

Date: 31st January, 2023

SRL/SE/71/22-23

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

BSE Limited
Phiroze Jeejeebhoy Tower,
Dalal Street,
Mumbai – 400 001
Scrip Code: 512179

Sub: Investor Presentation on Q3 and 9M FY23 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 quarter and nine months ended 31st December, 2022.

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

Sunteck Realty Limited

Investor Presentation

Q3 & 9M FY2023

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The audited consolidated financial statements for Fiscals 2016 onwards have been prepared in accordance with Ind AS and the same for prior years have been prepared in accordance with Indian GAAP. This Presentation contains statements which may pertain to future events and expectations and therefore may constitute forward-looking statements. Any statement in this Presentation that is not a statement of historical fact shall be deemed to be a forward-looking statement, and the Recipient agrees that such statements may entail known and unknown risks, uncertainties and other factors which may cause the Company's actual results, levels of activity, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. There can be no assurance that the results and events contemplated by the forward-looking statements contained herein will in fact occur. None of the future projections, expectations, estimates or prospects in this Presentation should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the Presentation. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.

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Agenda

- ▷ Who are we
- ▷ What have we achieved
- ▷ What we aspire for
- ▷ Key Numbers
- ▷ Risk Factors
- ▷ Awards
- ▷ Summary

Who are we

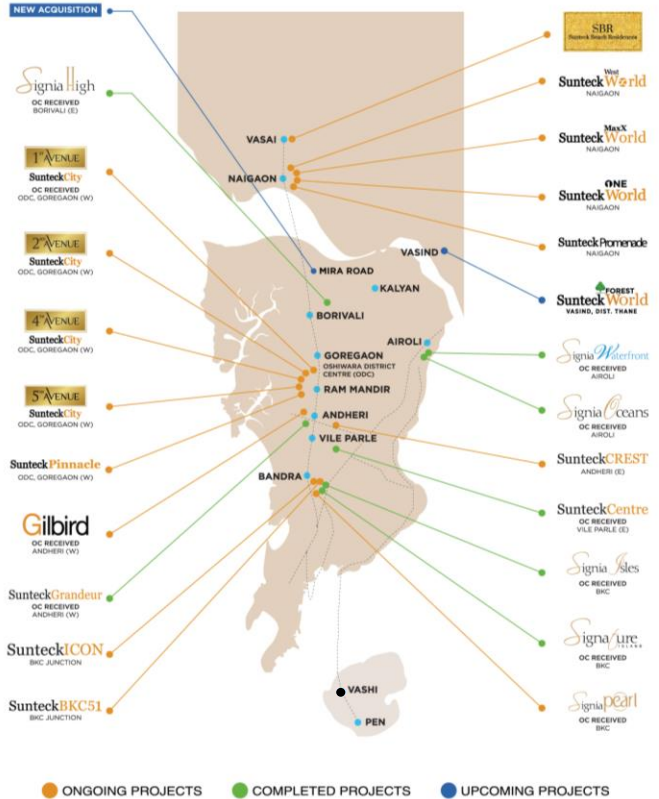
Executive Summary

- ▷ NSE and BSE listed organization with **development focus** in the **Mumbai Metropolitan Region (MMR)** market.
- ▷ **One of the largest developer in the Western Suburbs** of MMR from Bandra to Virar.
- ▷ **Delivered projects worth > US\$ 1 bn (~Rs 9,000 cr) GDV** till date.
- ▷ Presently have **~52.5* mn sq ft development portfolio across 20 projects**.
- ▷ Monetization of upcoming project portfolio to generate **~US\$ 3.8 bn (~Rs 30,600 cr) of est. GDV in coming 7-8+ years**.
- ▷ **Financial discipline & steadily growing cash flows** has enabled to maintain a **strong balance sheet over the years**.
- ▷ **Both equity and debt utilized judiciously**.

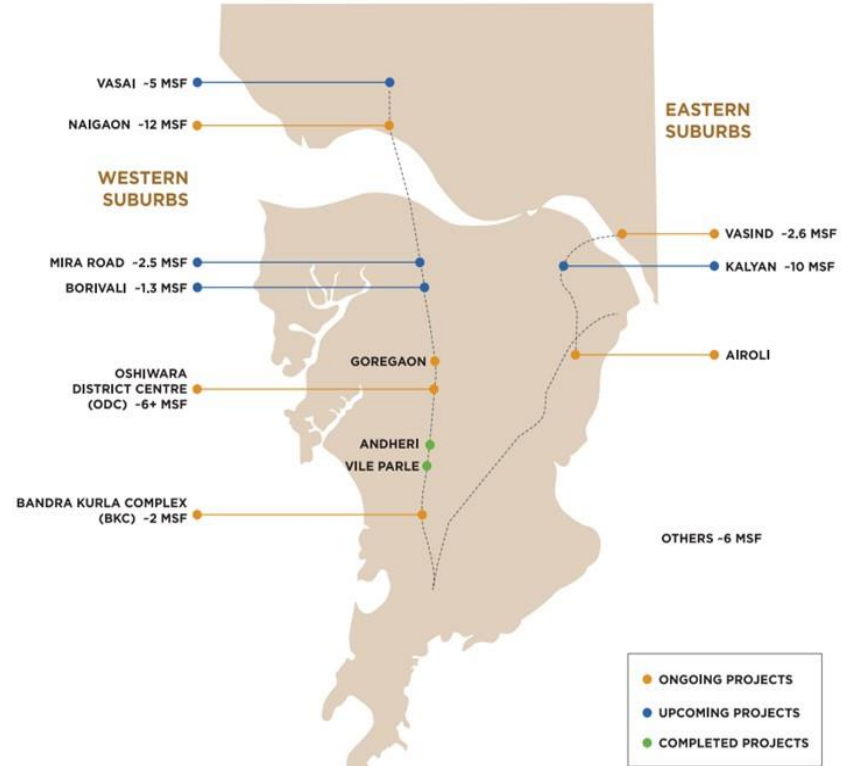
Mumbai (MMR) presence

One of the largest developer on Western suburbs with ~20 mn sq ft of balance launch pipeline
 Expanded to Eastern suburbs with ~12.1 mn sq ft of balance development

By Project Brands



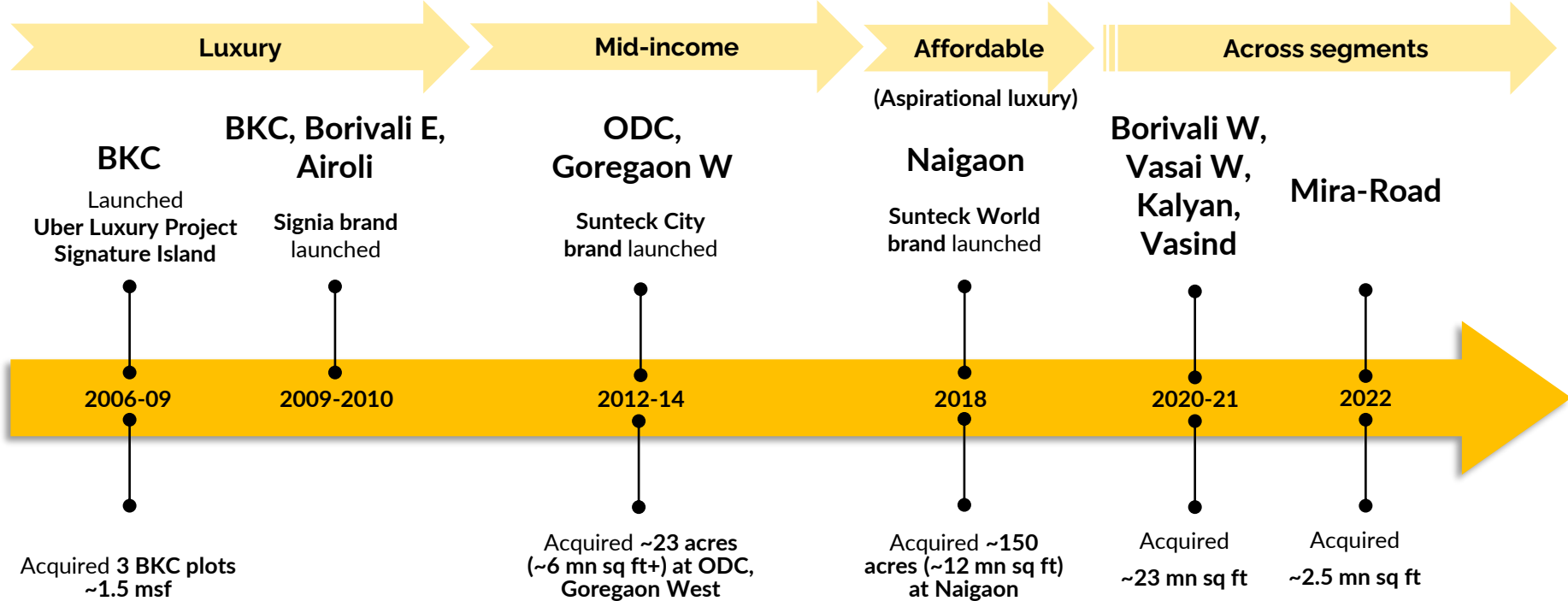
By Location Volume



Company Overview

Real Estate Developer with 2 Decades of Experience

MMR-focus residential play and pivot from high-end luxury segment towards mid-income & affordable segment



Our Brands

Premium positioning by creating **different luxury brands** across all the segments

RESIDENTIAL

Signature
Uber Luxury Residences

Signia
Ultra Luxury Residences

SunteckCity
Premium Luxury Residences

SunteckWorld
Aspirational Luxury Residences

SBR
Sunteck Beach Residences
Marquee Luxury Destination



Presence across the pricing spectrum from uber-luxury to affordable

COMMERCIAL

Sunteck
Commercial & Retail

Our Partnerships

Partnership with Ajay Piramal Group

- India REIT private equity invested at Signature Island in **2006** and exited at >20% IRRs within ~3 years
- 50:50 JV - **Piramal Sunteck Realty Pvt. Ltd. (PSRPL)** formed in **2007** to undertaken multiple projects

Partnership with Kotak Group

- Kotak Real Estate Fund (KREF) has invested in the listed entity in the past.
- KREF has done PE SPV funding at Signia Isles in **2009** and Sunteck City in **2012**, and exited at >20% IRRs within ~2-4 years

Board of Directors

200+ years of combined experience across real estate, banking & finance, law & compliance



Kamal Khetan
CMD

- 1st generation entrepreneur
- Close to 3 decades of experience in the Real Estate industry
- Formulate corporate strategy, acquisition, execution & diversification plans



Atul Poopal
Executive Director

- Over 3 decades of experience in the field of civil engineering, development regulations and project assessments
- Previous role was with MCGM



V P Shetty
Ind. Director

- Over 4 decades of experience in Banking
- Has held C&MD position in UCO, Canara and IDBI Bank.
- Recipient of “Banker of the Year-2003” award



Mukesh Jain
Ind. Director

- Over 4 decades of experience in Banking, Real Estate and Insolvency
- Presently, practicing law
- Alumnus of SRCC, New Delhi



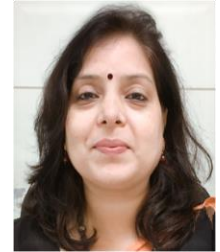
Rachana Hingrajia
Director

- Close to 2 decades of experience in corporate law compliances with Sunteck Realty
- Company Secretary of Sunteck Realty



Chaitanya Dalal
Ind. Director

- Practicing CA
- Over 3 decades of experience in audits including Statutory and CAG audits
- Also, teaches accountancy in colleges of Mumbai University



Sandhya Malhotra
Ind. Director

- Close to 2 decades of experience in corporate law compliances
- Presently, practicing CS and law graduate
- Active involvement in human rights and CSR matters

Shareholding Pattern

Shareholder Type	September-2022	December-2022
Promoters*	67.1%	67.1%
FII's & DII's	25.2%	25.4%
Others	7.7%	7.5%
Total	100.0%	100.0%

**Nil shares are pledged*

▷ Market Cap - ~Rs. 5,022 crore / ~ US\$ 628 million (27th January, 2023)

What have we achieved

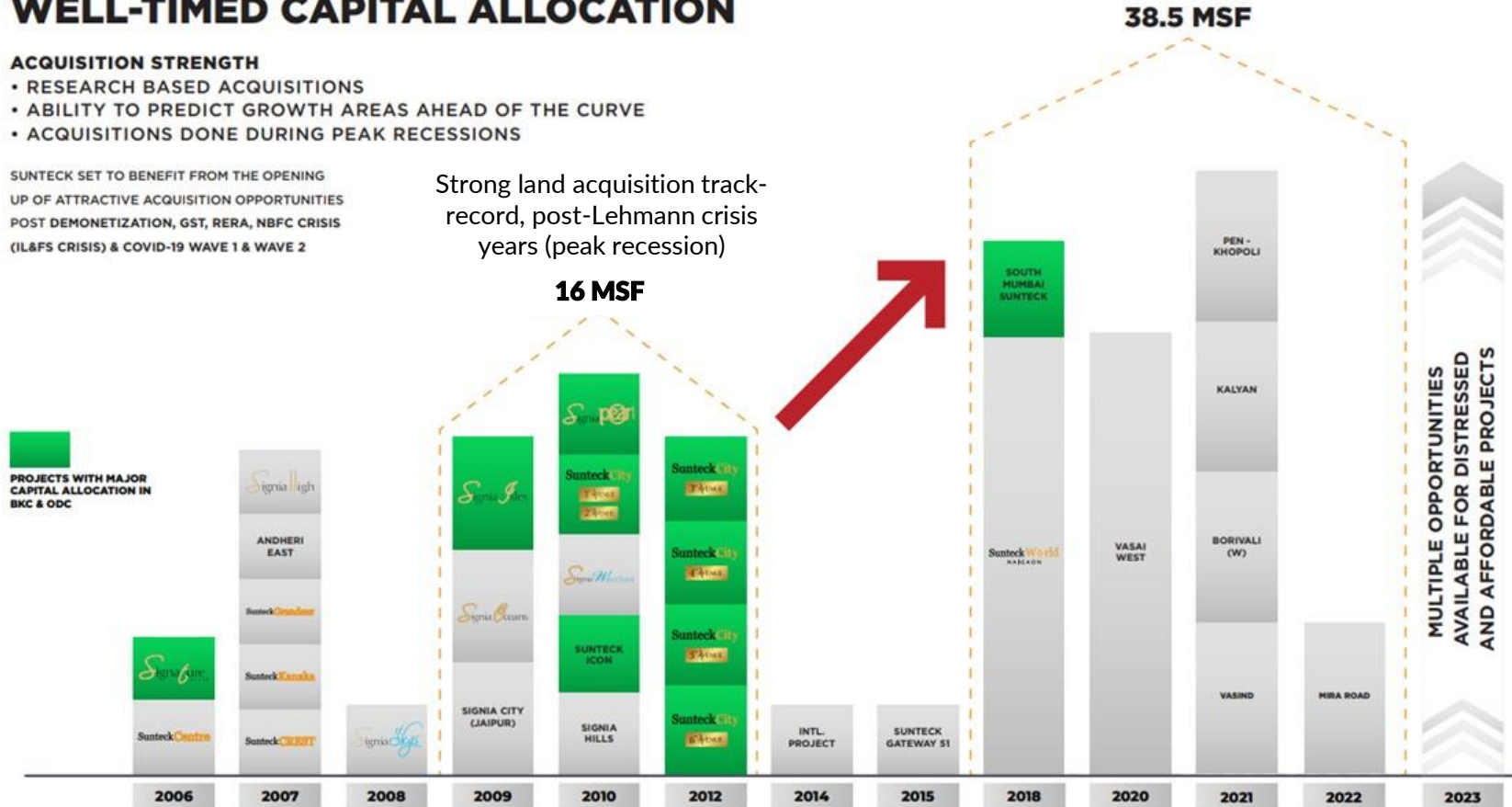
WELL-TIMED CAPITAL ALLOCATION

ACQUISITION STRENGTH

- RESEARCH BASED ACQUISITIONS
- ABILITY TO PREDICT GROWTH AREAS AHEAD OF THE CURVE
- ACQUISITIONS DONE DURING PEAK RECESSIONS

SUNTECK SET TO BENEFIT FROM THE OPENING UP OF ATTRACTIVE ACQUISITION OPPORTUNITIES POST DEMONETIZATION, GST, RERA, NBFC CRISIS (IL&FS CRISIS) & COVID-19 WAVE 1 & WAVE 2

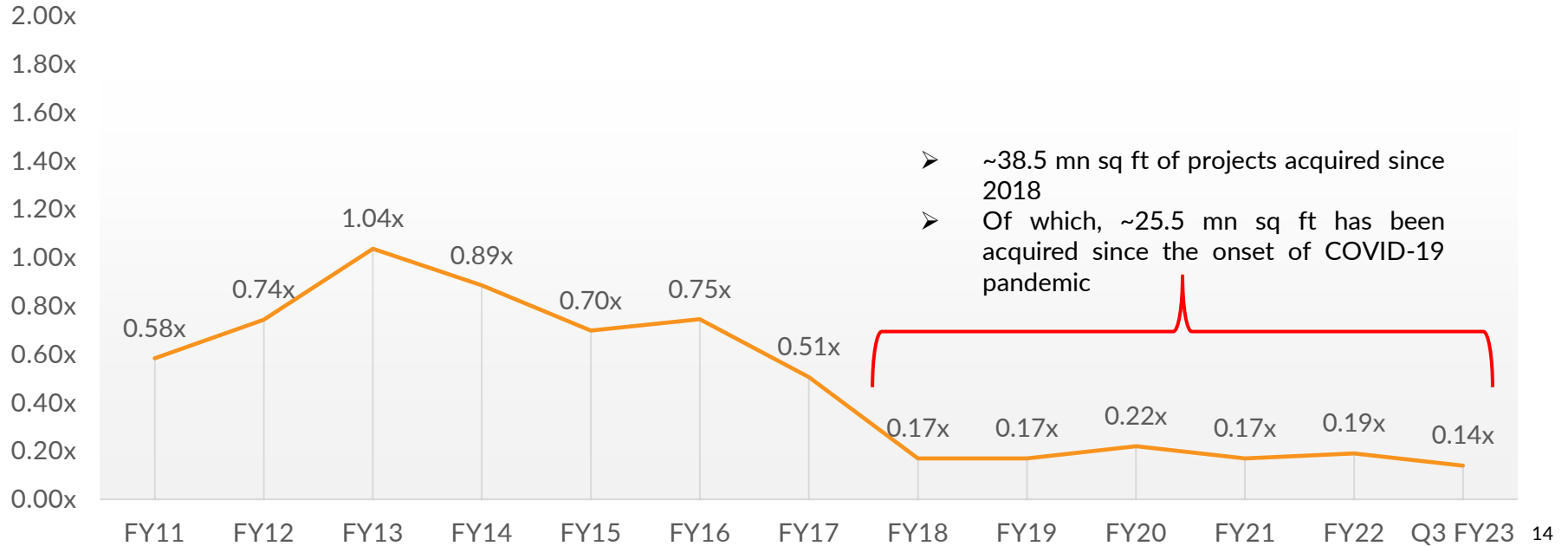
Strong land acquisition track-record, post-Lehmann crisis years (peak recession)



Net Debt/Equity @0.14x at the end of Q3 FY23 highlights fiscal discipline

Net Debt/Equity discipline

- ▷ Despite acquisitions of 38.5 mn sq ft since 2018, the leverage discipline has been maintained
- ▷ No compromise on financial prudence and fiscal discipline



Business Growth along with Financial Prudence



BUSINESS GROWTH

25.5 mn sq ft of acquisition done across diverse micro-markets such as, Vasai W, Borivali W, Kalyan-Vasind, Mira Road in MMR in the luxury, mid-income and affordable residential segments.



STRONG BALANCE SHEET

Gross debt stands reduced at Rs 542 cr with **consolidated net-debt to equity ratio at 0.14x** as of Q3 & 9M FY23.



Completed Projects

14 (residential+commercial) projects delivered worth ~Rs 9,000 crore (~US\$ 1.2 bn)



Signature Island, BKC



Signia Isles, BKC



Signia Pearl, BKC



Signia High, Borivali E



Signia Oceans, Airoli



Signia Skys, Nagpur



Sig. Waterfront, Airoli



Gilbird Hill, Andheri W



S. City Avenue 1, ODC



S. City Avenue 2, ODC

Completed Commercial Projects



Sunteck Center, Vile Parle E



Sunteck Kanaka, Goa



Sunteck Grandeur, Andheri E

Completed Projects – Residential

~2 mn sq ft completed in Q1 FY23



West
Sunteck World
NAIGAON



Ongoing Projects - Residential

~4 mn sq ft of execution underway across segments



MaxX
Sunteck World
NAIGAON

Edge
PRE-CERTIFIED



4TH AVENUE
FINEST RESIDENCES
IN THE HEART OF 5TH AVENUE

Edge
PRE-CERTIFIED

Ongoing Projects - Commercial

~4 mn sq ft of execution underway across segments



Sunteck BKC 51, BKC Jn.



Sunteck Icon, BKC Jn.



Sunteck Crest, Andheri E



Pinnacle, ODC

Key Performance Highlights (FY18 - FY22)

Delivering sustainable operational growth and operating margins



Pre-sales
CAGR
(18-22)

~22.03%

Collections
CAGR
(18-22)

~18.68%

Average
EBITDA
Margin
(18-22)

~33.51%

**Company follows project completion method of accounting*

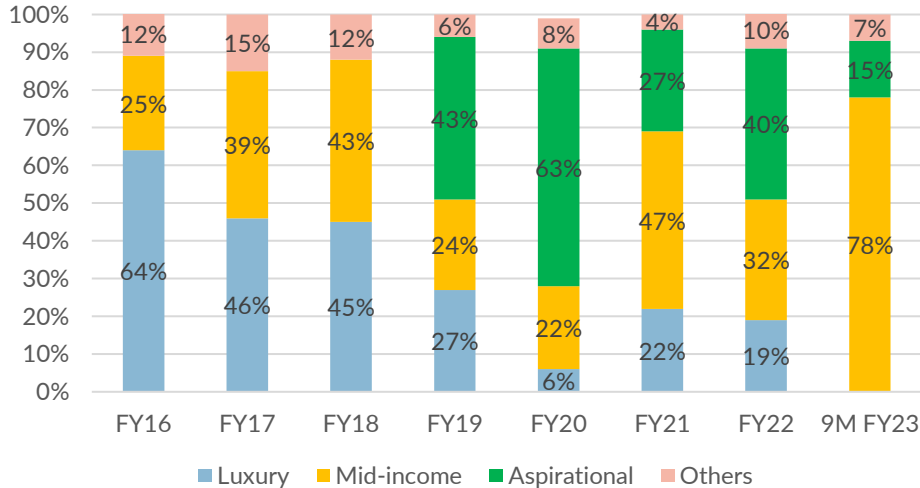
Rs 1 cr = Rs 10 mn

Operational Performance Trend

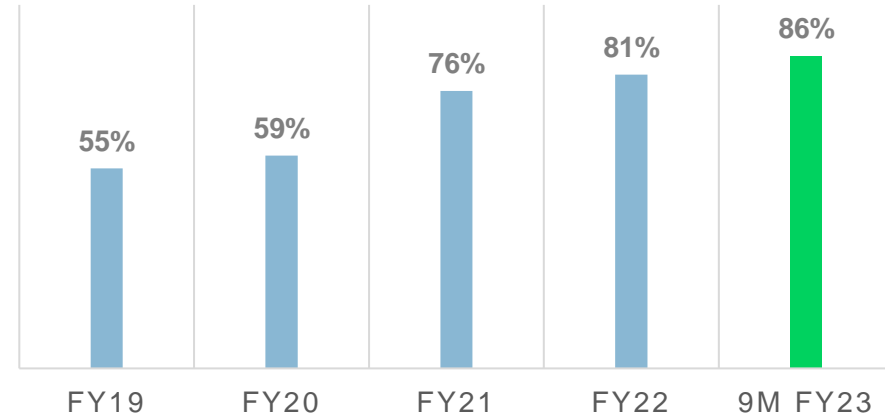
Pre-sales mix & Collections efficiency

- ▷ Pre-sales mix has pivoted from Luxury to Mid-Income and Affordable segment.
- ▷ Collections Efficiency has improved to 81% in FY22 against 76% in FY21. In 9M FY23, CE stands at 86%.

Healthy Pre-sales mix



Collections efficiency (Collections/Pre-sales)



Embarking on the ESG Journey

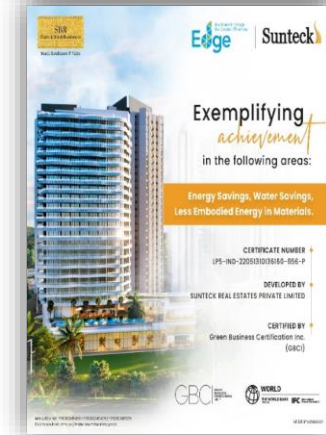
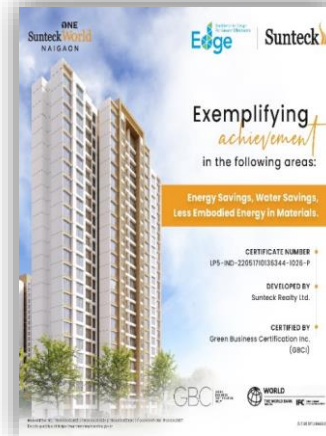
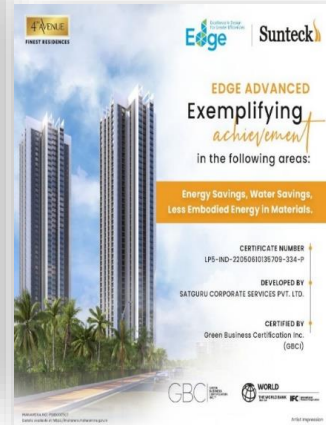
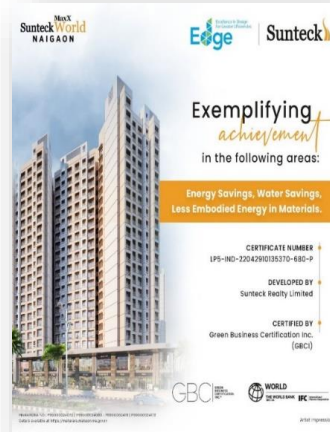
- > Sunteck Realty Limited believes in leveraging its strengths to create sustainable spaces.
- > We published our 1st ESG report – **“Creating Sustainable Spaces – Embarking on the ESG Journey”** - FY 2021-22, highlighting the performance and initiatives undertaken by us, as we embark on the journey of formalizing and strengthening our Environmental, Social and Governance (ESG) performance.
- > The report has been prepared in accordance with the Global Reporting Initiative (GRI) Standards: Core option. Additionally, sustainability disclosures are also aligned with the United Nations Sustainable Development Goals (SDGs) and the National Guidelines on Responsible Business Conduct (NGRBC).



Green Building Initiatives



- > **6 (six) of our projects** namely, **Sunteck City 4th Avenue**, ODC, Goregaon W; **Sunteck Maxx World & Sunteck One World**, Naigaon and **Sunteck Beach Residences (SBR)**, Vasai, **Sunteck Icon & Sunteck BKC 51**, BKC Junction have been awarded with **EDGE (Excellence in Design for Greater Efficiencies)** pre-certification (IFC-International Finance Corporation - The World Bank Group).
- > We have been awarded under the category of - **Most Environment-Friendly Residential Space** for our residential project **Sunteck City 4th Avenue**, which is an forward move for us in the field of sustainability and environmental awareness by **The Realty Plus Excellence Awards**.



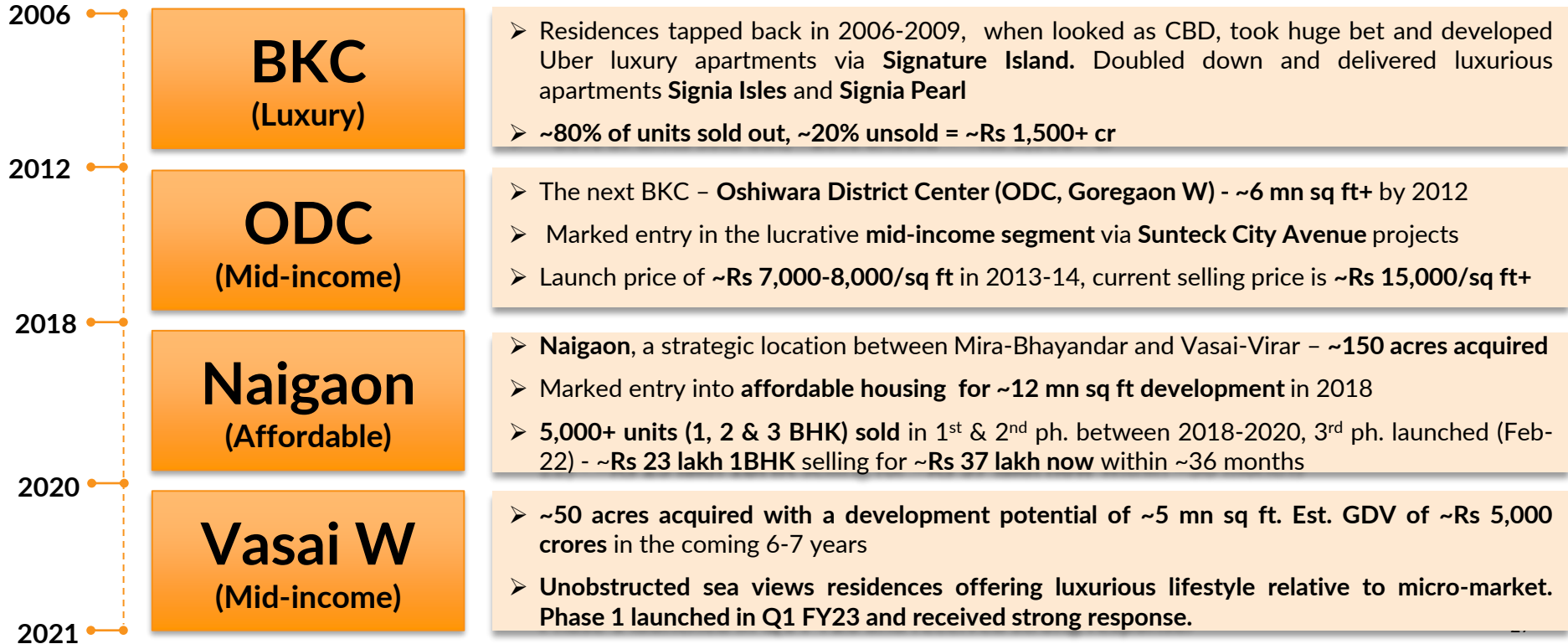
What we aspire for

Embarking on Sunteck 3.0

- ▷ **Sunteck 1.0** journey was initiated as a Business Center Operator in 2000 and after 6 years with the acquisition of the Signature Island, BKC – under **Sunteck 2.0** – the company grew into a pure play RE developer with projects in BKC and ODC, Goregaon W.
- ▷ **The salient aspects of Sunteck 3.0 are:**
 - **Maintain a strong balance sheet**
 - Sell off our finished inventory in the next 4-5 years
 - Focus on large projects like Naigaon, Vasai, Kalyan and Borivali with low capex
 - Acquire land if opportunity is extremely compelling
 - Maintain non-recourse, muted debt levels
 - **Leverage our brand and leading market position to grow the business**
 - **Invest in and incentivize our team**

Existing Growth Engines of Sunteck 3.0

Sunteck's strategy is to enter markets underpenetrated by organized players and bet big to realize attractive returns



Future Growth Engines of Sunteck 3.0

The launch and execution of these new growth engines will scale up the sales engine of Sunteck

2021

Kalyan & Vasind (Affordable)

- After western suburbs, Kalyan (Shahad) and Vasind marks the entry in the eastern micro-markets of MMR
- With more than ~12 mn sq ft of potential, these projects under the aspirational luxury segment will offer an est. GDV of ~Rs 10,000 crores in the coming 7-8 years

Borivali West (Luxury)

- Acquired Borivali West, a strategic location for luxurious waterfront residences in the strong residential market of Western suburbs.
- Borivali West has a potential est. GDV of ~Rs 2,000 crores in the coming 4-5 years

2022

Mira Road (Mid-income)

- Acquired Mira Road, a prime location at Beverly Park for developing luxurious residences along with premium retail.
- Mira Road has a potential est. GDV of ~Rs 3,000 crores in the coming 5-6 years

2023

Development Potential & Launch Timelines

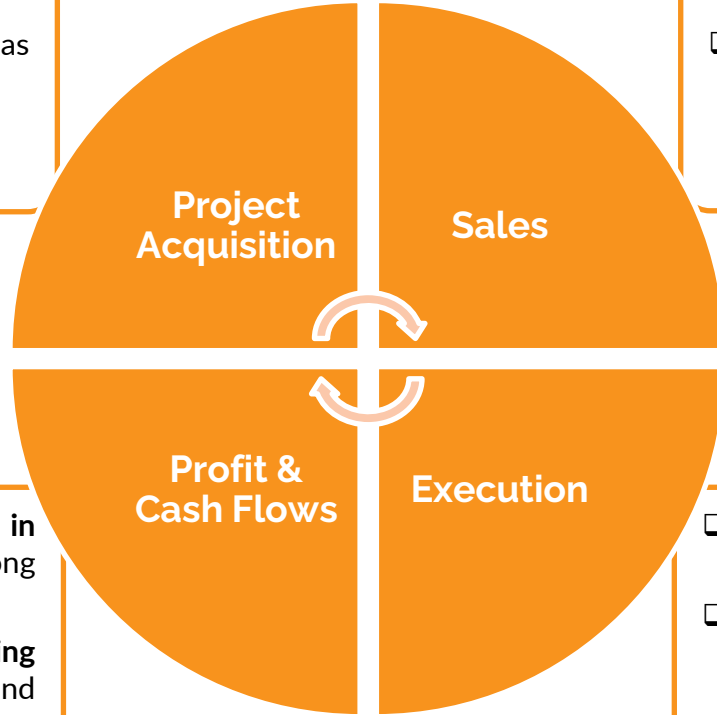
- ▷ Est. Gross Sales Visibility of ~Rs. 30,600 (~US\$ 3.8 bn) crores from the 7 (six) growth engines
- ▷ In 2022 - Sunteck One World, Naigaon launched in Feb -2022, Sunteck Beach Residences, Vasai launched in May-2022
- ▷ In the coming quarters, new sales launches from below mentioned projects are envisaged including commercial at BKC (Sunteck Icon, Sunteck BKC 51), Andheri (Sunteck Crest) and ODC (Sunteck Pinnacle).

Projects	Project Size	Already Launched	Balance Potential	Est, Sales Visibility	Up to FY23-24 E	Beyond FY24 E
	(~ mn sq ft)	(~ mn sq ft)	(~ mn sq ft)	(~ Rs crores)	(~ mn sq ft)	(~ mn sq ft)
ODC, Goregaon W	6.0	2.3	3.7	5,200	1.00	2.70
Naigaon	12.0	4.4	7.6	4,500	1.50	6.10
Vasai W	5.0	0.5	4.5	5,000	1.00	3.50
Kalyan & Vasind	12.6	0.5	12.1	9,900	2.00	10.1
Borivali W	1.0	-	1.0	2,000	0.50	0.50
Mira Road	2.5	-	2.5	3,000	0.50	2.00
Others	6.0	-	6.0	2,000	1.00	5.00
Total	45.1	7.7	37.4	30,600	7.50	29.90

The 'Sunteck' approach to 'Continuous Growth'

- ❑ ~25.5 msf acquired since the onset of the COVID-19 pandemic.
- ❑ In the last 3 years, the company has acquired ~38.5 msf.

- ❑ Estimated GDV of acquisitions is ~Rs. 30,600 cr (~US\$ 3.8 bn).
- ❑ The monetization of these projects will lead to continuous growth in sales over the 7-8 years.



- ❑ Sunteck's collections are growing in double-digits leading to strong operational cash flows.
- ❑ The margins are also trending upwards driven by price growth and cost optimization.

- ❑ In-house execution capability to ensure accelerated execution.
- ❑ Stringent supervision on costs & quality, drive confidence amongst customers - basis of long term demand.

SHAREHOLDER VALUE CREATION

 **~US\$ 3.8 billion**

Est. Gross Development Value (GDV) of upcoming project pipeline

 **~37 million sq ft**

Across 7 projects at BKC, ODC, Naigaon, Vasai West, Kalyan-Vasind, Borivali West and Mira Road in MMR

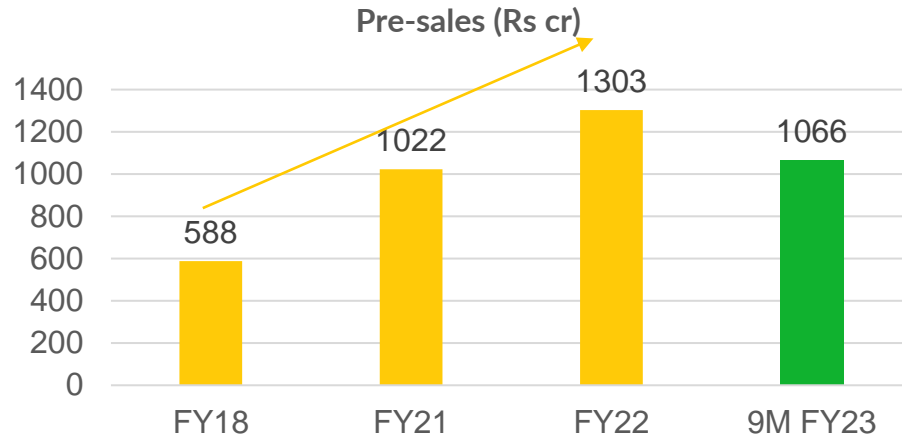
 **~0.14x**

One of the lowest Net Debt/Equity ratio across the sector

Pre-sales growth multiple to improve

On the back of new project launches

- ▷ The phase-wise launch of new projects at Vasai West, Kalyan-Vasind, Borivali West, Mira Road and new phases of existing projects such as Sunteck City ODC, Sunteck World Naigaon and Sunteck commercial projects (Sunteck Icon, Sunteck BKC 51, Sunteck Crest and Sunteck Pinnacle) could be a **tailwind for revenue growth**.
- ▷ The company has achieved a pre-sales CAGR of 22% between FY18 and FY22.
- ▷ The target is to achieve 25%-30% CAGR in pre-sales over the coming years.
- ▷ Weak global sentiment, rising interest rates, rising input costs, delay in approvals are key risks to this goal.

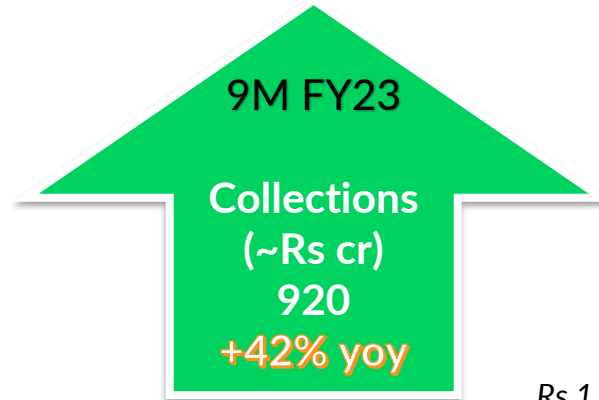
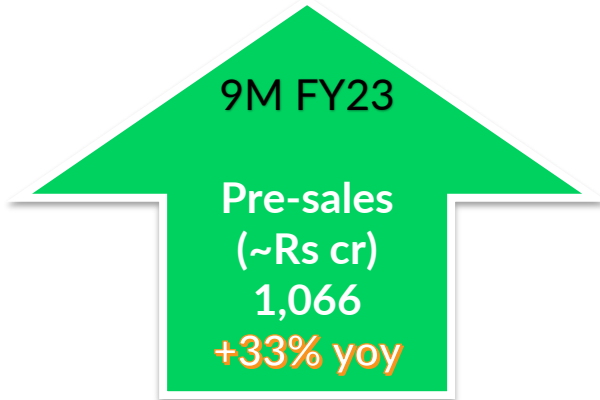
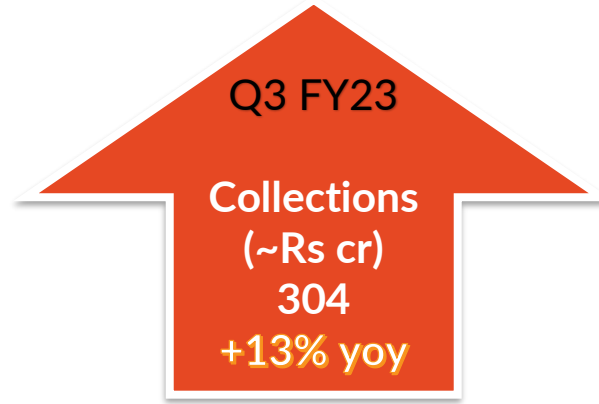
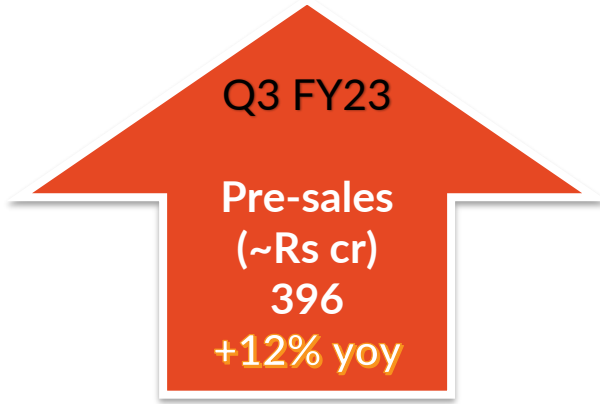


Rs 1 cr = Rs 10 mn

Key Numbers

Operational Performance and Financial Statements

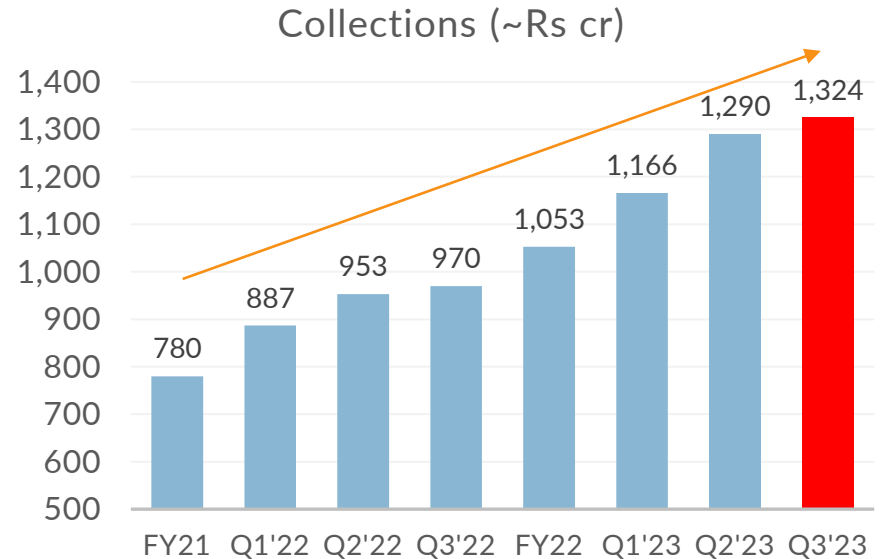
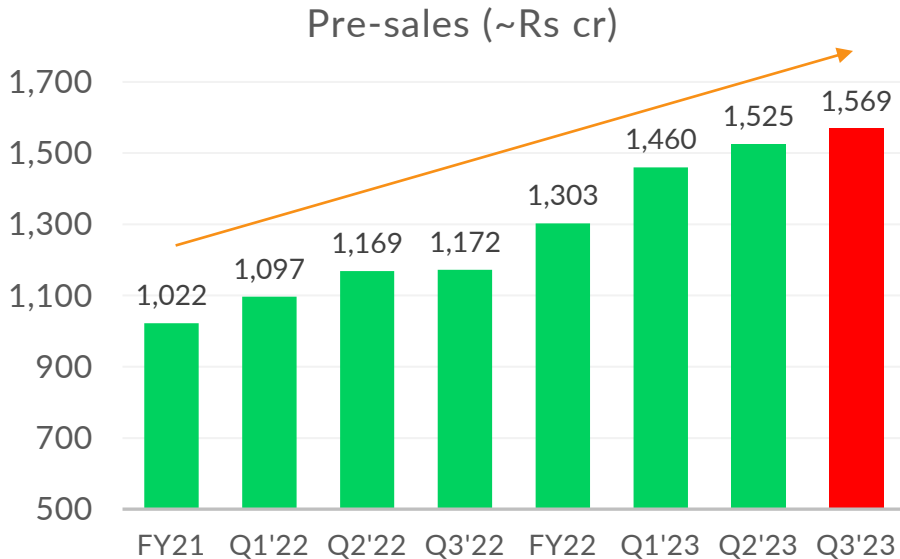
Operational Snapshot (Quarter and Half-year)



Rs 1 cr = Rs 10 mn

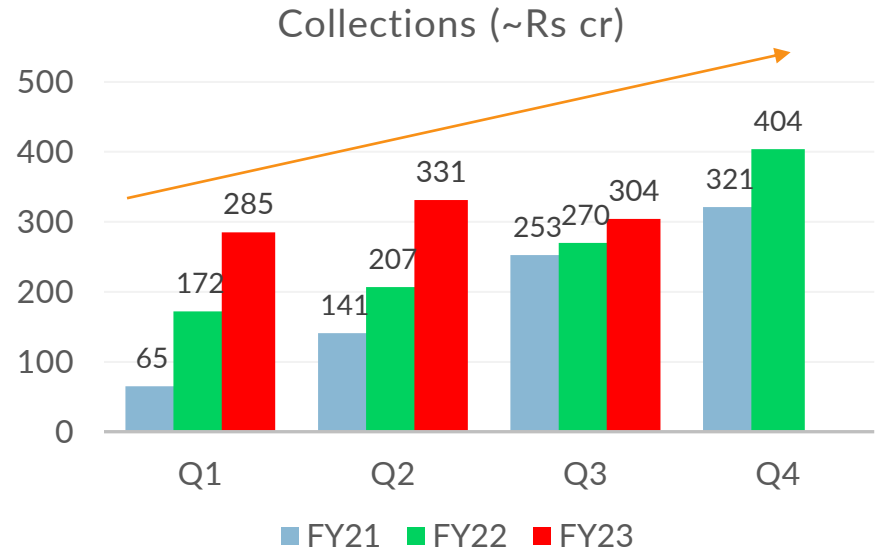
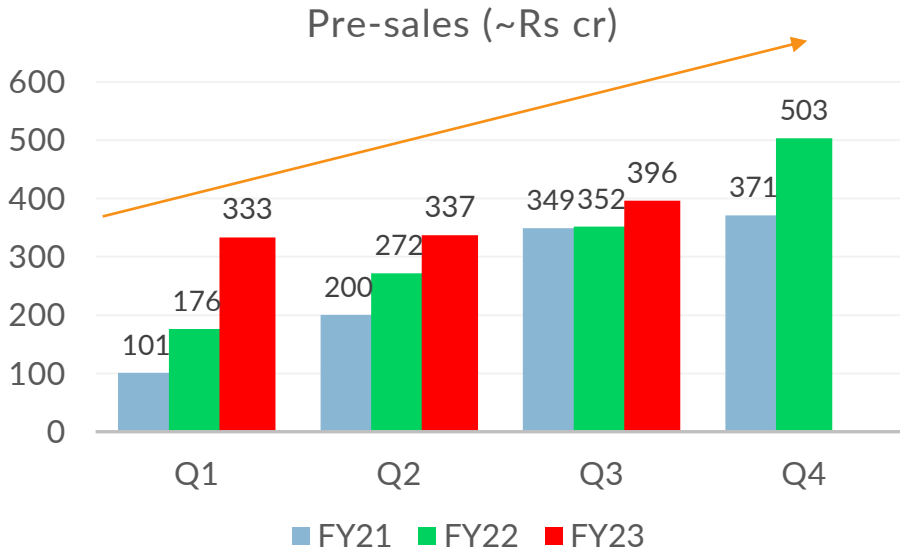
Operational Performance Trend (Trailing 4 quarters)

- ▷ **Trailing 4Q Pre-sales** stands at **~Rs 1,569 cr** as of Q3 & 9M FY23
- ▷ **Trailing 4Q Collections** stands at **~Rs 1,324 cr** as of Q3 & 9M FY23



Operational Performance Trend (Quarter-wise)

Both pre-sales and collections are **GROWING STRONGLY** on a sequential (quarterly) as well as yearly basis



Rs 1 cr = Rs 10 mn

Operational Performance (Pre-sales Segment-wise)

The **pre-sales** mix for the quarter is dominated by the **mid-income** segment contributing **78% of the total bookings**.

Segment	Brands	Q3 FY23 (~Rs cr)	Mix (%)	9M FY23 (~Rs cr)	Mix (%)
Mid-income	Sunteck City, SBR	295	75%	833	78%
Aspirational	Sunteck World	67	17%	157	15%
Others	Sunteck	34	9%	76	7%
Total		396	100%	1,066	100%

Operational Performance (Collections Segment-wise)

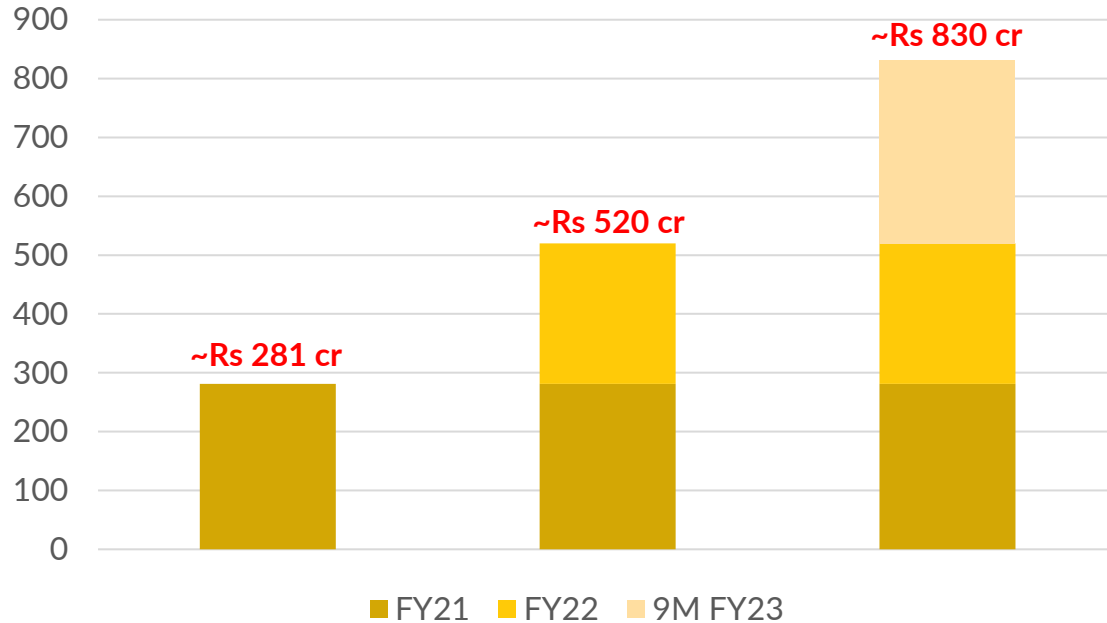
The **collections** mix for the quarter is broad-based with all segments performing well.

Segment	Brands	Q3 FY23 (~Rs cr)	Mix (%)	9M FY23 (~Rs cr)	Mix (%)
Luxury	Signature, Signia	23	8%	132	14%
Mid-income	Sunteck City, SBR	100	33%	263	29%
Aspirational	Sunteck World	154	50%	468	51%
Others	Sunteck	27	9%	57	6%
Total		304	100%	920	100%

Robust operational cash flows

~ Rs 830 cr operating surplus generated in 2.75 years – used in Business Development/Acquisitions, debt reduction and advance premium payment

Robust OCF Built-up



Robust operational cash flows

~ **Rs 830 cr operating surplus generated in 2.75 years** – used in Business Development/Acquisitions, debt reduction and advance premium payment

~**Rs 311 cr of operating cash flow surplus** generated in 9M FY2023

Particulars	FY 2021	FY2022	9M FY23#
OPERATING CASH FLOW			
Total Operating Cash Flow Surplus	281	239	311
<i>Less: Landowner / JDA cost*</i>	-30	-68	-70
<i>Less: One-time advance payment of approval premiums at 50% rebate*</i>	-	-202	-
Net cash flow - Operating Activities	251	-31	241
INVESTING CASH FLOW			
<i>- Business Acquisition, Interest, Dividends, Investments & Others</i>	50	33	-48
Net cash flow - Investing Activities	50	33	-48
FINANCING CASH FLOW			
<i>- (Repayment) / Drawdown of Loans</i>	-197	133	-176
<i>- Finance Cost</i>	-86	-74	-54
<i>- Dividends Paid & Others</i>	-13	13	-21
Net cash flow - Financing Activities	-297	46	-251

*Part of Working Capital Changes #Provisional

Rs 1 cr = Rs 10 mn

Strong Balance Sheet

In Q3 & 9M FY23, the **consolidated net debt to equity** is amongst the strongest at **0.14x**.

Particulars	Q3 & 9M FY23#
Total Debt (~Rs cr)	542
Less: Cash & Bank Balance	79
Less: Loans to JDA partners	81
Net Debt	381
Net Worth	2,818
Net Debt / Equity	0.14
Quasi-Equity and Others*	87
Adjusted Net Debt	469
Adj. Net Debt / Equity	0.17

*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 ~910 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. #Provisional

Rs 1 cr = Rs 10 mn ⁴¹

Key Financials

- ▷ In 9M FY23, Revenue from operations stood at Rs 314 cr (Rs 3,136 mn)
- ▷ EBITDA for 9M FY23 stood at Rs 73 cr (Rs 733 mn)
- ▷ EBITDA margin stood at ~23% for 9M FY23
- ▷ PAT for 9M FY23 stood at Rs 29 cr (Rs 293 mn)

Particulars	Q3 FY23	Q2 FY23	Q3 FY22	9M FY23	9M FY22	FY22
Revenue from Operations	89	81	128	314	358	513
EBITDA	18	10	32	73	89	95
Operating Margin	20%	12%	25%	23%	25%	19%
Net Profit	2	2	11	29	29	25

*Company follows project completion method of accounting



Rs 1 cr = Rs 10 mn ⁴²

Key Financials

BALANCE SHEET - H1 FY23 (Consol)			
Liabilities	Rs Cr	Assets	Rs Cr
Networth	2,813	Receivables	247
Borrowings	543	Inventories	4,690
Other CL	2,420	L & A	125
Others	303	Cash & Bank	79
Provisions	5	Others	944
Total	6,084	Total	6,084

Superior Credit Rating

- ▷ Sunteck has Top Tier Credit Profile which is a Testimonial for its Strong Fundamentals.

 <p>India Ratings & Research A Fitch Group Company</p>	<p>AA- / Positive</p>
 <p>CareEdge</p>	<p>AA- / Positive</p>

- ▷ Key Rating drivers are –

- Healthy track record in real estate development in MMR
- Adequate committed cash flow visibility
- Prudent Financial Policies; Strong Credit Metrics
- Prudent cash flow management with adoption of asset light JDA model for new projects
- Price-Point diversity; Locational Advantage
- Low Execution Risk

Risk Factors

Risk Factors

- ▷ Impact of COVID-19 pandemic on overall economy and real estate sector in particular is still being quantified and uncertain.
- ▷ Weak global sentiments due to geopolitical tensions, supply chain and price rise.
- ▷ Exposure to cyclical in real estate business – the residential real estate sector have been adversely impacted by liquidity crunch, high inventory and subdued demand conditions in the past.
- ▷ Cost inflation can negatively impact sales, profitability and margins.
- ▷ Any other unforeseen risks related to project acquisitions, delay in launches, approval risks, delay in execution, subdued demand, home loan risks and others.

Awards

Awards & Recognitions

Sunteck Realty Ltd won three awards at ESG Summit and Awards 2022 for Best ESG Initiative of the Year, Best ESG Initiative to improve biodiversity impact reduction.

Additionally, it is a proud moment that our Chairman and MD, Shri Kamal Khetan has been announced as a winner of Governance professional of the year



Best ESG Initiative of the Year - Year 2022



Best ESG Initiative to improve biodiversity impact reduction



Governance professional of the year – Kamal Khetan – Chairman and MD – Sunteck Realty Ltd

Awards & Recognitions

Zero Waste management initiative

- Zero waste management initiative has been taken for Sunteck's two of its luxurious projects – Signature Island and Signia Isles.
- We believe in eliminating harmful plastics which are unsustainable and recycle the beneficial ones.
- Our aim is create zero waste to landfill and create a sustainable living environment.



Thank You

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