Sunteck Realty Ltd.

Date: 4th May, 2025

SRL/SE/8/25-26

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: <u>Investor Presentation on Q4 & Full Year FY 2025 results</u>

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 Financial Results for the quarter and year ended 31st March, 2025.

Kindly take the same on record and disseminate to all the concerned.

Thanking You.

For Sunteck Realty Limited

RACHANA VIPUL HINGARAJIA

Digitally signed by RACHANA VIPUL HINGARAJIA
Date: 2025.05.04 23:04:22 +05'30'

Rachana Hingarajia
Company Secretary
Encl: a/a

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Sunteck Realty Limited

Investor Presentation

Q4 & Full Year FY2025

May 2025

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

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Key Highlights of Q4 & Full Year FY25

KEY HIGHLIGHTS | CONSOLIDATED FINANCIALS – FY25

- **Highest-ever annual pre-sales** of **~Rs.2,531 cr** registering a growth of **32% YoY**
- **Collections** stood strong at **~Rs.1,255 cr**
- **Revenue** grew by **51% YoY** to **~Rs.853 cr**
- **EBITDA** grew by **58% YoY to ~Rs.186 cr**; **EBITDA margin** grew by **102 bps** to **~22%**
- **PAT** grew by **112% YoY to ~Rs.150 cr**; **PAT margin** grew by **506 bps** to **~18%**
- **Net Debt to Equity Ratio** stands at **-0.04x** with **Net Cash Surplus of ~Rs.125 cr**

KEY HIGHLIGHTS | CONSOLIDATED FINANCIALS – Q4 FY25

- **Highest-ever quarterly pre-sales** of **~Rs.870 cr** registering a growth of **28% YoY**
- **Collections** stood strong at **~Rs.310 cr**
- **Revenue** grew by **27% QoQ** to **~Rs.206 cr**
- **EBITDA** grew by **41% QoQ** to **~Rs.69 cr**; **EBITDA margin** stood strong at **~33%**
- **PAT** grew by **19% QoQ** to **~Rs.50 cr**; **PAT margin** stood strong at **~24%**

Key Strengths - Why Sunteck?

Key Strengths – Why Sunteck?

1

Strong Foothold in MMR market - *largest & fastest growing market in India*

2

Luxury portfolio in every segment & across micro-markets - *from uber luxury to aspirational luxury*

3

Well-timed Capital Allocation for acquisitions - *Acquired more than ~50 mn sq ft & GDV of ~Rs 39,370 cr*

4

Expanding Annuity Income Portfolio – *Rs 300 cr+ rental, capital value creation of upto ~Rs 5,000 cr*

5

Strong Financial Performance – *With Net D/E of ZERO and strong operational growth of ~32%*

6

Successful equity partnerships – *Partnerships with Kotak Fund and Ajay Piramal Group and now, with IFC-World Bank Group*

Sunteck

Snapshot

Strong Operational Foothold

- *One of the large developers in* ***MMR*** *– largest & fastest growing market*
- ***INR~39,370 cr*** *of GDV from ~10 large projects*
- ***~50 MSF+*** *total development acquisitions*
- ***19*** *projects successfully delivered*
- ***Well-timed capital allocation*** *with JDA & outright model*

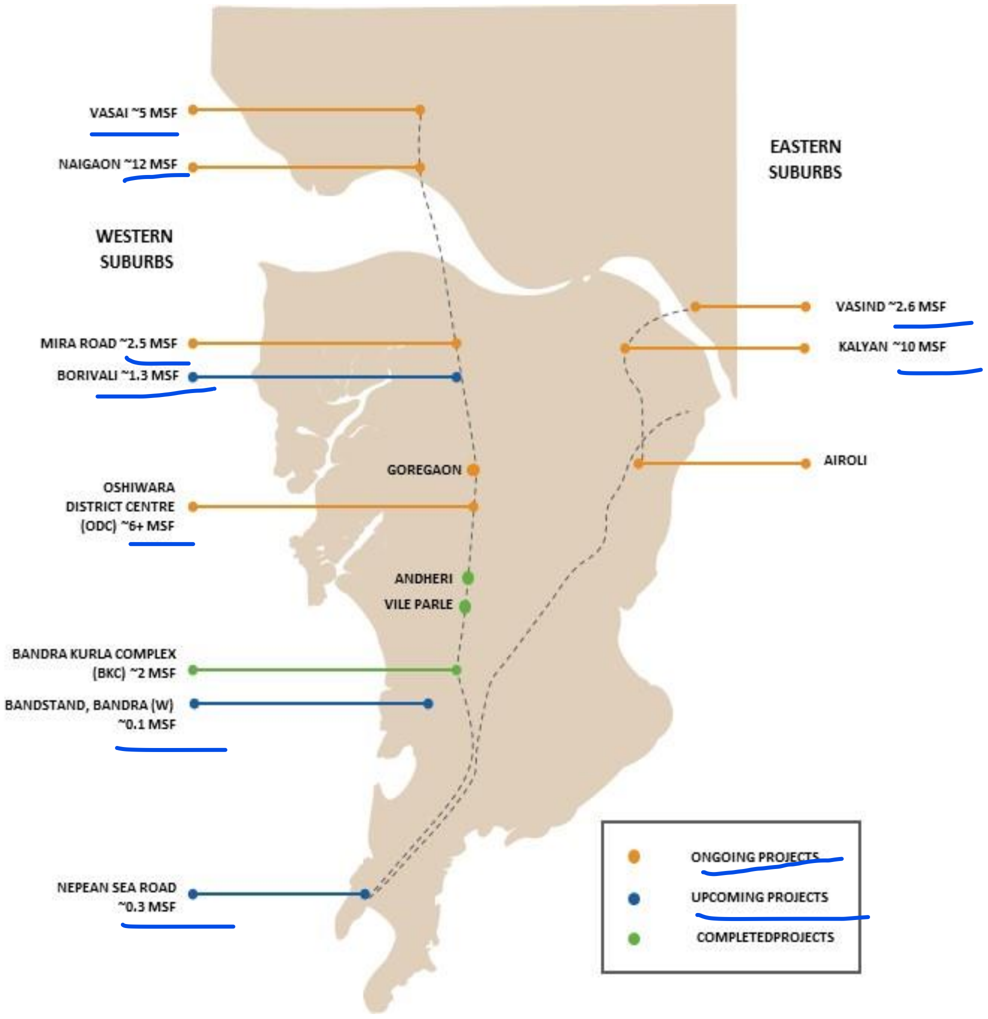
Rs 1 cr = Rs 10 mn

1

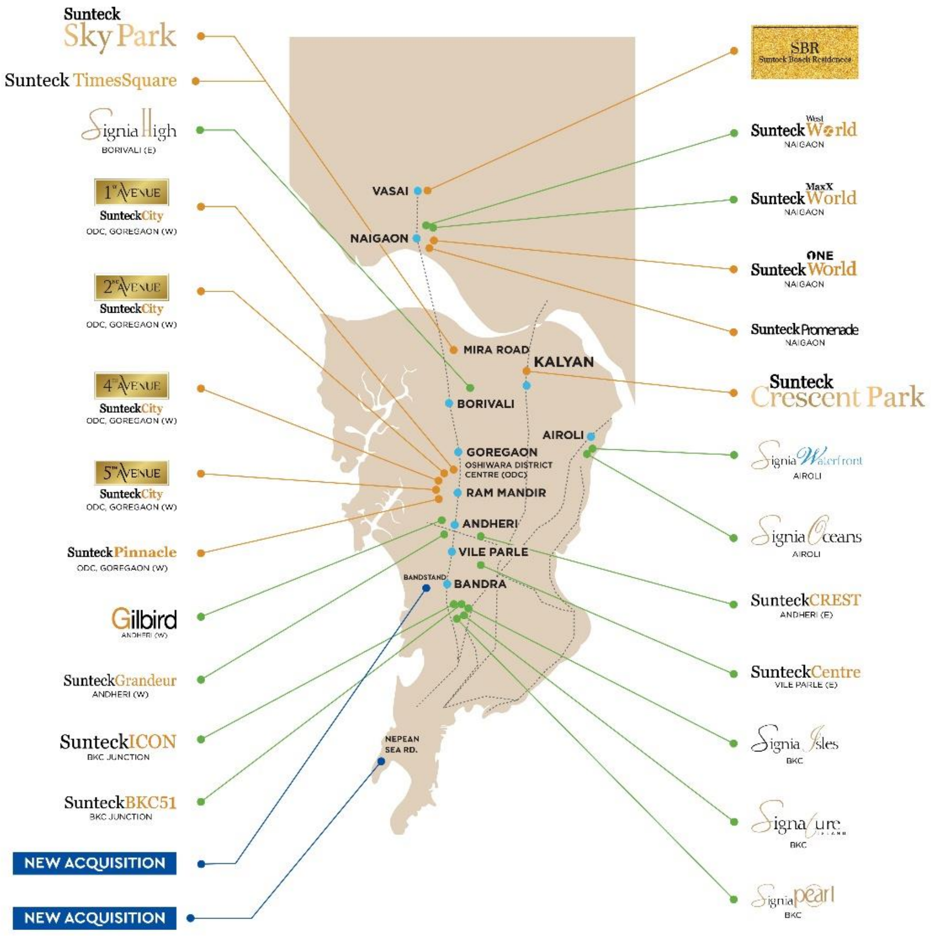
Strong Foothold in MMR Market

MMR-Focused Luxury Real Estate Developer (1/2)

By Location Volume



By Project Brands



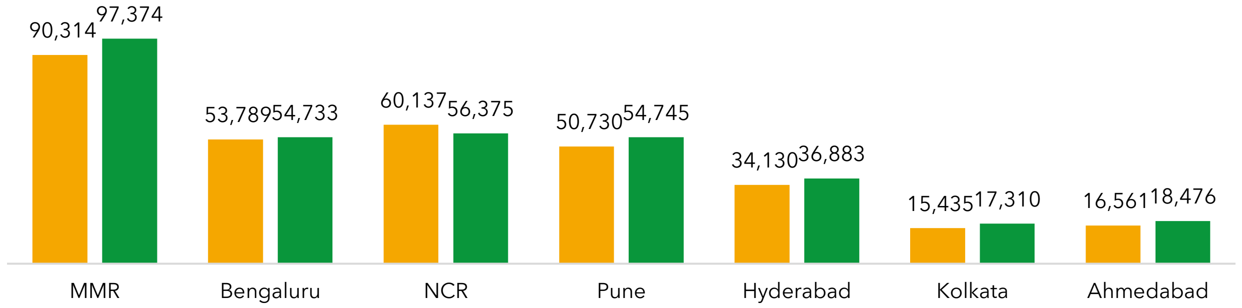
Ongoing Projects   Completed Projects   Upcoming Projects

1

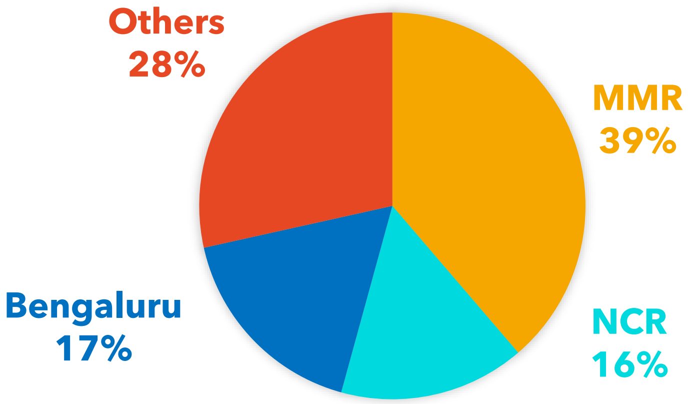
Strong Foothold in MMR market

MMR is the most attractive real estate market in India (2/2)

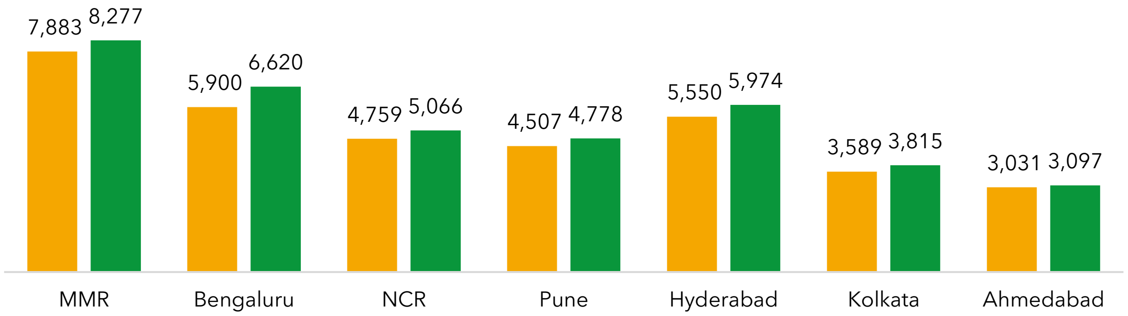
NUMBER OF UNITS SOLD IN - FY24 & FY25



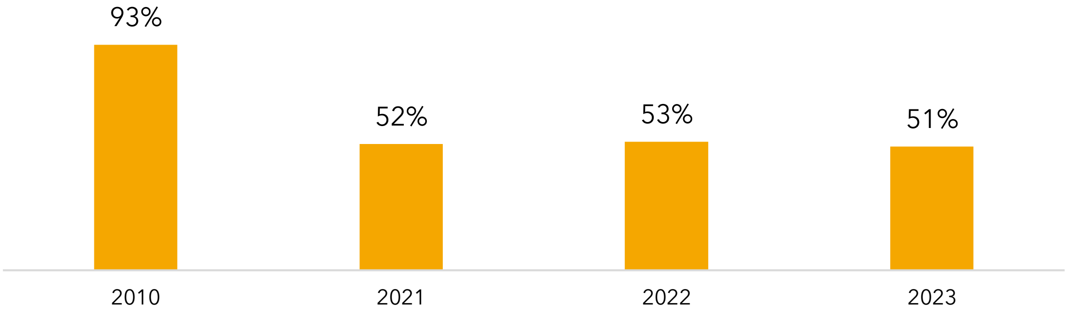
MARKET SHARE BY VALUE



INR/SQ FT - CY23 & CY24



MMR AFFORDABILITY MATRIX



Source: Industry Reports (Based on 7 cities)

2

Luxury portfolio in every segment & across micro-markets

From Uber Luxury to Aspirational Luxury

Premium positioning by creating different luxury brands across segments

Uber Luxury
(UHNI & HNI)

Signature

Signia

Premium Luxury
(Upper Mid-Income)

Sunteck City

Sunteck Sky Park

Aspirational Luxury
(Lower Mid-Income)

Sunteck World

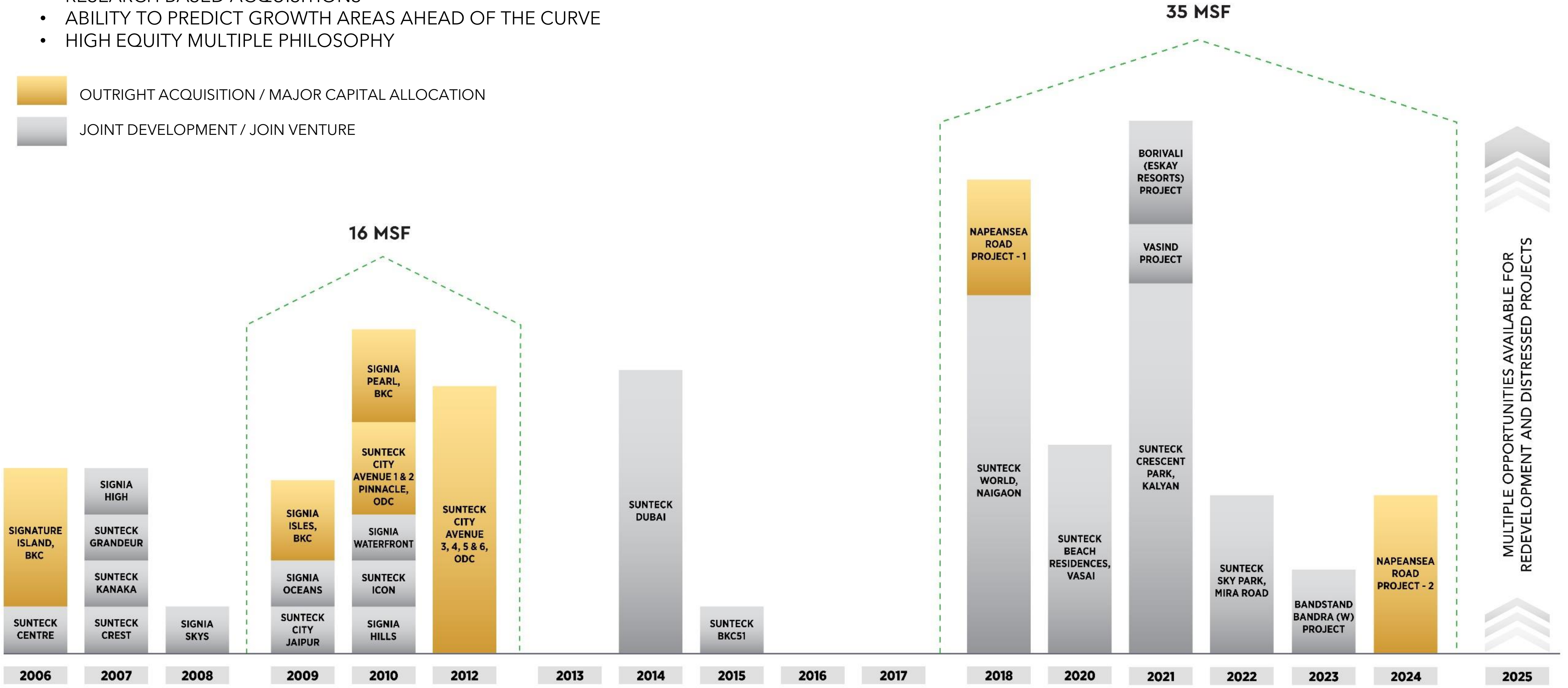
Marquee Luxury
(Beach Residences)

SBR
Sunteck Beach Residences

3 Well-timed Capital Allocation for acquisitions
Acquired more than ~50 mn sq ft & GDV of ~Rs.39,370 cr (1/2)

ACQUISITION STRENGTH

- RESEARCH BASED ACQUISITIONS
- ABILITY TO PREDICT GROWTH AREAS AHEAD OF THE CURVE
- HIGH EQUITY MULTIPLE PHILOSOPHY



Gross Development Value (GDV)

Achieved pre-sales growth of ~32% in FY25 (2/2)

GDV - Balance Gross Development Value excluding sales already done

Rs 1 bn = Rs 100 cr

- Launched
- Upcoming

#	FY2022	FY2023	FY2024	FY2025
Total	GDV - ~Rs 13,650 cr	GDV - ~Rs 19,345 cr	GDV - ~Rs 26,645 cr	GDV - ~Rs 39,370 cr
10				**Nepean Sea Project - 2** GDV – Rs 2,400 cr (Upcoming)
9				**Bandra West Project** GDV – Rs 1,000 cr (Upcoming)
8				**Burj Khalifa Community, Downtown, Dubai** GDV – Rs 9,000 cr (Upcoming)
7				**Nepean Sea Project - 1** GDV – Rs 2,210 cr (Upcoming)
6			**Sunteck Crescent Park,** Kalyan GDV – Rs 8,850 cr	**Sunteck Crescent Park,** Kalyan GDV – Rs 8,810 cr
5		**Sunteck Sky Park**, Mira Rd GDV – Rs 2,450 cr	**Sunteck Sky Park**, Mira Rd GDV – Rs 1,890 cr	**Sunteck Sky Park**, Mira Rd GDV – Rs 1,650 cr
4		**SBR**, Vasai West GDV – Rs 4,050 cr	**SBR**, Vasai West GDV – Rs 3,890 cr	**SBR**, Vasai West GDV – Rs 3,600 cr
3	**Sunteck World**, Naigaon GDV – Rs 5,425 cr	**Sunteck World**, Naigaon GDV – Rs 5,200 cr	**Sunteck World**, Naigaon GDV – Rs 4,775 cr	**Sunteck World**, Naigaon GDV – Rs 4,410 cr
2	**Sunteck City**,ODC, Goregaon GDV – Rs 6,600 cr	**Sunteck City**,ODC, Goregaon GDV – Rs 6,100 cr	**Sunteck City**,ODC, Goregaon GDV – Rs 5,750 cr	**Sunteck City**,ODC, Goregaon GDV – Rs 5,440 cr
1	**Signature** & **Signia**, BKC GDV – Rs 1,625 cr	**Signature** & **Signia**, BKC GDV – Rs 1,545 cr	**Signature** & **Signia**, BKC GDV – Rs 1,310 cr	**Signature** & **Signia**, BKC GDV – Rs 850 cr
	FY2022 Pre-sales: ~Rs 1,303 cr	**FY2023** Pre-sales: ~Rs 1,602 cr	**FY2024** Pre-sales: ~Rs 1,915 cr	**FY2025** Pre-sales: ~Rs 2,531 cr

3

Diverse portfolio across micro-markets

Portfolio Split – GDV: Rs. 39,370 cr

Uber Luxury

Projects:
Signature Island, Signia Isles & Signia Pearl – BKC
Nepean Sea
Downtown Dubai
Bandra West

Premium Luxury

Projects:
Sunteck City – ODC, Goregaon (W)
Sunteck Beach Residences – Vasai (W)
Sunteck Sky Park – Mira Road

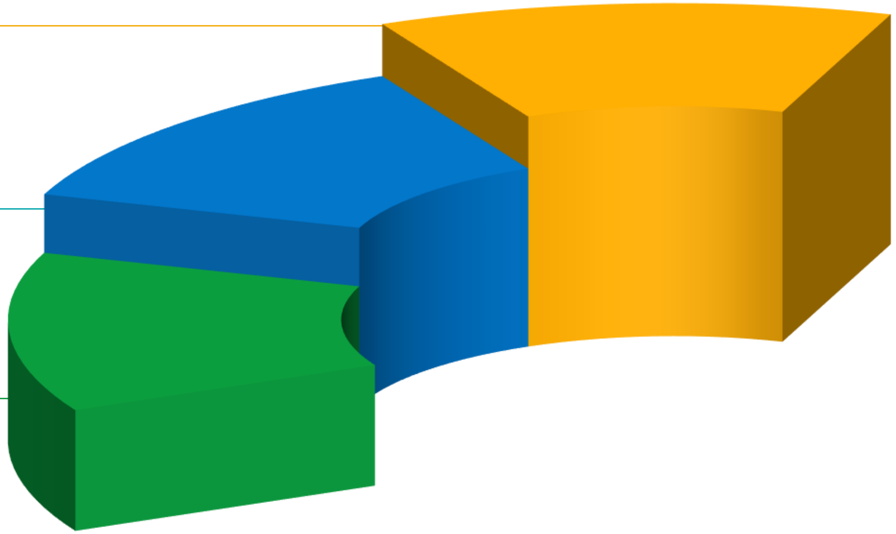
Aspirational luxury

Projects:
Sunteck World – Naigaon (E)
Sunteck Crescent Park – Kalyan

Uber Luxury
39 %

Premium Luxury
27 %

Aspirational luxury
34 %



Portfolio Split - category wise GDV as a % of total GDV

4

Expanding Annuity Income Portfolio

Rs 300 cr+ rental, capital value creation of upto ~Rs 5,000 cr

Sunteck

Sunteck Icon and Sunteck BKC 51 at BKC Junction has been pre-leased for a tenure of 29 years

Both commercial assets have generated an Avg. ROIC of ~30%

Launched

Upcoming

Capital Value – Upto ~Rs 525 cr

1 **Sunteck BKC 51**, BKC Jn.
Avg. Rental Income – Rs 35 cr

FY2024
Total Avg. Annual Rental Income: ~Rs 35 cr

Capital Value – Upto ~Rs 1,050 cr

2 **Sunteck Icon**, BKC Jn.
Avg. Rental Income – Rs 35 cr

1 **Sunteck BKC 51**, BKC Jn.
Avg. Rental Income – Rs 35 cr

FY2025
Total Avg. Annual Rental Income: ~Rs 70 cr

Capital Value – Upto ~Rs 5,000 cr

3 **5th Avenue, Sunteck City**, ODC
Avg. Rental Income – Rs 250 cr

2 **Sunteck Icon**, BKC Jn.
Avg. Rental Income – Rs 35 cr

1 **Sunteck BKC 51**, BKC Jn.
Avg. Rental Income – Rs 35 cr

FY2028-29E
Total Avg. Annual Rental Income: ~Rs 320 cr

BKC – Bandra Kurla Complex, ODC – Oshiwara District Center, Goregaon West

Rs 1 bn = Rs 100 cr

5 Strong Financial Performance

Amongst industry best financials

Pre-sales growth ***@~32%***

~20%+ *Cashflow Surplus Yield of past 3 years*

Net Debt to Equity ***@ Zero***

AA *Long term credit rating from* ***India Ratings (Fitch)***

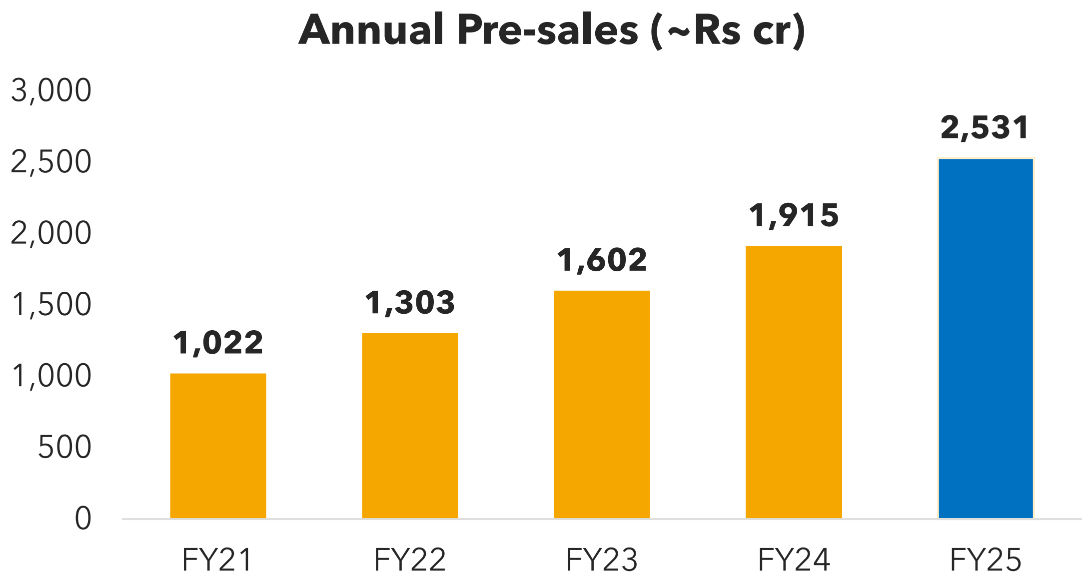
INR 750 cr *partnership with* ***IFC – World Bank*** *Group*

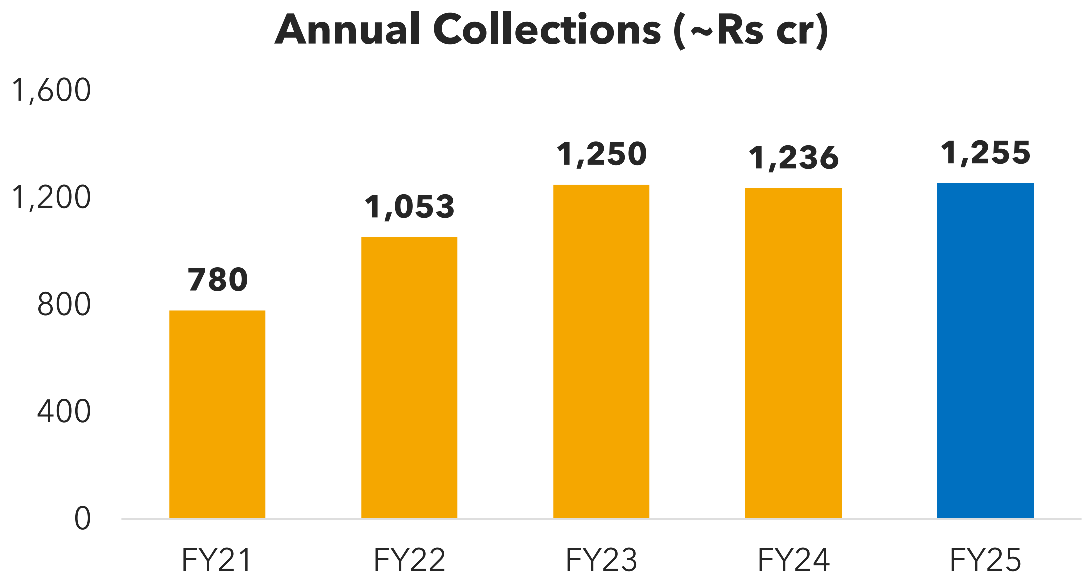
Rs 1 cr = Rs 10 mn

Strong Financial Performance

Pre-sales and Collections registering strong growth (1/4)

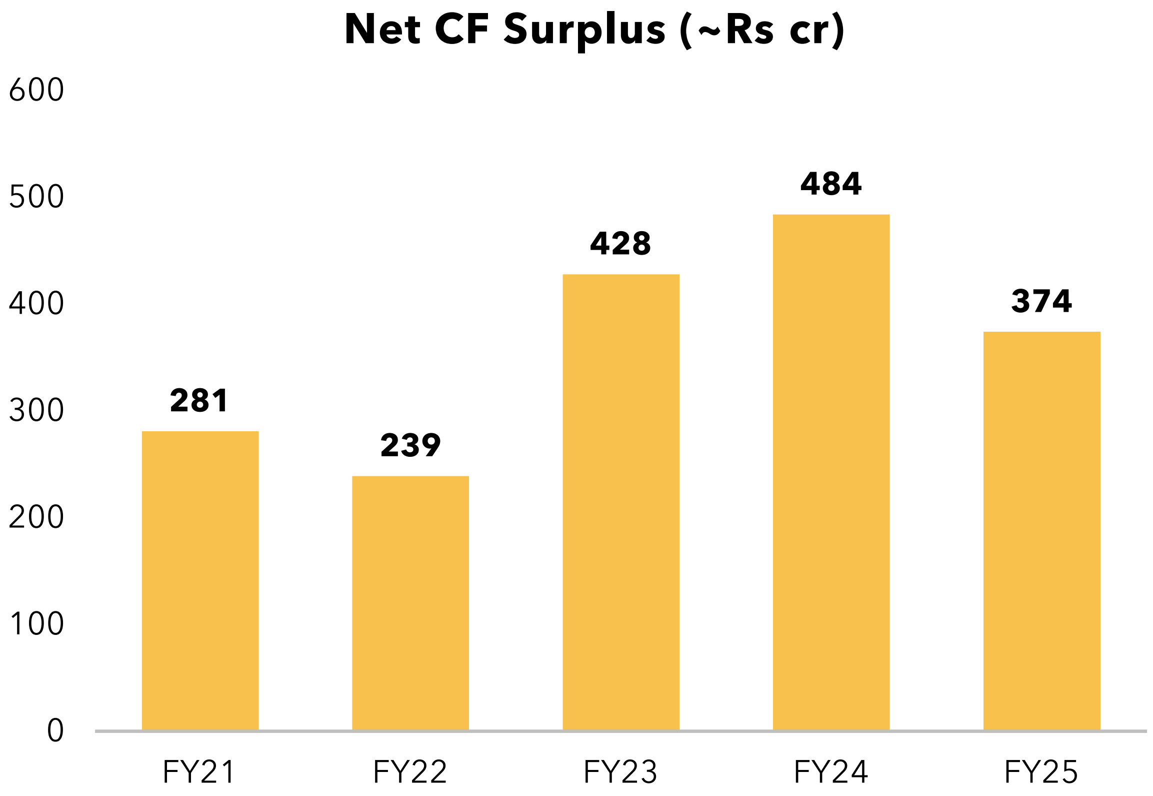
Operational Trend	Q4 FY25	Q3 FY25	Q4 FY24	FY25	FY24	YoY
Pre-Sales	**870**	635	678	**2,531**	1,915	32%
Collections	**310**	336	296	**1,255**	1,236	2%

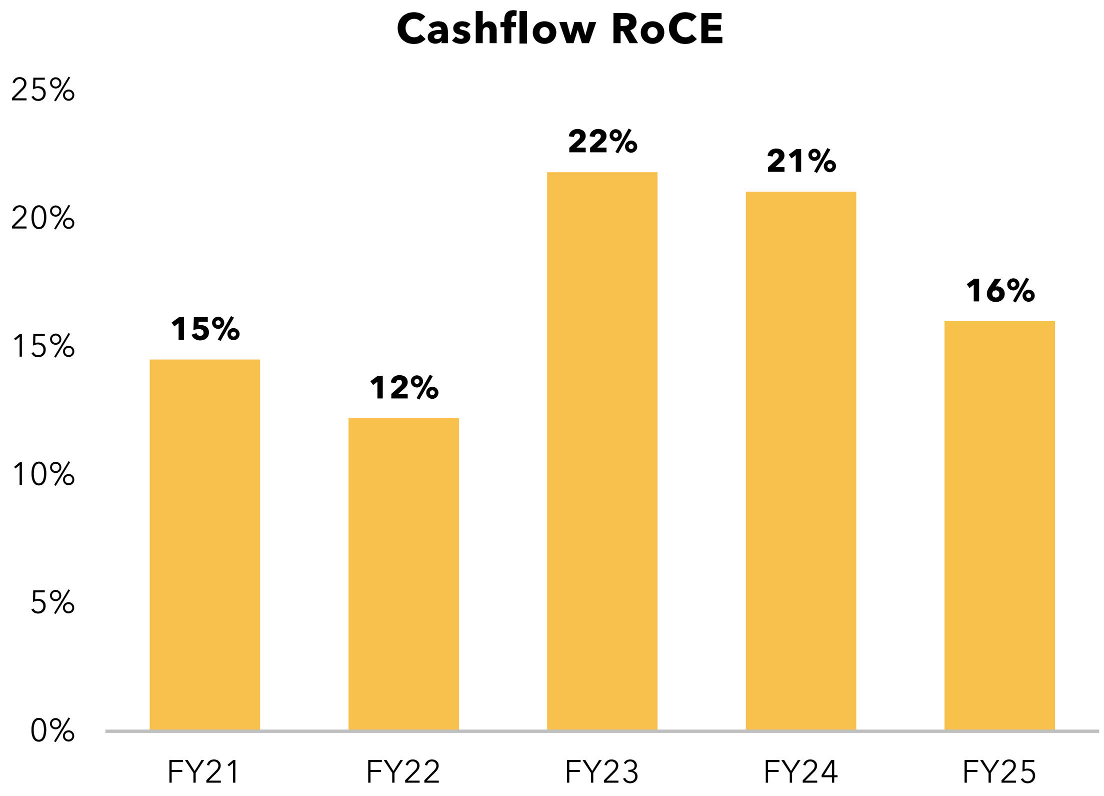




Rs 1 cr = Rs 10 mn

Strong Financial Performance
Cashflow RoCE @~16% (2/4)





- As the company follows Project Completion Method of Accounting, **Cashflow RoCE** (Net CF Surplus / Adjusted Networth) is considered
- Adjusted Networth for FY25 (~Rs 2,367 cr) = Total Average Equity (~Rs 3,192 cr) – Capital Reserve (~Rs 825 cr)

Rs 1 cr = Rs 10 mn

5

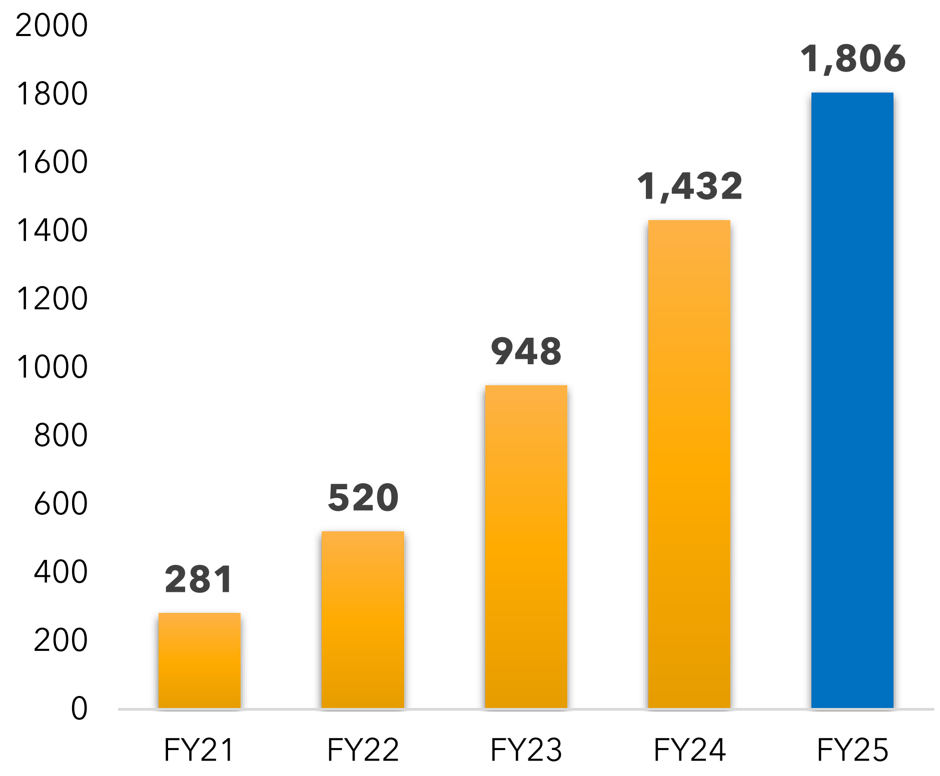
Strong Net Cash Flow Surplus

Cashflow surpasses ~Rs 1,806 cr (3/4)

Sunteck

Particulars (~Rs cr)	FY25
Gross Collections	**1,255**
Less: Project Expenses	539
Less: JDA Revenue Share	79
Gross Operating Cash Flow Surplus	**637**
Less: Other Expenses	264
Net Operating Cash Flow Surplus	**374**
Amount spent on BD/LO/JDA Cost	184
NOCF Surplus post capex	190

Cumulative NOCF Surplus (~Rs cr)



Rs 1 cr = Rs 10 mn

Strong Financial Performance

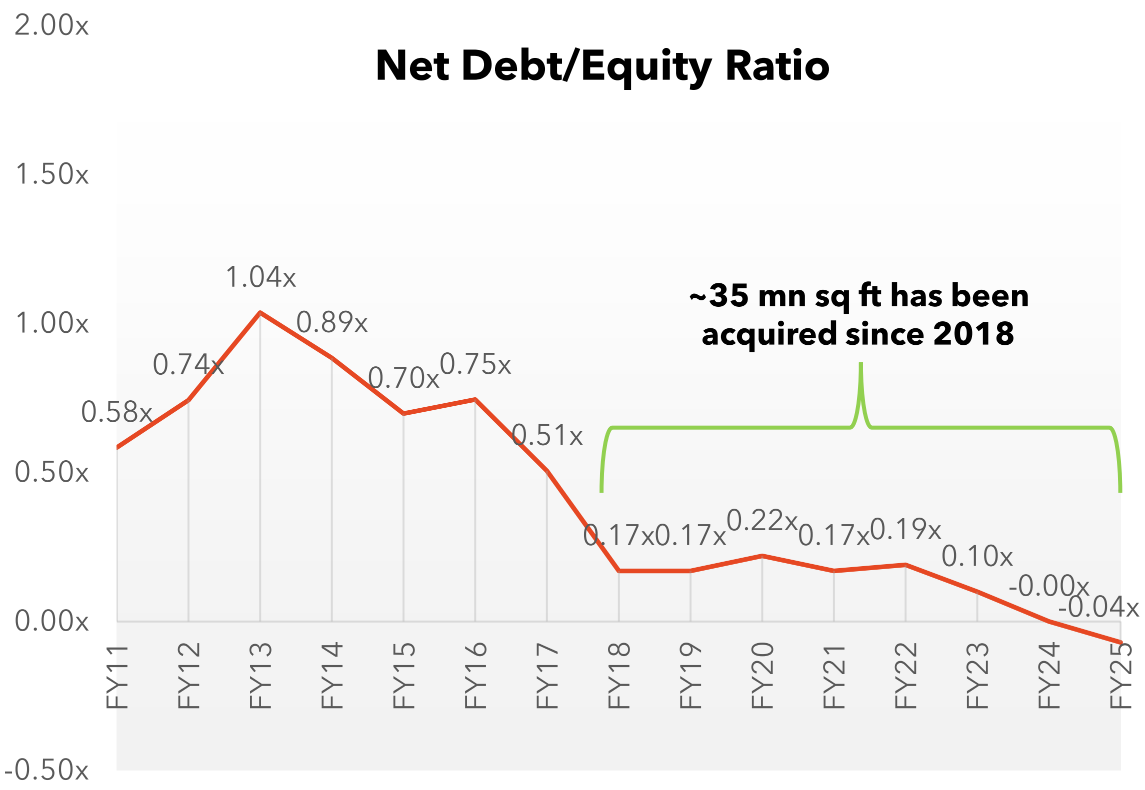
5

Net Debt to Equity @ ZERO (Net Cash Positive)

Sunteck's Long-Term Credit Rating at AA from India Ratings (Fitch) (4/4)

Sunteck

Particulars (~Rs cr)	FY22	FY23	FY24	FY25
Gross Debt	**700**	**593**	**295**	**336**
Less: Cash & Cash Equivalents	97	158	106	203
Less: Loans to JDA partners	64	155	198	259
Net Debt	**539**	**280**	**-8**	**-125**
Net Worth	2,790	2,788	3,124	3,260
Net Debt / Equity	**0.19x**	**0.10x**	**-0.00x**	**-0.04x**
Quasi-Equity and Others*	87	93	79	51
Adjusted Net Debt	627	373	72	-74
Adj. Net Debt / Equity	**0.22x**	**0.13x**	**0.02x**	**-0.02x**



**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.*

Rs 1 cr = Rs 10 mn

6

Successful Equity Partnerships

Recent Partnership

- **Sunteck & IFC – World Bank Group form Joint Investment Platform of up to ~Rs 750 cr**

- **Key highlights of the partnership**
  - MMR focused platform to build high-quality green urban large-scale housing projects targeting the mid-income demographic
  - Up to 4 to 6 green housing projects - developing around 12,000 units
  - Highlights SRL's capability to develop high quality large-scale housing projects in the MMR

Past Partnerships

- **With Ajay Piramal Group**

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

- **With Kotak Realty Fund**

- **Kotak Real Estate Fund (KREF)** has invested in the listed entity in the past
- **KREF** has done multiple PE SPV investment - **Signia Isles, BKC** in **2009** and **Sunteck City, ODC** in **2012**, and exited at **>20% IRRs**

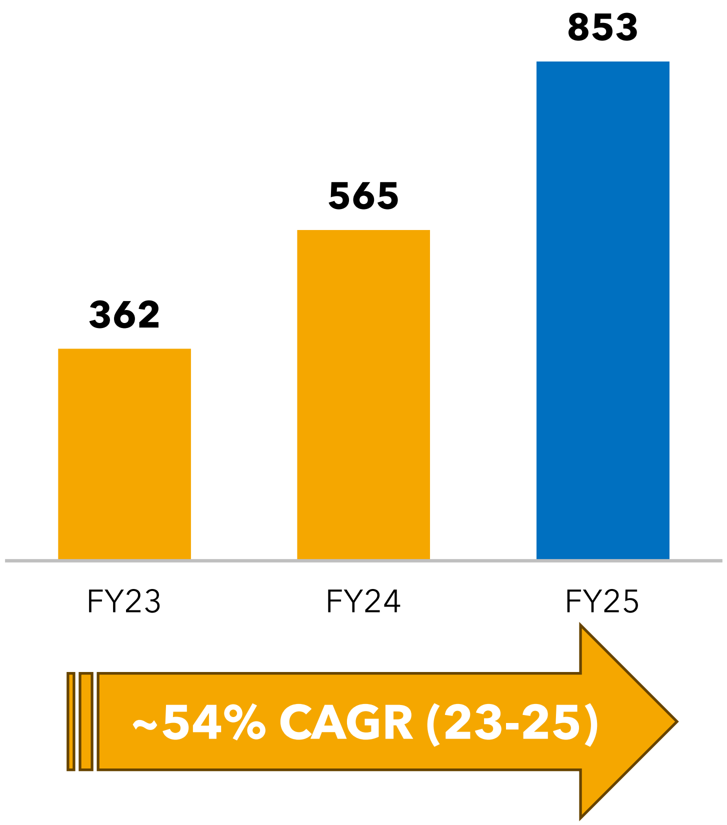
Rs 1 cr = Rs 10 mn

Annexure
Q4 & Full Year FY25 Financial Results

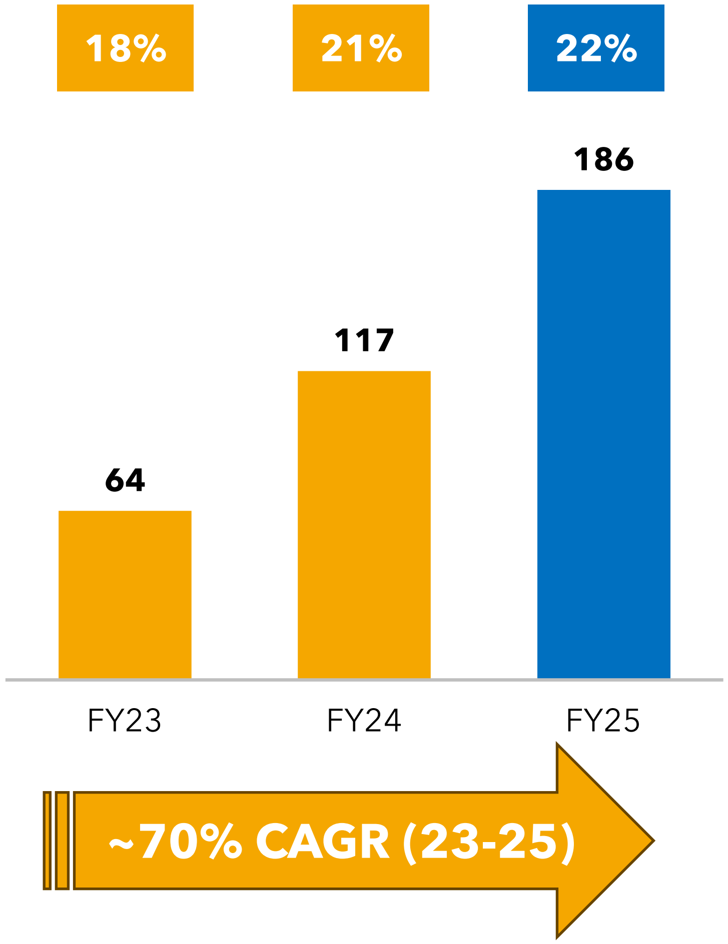
Strong Financial Performance

Sunteck

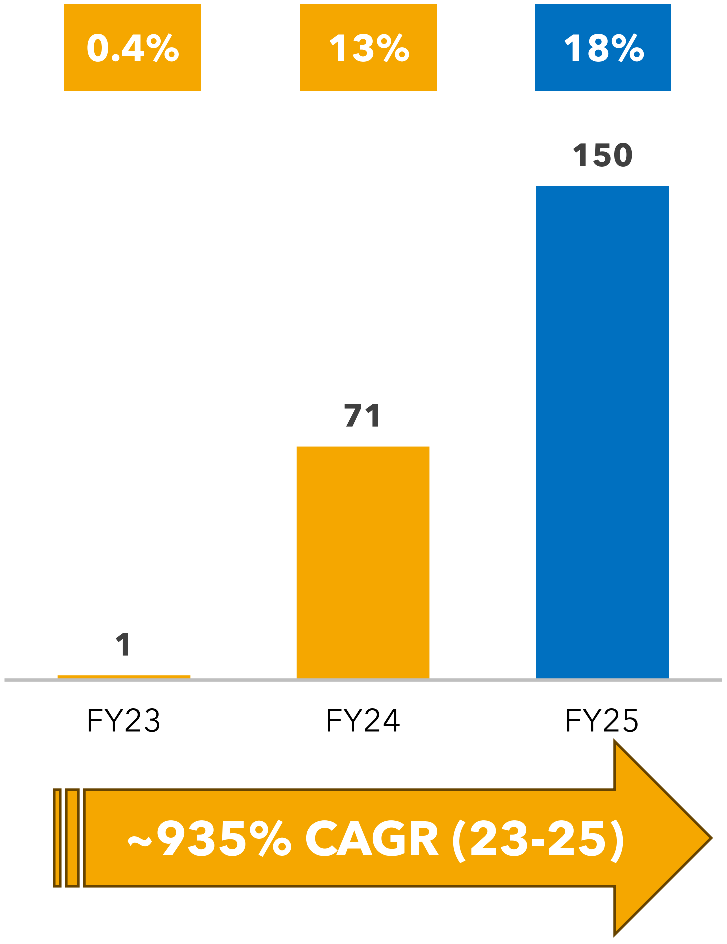
Revenue from Operations



EBITDA & Operating Margin (%)



PAT & Net Margin (%)



Amount in chart are Rs. In Cr.

P&L Statement
Strong Revenue & PAT growth

Revenue from Operations has registered a growth of **51% YoY** to **~Rs 853 cr** in **FY 25**

EBITDA has registered a growth of **58% YoY** to **~Rs 186 cr** in **FY25**

PAT has registered a growth of **112% YoY** to **~Rs 150 cr** in **FY25**

PROFIT & LOSS STATEMENT (Consolidated)

Rs in cr

Particulars	Q4 FY25	Q3 FY25	Q4 FY24	FY25	FY24	YoY %
Operating Revenue	206	162	427	853	565	51%
EBITDA	**69**	**49**	**153**	**186**	**117**	**58%**
- Margin (%)	*33%*	*30%*	*36%*	*22%*	*21%*	
PBT	66	50	140	182	95	91%
Net Income	**50**	**43**	**101**	**150**	**71**	**112%**
- Margin (%)	*24%*	*26%*	*24%*	*18%*	*13%*	

Rs 1 cr = Rs 10 mn

Balance Sheet
Strong Credit Rating of AA by India Ratings (Fitch)

Rs in cr

BALANCE SHEET (Consolidated)					
Liabilities	**March '25**	**March '24**	**Assets**	**March '25**	**March '24**
Networth	3,260	3,124	Receivables	117	293
Borrowings	387	375	Inventories	6206	5966
Non-Current Liabilities	17	17	Loans & Advances	347	290
Current Liabilities	1,219	1,194	Cash & Bank	203	106
Others Liabilities	3,444	3,213	Others Assets	1453	1269
Total	**8,327**	**7,924**	**Total**	**8,327**	**7,924**

Rs 1 cr = Rs 10 mn

Sunteck

Operational Performance Break-up

Segment	Q4 FY25 Pre-sales (~Rs cr)	Q4 FY25 Collections (~Rs cr)	FY25 Pre-sales (~Rs cr)	FY25 Collections (~Rs cr)
Uber Luxury	573	154	1,266	421
Premium Luxury	235	89	802	294
Aspirational Luxury	54	57	373	435
Others	9	10	91	105
Total	**870**	**310**	**2,531**	**1,255**

Rs 1 cr = Rs 10 mn

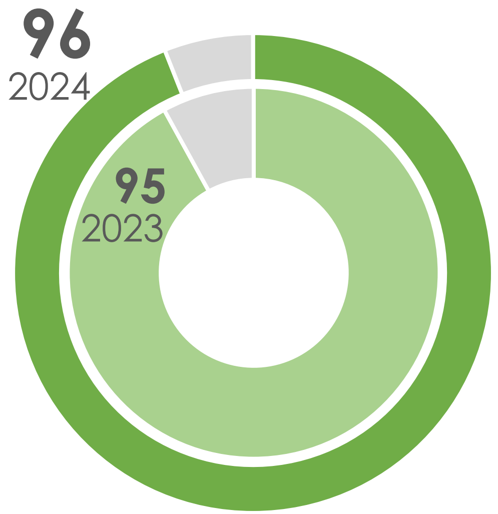
Annexure
ESG & Awards

Sunteck

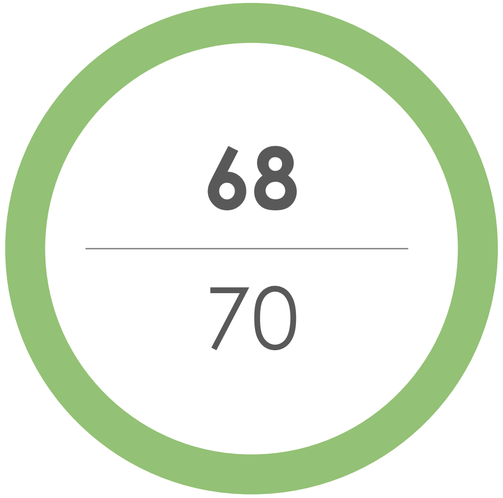
2024 GRESB Development Benchmark Report

GRESB
REAL ESTATE

Participation & Score



Development Score
Sector Leader award



GRESB Average
59

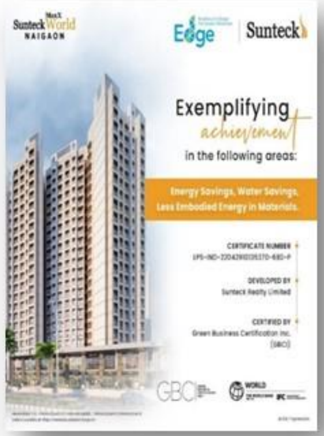
Benchmark Average
66

Sunteck Realty has achieved outstanding **GRESB** (Global Real Estate Sustainability Benchmark) **score of 96 for FY24**

Earning the prestigious **Sector Leader award** in the 2024 **GRESB** Real Estate Assessment for the **Development Benchmark**

This recognition places Sunteck among the top 20% of global real estate performers, underscoring its strong commitment to ESG principles

Green Building Initiatives



- ***Four*** projects, **4th Avenue, SunteckCity, ODC Goregaon W; Sunteck Maxxworld & Sunteck Oneworld, Naigaon** and **Sunteck Beach Residences (SBR), Vasai W** has been awarded with **EDGE (Excellence in Design for Greater Efficiencies)** Pre-certifcation *(IFC-International Finance Corporation -The World Bank Group).*

- ***Three*** of our commercials buildings; **BKC51, Icon and Crest** has been awarded EDGE –IFC pre certification

- Our HO **Sunteck Centre** has been awarded **LEED GOLD certification** by US Green building council

Awards

Sunteck

Thank you

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