

SRL/SE/45/19-20

Date: 14th November, 2019

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 Q2FY20 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 unaudited Financial Results for the quarter and half year ended 30th September, 2019.

The copy of the same is enclosed herewith for your records. 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: 2/2





Results Presentation
2nd Quarter, FY2020

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

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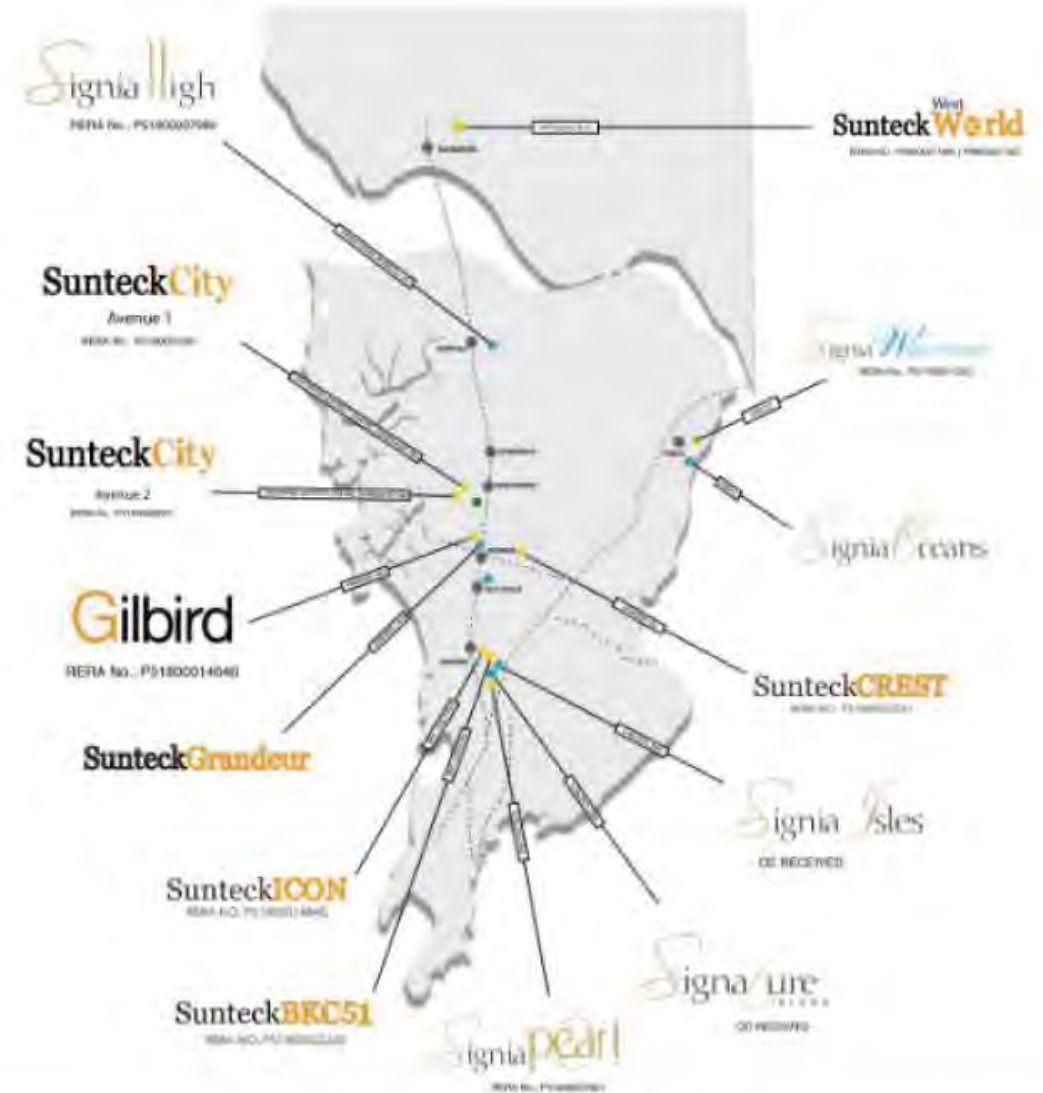
Note The project elevations are for representation purposes only and are the sole property of the Company and may not be reproduced, copied, projected, edited in any way without written permission from the Company.

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 ~31 million sq. ft. spread across 26 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

KEY STRENGTHS

<p>Asset Light Strategy Balance Sheet Strength</p>	<ul style="list-style-type: none"> • Efficient RoE Model in capital intensive MMR • JV / JDA Model preferred
<p>Balance Sheet Strength Research Based Acquisition Strategy</p>	<ul style="list-style-type: none"> • Optimal leverage and cost of borrowing • Fiscal discipline through prudent cash flow management
<p>Research Based Acquisitions Insourced capabilities</p>	<ul style="list-style-type: none"> • Proven ability to identify strategic locations along the growth vector • Aggressive acquisitions during market slowdown
<p>Insourced Capabilities Premium Positioning</p>	<ul style="list-style-type: none"> • Independent execution teams for various brands • Firm control on costs and quality
<p>Premium Positioning</p>	<ul style="list-style-type: none"> • Well established luxury brands catering to diversified income segments • Value creation through marquee projects that elevate micro-market profile

SUNTECK BRAND PORTFOLIO

RESIDENTIAL

COMMERCIAL

Signature

Uber Luxury Residences

Signia

Ultra Luxury Residences

Sunteck

Commercial & Retail

SunteckCity

Premium Luxury Residences

SunteckWorld

Aspirational Luxury Residences

AWARDS AND RECOGNITIONS

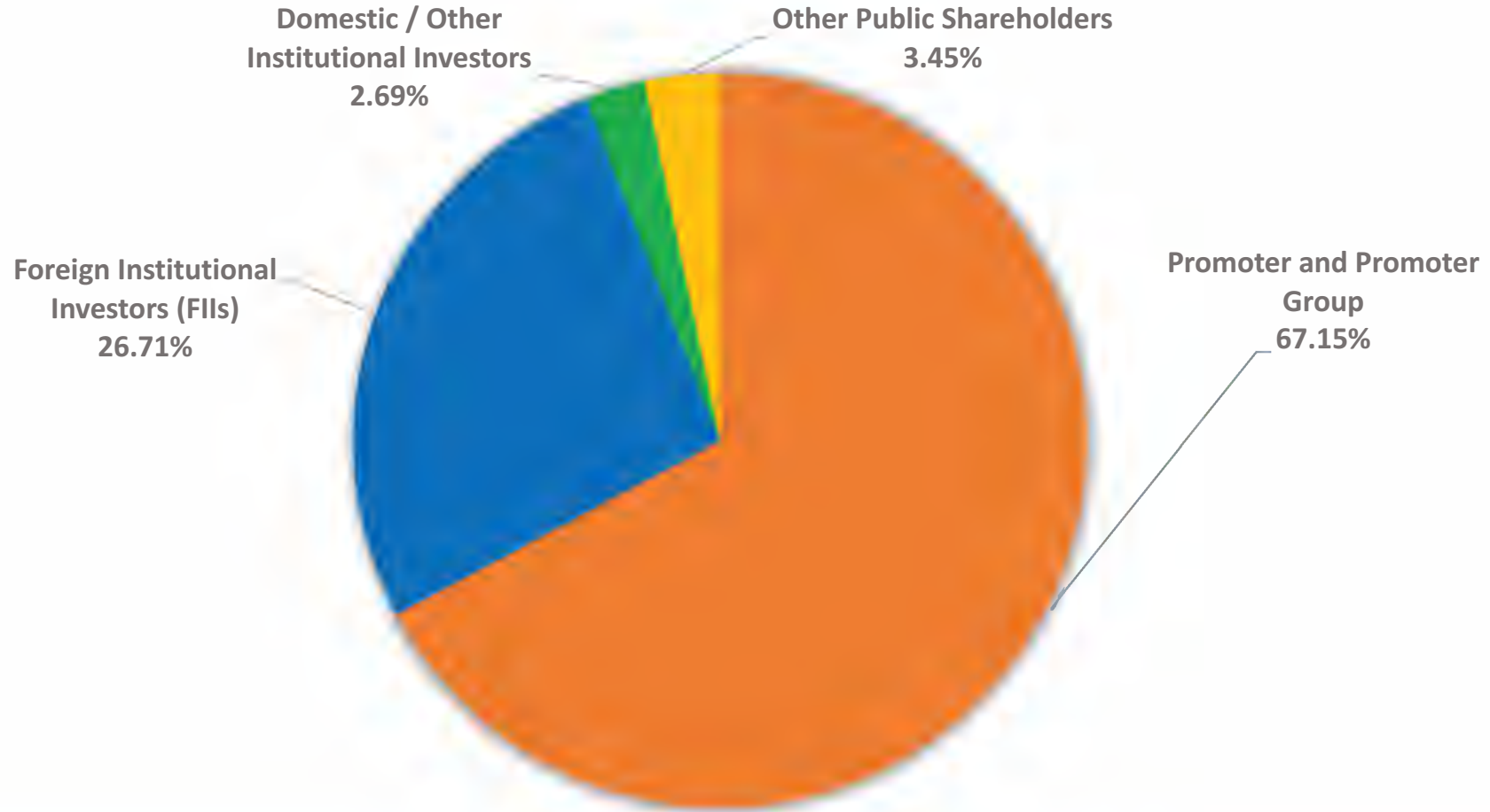
Corporate Awards

- **Most Trusted Brand of the Year 2019**
ET NOW Real Estate Awards
- **Developer of the year 2018**
Realty Plus - 10th Conclave & Excellence Awards
- **Best Stand Out IR Mid Cap 2018**
IR Society Awards

Project Awards

- **Sunteck WestWorld**
Zee Business National Real Estate Leadership Award for Affordable Housing Project of the Year 2019
Best Affordable Housing Project of the Year 2019 - ET NOW Real Estate Awards
- **Signia High**
Luxury Residential Project of the Year 2019 - ET NOW Real Estate Awards
- **Signia Waterfront**
Zee Business National Real Estate Leadership Award for Iconic Project of the Year 2019

SHAREHOLDING PATTERN



Note: No shares held by the Promoter and Promoter Group have been pledged

KEY BUSINESS UPDATES

- **Steady collections as a function of continuous progress across all ongoing projects**
 - Collections of Rs 375 cr in H1 FY 2020 & Rs 185 cr in Q2 FY 2020
 - Terrace slab casting achieved for various towers at Sunteck WestWorld in less than 12 months

- **Acquisition of a mixed-use project in Andheri Lokhandwala under JDA model**
 - No upfront capital investment
 - Potential topline > Rs 2,800 crores

- **Focus on upcoming Launches in Q3 & Q4 FY 2020**
 - Sunteck City, ODC
 - Phase II in Naigaon

- **Expansion of commercial portfolio**
 - ~0.5 mn sq ft of boutique commercial projects under construction
 - Proposed ~3 mn sq ft of commercial offices and retail space in SunteckCity

OPPORTUNITY TO EXPAND LUXURY PRESENCE IN ANDHERI WEST



- Acquisition under our asset-light strategy of partnership model in Lokhandwala, Andheri West – a mature micro-market for high-end residential developments
- Mixed-used development of 1.1 mn Sq. Ft. of saleable area
- Well established civic and social infrastructure complemented by enhanced connectivity to major city nodes
- Landowner responsible for liaising & approvals
- SRL responsible for execution: Construction, Sales & Marketing
- Project Timeline : 4-5 Years

Robust Operational and Financial Performance

Operational Data	Q2FY20	Q1FY20	QoQ %	Q2FY19	YoY %	H1FY20	H1FY19	YoY %
Pre-sales (new bookings)	1,016	1,858	(45%)	4,210*	(76%)	2,874	6,027*	(52%)
Collections	1,854	1,892	(2%)	1,405	32%	3,746	3,015	24%

All figures are in Rs. Million

*Sunteck WestWorld Phase I was launched in Q2 FY 19; Upcoming launches in ODC and Naigaon are proposed in Q3 & Q4 FY 2020

Q2 FY20 MIX

PRE-SALES		
37%	24%	19%
BKC	ODC	NAIGAON

Operational Performance – Q2 FY2020

S.No.	Project Name	Q2 FY20 Performance			
		Sales	Collections	Area Sold	Units Sold
		Rs Mn	Rs Mn	Lac Sq.Ft.	Nos.
1	BKC Projects	378	223	0.08	1
2	Sunteck City Avenue 1 and 2, ODC	240	859	0.17	12
3	Sunteck WestWorld, Phase 1, Naigaon	196	548	0.38	54
4	Signia Waterfront, Airoli	71	136	0.05	3
5	Others	131	88	0.08	5
Total		1,016	1,854	0.75	75

P&L (CONSOLIDATED)

Particulars	Q2FY20	Q1FY20	QoQ %	Q2FY19	YoY %	H1FY20	H1FY19	YoY%
Revenue from Operations	1,348	1,746	(23%)	1,803	(25%)	3,093	3,914	(21%)
EBITDA	414	609	(32%)	780	(47%)	1,023	1,896	(46%)
Operating Margin	31%	35%		43%		33%	48%	
Net Profit	302	363	(17%)	547	(45%)	665	1,287	(48%)
Net Profit Margin	22%	21%		30%		22%	33%	

All figures are in Rs. Million

BALANCE SHEET (CONSOLIDATED)

Liabilities	H1 FY 20	FY 19	Assets	H1 FY 20	FY 19
Shareholders Funds	28,724	28,337	Trade Receivables	3,655	3,135
Minority Interest	953	910	Inventories	26,558	26,321
Secured Loans	6,762	5,857	Loans & Advances	1,207	610
Unsecured Loans	618	489	Cash & Bank balances	1,265	1,479
Others	3,694	3,634	Others	8,066	7,684
Total	40,751	39,228	Total	40,751	39,228

All figures are in Rs. Million

AMONGST THE STRONGEST BALANCE SHEET

Particulars	H1 FY 20	FY 19
Secured Debt	6,762	5,857
Cash & Bank Balance	1,265	1,479
Net Secured Debt	5,497	4,378
Unsecured Debt	619	489
Net Debt	6,116	4,867
Net Worth	28,724	28,337
Net Debt / Equity	0.21	0.17

All figures are in Rs. Million

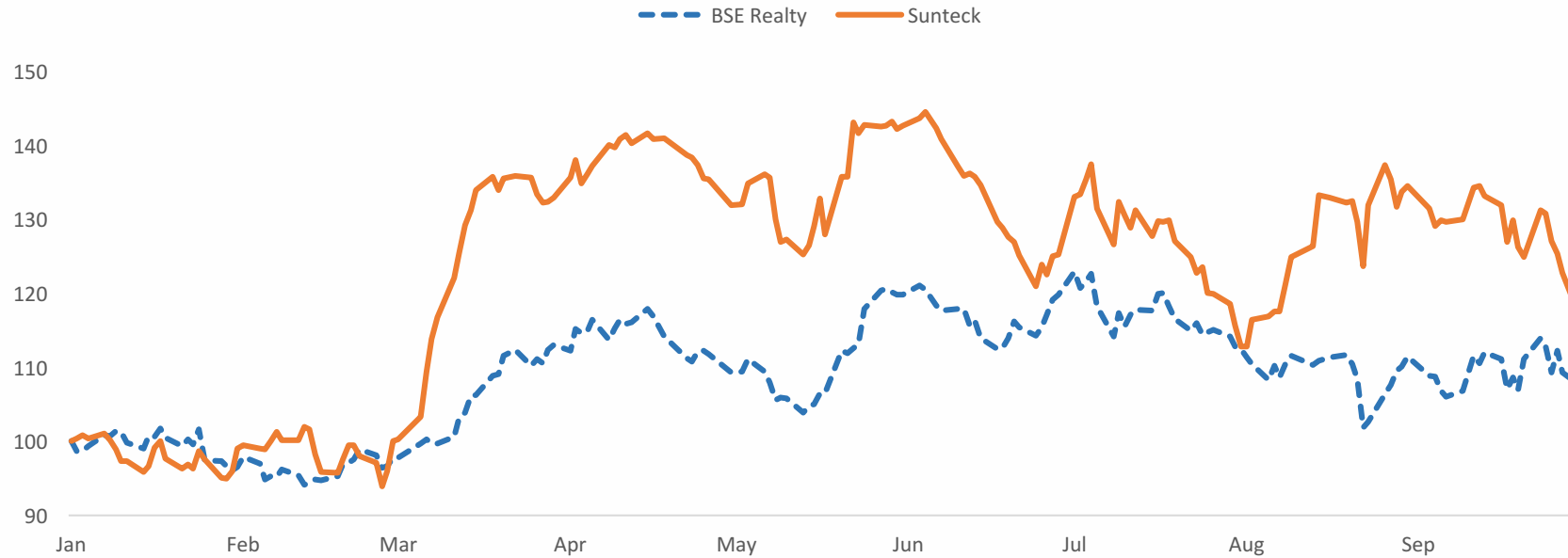
- Long Term Credit Rating of AA- by CARE & FITCH

CASH FLOW STATEMENT

Particulars	H1 FY 20
Net Cash Flow used in Operating Activities	(239)
Net Cash Flow generated from Investing Activities	(588)
Net Cash Flow (used in)/ generated from Financing Activities	658
Cash and Cash equivalents at the beginning of the Year	911
Cash and cash equivalents at the end of the year	742

All figures are in Rs. Million

STOCK PERFORMANCE – LAST 9 MONTHS



9 MONTHS RETURNS	
17%	7.60%
BSE:512179 (SUNTECK)	BSE REALTY INDEX

Note: The information in this page contains publically available data taken from BSE website as on 1st October, 2019. The indexes have been rebased to 100 using closing level (as on 1st January, 2019) of 1,837.5 for BSE Realty and closing price of Rs. 346.75 for Sunteck Realty respectively.

CORPORATE SOCIAL RESPONSIBILITY – SPREADING SMILES



A little time for a
priceless act of kindness

Sunteck cordially invites you to volunteer in the "Spreading Smiles" initiative where you can distribute goodie bags to the underprivileged school children who need your push of encouragement.
Come and help these children fulfil their dreams.

Spreading Smiles

AN INITIATIVE BY

At Naigaon on 4th October, 2019

To Volunteer for this initiative, email us at hr@sunteckindia.com



CORPORATE SOCIAL RESPONSIBILITY – GO GREEN INITIATIVE

Sunteck

ON AN AVERAGE A PERSON **WASTES 45 LITRES** OF WATER EVERY DAY



SAVE WATER
Every Drop Counts



Sunteck

ON AN AVERAGE **2.47 MILLION TREES** ARE CUT DOWN EVERY DAY



SAVE PAPER
Think Before You Print



Sunteck

ON AN AVERAGE **3 BILLION UNITS OF POWER** IS WASTED EACH YEAR



SAVE ENERGY
Before It's Too Late



Sunteck

ON AN AVERAGE **27,000 TREES** ARE CUT DAILY FOR TISSUES



SAVE TREES
Use Wisely



Sunteck

Tree Plantation Drive 2019



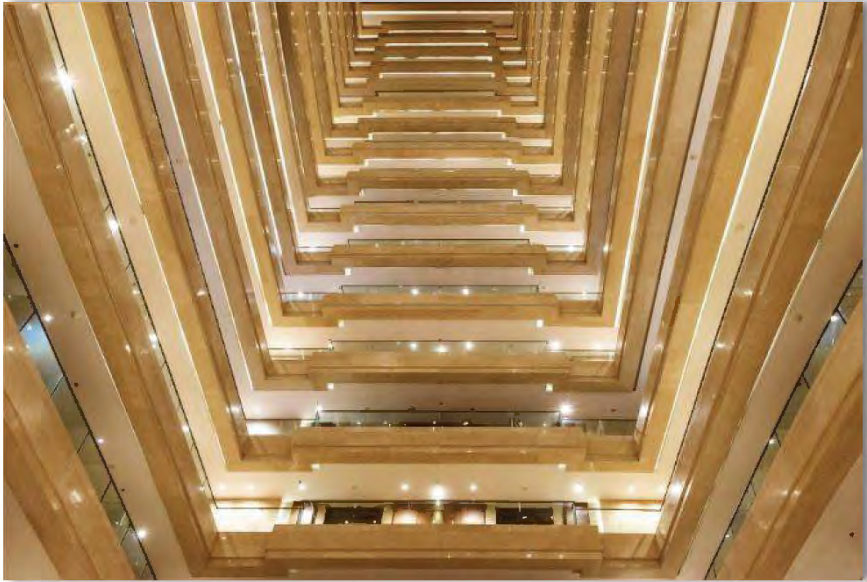
Every tree that is planted is an important and meaningful gift to our future generations. With an objective to contribute in preserving and promoting the Environment and leave a beautiful legacy for the future generations, Sunteck India invites you for a Tree Plantation Drive. The best way to give back to Earth is by planting a breath of fresh air for everyone.

Join us in achieving this dream of planting more trees per sq ft!!

#TOGETHERWECAN !!

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 Oceans

Completed Projects

Under Construction Projects



Signia Skys

Completed Projects

Under Construction Projects



Signia High

Completed Projects

Under Construction Projects



COMMERCIAL PROJECTS

Completed Projects

Under Construction Projects



West
Sunteck World
NAIGAON

Completed Projects

Under Construction Projects



SunteckCity

OSHIWARA DISTRICT CENTRE, GOREGAON (W)

AVENUE 1

Completed Projects

Under Construction Projects



SunteckCity

OSHIWARA DISTRICT CENTRE, GOREGAON (W)

AVENUE 2

Completed Projects

Under Construction Projects



Signia Waterfront
Airoli



Completed Projects

Under Construction Projects



Gilbird
Andheri (W)



Completed Projects

Under Construction Projects



SunteckICON
BKC JUNCTION, MUMBAI



Completed Projects

Under Construction Projects



SunteckBKC51
BKC JUNCTION, MUMBAI



Completed Projects

Under Construction Projects



Sunteck**CREST**

ANDHERI KURLA ROAD

ANDHERI (E)

Thank You!

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