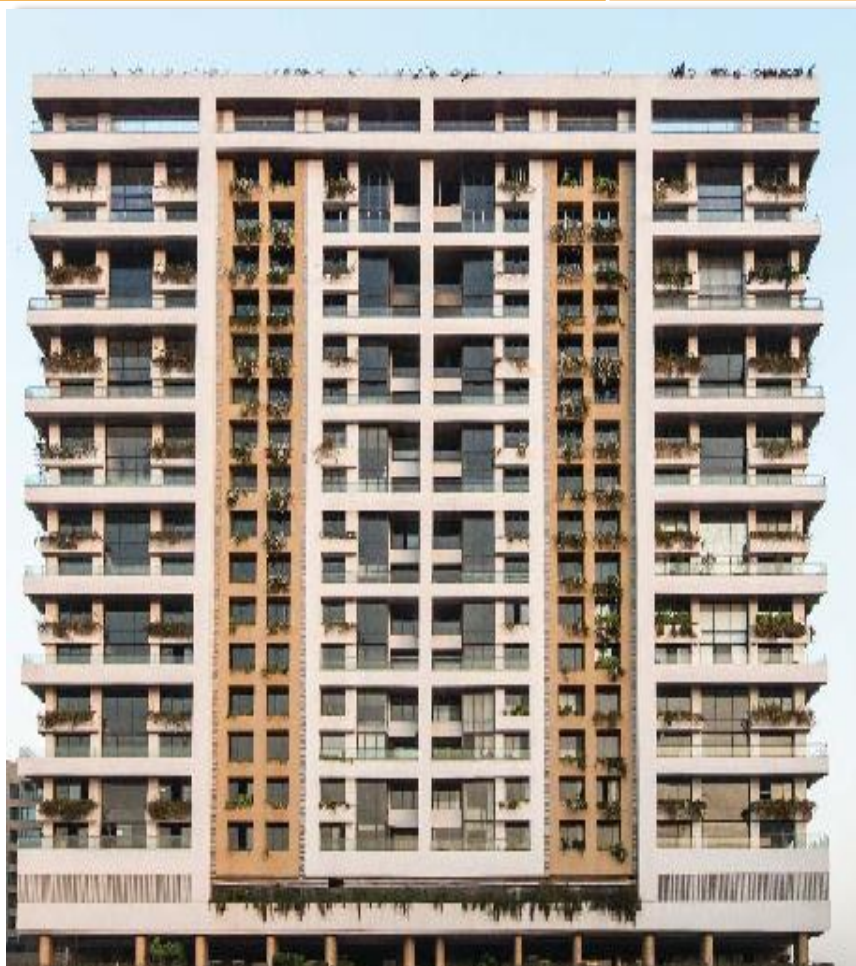


Signature Island, BKC

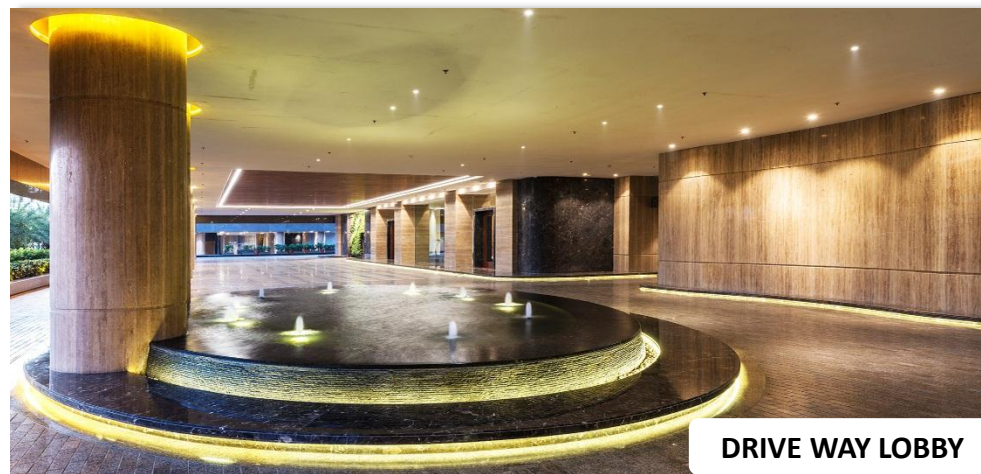
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



LIFT LOBBY



DRIVE WAY LOBBY

Signature Island, BKC

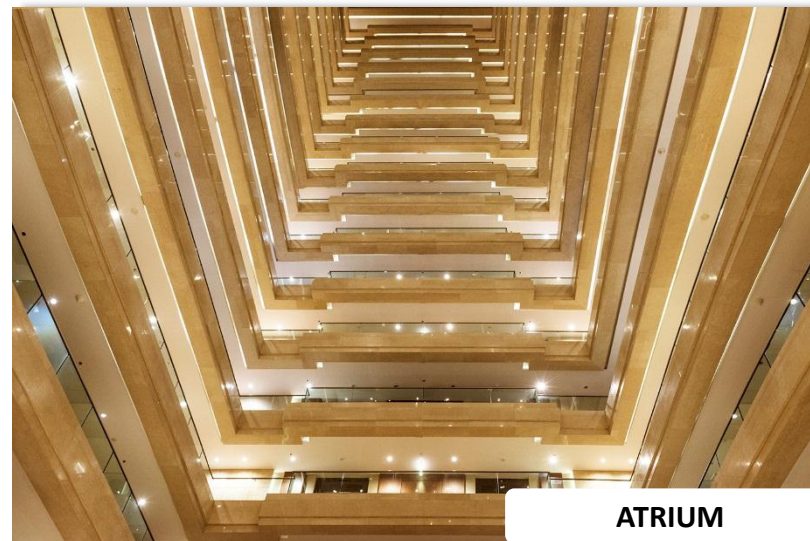
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



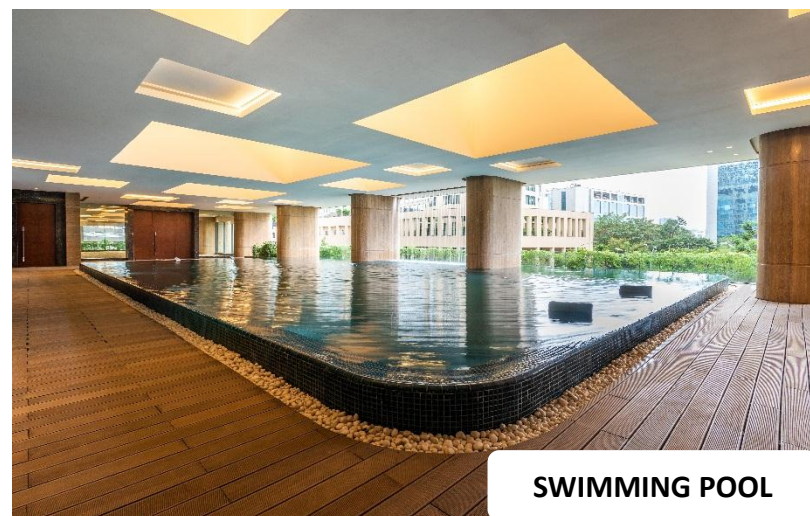
PODIUM GARDEN



ATRIUM



**MULTI-PURPOSE
HALL**



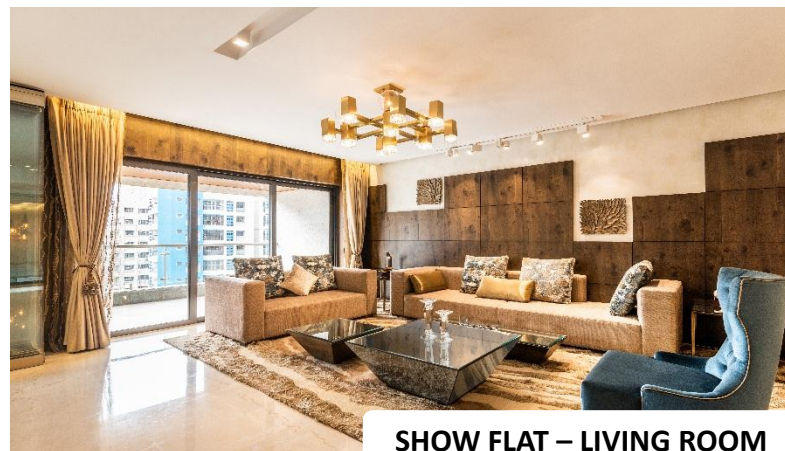
SWIMMING POOL

Signia Isles, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS

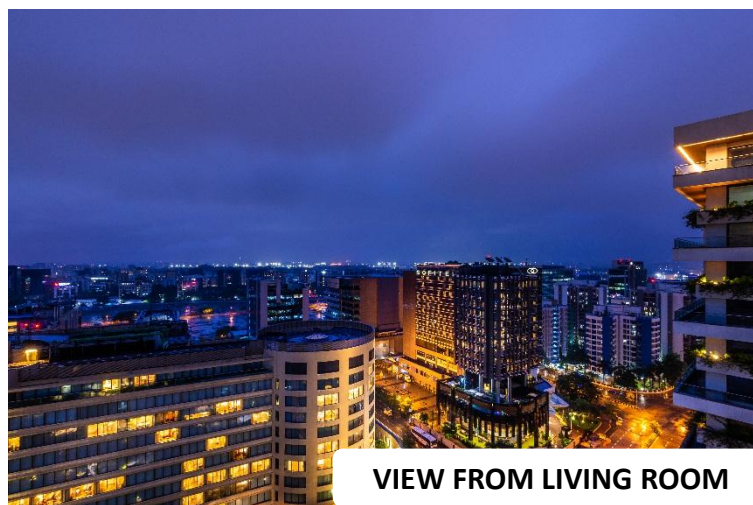


Signia Pearl, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS

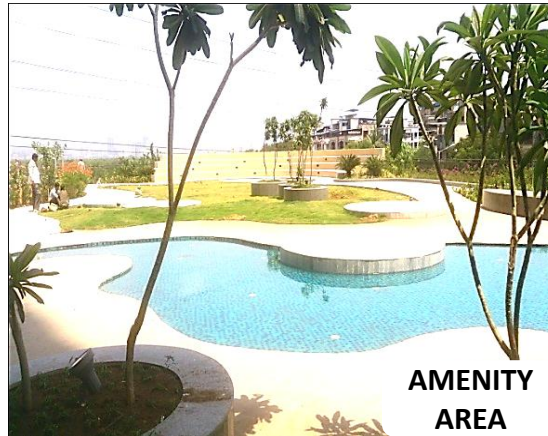


Signia Oceans, Airoli

COMPLETED PROJECTS



UNDER CONSTRUCTION PROJECTS



UPCOMING PROJECTS



Signia Skys, Nagpur

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Signia High, Borivali

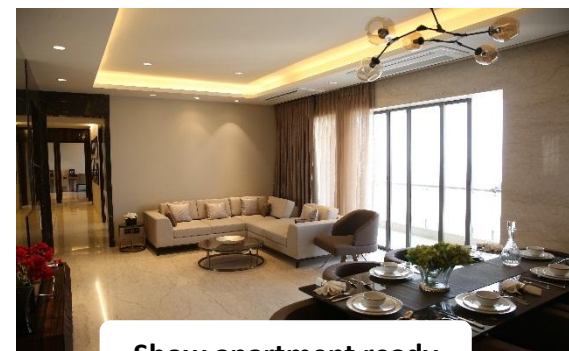
COMPLETED PROJECTS



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

Sunteck City, 1st Avenue

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Tower A & B : 36th & 39th Slab in progress



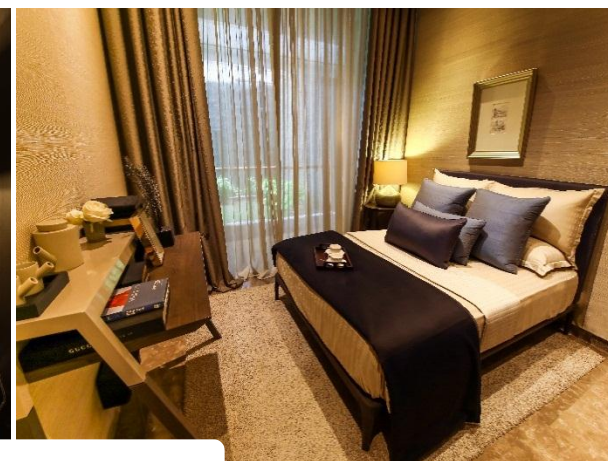
Tower C: 19th Slab In Progress

Sunteck City, 1st Avenue

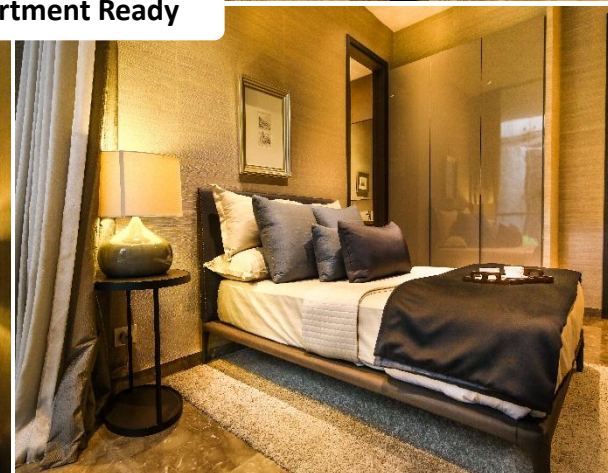
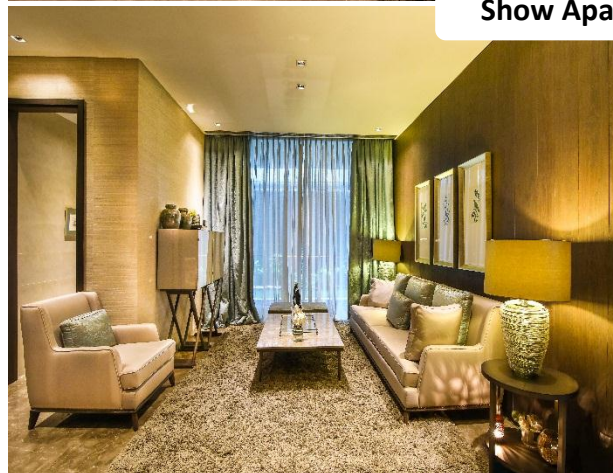
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Show Apartment Ready



Sunteck City, 2nd Avenue

COMPLETED PROJECTS



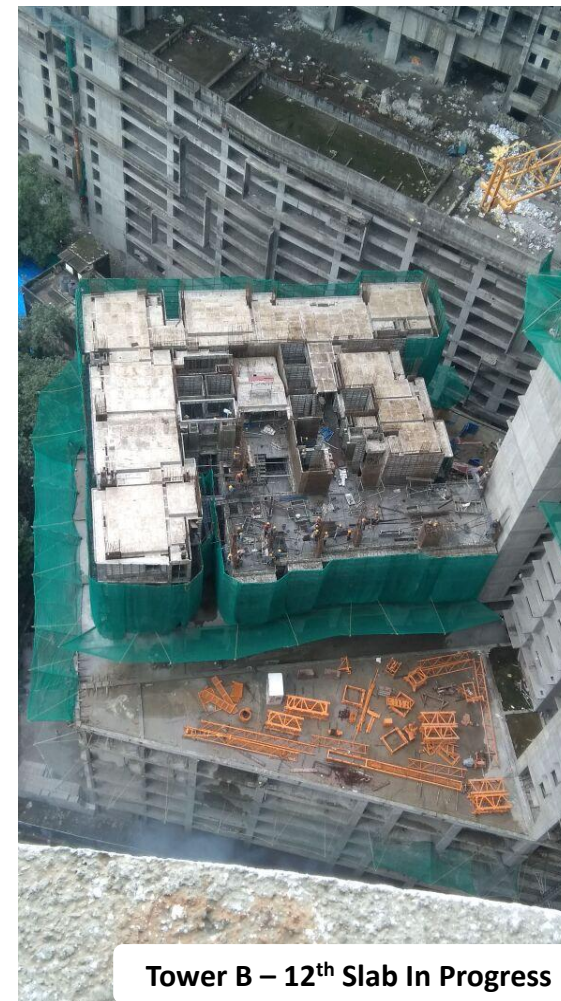
Indicative Artistic Impression

UNDER CONSTRUCTION PROJECTS



Tower A: 23rd Slab In Progress

UPCOMING PROJECTS



Tower B – 12th Slab In Progress

Signia Waterfront, Airoli

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



17th Slab in Progress



Actual view from site

Signia Pride, Andheri

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



10th slab in progress



Gilbert Hill, Andheri (E)

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Podium Work In Progress

Sunteck Icon , BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Excavation Work In Progress

Gateway 51, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Indicative Artistic Impression



Ground Preparation work in progress

Thank You!

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