Date: 13th February, 2020

Sub: Investor Presentation on Q3FY20 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 nine months ended 31st December, 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 Hungaraj
Company Secretary
Encl: a/a
Results Presentation
3rd Quarter, FY2020

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

By attending the meeting where this presentation is made and any additional material is provided ("Presentation") or by reading the Presentation, you ("Recipient"), agree to be bound by the following limitations. This Presentation has been prepared on the basis of the estimates of the management of Sunteck Realty Limited (the "Company" or "Sunteck"), for the sole and exclusive purpose of providing information to the Recipient about the Company and its business, and is not and should be construed to be, directly or indirectly, an offer and / or an invitation and / or a recommendation and / or a solicitation of an offer to buy or sell any securities of the Company in any jurisdiction, nor shall part, or all, of this Presentation form the basis of, or be relied on in connection with, any contract or binding commitment or investment decision in relation to any securities of the Company. No offering of securities of the Company will be made except by means of an offering document containing detailed information about the Company. Securities may not be offered or sold in the United States unless they are registered or exempt from registration requirements under the U.S. Securities Act of 1933, as amended. There will be no offer of securities in the United States.

The distribution of this Presentation in certain jurisdictions may be restricted by law and persons into whose possession this Presentation comes should inform themselves about and observe any such restrictions. This Presentation is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose without the prior written consent of the Company. The information in this Presentation is being provided by the Company solely for the purposes set out herein and is subject to change without notice. Further, this Presentation does not purport to be all-inclusive or necessarily include all the information that the Recipient desires in its evaluation of the Company. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.

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.

The Recipient acknowledges that it shall be solely responsible for its own assessment of the market and the market position of the Company and that it shall conduct its own analysis and be solely responsible for forming its own view of the potential future performance of the business of the Company. The information contained in this Presentation is as of March 31, 2018 except as may be stated otherwise. Neither the delivery of this Presentation nor any further discussions of the Company with any of the Recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since that date. The Company is not under any obligation to update the contents of this Presentation or inform Recipient of any changes in the affairs of the Company. The Company hereby expressly disclaims liability for any errors, inaccuracies, or omissions, and representations and warranties – express or implied, as provided within or in connection with this Presentation. Any clarifications, queries or future communication regarding the matters stated in this Presentation should be addressed to the Company directly. The information given in this Presentation in the form of pictures, artistic renders, areas, consideration, project details etc. should not be construed to be or constitute advertisements, solicitations, marketing, offer for sale, invitation to offer or invitation to acquire. The intention of this Presentation is not to sell or market the unit/s of any of the projects of the Company and is limited to only providing information to Recipient of the Presentation.

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

| **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

COMMERCIAL

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

- Foreign Institutional Investors (FIIs): 26.85%
- Domestic / Other Institutional Investors: 2.69%
- Promoter and Promoter Group: 67.14%
- Other Public Shareholders: 3.32%

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

- 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 launched inventory sold in 3 weeks
  - Pre-sales of 123 apartments, worth ~Rs 2,070 mn in Q3 FY 2020
  - Construction initiated; excavation work already in full-swing
Focus on upcoming Sunteck Maxx World launch in Q4 FY 2020
- Phase II, 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 Naigaon
- One of the largest sales experience centres in all of Mumbai
- Phenomenal response received, > 3,000 channel partners participated in launch preview
KEY BUSINESS UPDATES (CONT'D.)

- Tie-up with State Bank of India for Residential Builder Finance with Buyer Guarantee scheme
  - First such tie-up for the bank – a reflection of our brand name, credibility and financial strength in the industry
  - Innovative product to boost demand for upcoming projects
KEY BUSINESS UPDATES (CONTD.)

- Accelerated execution at Naigaon
  - All slabs for 12 towers casted in a year’s time
  - Progress significantly ahead of schedule

- Stringent supervision on costs and quality

- Increased confidence amongst customers basis progress achieved to drive long term demand
KEY BUSINESS UPDATES (CONTD.)

- Pre-sales surge with ongoing launches and strong momentum likely to continue with planned launches in Q4 FY20 and FY21
  - Growth of 220% Q-o-Q: Rs 3,254 mn in Q3 FY20 vs Rs 1,016 mn in Q2 FY20, aided by successful launch of 4th Avenue at Sunteck City
  - Focus on aspirational and premium segment in strategic micro-markets, with ticket prices ranging from Rs 3 mn to Rs 30 mn, driven by in-house research and current demand dynamics

- Strong cash flow generation as a function of continuous progress across all ongoing projects and pre-sales in new launches
  - Collections grew by
    - 19% Y-o-Y: Rs 5,401 mn in 9M FY20 vs Rs 4,544 mn in 9M FY19
    - 8% Y-o-Y: Rs 1,655 mn in Q3 FY20 vs Rs 1,529 mn in Q3 FY19

- Reactivations in upcoming quarters will further strengthen sales traction of existing portfolio
## Robust Operational and Financial Performance

<table>
<thead>
<tr>
<th>Operational Data</th>
<th>Q3FY20</th>
<th>Q2FY20</th>
<th>QoQ %</th>
<th>Q3FY19</th>
<th>YoY %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pre-sales (new bookings)</td>
<td>3,254</td>
<td>1,016</td>
<td>220%</td>
<td>3,106</td>
<td>5%</td>
</tr>
<tr>
<td>Collections</td>
<td>1,655</td>
<td>1,854</td>
<td>(11%)</td>
<td>1,529</td>
<td>8%</td>
</tr>
</tbody>
</table>

*All figures are in Rs. Million*
## Operational Performance – Q3 FY2020

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Project Name</th>
<th>Q3 FY20 Performance</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Sales</td>
<td>Collections</td>
<td>Area Sold</td>
<td>Units Sold</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Rs Mn</td>
<td>Rs Mn</td>
<td>Lac Sq.Ft.</td>
<td>Nos.</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>BKC Projects</td>
<td>340</td>
<td>253</td>
<td>0.07</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Sunteck City, ODC</td>
<td>2,070</td>
<td>677</td>
<td>1.43</td>
<td>123</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Sunteck West World, Naigaon</td>
<td>-</td>
<td>558</td>
<td>-</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Others</td>
<td>844*</td>
<td>166</td>
<td>0.37</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td><strong>3,254</strong></td>
<td><strong>1,654</strong></td>
<td><strong>1.87</strong></td>
<td><strong>126</strong></td>
<td></td>
</tr>
</tbody>
</table>

*Includes strata sale in our commercial projects*
## P&L (CONSOLIDATED)

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q3FY20</th>
<th>Q2FY20</th>
<th>QoQ %</th>
<th>Q3FY19</th>
<th>YoY %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from Operations</td>
<td>1,939</td>
<td>1,348</td>
<td>44%</td>
<td>1,951</td>
<td>(1%)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>502</td>
<td>414</td>
<td>21%</td>
<td>852</td>
<td>(41%)</td>
</tr>
<tr>
<td>Operating Margin</td>
<td>26%</td>
<td>31%</td>
<td></td>
<td>44%</td>
<td></td>
</tr>
<tr>
<td>Net Profit</td>
<td>336</td>
<td>302</td>
<td>12%</td>
<td>490</td>
<td>(31%)</td>
</tr>
<tr>
<td>Net Profit Margin</td>
<td>17%</td>
<td>22%</td>
<td></td>
<td>25%</td>
<td></td>
</tr>
</tbody>
</table>

All figures are in Rs. Million
### BALANCE SHEET (CONSOLIDATED)

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

*All figures are in Rs. Million*
### AMONGST THE STRONGEST BALANCE SHEET

<table>
<thead>
<tr>
<th>Particulars</th>
<th>H1 FY 20</th>
<th>FY 19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Secured Debt</td>
<td>6,762</td>
<td>5,857</td>
</tr>
<tr>
<td>Cash &amp; Bank Balance</td>
<td>1,265</td>
<td>1,479</td>
</tr>
<tr>
<td>Net Secured Debt</td>
<td>5,497</td>
<td>4,378</td>
</tr>
<tr>
<td>Unsecured Debt</td>
<td>619</td>
<td>489</td>
</tr>
<tr>
<td>Net Debt</td>
<td>6,116</td>
<td>4,867</td>
</tr>
<tr>
<td>Net Worth</td>
<td>28,724</td>
<td>28,337</td>
</tr>
<tr>
<td>Net Debt / Equity</td>
<td>0.21</td>
<td>0.17</td>
</tr>
</tbody>
</table>

*All figures are in Rs. Million*
## Financial Highlights

### ROBUST CASH FLOW UTILIZATION – Q3 FY20

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q3 FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Customer Advances</td>
<td>1,655</td>
</tr>
<tr>
<td>Less : Cost Incurred</td>
<td>1,123</td>
</tr>
<tr>
<td>Less : Overheads</td>
<td>194</td>
</tr>
<tr>
<td><strong>Gross Operating Cash Flow</strong></td>
<td>337</td>
</tr>
<tr>
<td>Less : Interest Payments</td>
<td>194</td>
</tr>
<tr>
<td>Less : Statutory Payments</td>
<td>139</td>
</tr>
<tr>
<td><strong>Gross Cash Flow</strong></td>
<td>5</td>
</tr>
</tbody>
</table>

*All figures are in Rs. Million*
Note: The information in this page contains publically available data taken from BSE website as on 1st February, 2020. 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. 346.8 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 goody bags to the underprivileged school children who need your push of encouragement. Come and help these children fulfill 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
Annexures

Completed Projects

Under Construction Projects
Annexures

Completed Projects

Under Construction Projects

Signia Pearl
by Sunteck Realty
COMMERCIAL PROJECTS

SUNTECK CENTRE, VILE PARLE

SUNTECK GRANDEUR, ANDHERI

SUNTECK KANAKA CORPORATE PARK, GOA

Completed Projects

Under Construction Projects
Completed Projects

Under Construction Projects
Completed Projects

Under Construction Projects

Sunteck City
OSHIWARA DISTRICT CENTRE, GOREGAON (W)

AVENUE 2
Annexures

Completed Projects

Under Construction Projects

Signia Waterfront
Airoli
Sunteck BKC51
BKC JUNCTION, MUMBAI
Thank You!

**Corporate Office**
5th Floor, Sunteck Centre,
37-40 Subhash Road,
Vile Parle (East), Mumbai – 400057
Tel: +91-22-42877800
Email: ir@sunteckindia.com