

SRL/SE/22/20-21

Date: 29th July, 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 Q4FY20 and Q1FY21 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 the quarter and year ended 31st March, 2020 and Unaudited Financial Results for quarter ended 30th June, 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
4th Quarter, FY2020
&
1st Quarter, FY2021

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

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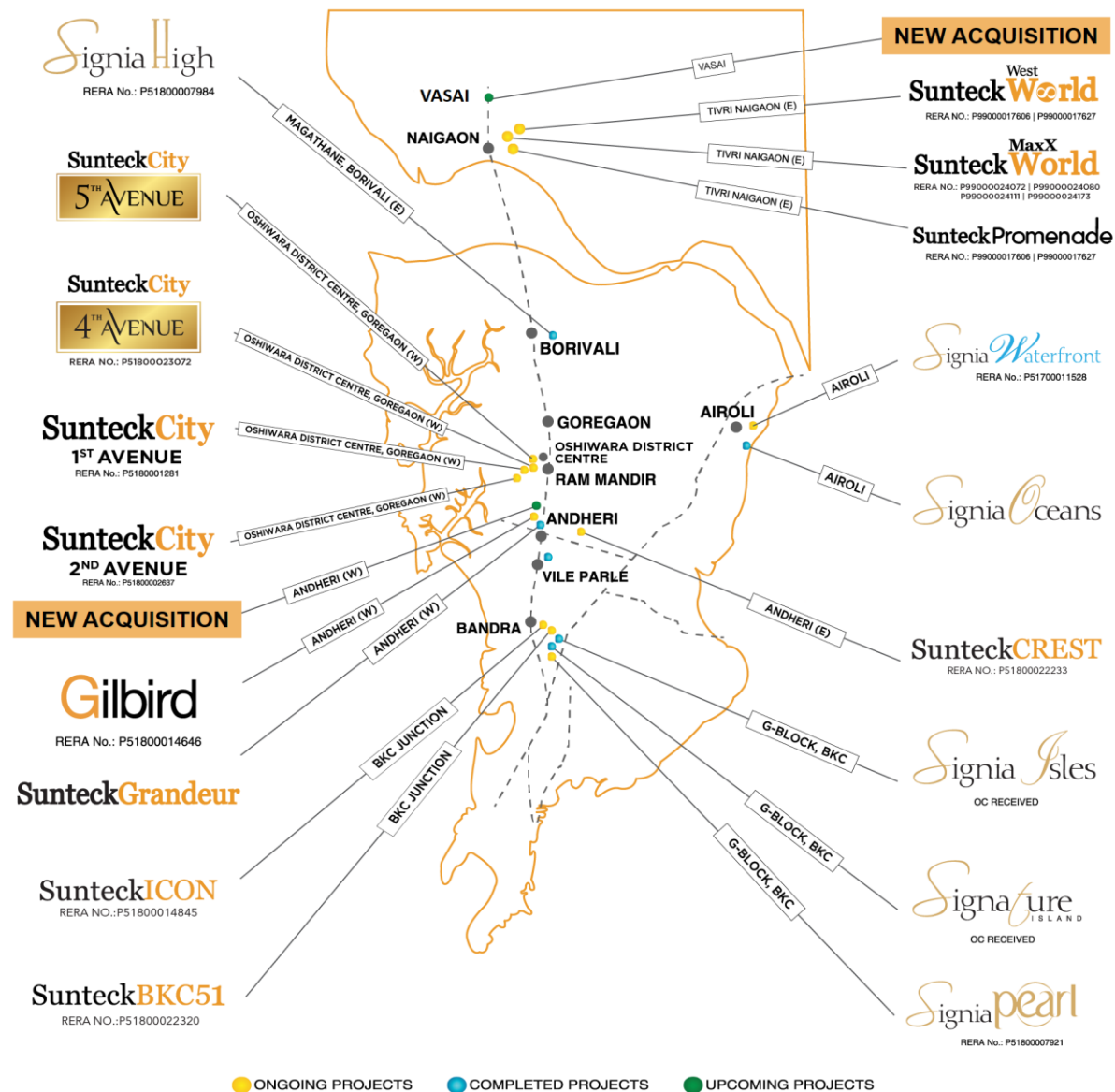
Note The project elevations are for representation purposes only and are the sole property of the Company and may not be reproduced, copied, projected, edited in any way without written permission from the Company.

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 ~35 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

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

Sunteck*City*

Premium Luxury Residences

Sunteck*World*

Aspirational Luxury Residences

COMMERCIAL

Sunteck

Commercial & Retail

AWARDS AND RECOGNITIONS



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 - 2018



Realty Plus Excellence Awards - 2017

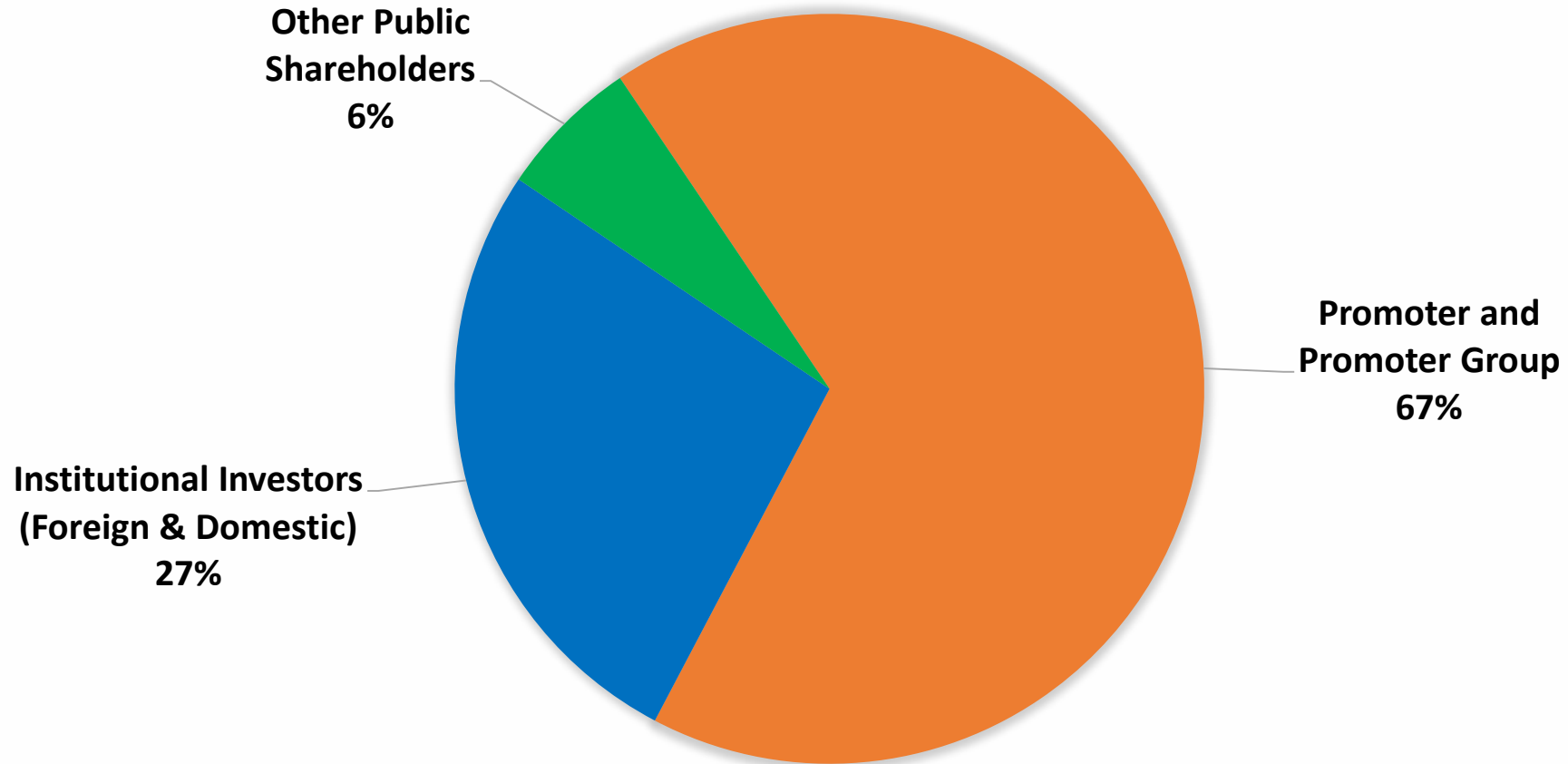


Realty Plus Excellence Awards - 2017



NDTV Property Awards - 2015

SHAREHOLDING PATTERN



Note: Shareholding as of 30th June 2020

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

KEY BUSINESS UPDATES – SALES INSIGHTS

- Overwhelming response received for Sunteck Maxx World launch with pre-sales of 1,800+ apartments, worth > INR 650 cr
 - Phase II of Naigaon project, admeasuring ~2 mn sft spread across 15 acres
 - Introduction of 3 BHK apartments basis demand in Sunteck West World
 - 50+ amenities; ~70% open spaces & tallest towers in the micro-market



MaxX
Sunteck World
NAIGAON

KEY BUSINESS UPDATES – SALES INSIGHTS (CONTD.)

- Maxx World launch success driven by innovative sales and marketing strategy



KEY BUSINESS UPDATES – SALES INSIGHTS (CONTD.)

- Launch of 4th Avenue at Sunteck City gets a geared response
 - Two towers, admeasuring ~0.9 mn sft, comprising only 2 & 3 BHKs apartments
 - Limited floors in Tower 1 open for sale - > 50% of inventory sold in 3 weeks of launch
 - Pre-sales of 128 apartments, worth ~Rs 2,150 mn booked as of Q1 FY 2021
 - Construction initiated; excavation work already in full-swing



KEY BUSINESS UPDATES – DIGITAL PLATFORM FOR SALES

Sunteck

STAY BOOK A HOME

SunteckAER
EXPERIENCE YOUR HOMES

sunteckaer.com

ADVANTAGES

- ✓ Seamless Virtual experience of your Dream Home
- ✓ Safe, Secure & Transparent Processes
- ✓ Uninterrupted support from your Relationship Manager
- ✓ Quick & easy payment modes
- ✓ Book your Dream at the touch of a button

STEPS TO BOOK AN ONLINE MEETING

- Step 1**
Visit the page: sunteckaer.com
- Step 2**
Enter Name, Number & Appointment Details
- Step 3**
Receive Appointment Confirmation of Date & Time
- Step 4**
Get Project details Online from our Relationship Manager
- Step 5**
Book your Dream Home with a Click

KEY BUSINESS UPDATES – REACTIVATIONS

Sunteck

IT'S TIME TO MOVE INTO BIGGER HOMES WITH BREATHTAKING VIEWS

ACTUAL VIEW

SunteckCity
OSHIWARA DISTRICT CENTRE (ODC)
GOREGAON (W)

SunteckAER FOR ONLINE MEETINGS

MAHARERA NO : P51800001281 | P51800002637. Details available at maharera.mahaonline.gov.in



UNVEILING OF THE RARE & EXCLUSIVE

LUXE
PORTICO
◆◆ COLLECTION ◆◆
WEH - BORIVALI (E)

READY-TO-MOVE-IN

Homes with 270° wrap-around Sundecks

KEY BUSINESS UPDATES – TREND IN PRE-SALES

PARTICULARS	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21
Pre-sales (new bookings)	1,858	1,016	3,254	6,080	1,012

All figures are in Rs. Million

- **Highest ever pre-sales achieved in a financial year** – Rs. 12,208 mn in FY2020
- **Consistent successful launches in Q3 & Q4** of FY20 – Sunteck City, 4th Avenue & Sunteck Maxx World, Naigaon
- **Pre-sales achieved during ongoing COVID-19 pandemic similar to Q2 FY20** – an encouraging sign of sustained demand and reflection of our brand credibility
- **Project diversification strategy yielding dividends** – strong momentum in Sunteck City & Sunteck World brands enable pricing power in our luxury projects

KEY BUSINESS UPDATES – EXECUTION

- All 10 constructions sites have resumed work
 - Residential - Sunteck City Ave. 1, 2 & 4; Sunteck West World & Maxx World; Signia Waterfront; Gilbird Hill
 - Commercial - Sunteck Icon; Sunteck BKC 51 & Sunteck Crest
- Below projects are approaching possession stage in near to medium term



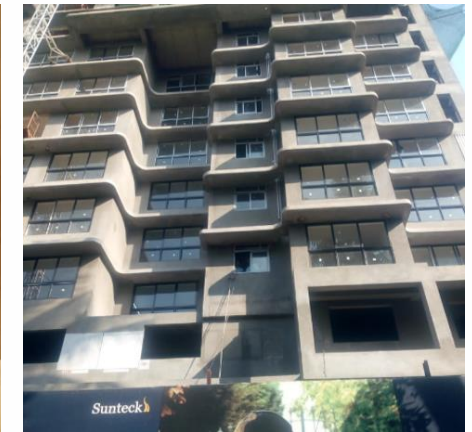
West
Sunteck World
NAIGAON



Signia Waterfront
Airoli



Sunteck City
OSHIWARA DISTRICT CENTRE, GOREGAON (W)
AVENUE 1



Gilbird
Andheri (W)

KEY BUSINESS UPDATES – FASTEST CONSTRUCTION SITE

- Completely in-sourced execution capability to ensure accelerated execution
 - Sunteck West World progress significantly ahead of schedule
- Stringent supervision on costs, ensuring margins are maintained through entire project life cycle
- Delivery of quality and luxury quotient across portfolio brands
- Increased confidence amongst customers basis progress achieved to drive long term demand



West
Sunteck World

NAIGAON



KEY BUSINESS UPDATES – BUSINESS DEVELOPMENT

- Post COVID era, primary demand to be driven by residential vis-à-vis commercial / retail segments
- SRL to capitalize on established credibility and track record to increase market share with the ongoing consolidation that has only been expedited by COVID-19
- Innovative Sales & Marketing strategies to drive pre-sales, further complemented by execution capabilities, ensure visibility of cash flows
- Existing fixed and borrowing costs are efficient, we intend to maintain them at similar levels going forward in order to support growth during and post COVID era
- Prudent cash flow management, supported by asset light strategy to ensure minimal stress on balance sheet while generating efficient Return on Equity

VASAI ACQUISITION – FOURTH GROWTH ENGINE

- Acquisition under our asset-light strategy in Vasai West
- Strategic location with untapped demand potential - similar to BKC, ODC & Naigaon
- Residential development of 4.5 mn sq ft SBUA - Project offers uninterrupted sea views
- Well established civic and social infrastructure
- Landowner responsible for liaisoning & approvals
- SRL responsible execution, sales & marketing
- Estimated revenues of INR 5,000 crores
- Project Timeline : 5-6 Years



Q4 FY20 Operational & Financial Results

ROBUST OPERATIONAL AND FINANCIAL PERFORMANCE – Q4 & FY2020

Operational Data	Q4 FY20	Q3 FY20	<i>Change qoq</i>	Q4 FY19	<i>Change yoy</i>	FY20	FY19	<i>Change</i>
Pre-sales (new bookings)	6,080	3,254	87%	2,890	110%	12,208	12,023	2%
Collections	1,750	1,655	6%	2,065	(15%)	7,151	6,609	8%

All figures are in Rs. Million

FY20 MIX

PRE-SALES

6%	22%	63%	9%
BKC	ODC	NAIGAON	OTHERS

COLLECTIONS

14%	38%	39%	9%
BKC	ODC	NAIGAON	OTHERS

OPERATIONAL PERFORMANCE – Q4 FY20

S.No.	Project Name	Q4 FY20 Performance			
		Sales	Collections	Area Sold	Units Sold
		Rs Mn	Rs Mn	Lac Sq Ft	Nos
1	BKC Projects	(810)	303	(0.13)	(1)
2	ODC Projects	61	555	0.04	3
3	Naigaon Projects	6,797	744	14.37	1,772
4	Others	32	148	0.02	1
Total		6,080	1,750	14.31	1,775

OPERATIONAL PERFORMANCE – FY 2020

S.No.	Project Name	FY 2020 Performance			
		Sales	Collections	Area Sold	Units Sold
		Rs Mn	Rs Mn	Lac Sq Ft	Nos
1	BKC Projects	718	1,000	0.15	2
2	ODC Projects	2,734	2,691	1.90	156
3	Naigaon Projects	7,628	2,783	15.86	2,002
4	Others	1,127	677	0.56	14
Total		12,208	7,151	18.57	2,174

P&L (CONSOLIDATED)

Particulars	Q4 FY20	Q3 FY20	QoQ %	Q4 FY19	YoY %	FY20	FY19	Change %
Revenue from Operations	916	1,981	(54%)	2,697	(66%)	6,087	8,568	(29%)
EBITDA	92	502	(82%)	888	(90%)	1,627	3,780	(57%)
Operating Margin	10%	25%		33%		27%	44%	
Net Profit	10	336	(97%)	634	(99%)	1,011	2,411	(58%)
Net Profit Margin	1%	17%		24%		17%	28%	

All figures are in Rs. Million

BALANCE SHEET (CONSOLIDATED)

Liabilities	FY 2020	FY 2019	Assets	FY 2020	FY 2019
Shareholders Funds	29,201	28,337	Trade Receivables	3,553	3,697
Minority Interest	-	910	Inventories	27,203	26,321
Secured Loans	7,884	5,857	Loans & Advances	1,059	610
Unsecured Loans	1,333	489	Cash & Bank balances	1,662	1,479
Others	3,556	3,676	Others	8,497	7,163
Total	41,974	39,270	Total	41,974	39,270

All figures are in Rs. Million

AMONGST THE STRONGEST BALANCE SHEET

Particulars	FY 2020	FY 2019
Secured Debt	7,884	5,857
Cash & Bank Balance	1,662	1,479
Net Secured Debt	6,222	4,378
Unsecured Debt	1,333	489
Net Debt	7,555	4,867
Net Worth	29,201	28,337
Net Debt / Equity	0.26	0.17

All figures are in Rs. Million

- Reaffirmation by CARE & FITCH for Long Term Credit Rating of AA- & Short Term Credit Rating of A1+

CASH FLOW STATEMENT

Particulars	FY 20
Net Cash Flow - Operating Activities	(355)
Net Cash Flow - Investing Activities	(624)
Net Cash Flow - Financing Activities	901
Net Cash Flow - Total	(79)
Cash and Cash equivalents at the beginning of the Year	911
Cash and cash equivalents at the end of the year	832

All figures are in Rs. Million

Q1 FY21 Operational & Financial Results

OPERATIONAL PERFORMANCE – Q1 FY21

Operational Data	Q1 FY21	Q4 FY20	QoQ %	Q1 FY20	YoY %
Pre-sales (new bookings)	1,012	6,080	(83%)	1,858	(46%)
Collections	651	1,750	(63%)	1,892	(66%)

All figures are in Rs. Million

Q1 FY21 MIX

PRE-SALES			COLLECTIONS		
40%	48%	12%	44%	54%	2%
ODC	NAIGAON	OTHERS	ODC	NAIGAON	OTHERS

OPERATIONAL PERFORMANCE – Q1 FY21 (CONTD.)

S.No.	Project Name	Q1 FY21 Performance			
		Sales	Collections	Area Sold	Units Sold
		Rs Mn	Rs Mn	Lac Sq Ft	Nos
1	BKC Projects	-	-	-	-
2	ODC Projects	409	290	0.28	21
3	Naigaon Projects	482	351	0.96	123
4	Others	121	10	0.09	7
Total		1,012	651	1.32	151

P&L (CONSOLIDATED)

Particulars	Q1 FY21	Q4 FY20	QoQ %	Q1 FY20	YoY %
Revenue from Operations	607	916	(34%)	1,782	(66%)
EBITDA	101	92	9%	609	(83%)
Operating Margin	17%	10%		34%	
Net Profit	31	10	222%	363	(92%)
Net Profit Margin	5%	1%		20%	

All figures are in Rs. Million

CORPORATE SOCIAL RESPONSIBILITY – COVID 19 SAFETY MEASURES

- In anticipation of a lockdown, we conducted training programmes on personal hygiene and social distancing for site workers
- Provision of necessary staple foods, water and hygiene requirements at site to ensure comfortable living conditions and to discourage workers from travelling back to their hometowns
- Regular distribution of face masks & sanitizers
- Formation of an emergency fund for workers to combat any unwarranted circumstances
- Continuous monitoring of health condition of construction workers through onsite medical assistance



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

Sunteck

At Naigaon on 4th October, 2019

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



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

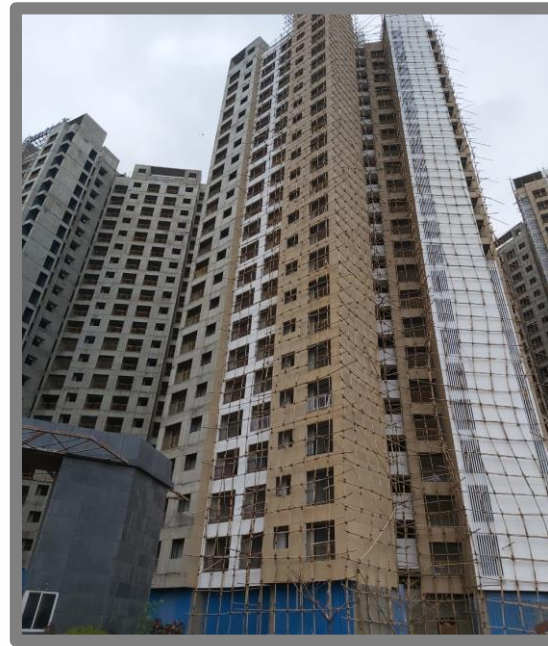
Under Construction Projects



COMMERCIAL PROJECTS

Completed Projects

Under Construction Projects



West
Sunteck World
NAIGAON

Completed Projects

Under Construction Projects



MaxX
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



4TH AVENUE

FINEST RESIDENCES

IN THE HEART OF 5TH AVENUE

Completed Projects

Under Construction Projects



Signia Waterfront
Airoli



Completed Projects

Under Construction Projects



Gilbird
Andheri (W)



Completed Projects



Under Construction Projects



Sunteck **BKC51**

BKC JUNCTION, MUMBAI

Completed Projects

Under Construction Projects



SunteckICON
BKC JUNCTION, MUMBAI



Completed Projects

Under Construction Projects



SunteckCREST

ANDHERI KURLA ROAD

ANDHERI (E)

Thank You!

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