Sunteck Realty Ltd.

Earnings Update Q3 & 9M FY2017

February 13th, 2017

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

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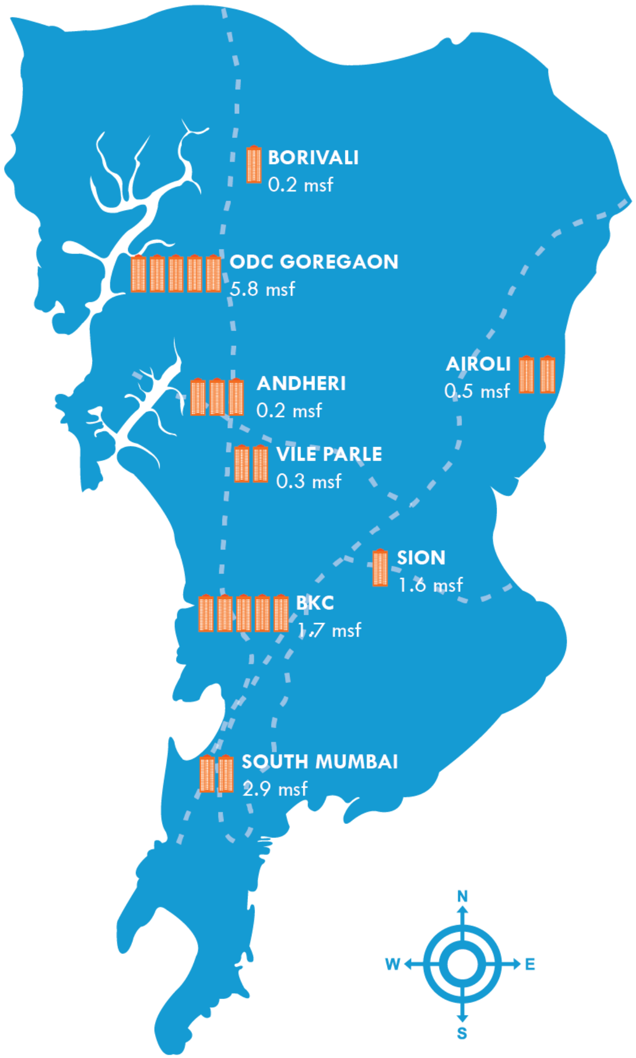
An Insight

- Mumbai focused developer which has built trust and strong brand in less than a decade
- City-centric land acquisitions at low costs and focus on clear titles
- Demonstrated focus on acquiring projects with attractive IRRs
- Premium Positioning in every micro-market and product
- Adaptability to provide Luxury which is affordable at a large scale
- Project Portfolio – 23 msf spread across 25 projects sufficient for next 5-7 years

OUR PRESENCE



Creation of Brands allows Premium Positioning

Premium positioning of the brand 'Sunteck' across projects, since the company intends to fill the gap of luxury products in every micro market of Mumbai

Uber luxury residences aimed at ultra HNIs

Super Premium residences in select suburban micro markets

Large formats and mixed use developments

Commercial developments

Q3 & 9M FY2017 Earnings Update

Strong performance across various parameters

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Strong growth in Sales, EBITDA, PAT and Operational Data

Q3 FY17	Q3 FY16	*% change yoy*	P&L (consolidated) - Rs cr.	9M FY17	9M FY16	*% change yoy*
84	77	*9%*	Income from Operations	814	161	*407%*
34	13	*161%*	EBITDA	276	41	*565%*
41%	17%	-	Operating Margin	34%	26%	-
21	6	*269%*	Profit after tax	178	22	*725%*
25%	7%	-	Net Profit Margin	22%	13%	-

Operational Data - Rs cr.	3Q FY17	9M FY17
Pre-sales (new bookings)	127	471
Collections	145	430
Cost Incurred	64	205

Execution ramp-up at ongoing projects

Signia Pearl, BKC, Mumbai
- Residential

Sunteck City Avenue 1, Goregaon (W), Mumbai
- Residential

Sunteck City Avenue 2, Goregaon (W), Mumbai
- Residential

Signia High, Borivali, Mumbai - Residential

Signia Waterfront, Airoli, Navi Mumbai
- Residential

Signia Pride, Andheri, Mumbai
- Residential

Selectively launching new projects

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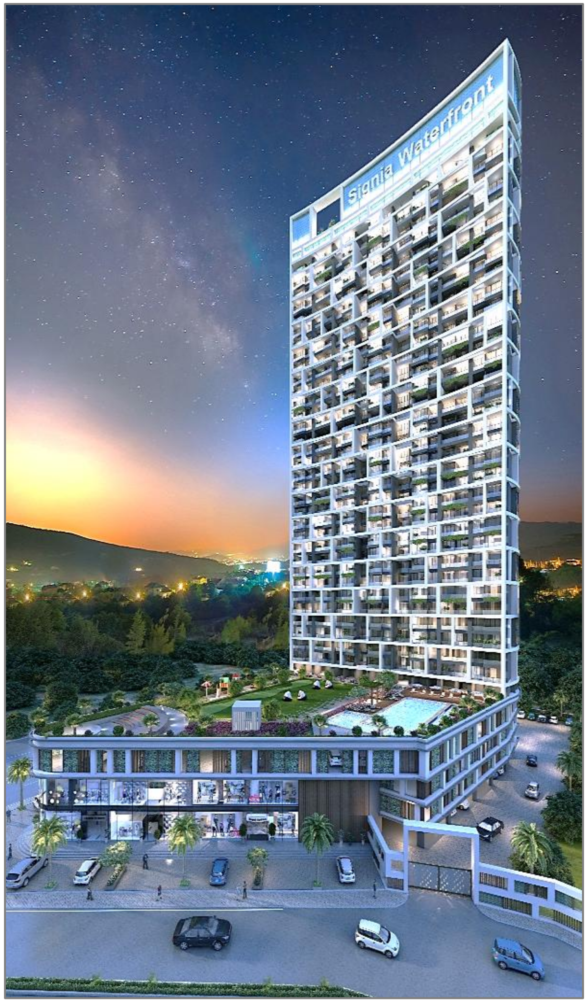
Signia Waterfront, Airoli, Navi Mumbai – Residential

Signia High, Borivali, Mumbai - Residential

Sunteck Gateway 51, BKC Junction, Mumbai - Commercial



Improving customer engagement & experience(1)

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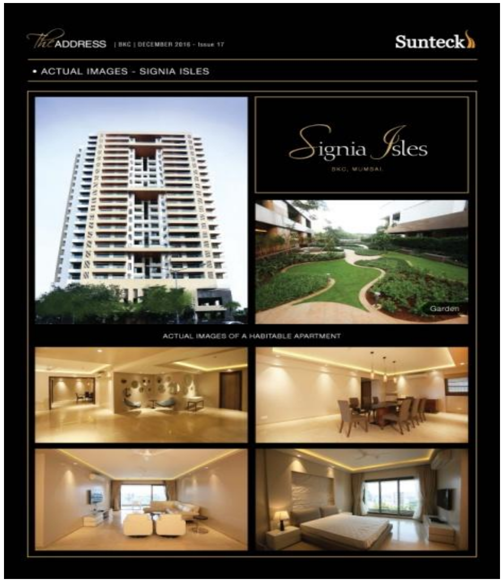
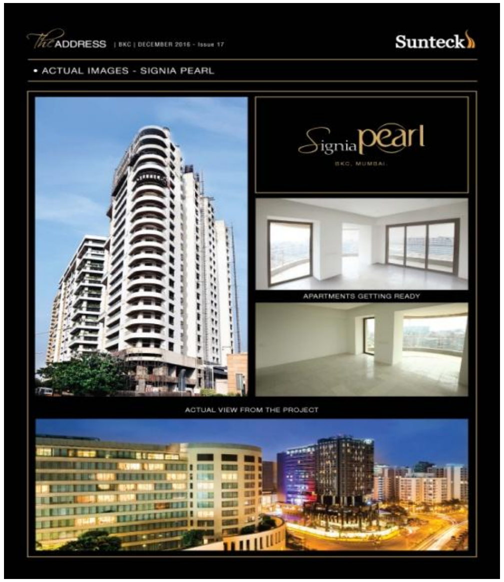
Signature Island, Signia Isles, Signia Pearl





Improving customer engagement & experience(2)

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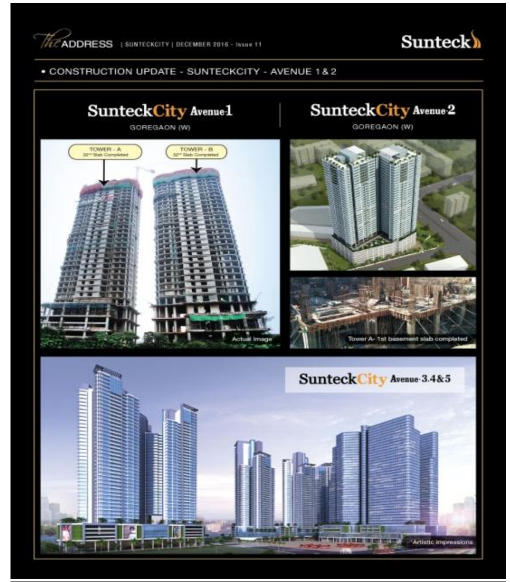
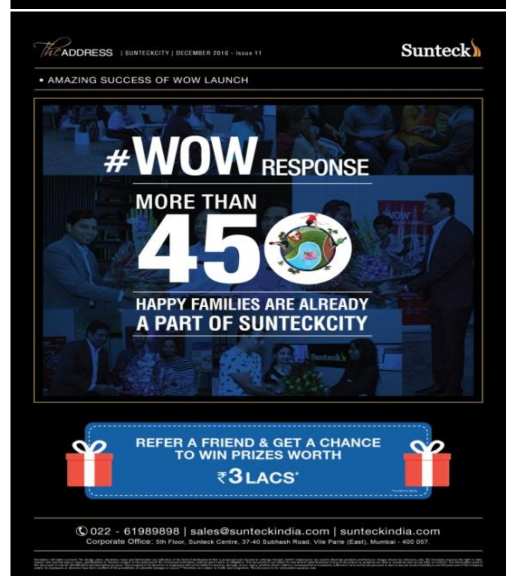
Sunteck City – Avenue 1 & 2: Significant infrastructure improvement underway

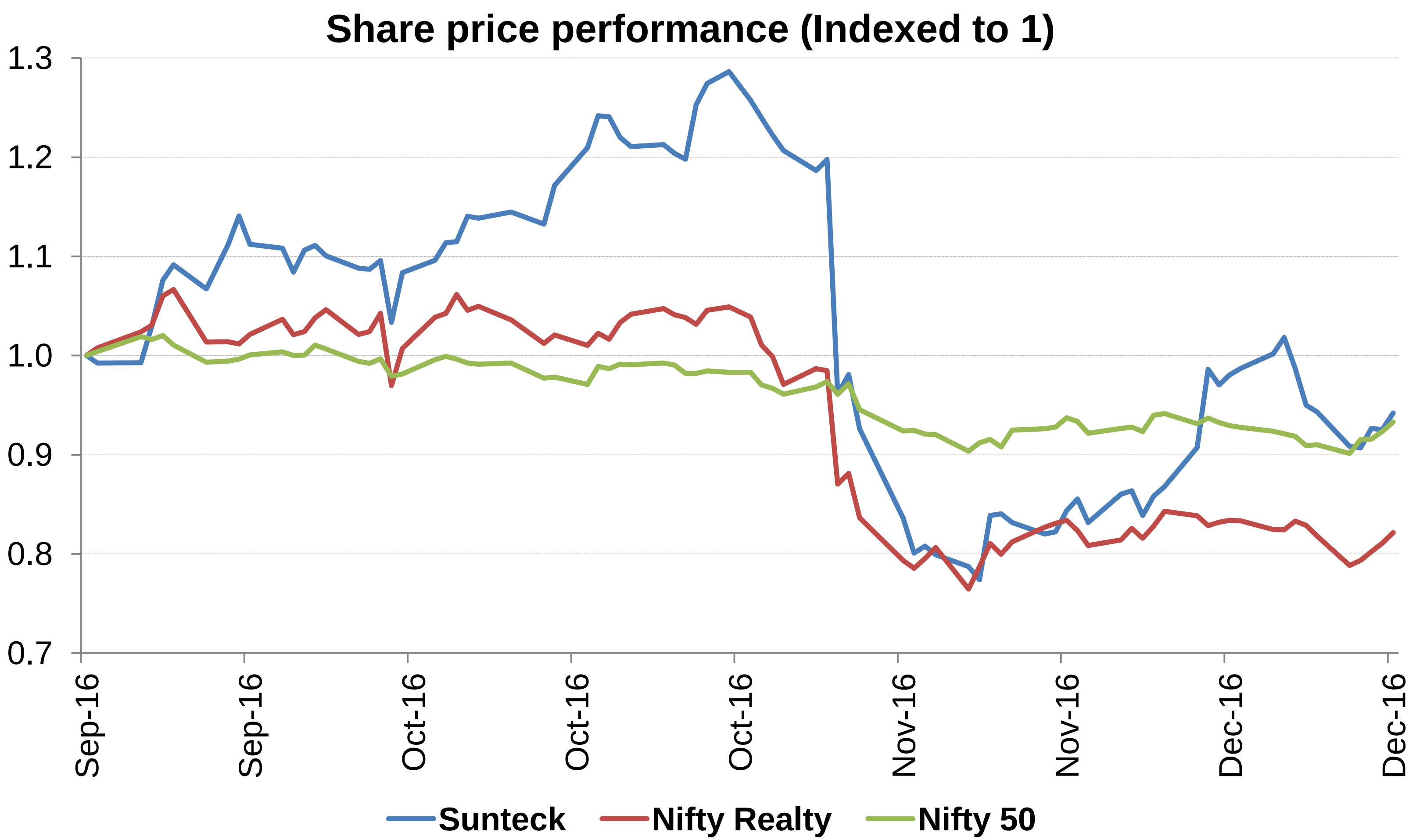




Sector Outlook: Organized players to emerge stronger

- Stronger sector regulatory framework with RERA
- Further interest rate cuts to lower EMIs
- Improved home buyers' confidence
- Higher inflow of foreign capital (private equity and REITs)
- Increased Government spend on housing & infrastructure

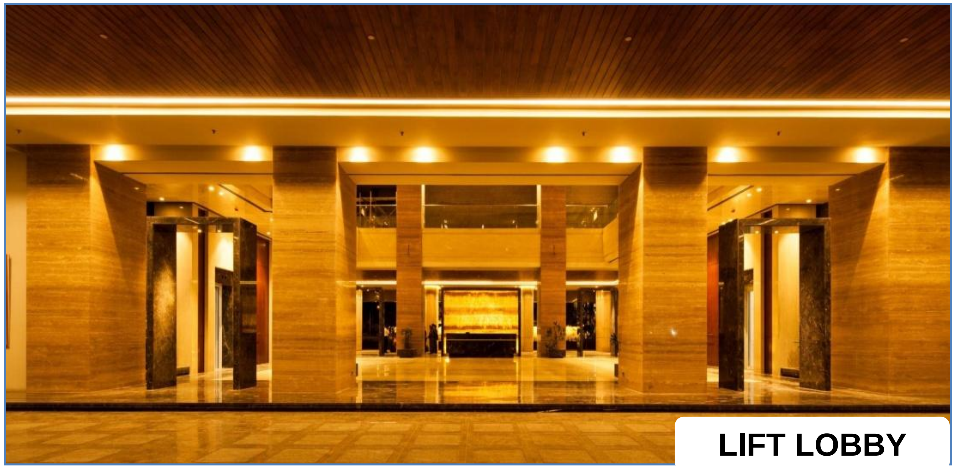
Share price performance



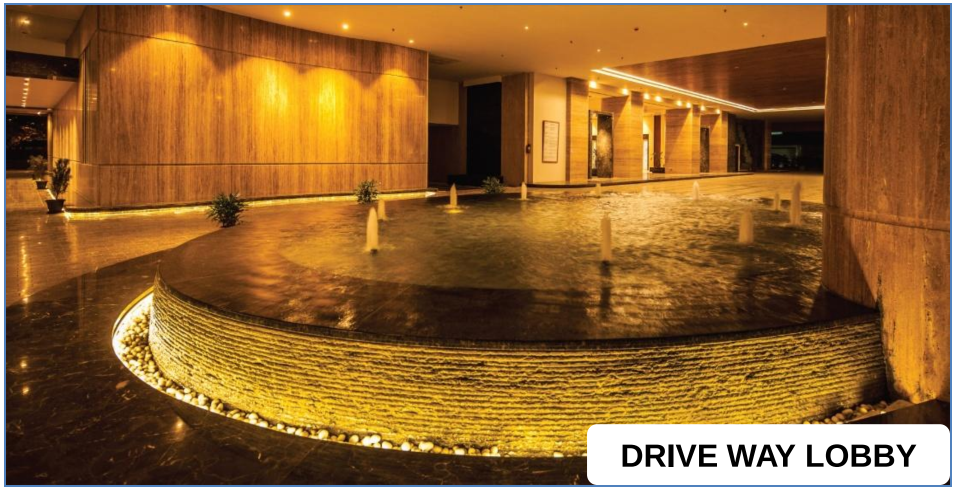
Construction Updates

Signature Island, BKC

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



LIFT LOBBY



DRIVE WAY LOBBY

Signature Island, BKC

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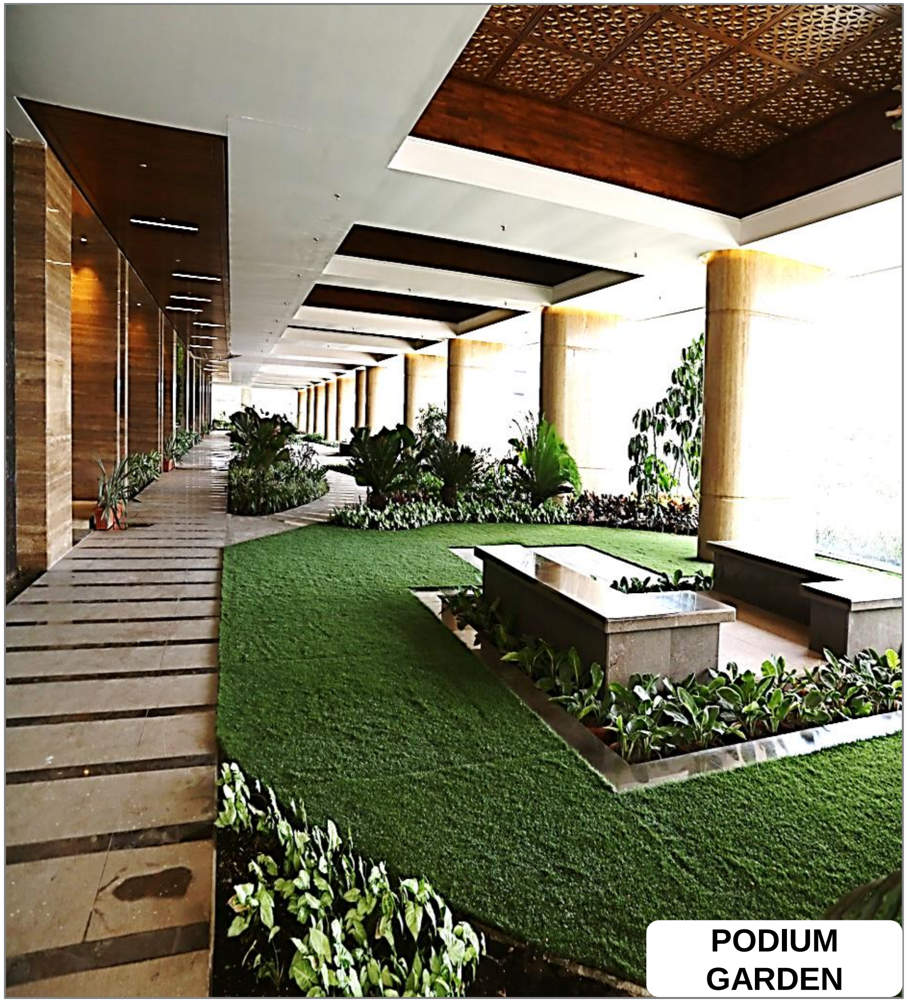
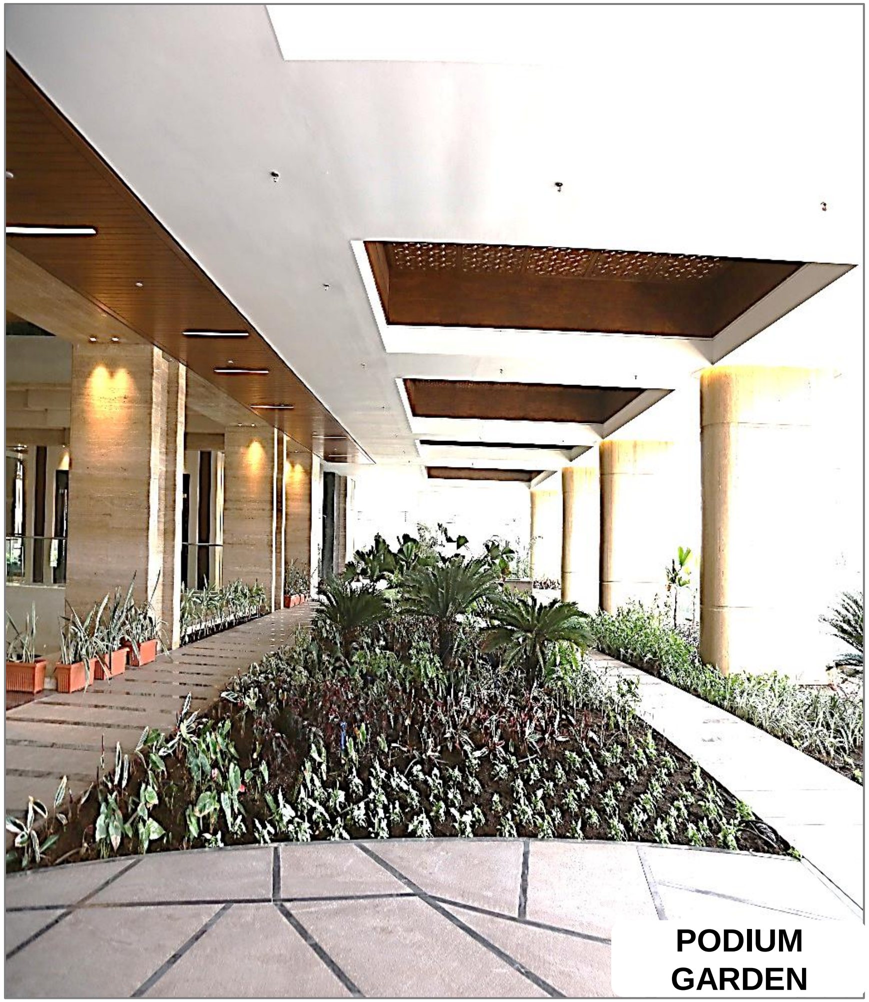
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



PODIUM GARDEN



PODIUM GARDEN

Signia Isles, BKC

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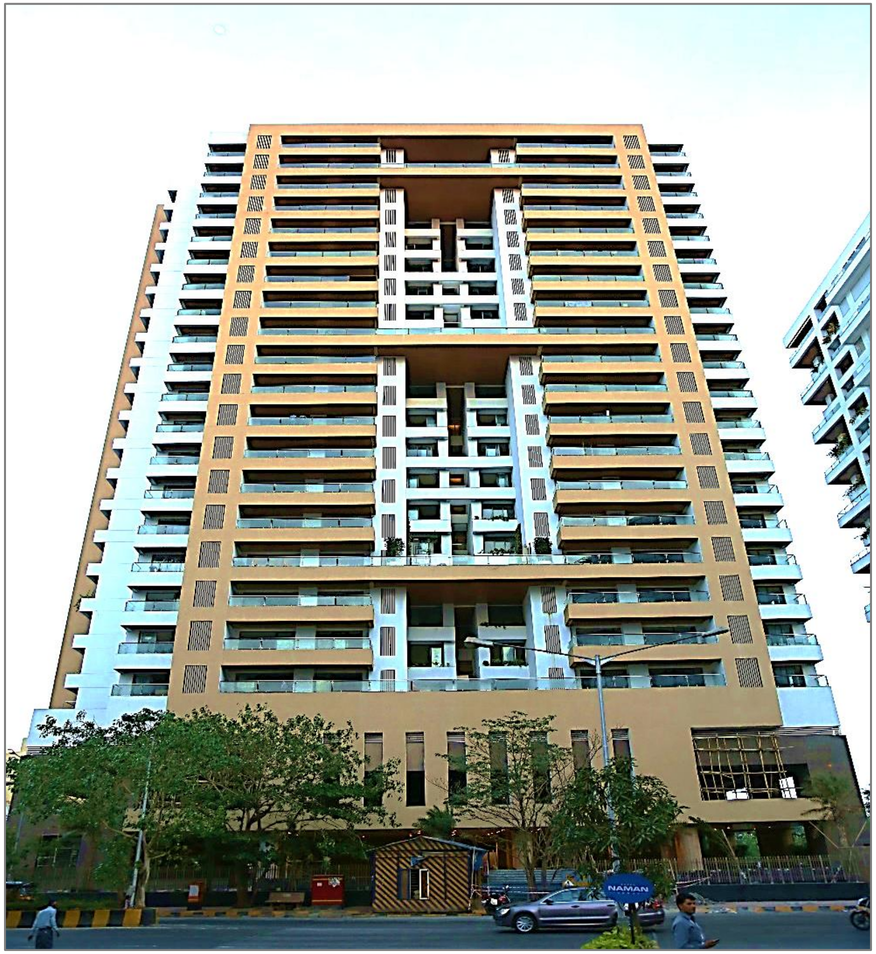
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

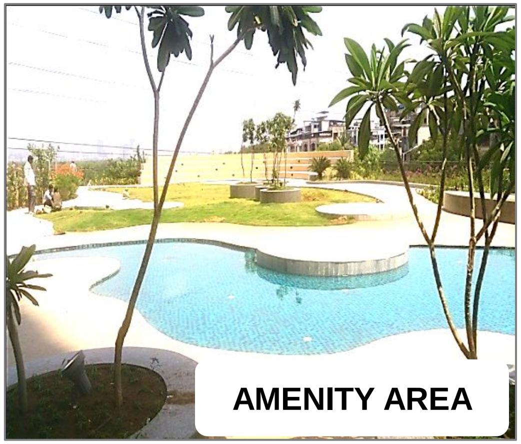


Show Flat - Living Room

Show Flat - Bedroom

Signia Oceans, Airoli

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



AMENITY AREA

SWIMMING POOL

AMPITHEATRE

Signia Skys, Nagpur

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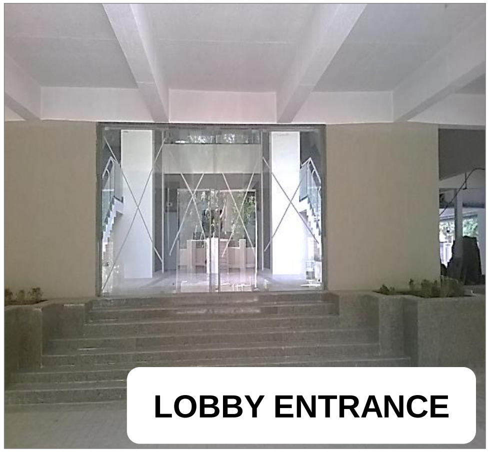
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



LOBBY ENTRANCE

DRIVEWAY

SWIMMING POOL

Commercial Projects

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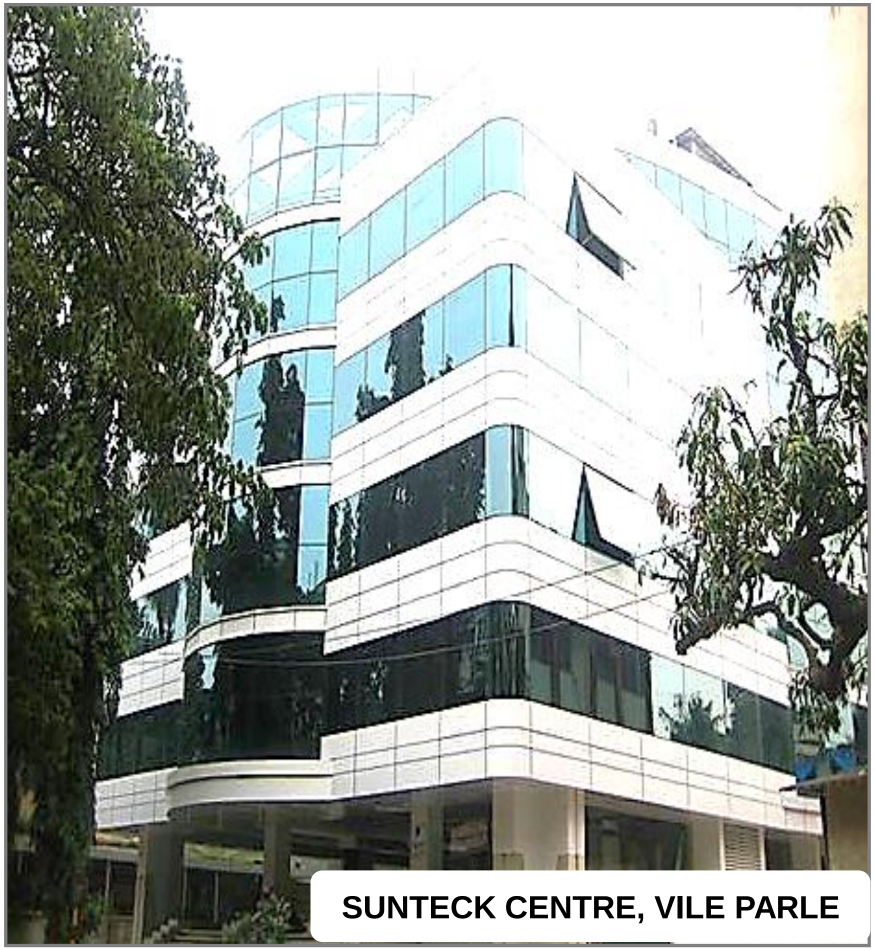
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



SUNTECK CENTRE, VILE PARLE

SUNTECK GRANDEUR, ANDHERI

Commercial Projects (Contd..)

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COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

SUNTECK KANAKA CORPORATE PARK, GOA

Signia Pearl, BKC

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COMPLETED PROJECTS | **UNDER CONSTRUCTION PROJECTS** | UPCOMING PROJECTS

Final stage of RCC work-in-progress Finishing WIP

Sunteck City, 1st Avenue (Tower A &B)

COMPLETED PROJECTS | **UNDER CONSTRUCTION PROJECTS** | UPCOMING PROJECTS

Indicative Artistic Impression

Tower A & B: 33nd slab completed

Sunteck City, 1st Avenue (Tower C)

COMPLETED PROJECTS | **UNDER CONSTRUCTION PROJECTS** | UPCOMING PROJECTS

Indicative Artistic Impression

Tower C: 1st slab completed

Sunteck City, 2nd Avenue

COMPLETED PROJECTS | **UNDER CONSTRUCTION PROJECTS*** | UPCOMING PROJECTS

Indicative Artistic Impression

Tower A: Plinth completed

Tower B: Footing and rafting in progress

Signia High, Borivali

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COMPLETED PROJECTS | **UNDER CONSTRUCTION PROJECTS** | UPCOMING PROJECTS

Indicative Artistic Impression

Terrace slab completed

Interior Works ongoing

Signia Waterfront, Airoli

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COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

Indicative Artistic Impression

Actual view from site

6th slab WIP

Signia Pride, Andheri

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COMPLETED PROJECTS | **UNDER CONSTRUCTION PROJECTS** | UPCOMING PROJECTS

Indicative Artistic Impression

2nd slab WIP

Sunteck 'Gateway 51', BKC

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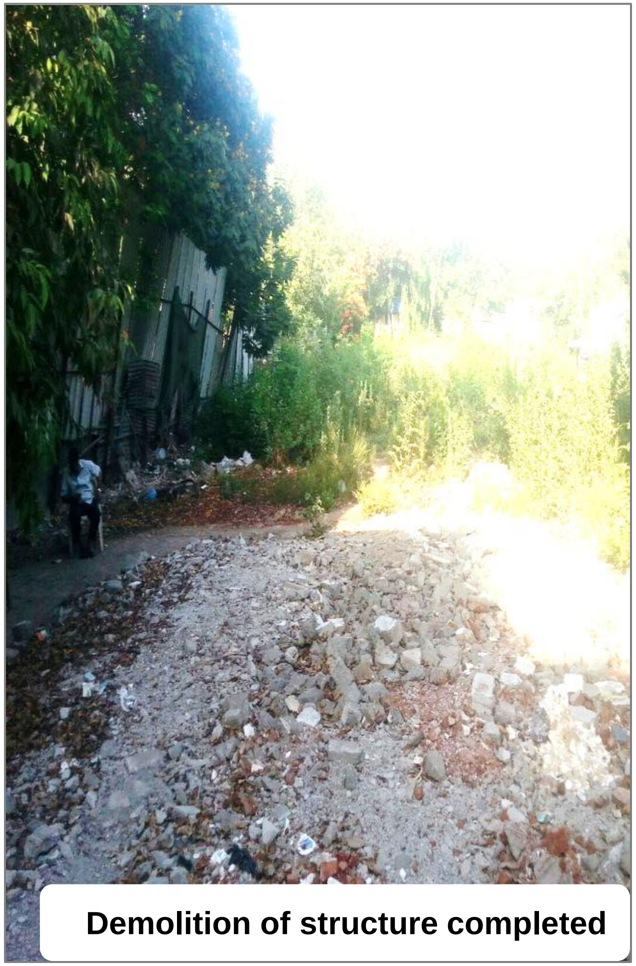
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

Indicative Artistic Impression



Demolition of structure completed

Sunteck 'Icon', BKC

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COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | **UPCOMING PROJECTS**

Indicative Artistic Impression

Demolition of structure completed

Sunteck City, 3rd Avenue

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | **UPCOMING PROJECTS**

Indicative Artistic Impression

Thank You!

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