Sunteck

Sunteck Realty Ltd.

Earnings Update Q3 FY2019

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

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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).

1) MMR / City-centric focus

- Focus on high value Mumbai Metropolitan Region (MMR).
- City-Centric locations outside Mumbai.

2) Balance sheet strength & asset light model

- Low leverage and cost of debt.
- JV / JDA / DM model preferred.
- Financial discipline.

3) Acquisition strength

- Research based acquisitions.
- Proven ability to predict growth areas ahead of the curve.
- Acquisitions done during peak recession.

4) Premium positioning & value creation

- Four brands catering to products across segments.
- Delivered projects that changed the profile of the entire locale.

5) Credible partners

- Ability to create strong long term partnerships with renowned partners.
- PE funds help in land acquisition.

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

SunteckCity

Premium Luxury Residences

SunteckWorld

Aspirational Luxury Residences

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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	*% change yoy*	9MFY19	9MFY18	*% change yoy*
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
Operating Margin	***42%***	*44%*	***46%***	*38%*
Net Profit	**490**	585	**1,777**	1,624
Net Profit Margin	***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**

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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

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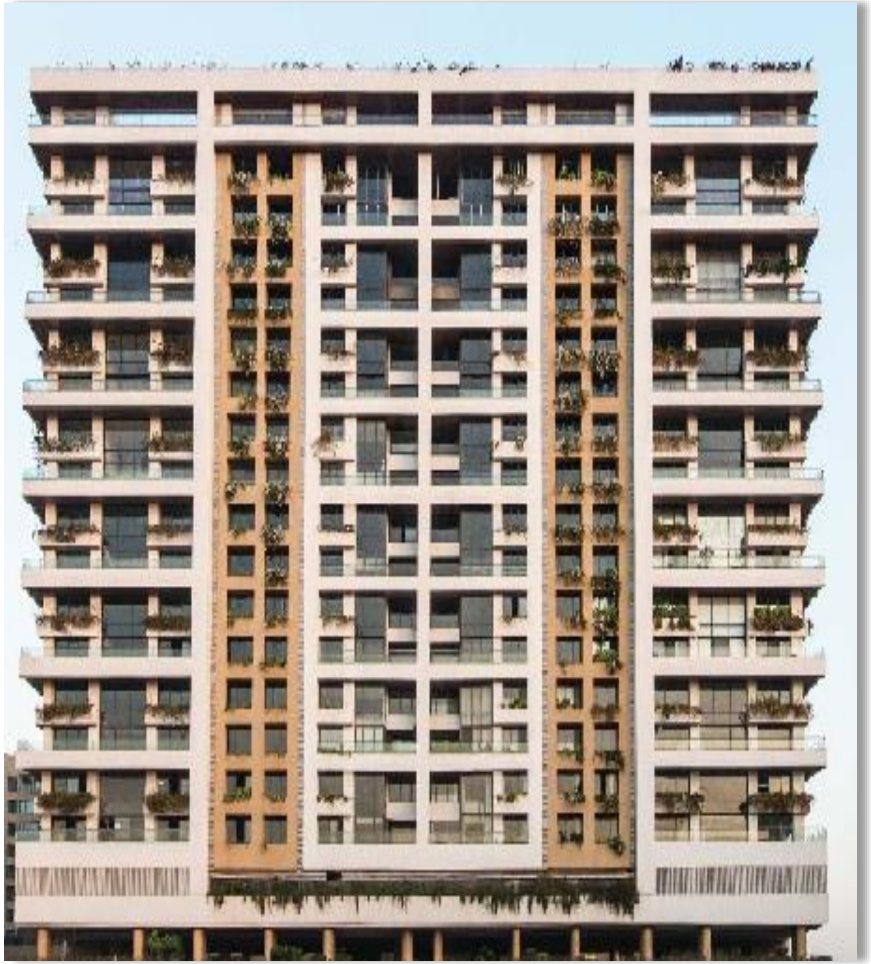
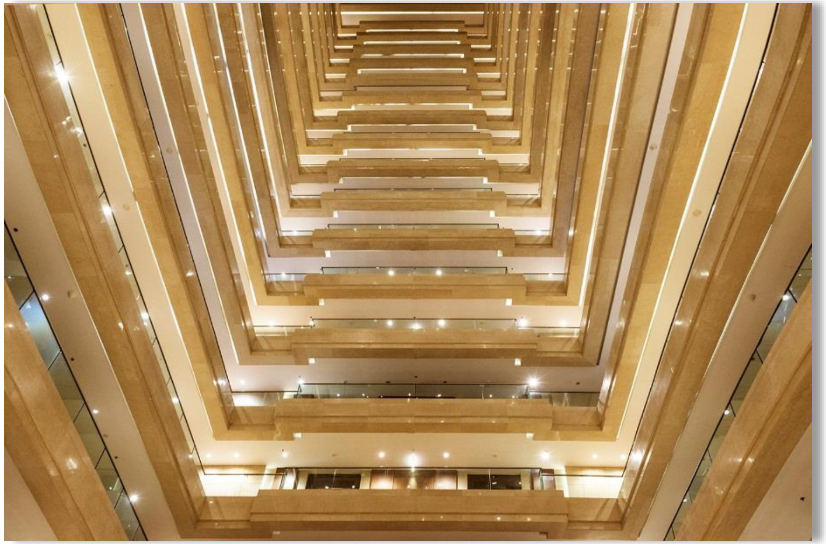
Signature Island, BKC

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



Signature Island, BKC

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



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Signia Isles, BKC

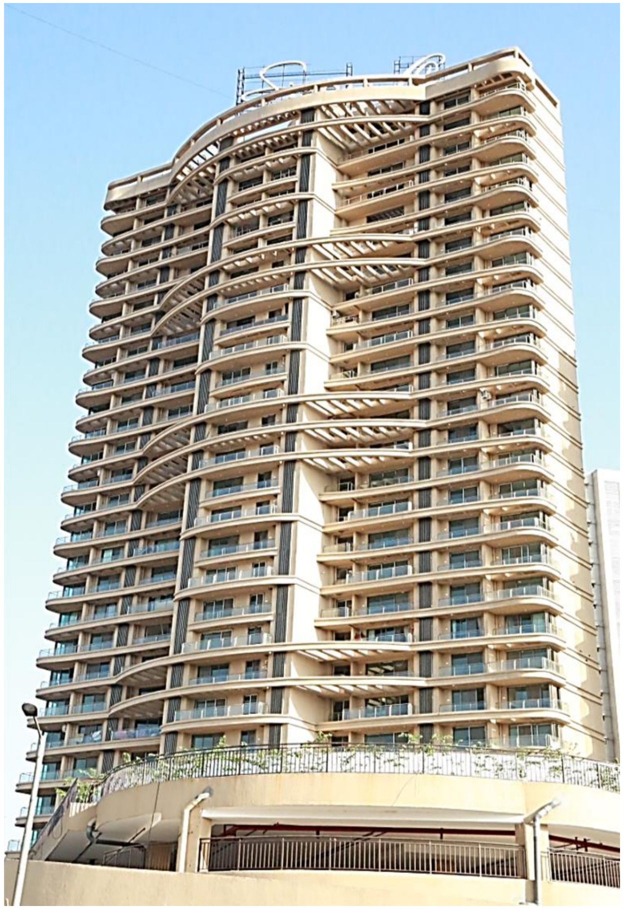
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

Signia Pearl, BKC

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

Signia Oceans, Airoli

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



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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

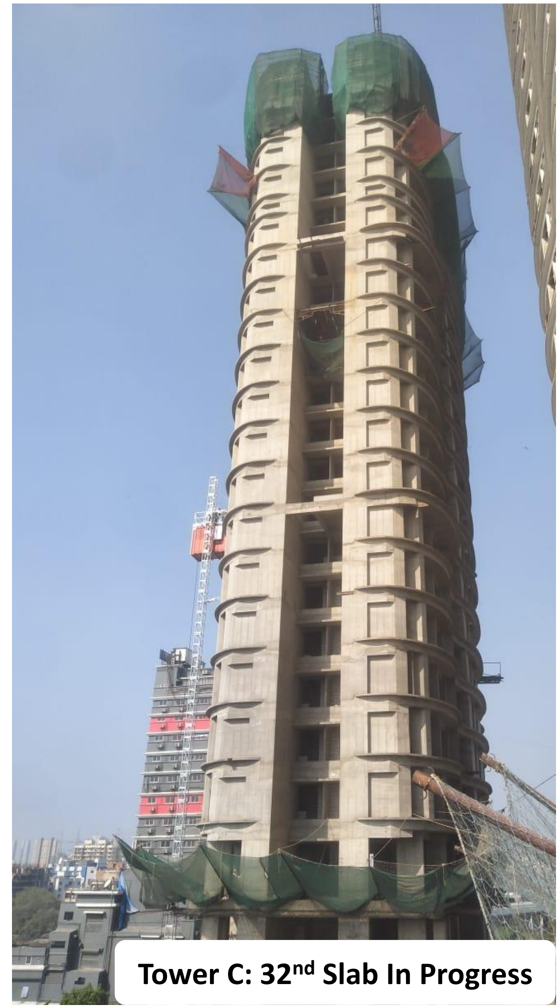
SUNTECK GRANDEUR, ANDHERI

Sunteck City, 1st Avenue

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

Artistic Impression

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

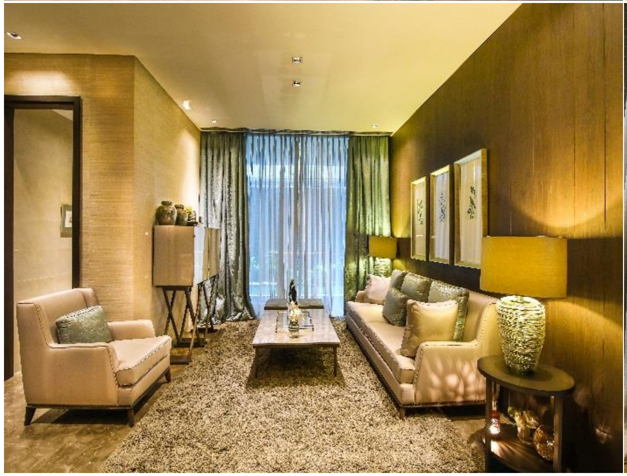


Tower C: 32nd Slab In Progress

Sunteck City, 1st Avenue

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS


Artistic Impression



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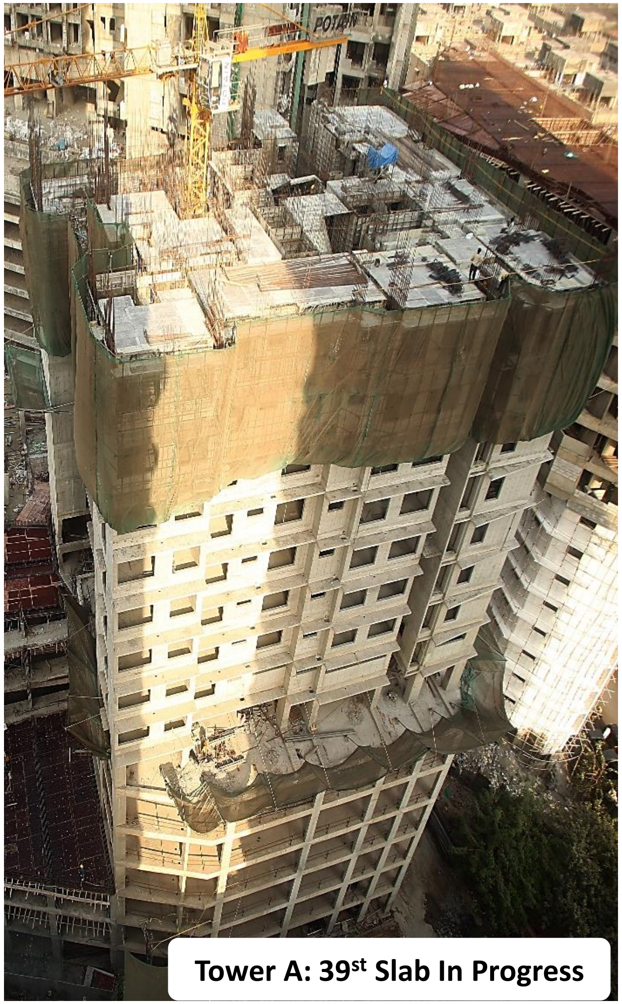
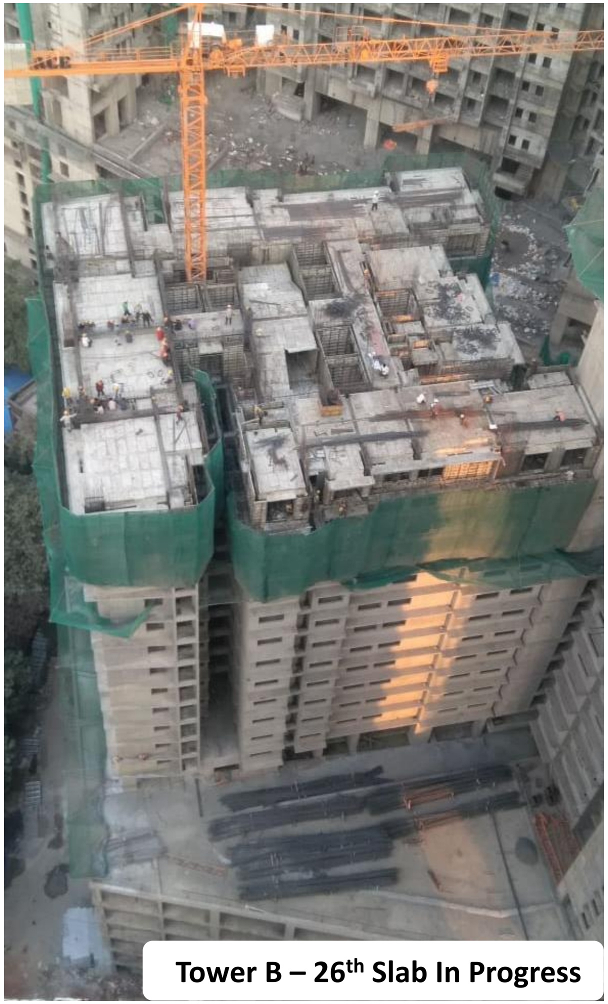
Sunteck City, 2nd Avenue

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS


Artistic Impression


Tower A: 39st Slab In Progress


Tower B – 26th Slab In Progress

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Sunteck West World, Phase 1

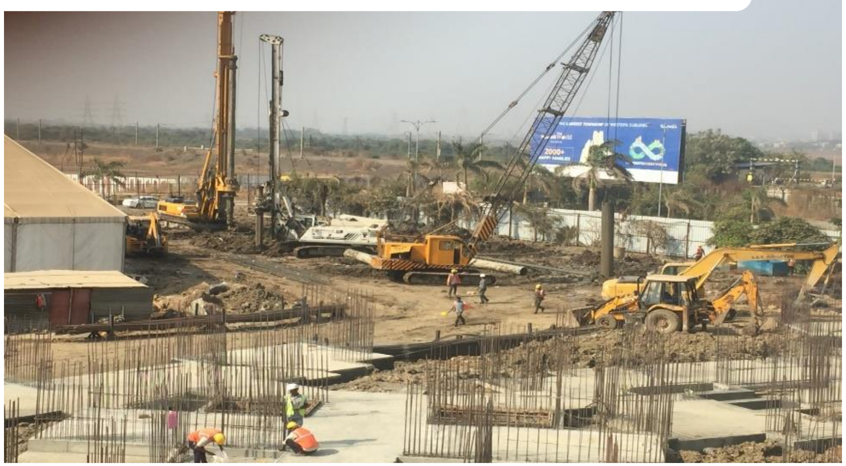
COMPLETED PROJECTS | **UNDER CONSTRUCTION PROJECTS** | UPCOMING PROJECTS

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



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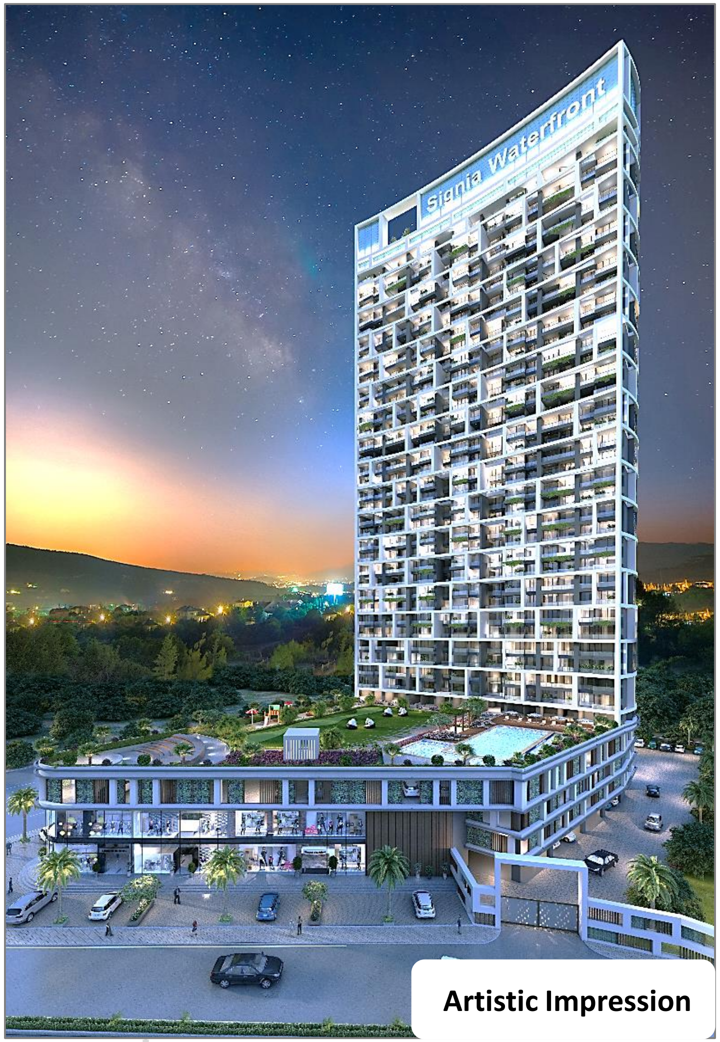
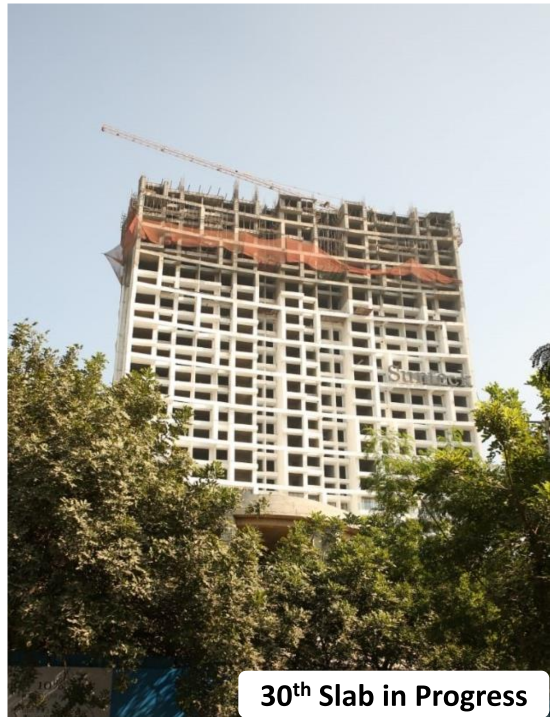
Signia Waterfront, Airoli

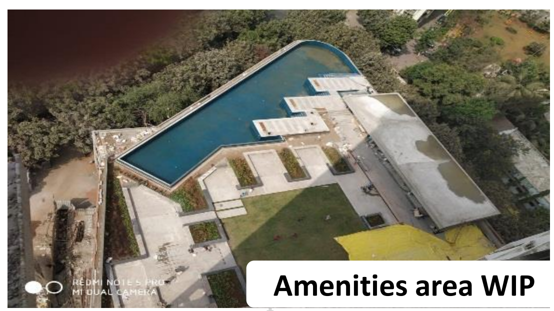
COMPLETED PROJECTS | **UNDER CONSTRUCTION PROJECTS** | UPCOMING PROJECTS



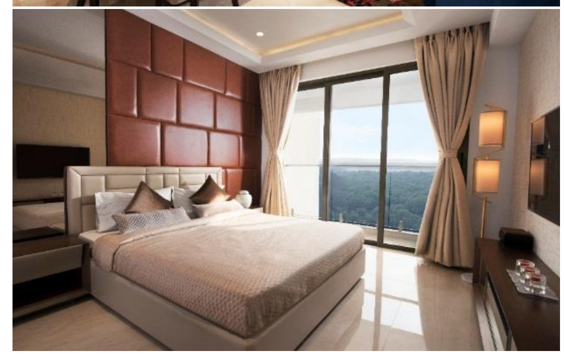
Artistic Impression



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

Artistic Impression

Excavation completed, Rock Anchoring Work In Progress

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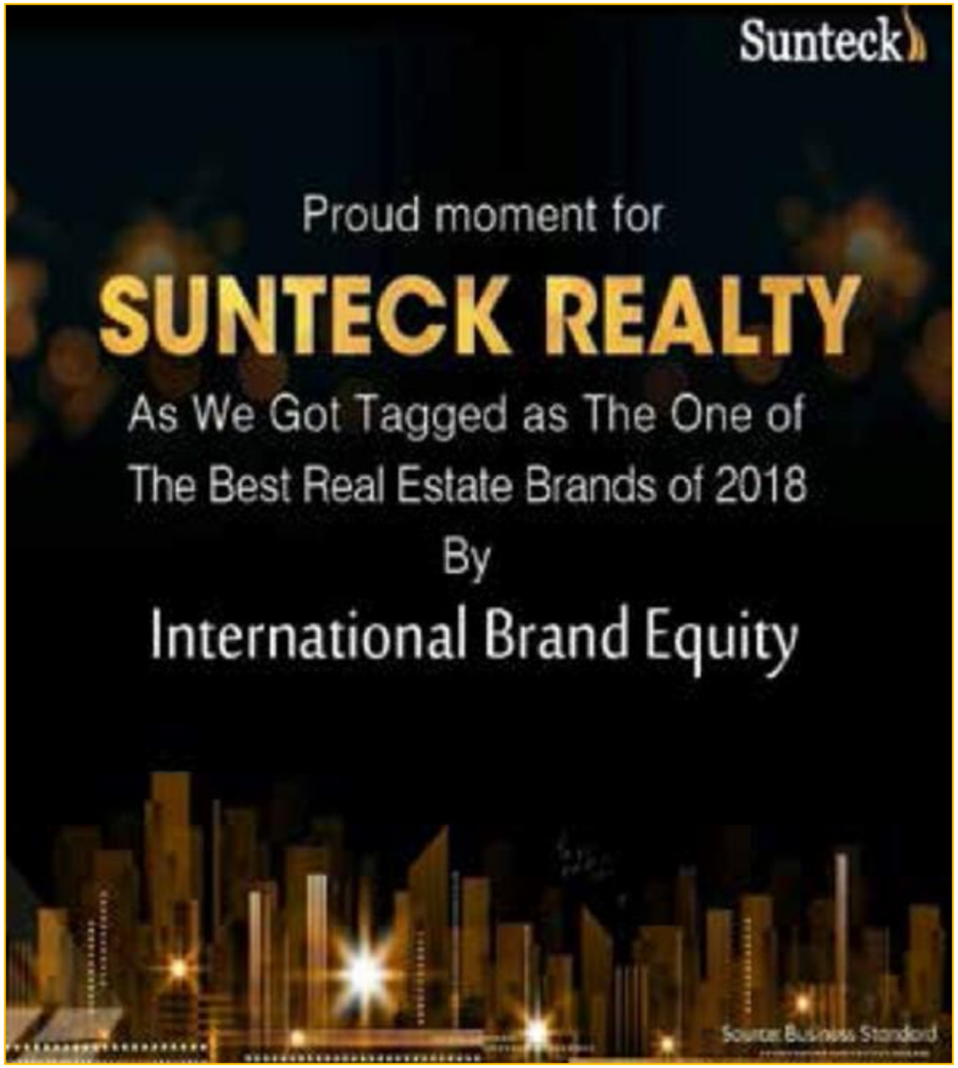
Gateway 51, BKC Junction

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

Artistic Impression

Shore Piling Work in progress

Awards & Accolades



Thank You!

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