

SRL/SE/52/18-19

Date: 25th January, 2019

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 and nine months ended 31st December, 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 Q3 FY2019

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

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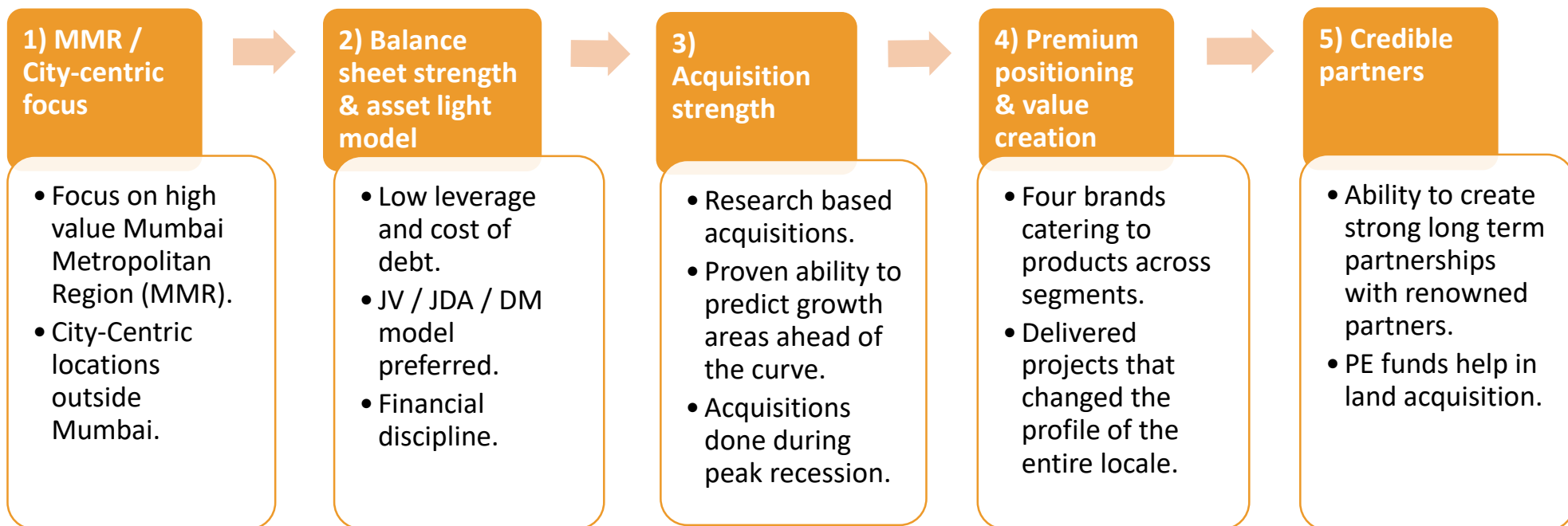
Note The project elevations are for representation purposes only and are the sole property of the Company and may not be reproduced, copied, projected, edited in any way without written permission from the Company.



Sunteck Realty - Executive Summary

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

Strong Project Portfolio: Sunteck has about 30 mn sqft spread across 25* projects (9 projects completed worth ~Rs60,000mn) majorly in MMR region having leadership position in CBDs of Mumbai at BKC (5 projects) and ODC, Goregaon (W) (6 projects).



Key Triggers:

- ✓ To build around 2.6mn sqft of rental portfolio
- ✓ Strong balance sheet to support future growth

*Includes completed, ongoing, upcoming and future projects

Premium positioning through differentiated Brands

Differentiated branding across product segments helps command a premium positioning across segments

Signature

Uber Luxury Residences

Signia

Ultra Luxury Residences

Sunteck*City*

Premium Luxury Residences

Sunteck*World*

Aspirational Luxury Residences

Sunteck

Commercial & Retail



Q3 & 9M FY2019 Key Highlights



Q3 and 9M FY2019 Key Highlights

- Pre-sales grow by 199% YoY during 3QFY19 to Rs 3,106 mn
- Pre-sales grow by 127% YoY during 9MFY19 to Rs 9,133 mn
- Collections grow by 52% YoY during 3QFY19 to Rs 1,529 mn
- Collections grow by 21% YoY during 9MFY19 to Rs 4,544 million

Q3 and 9M FY2019 Earnings Update



Robust Operational and Financial Performance

Rs million

Operational Data	3QFY19	3QFY18	% <i>change</i> <i>yoy</i>	9MFY19	9MFY18	% <i>change</i> <i>yoy</i>
Pre-sales (new bookings)	3,106	1,040	199%	9,133	4,016	127%
Collections	1,529	1,006	52%	4,544	3,766	21%

Rs million

P&L (consolidated)	3QFY19	3QFY18	9MFY19	9MFY18
Revenue from Operations	1,947	2,015	5,861	6,816
EBITDA	814	891	2,710	2,610
<i>Operating Margin</i>	42%	44%	46%	38%
Net Profit	490	585	1,777	1,624
<i>Net Profit Margin</i>	25%	29%	30%	24%

Consolidated Balance Sheet

Rs million

Liabilities (Rs million)	H1 FY19	FY 2018	Assets (Rs million)	H1 FY19	FY 2018
Shareholders Funds	27,234	26,303	Trade Receivables	3,223	2,906
Minority Interest	870	775	Inventories	26,464	26,427
Secured Loans	4,996	4,256	Loans & Advances	1,948	1,626
Unsecured Loans	573	1,424	Cash & Bank balances	979	1,144
Others	3,917	3,798	Others	4,975	4,452
Total	37,589	36,556	Total	37,589	36,556

Amongst the strongest balance sheet

Rs million	H1 FY19	FY 2018	Difference	% change
Secured Debt	4,996	4,256	740	17%
Cash & Bank Balance	979	1,144	-165	-14%
Net Secured Debt	4,017	3,112	905	29%
Unsecured Debt	574	1,424	-850	-60%
Net Debt	4,591	4,536	55	1%
Net Worth	27,234	26,303		
Net Debt / Equity	0.17	0.17		

- Long Term Credit Rating of **AA-** from India Ratings (Fitch) and CARE Ratings.
- Incremental debt funding at **9.25% - 9.50%**.
- No Corporate Guarantee given.

Operational Performance – Q3 FY2019

S.No.	Project Name	Q3 FY2019 Performance			
		Sales	Advances Received	Area Sold	Units Sold
		Rs Mn	Rs Mn	Lac Sq.Ft.	Nos.
1	Signature Island, BKC	863	561	0.2	2
2	Signia Isles, BKC	250	99	0.1	1
3	Signia Pearl, BKC	-	9	-	-
4	Sunteck City, Avenue 1 and 2, ODC	266	518	0.2	15
5	Signia Waterfront, Airoli	210	52	0.2	10
6	Signia High, Borivali	215	52	0.1	4
7	Gilbird Hill, Andheri W	-	9	-	-
8	Sunteck West World, Phase 1, Naigaon	1,302	229	2.6	381
Total		3,106	1,529	3.2	413

Shareholding Pattern (%)

Category	31-Dec-18
Promoter and Promoter Group	66.96%
Foreign Institutional Investors (FIIs)	24.94%
Domestic / Other Institutional Investors	1.71%
Other Public Shareholders	5.38%

- No Promoter Shares Pledged.

Project updates



Signature Island, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS

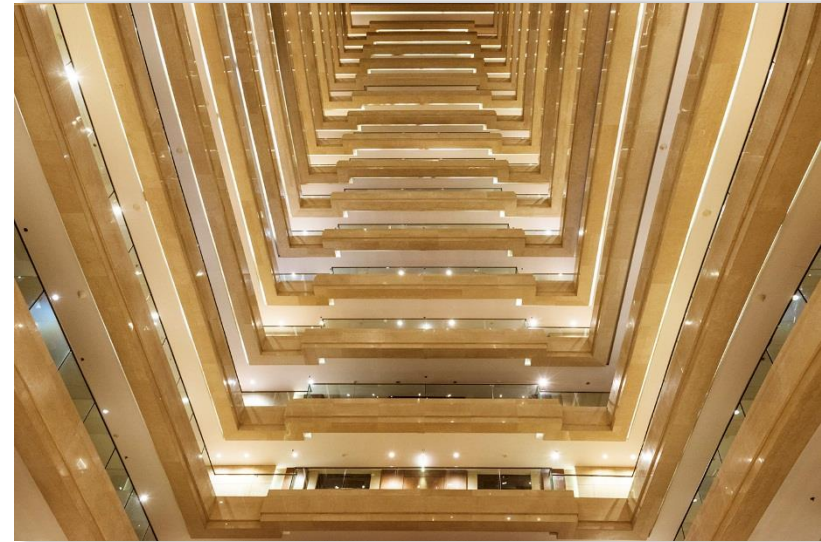


Signature Island, BKC

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



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



Artistic Impression



Commercial Projects

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



SUNTECK KANAKA CORPORATE PARK, GOA

Commercial Projects (Cont'd..)

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



SUNTECK CENTRE, VILE PARLE



SUNTECK GRANDEUR, ANDHERI

Sunteck City, 1st Avenue

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Artistic Impression



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



Tower C: 32nd Slab In Progress

Sunteck City, 1st Avenue

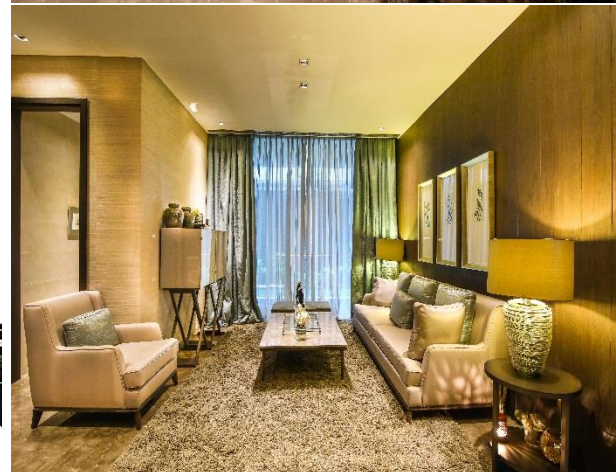
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Artistic Impression



Sunteck City, 2nd Avenue

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Artistic Impression



Tower A: 39th Slab In Progress



Tower B – 26th Slab In Progress

Sunteck West World, Phase 1

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Artistic Impression

Sunteck West World, Phase 1

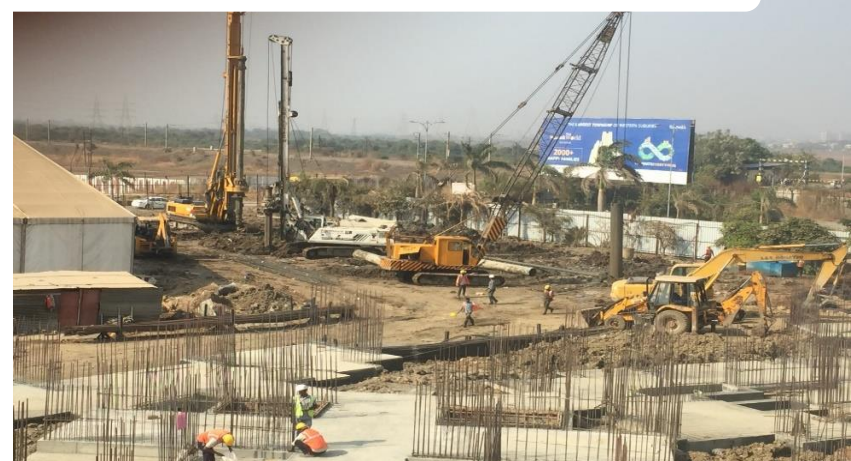
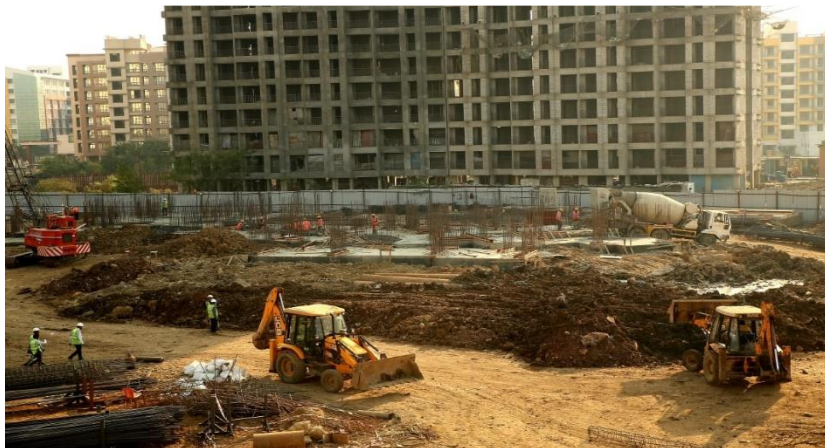
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Excavation nearing completion for all 7 towers and Plinth completed for Tower 1,3 & 5



Signia Waterfront, Airoli

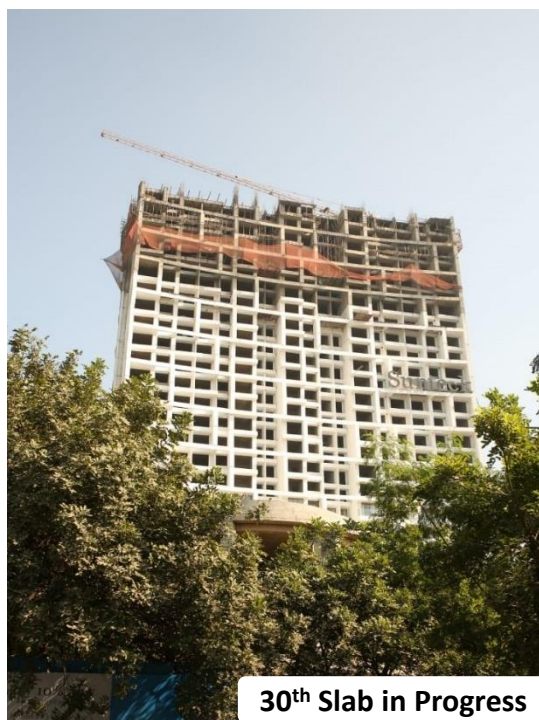
COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Artistic Impression



30th Slab in Progress



Amenities area WIP



Signia Pride, Andheri (E)

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Artistic Impression



Terrace slab in progress



Gilbird Hill, Andheri (W)

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Artistic Impression



7th Slab in Progress

Sunteck Icon , BKC Junction

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Gateway 51, BKC Junction

COMPLETED PROJECTS

UNDER CONSTRUCTION PROJECTS

UPCOMING PROJECTS



Artistic Impression



Shore Piling Work in progress

Awards & Accolades



Thank You!

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