

SRL/SE/ 52/20-21

Date: 17th November, 2020

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 Q2FY21 results**

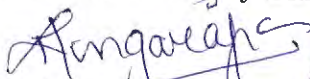
Sir,

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 quarter and half-year ended 30th September, 2020.

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  
2<sup>nd</sup> Quarter, FY2021

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

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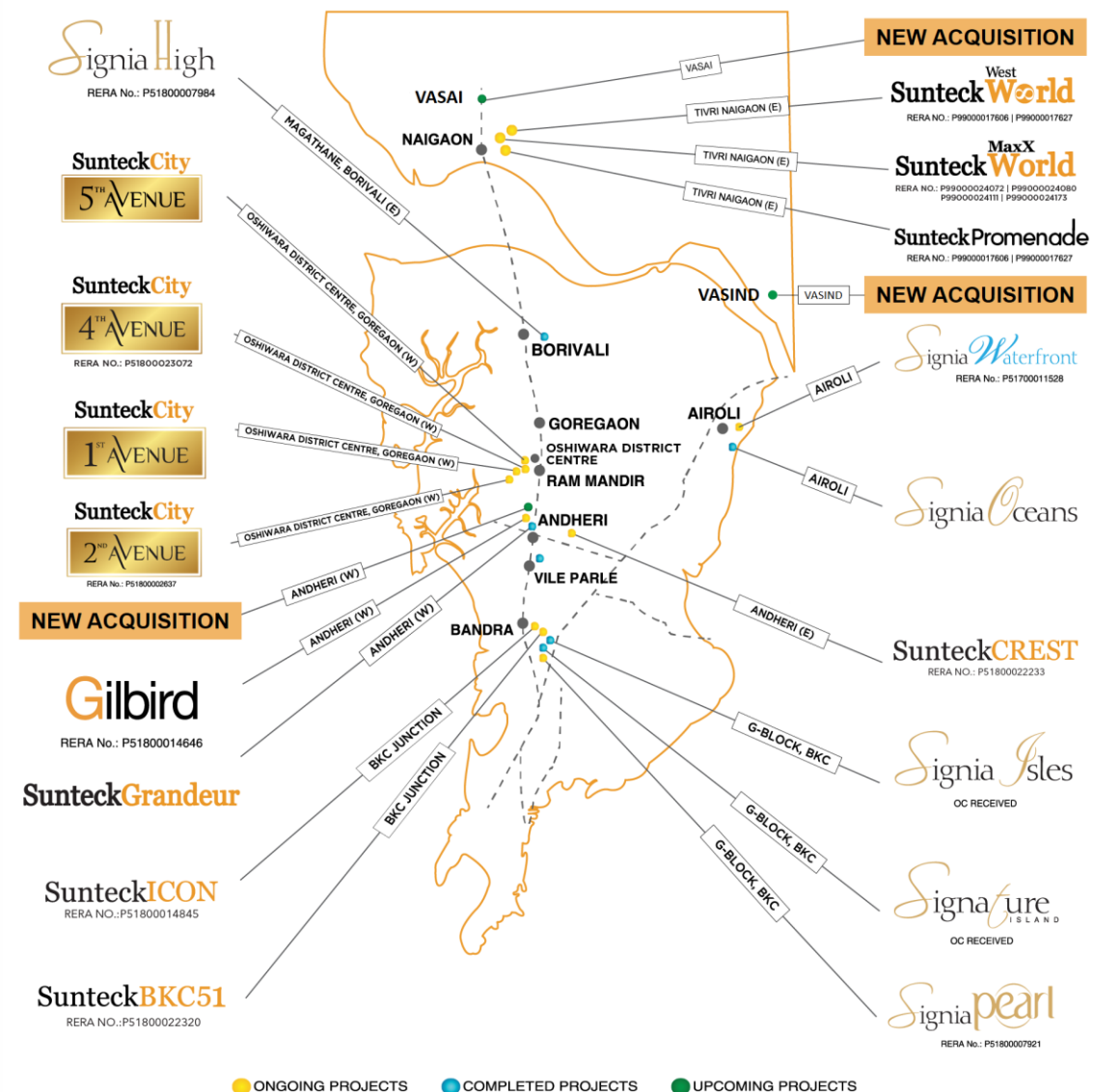
# AGENDA

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 ~38 million sq. ft. spread across 27 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



This map is for representational purpose only.

## 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



Entrepreneur Awards 2020



Zee Business Real Estate Leadership Award - 2019



Zee Business Real Estate Leadership Award - 2019



ET NOW Real Estate Awards - 2019



ET NOW Real Estate Awards - 2019



ET NOW Real Estate Awards - 2019



Realty Plus Excellence Awards - 2017



Realty Plus Excellence Awards - 2017



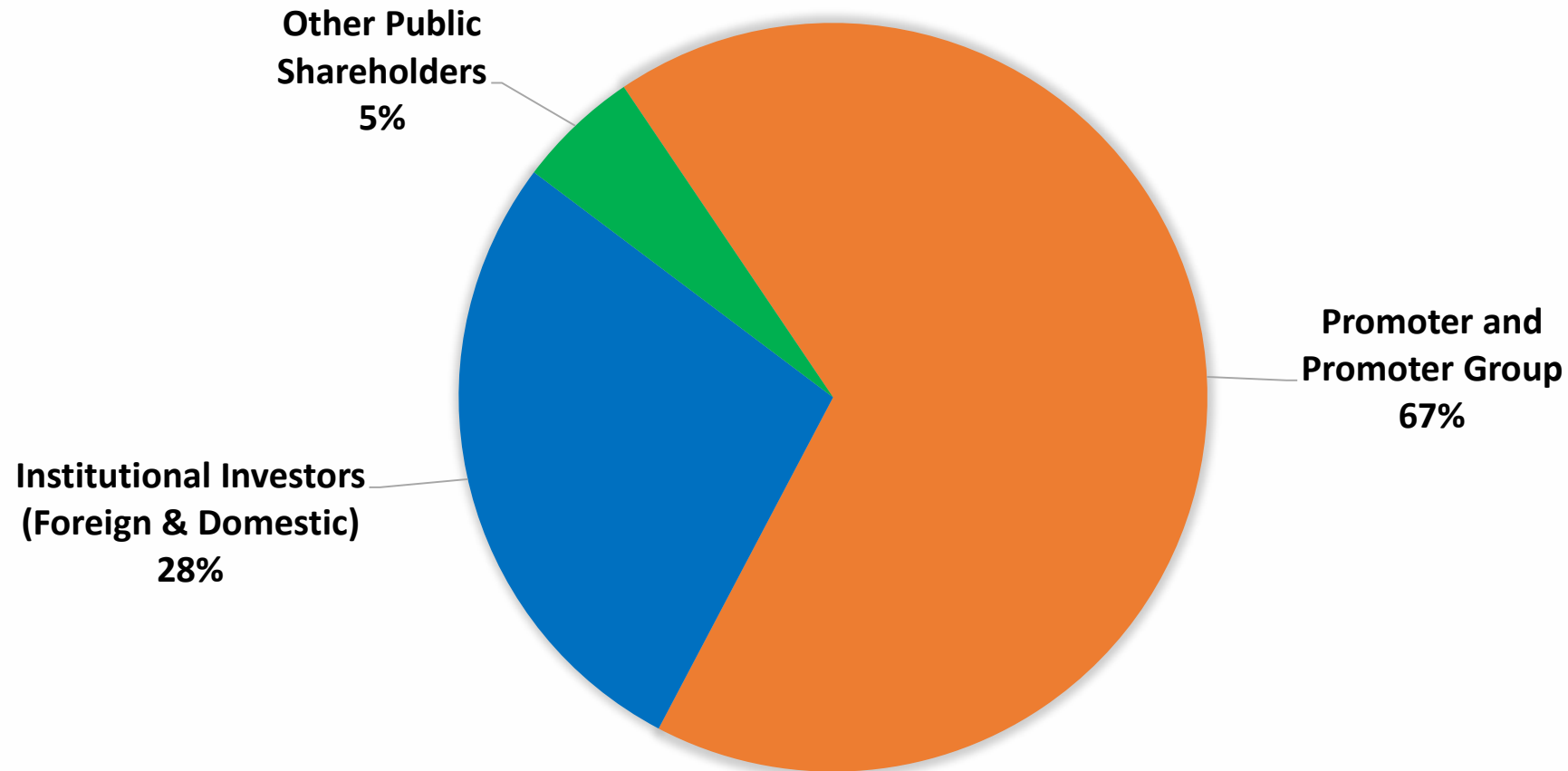
NDTV Property Awards - 2015



Realty Plus Excellence Awards - 2018



## SHAREHOLDING PATTERN



*Note: Shareholding as of 30<sup>th</sup> September 2020*

*No shares held by the Promoter and Promoter Group have been pledged*

## KEY BUSINESS UPDATES – SALES INSIGHTS

- **Accelerated demand in Ready To Move-In & nearing completion inventory**

- Signia High, Borivali witnessed pre-sales of 30 units worth ~INR 112 cr in Q2 FY21

- **Ramp up in collections from pre-sales of FY20 and of H1FY21**

- Q-o-Q Collections growth at 117%
- Increase in home loan disbursements on account of low interest rates

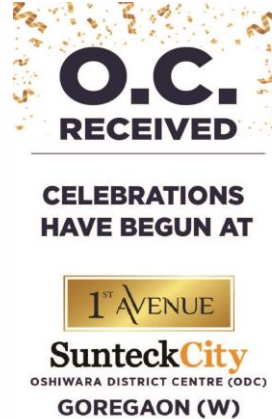


- **Bias in consumer demand towards organized players with strong balance sheet and execution capability**

- Pre-sales grew by 98% : INR 200 cr in Q2 FY21 vs INR 101 cr in Q1 FY21
- Pent up demand for home purchases from initial parts of the lock down

## KEY BUSINESS UPDATES - OTHERS

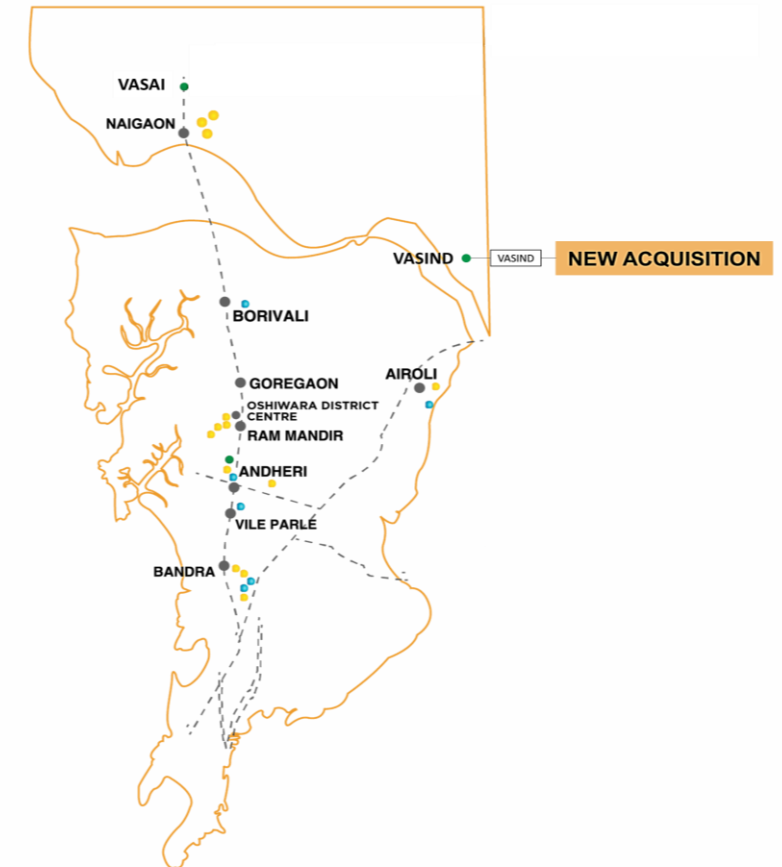
- Occupation Certificate received for Avenue 1, Sunteck City



- Execution momentum approaching pre-COVID levels; work in full swing at Sunteck City 4<sup>th</sup> Avenue & Sunteck MaxxWorld
- Credit rating assigned by ICRA
  - Long-term : AA- / Stable; Short-term : A1+
- Appointment and onboarding of Grant Thornton as company auditors

# VASIND ACQUISITION – EXPANDING ‘WORLD’ FOOTPRINT

- Acquisition under our asset-light strategy in upcoming location of Vasind
- Minimal upfront capital commitment
- Residential development of ~2.6 million square feet SBUA, strategically located along a national highway
- Well established connectivity and ready catchment
- Landowner responsible for liaisoning & approvals; SRL responsible execution, sales & marketing
- Estimated revenue potential: ~INR 1,200 crores
- Project Timeline : 4-5 Years



# Q2 FY21 Operational & Financial Results

## ROBUST OPERATIONAL PERFORMANCE

| Operational Data         | Q2FY21 | Q1FY21 | QoQ % | Q2FY20 | YoY % | H1FY21 | H1FY20 | YoY % |
|--------------------------|--------|--------|-------|--------|-------|--------|--------|-------|
| Pre-sales (new bookings) | 2,000  | 1,012  | 98%   | 1,016  | 96%   | 3,012  | 2,874  | 5%    |
| Collections              | 1,410  | 651    | 117%  | 1,854  | (24%) | 2,061  | 3,746  | (45%) |

*All figures are in Rs. Million*

### Q2 FY21 MIX

#### PRE-SALES

|     |         |          |
|-----|---------|----------|
| 27% | 16%     | 56%      |
| ODC | NAIGAON | BORIVALI |

#### COLLECTIONS

|     |     |         |          |
|-----|-----|---------|----------|
| 31% | 22% | 29%     | 17%      |
| BKC | ODC | NAIGAON | BORIVALI |

### H1 FY21 MIX

#### PRE-SALES

|     |         |          |
|-----|---------|----------|
| 31% | 27%     | 37%      |
| ODC | NAIGAON | BORIVALI |

#### COLLECTIONS

|     |     |         |          |
|-----|-----|---------|----------|
| 21% | 29% | 37%     | 11%      |
| BKC | ODC | NAIGAON | BORIVALI |

## OPERATIONAL PERFORMANCE – Q2 FY21

| S.No.        | Project Name      | Q2 FY21 Performance |              |             |            |
|--------------|-------------------|---------------------|--------------|-------------|------------|
|              |                   | Sales               | Collections  | Area Sold   | Units Sold |
|              |                   | Rs Mn               | Rs Mn        | Sq Ft       | Nos        |
| 1            | ODC Projects      | 530                 | 305          | 0.42        | 27         |
| 2            | Naigaon Projects* | 320                 | 409          | 0.53        | 68         |
| 3            | Signia High       | 1,120               | 236          | 0.89        | 30         |
| 4            | Others            | 30                  | 460          | 0.02        | 2          |
| <b>Total</b> |                   | <b>2,000</b>        | <b>1,410</b> | <b>1.87</b> | <b>127</b> |

*\* Includes pre-sales of 7 units of support retail at Sunteck WestWorld*



## OPERATIONAL PERFORMANCE – H1 FY21

| S.No.        | Project Name     | H1 FY21 Performance |              |             |            |
|--------------|------------------|---------------------|--------------|-------------|------------|
|              |                  | Sales               | Collections  | Area Sold   | Units Sold |
|              |                  | Rs Mn               | Rs Mn        | Sq Ft       | Nos        |
| 1            | ODC Projects     | 939                 | 596          | 0.70        | 48         |
| 2            | Naigaon Project* | 805                 | 759          | 1.48        | 191        |
| 3            | Signia High      | 1,120               | 236          | 0.89        | 30         |
| 4            | Others           | 150                 | 470          | 0.11        | 9          |
| <b>Total</b> |                  | <b>3,012</b>        | <b>2,061</b> | <b>3.18</b> | <b>278</b> |

*\* Includes pre-sales of 7 units of support retail at Sunteck WestWorld*

## P&L (CONSOLIDATED)

| Particulars             | Q2FY21* | Q1FY21 | QoQ % | Q2FY20 | YoY % | H1FY21 | H1FY20 | YoY%  |
|-------------------------|---------|--------|-------|--------|-------|--------|--------|-------|
| Revenue from Operations | 1,427   | 534    | 167%  | 1,317  | 8%    | 1,961  | 3,055  | (36%) |
| EBITDA                  | 310     | 129    | 140%  | 454    | (32%) | 439    | 1,103  | (60%) |
| Operating Margin        | 22%     | 24%    |       | 34%    |       | 22%    | 36%    |       |
| Net Profit              | 139     | (31)   | -     | 276    | (50%) | 108    | 611    | (82%) |
| Net Profit Margin       | 10%     | (6%)   |       | 21%    |       | 6%     | 20%    |       |

All figures are in Rs. Million

*\*As mentioned in notes of the financial results of the current quarter, the Company has changed the method of revenue recognition from percentage of completion method to completed contract method in respect of certain real-estate projects. Had the company continued application of percentage of completion method for its real estate projects, revenue and profit before tax for the current quarter would have been higher by INR 11.55 crores and INR 5.18 crores respectively.*

## BALANCE SHEET (CONSOLIDATED)

| Liabilities        | H1 FY 21      | FY 20         | Assets               | H1 FY 21      | FY 20         |
|--------------------|---------------|---------------|----------------------|---------------|---------------|
| Shareholders Funds | 28,253        | 28,319        | Trade Receivables    | 3,940         | 3,553         |
| Minority Interest  | -             | -             | Inventories          | 26,421        | 26,886        |
| Secured Loans      | 7,637         | 7,884         | Loans & Advances     | 1,012         | 1,059         |
| Unsecured Loans    | 1,316         | 1,333         | Cash & Bank balances | 993           | 1,662         |
| Others             | 5,314         | 4,076         | Others               | 10,155        | 8,452         |
| <b>Total</b>       | <b>42,520</b> | <b>41,612</b> | <b>Total</b>         | <b>42,520</b> | <b>41,612</b> |

*All figures are in Rs. Million*

## AMONGST THE STRONGEST BALANCE SHEET

| Particulars              | H1 FY21     | FY20        |
|--------------------------|-------------|-------------|
| Secured Debt             | 7,637       | 7,884       |
| Cash & Bank Balance      | 993         | 1,662       |
| Net Secured Debt         | 6,644       | 6,222       |
| Unsecured Debt           | 397         | 414         |
| Net Debt                 | 7,041       | 6,636       |
| Net Worth                | 28,253      | 28,319      |
| <b>Net Debt / Equity</b> | <b>0.25</b> | <b>0.23</b> |
| Quasi-Equity*            | 919         | 919         |
| Adjusted Net Debt        | 7,960       | 7,555       |
| Adj. Net Debt / Equity   | 0.28        | 0.27        |

All figures are in Rs. Million

\*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 919 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.

## CASH FLOW STATEMENT

| Particulars   | Q2 FY21      |
|---|--------------|
| Net Cash Flow - Operating Activities                    | (69)         |
| Net Cash Flow - Investing Activities                    | 191          |
| Net Cash Flow - Financing Activities                    | (655)        |
| <b>Net Cash Flow - Total</b>                            | <b>(533)</b> |
| Cash and Cash equivalents at the beginning of the Year  | 832          |
| <b>Cash and cash equivalents at the end of the year</b> | <b>300</b>   |

*All figures are in Rs. Million*

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 High





Completed Projects

Under Construction Projects



**SunteckCity**

OSHIWARA DISTRICT CENTRE, GOREGAON (W)

AVENUE 1



Completed Projects

Under Construction Projects



Signia Oceans



## Completed Projects



## Under Construction Projects



Signia Skys





Completed Projects

Under Construction Projects



**COMMERCIAL PROJECTS**





## Completed Projects



## Under Construction Projects



West  
**Sunteck World**  
NAIGAON





Completed Projects

Under Construction Projects



MaxX  
Sunteck World  
NAIGAON



Completed Projects

Under Construction Projects



# SunteckCity

OSHIWARA DISTRICT CENTRE, GOREGAON (W)

AVENUE 2



Completed Projects



Under Construction Projects



4<sup>TH</sup> AVENUE  
FINEST RESIDENCES  
IN THE HEART OF 5<sup>TH</sup> AVENUE

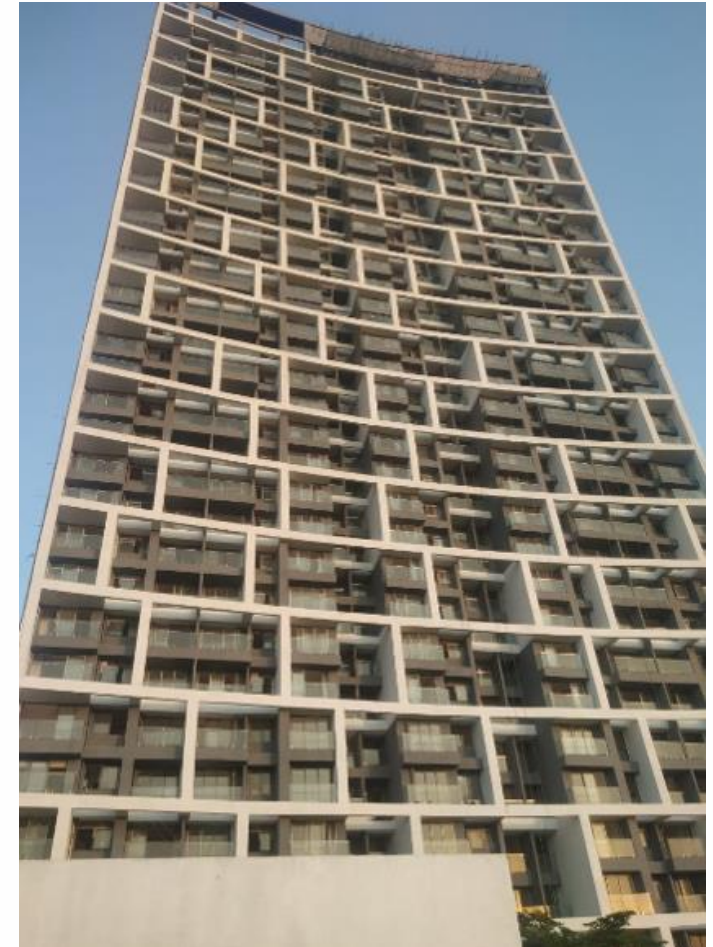


## Completed Projects



Signia Waterfront  
Airoli

## Under Construction Projects





Completed Projects

Under Construction Projects



**Gilbird**  
Andheri (W)





Completed Projects



**SunteckBKC51**  
BKC JUNCTION, MUMBAI

Under Construction Projects



Completed Projects

Under Construction Projects



**Sunteck**ICON  
BKC JUNCTION, MUMBAI



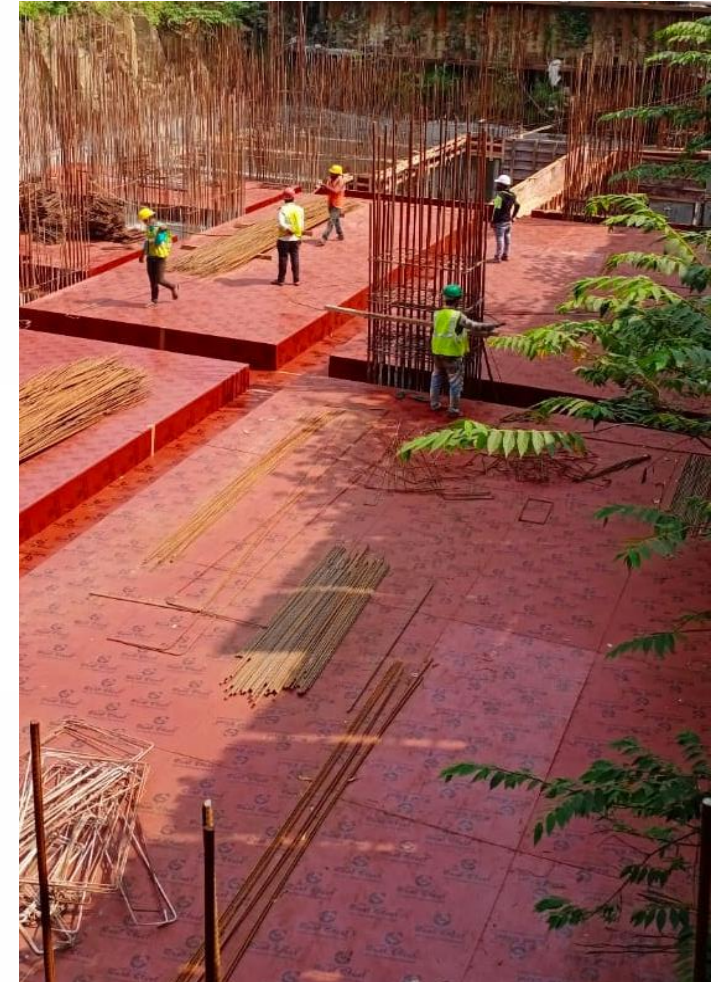


Completed Projects

Under Construction Projects



SunteckCREST  
ANDHERI KURLA ROAD  
ANDHERI (E)



# Thank You!

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