Sunteck

Sunteck Realty Limited

September 20th, 2016

Q1FY17 Results Update

Corporate Presentation

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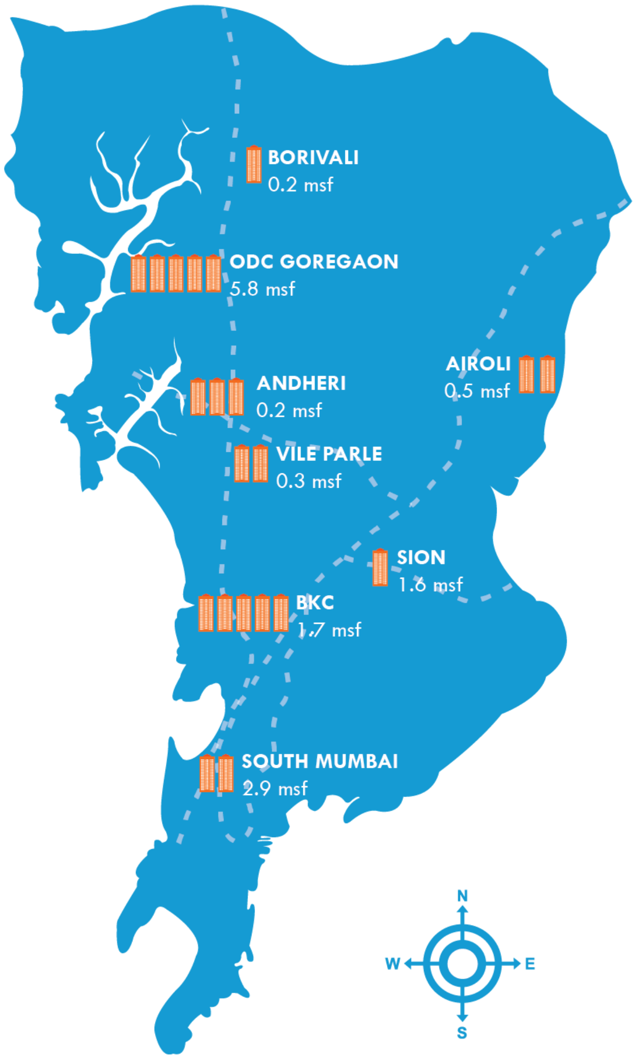
An Insight

- **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



1QFY17 Results Update

1QFY17 key developments

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Key Developments:

- The revenue recognition has been done by **adopting percentage completion** method as prescribed by the Institute of Chartered Accountants of India under Ind-AS.
- Sunteck City at Goregaon (W) recorded more than **242%YoY jump in pre-sales** to Rs. 202 crores in 1HFY17 (YTD) from Rs. 59 crores in 1HFY16.
- **Collections** from Customers YTD showed sturdy growth of 67%.
- Launch of **new towers** in Sunteck City project located at Goregaon (W), Mumbai.
- **Full Occupation Certificate** received for Signia Isles,BKC and the project is now habitable.

Revenue recognition as per Ind-AS

Revenue recognition done by **adopting percentage completion** method as prescribed by ICAI under Ind-AS. Conditions required to be met on reporting date:

- **Required critical approvals** for commencement of project are obtained,
- At least **40% of estimated construction** and development costs (excluding land cost) has been incurred,
- At least **25% of the saleable project area** is secured by legally enforceable contract; and
- At least **20% of the revenue as per 'Agreement to sell' are realized** in respect of each of these agreements.

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Strong growth in Sales, EBITDA and PAT

P&L

Particulars (consolidated)	UOM	Q1 FY17	Q1 FY16*	% change yoy
Income from Operations	Rs cr.	525	53	889%
EBITDA	Rs cr.	115	18	528%
Net Profit**	Rs cr.	60	14	329%

* re-stated as per IndAS. ** includes other comprehensive income

Operational Performance

Particulars	UOM	H1 FY17 YTD	H1 FY16	% change yoy
Pre-sales (new bookings)	Rs cr.	339	232	46%
Collections	Rs cr.	276	165	67%
Cost Incurred	Rs cr.	132	116	14%

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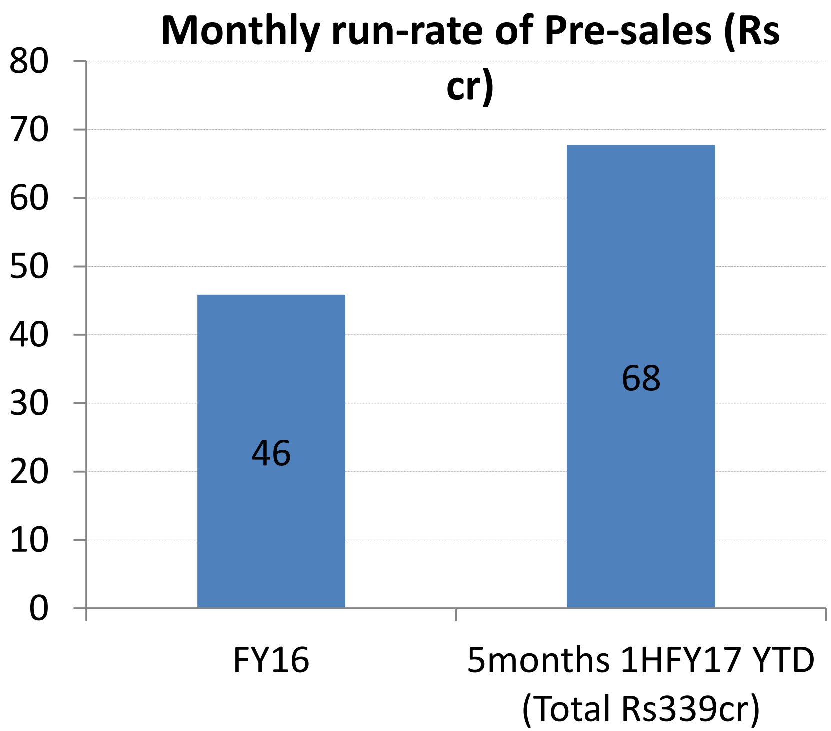
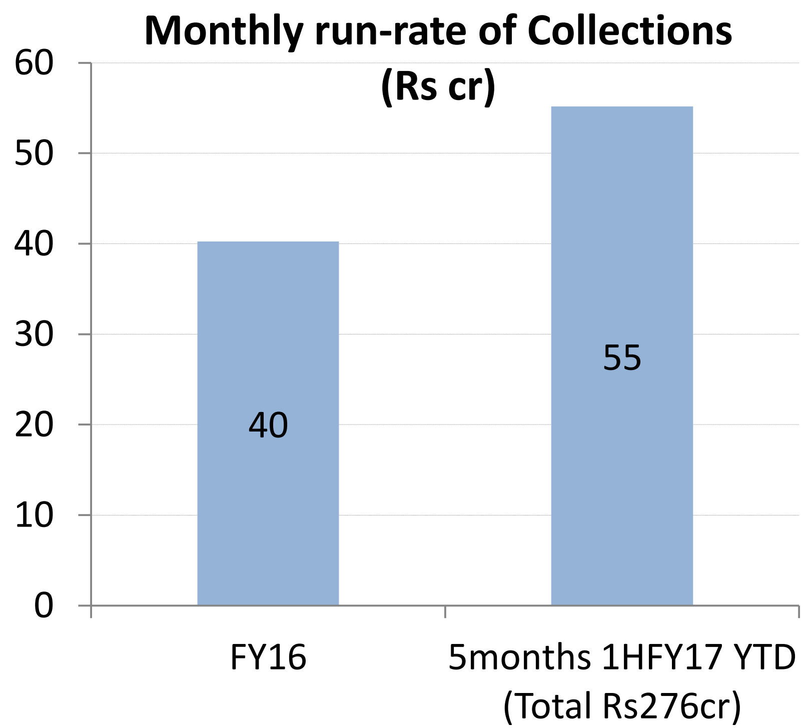
Sunteck City at Goregaon W registered a Pre-sales of Rs. 202 crores > than 3x on a YoY basis

1H FY17 YTD Operational Performance (5 Months)

S.No.	Project Name	Location	Sales (Rs cr)	Advances Received (Rs cr)	Cost Incurred (Rs cr)
1	Signature Island	BKC, Mumbai	53	94	2
2	Signia Isles	BKC, Mumbai	84	88	12
3	Signia Pearl	BKC, Mumbai	0	16	19
4	Sunteck City, Ave. 1 & Ave. 2	Goregaon-W, Mumbai	202	44	52
5	Others	-	0	34	47
Total			**339**	**276**	**132**

The sales and collections run-rate of first 5 months FY17 implies strong growth for full year





Positioning of the Brand

- **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.**

Signature

Ultra luxury residences aimed at high-net worth individuals

Signia

Premium & mid-level residences in select suburban micro markets

SunteckCity

Large formats and mixed use developments

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Commercial developments

Goregaon (W) – Location Update

Goregaon (W): Infrastructure improvement

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Then

Now

Oshiwara Flyover

Ram Mandir Road

Oshiwara Station

Social Infrastructure around Sunteck City

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CORPORATE HUBS

SCHOOLS

MALLS

MEDICAL FACILITY

HOTELS

Significant progress made in construction of two Towers (structure work ongoing for third tower)

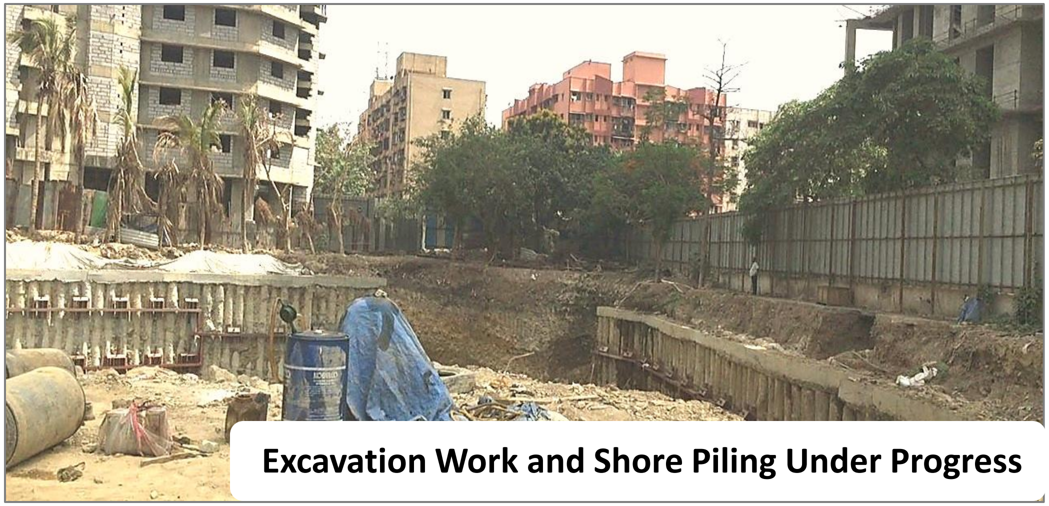
Indicative Artistic Impression

RCC work in progress, 32nd slab completed in Tower 1 and 32nd slab ongoing in Tower 2

Sunteck City, 2^{nd} Avenue

Excavation and Shore Piling under progress at the site

Indicative Artistic Impression



Excavation Work and Shore Piling Under Progress

Sunteck City - 3rd, 4th & 5th Avenue

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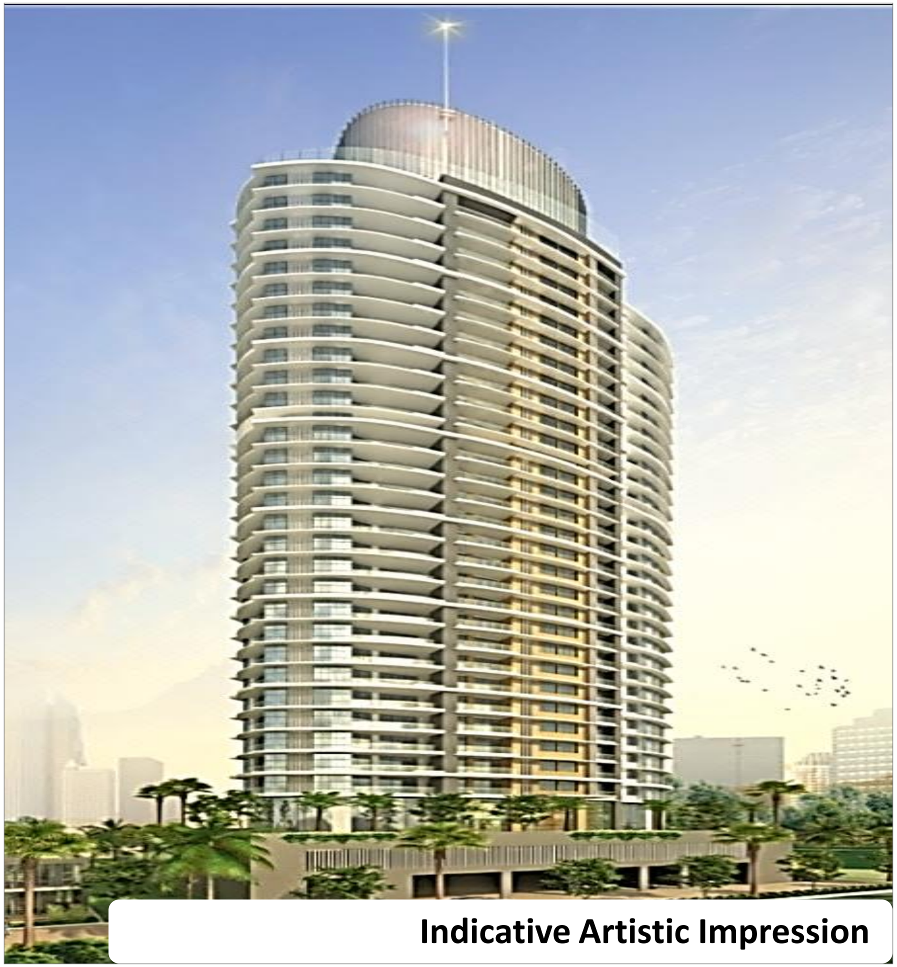
Master Plan moving towards approval

Upcoming Sales Launches

1) Signia High, Borivali

With only terrace slab remaining – focus to be on ramping up sales from 3QFY17 onwards



Indicative Artistic Impression

Terrace slab only remaining

2) Signia Waterfront, Airoli

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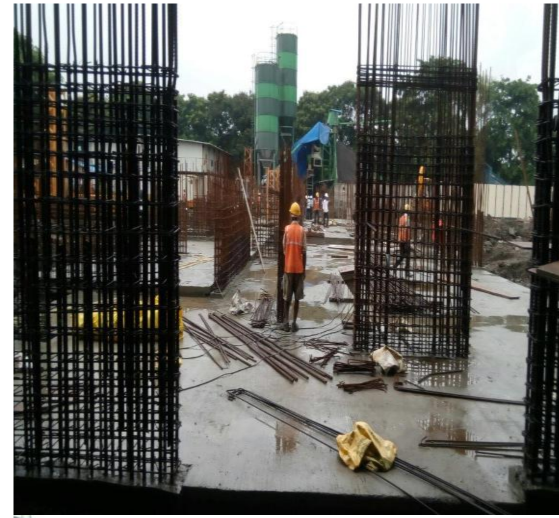
Sales Launch in 3QFY17

Indicative Artistic Impression


As of 4Q16: Excavation & Shore Piling WIP




As of 1Q17: Foundation & Plinth WIP


Actual view from site

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Premium Boutique Office Spaces at BKC to be launched in 3QFY17

Construction Updates

Signature Island, BKC

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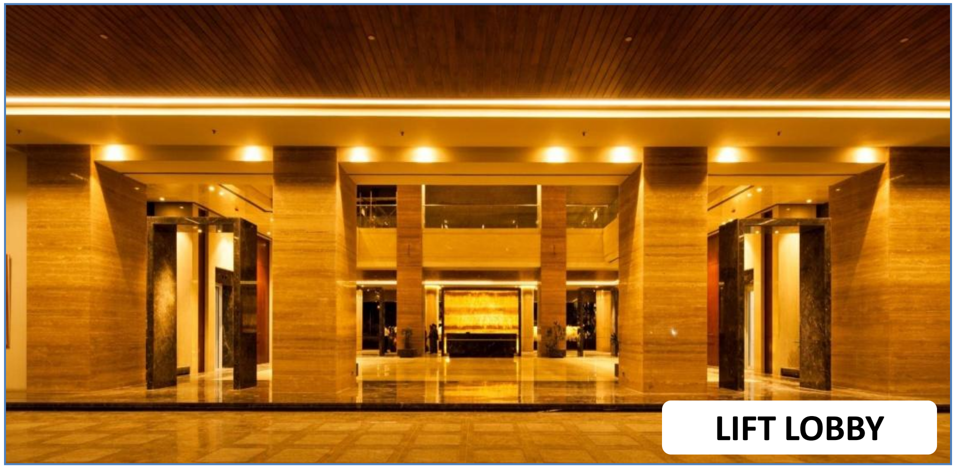
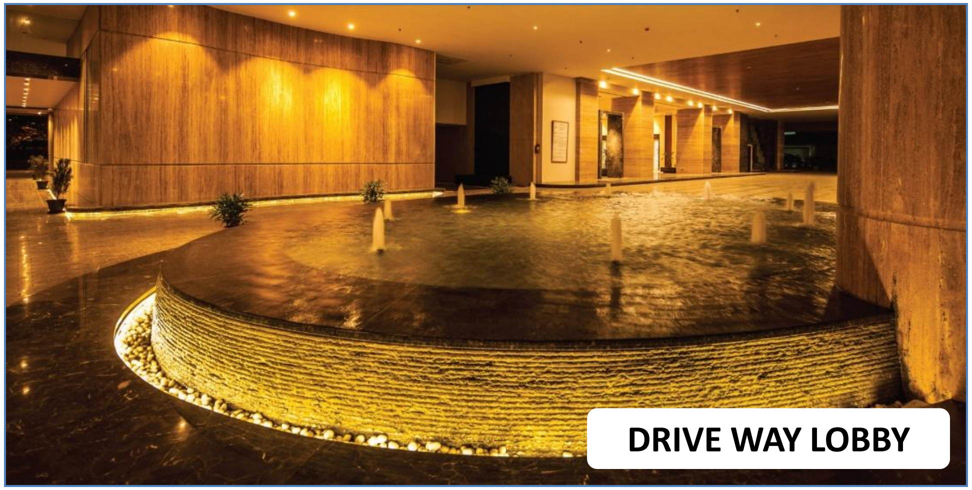
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



LIFT LOBBY



DRIVE WAY LOBBY

Signature Island, BKC

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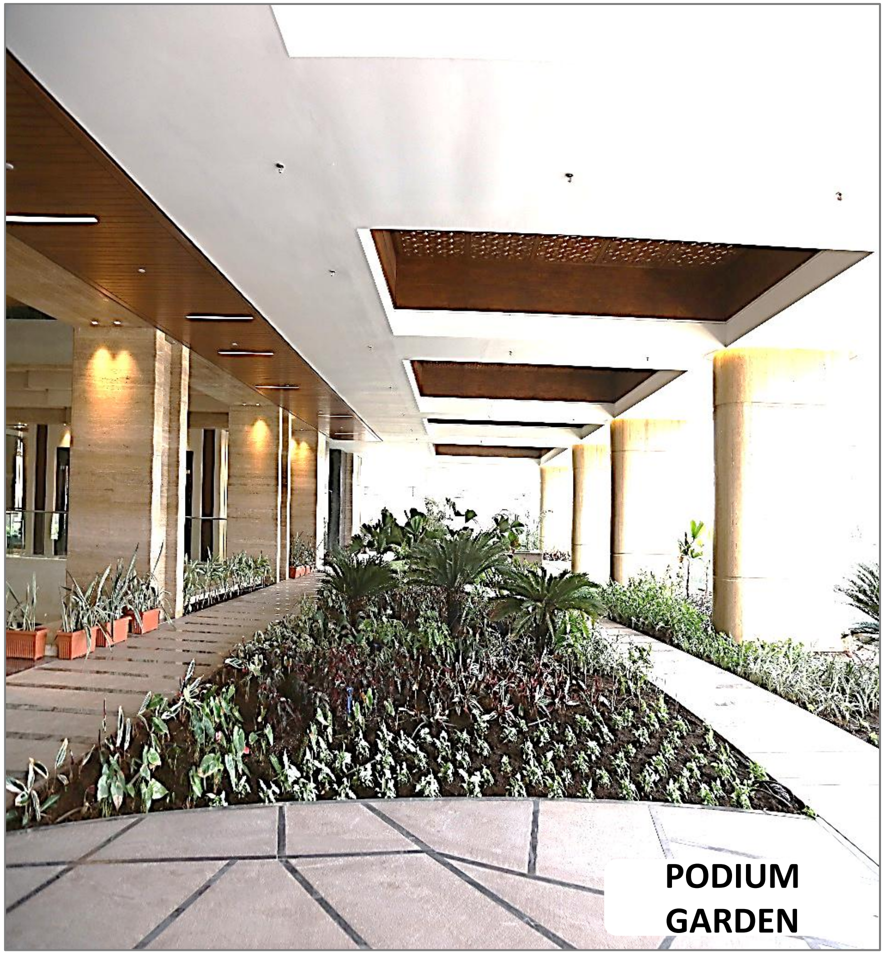
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



Signia Isles, BKC

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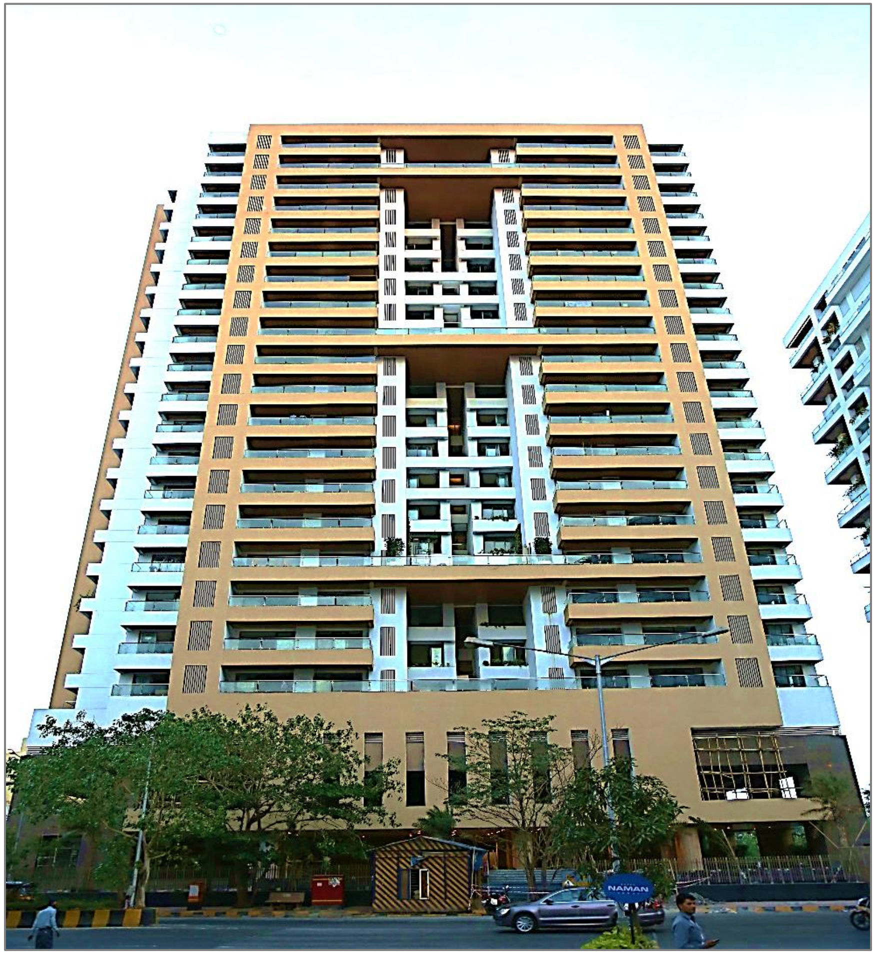
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



Show Flat - Living Room

Show Flat - Bedroom

Signia Oceans, Airoli

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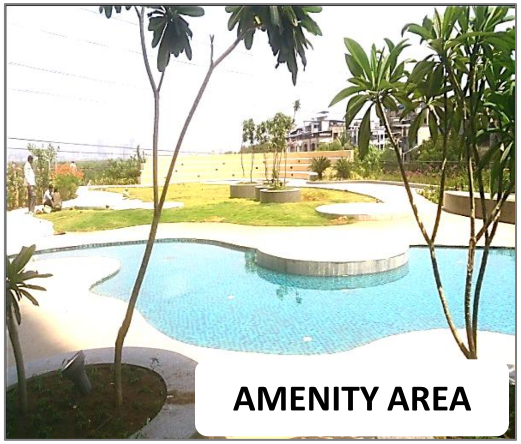
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



AMENITY AREA

SWIMMING POOL

AMPITHEATRE

Signia Skys, Nagpur

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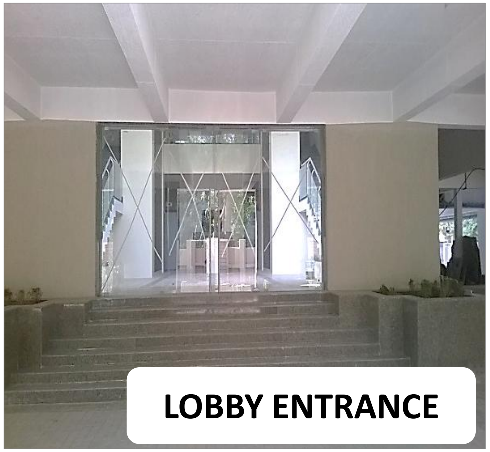
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS


LOBBY ENTRANCE

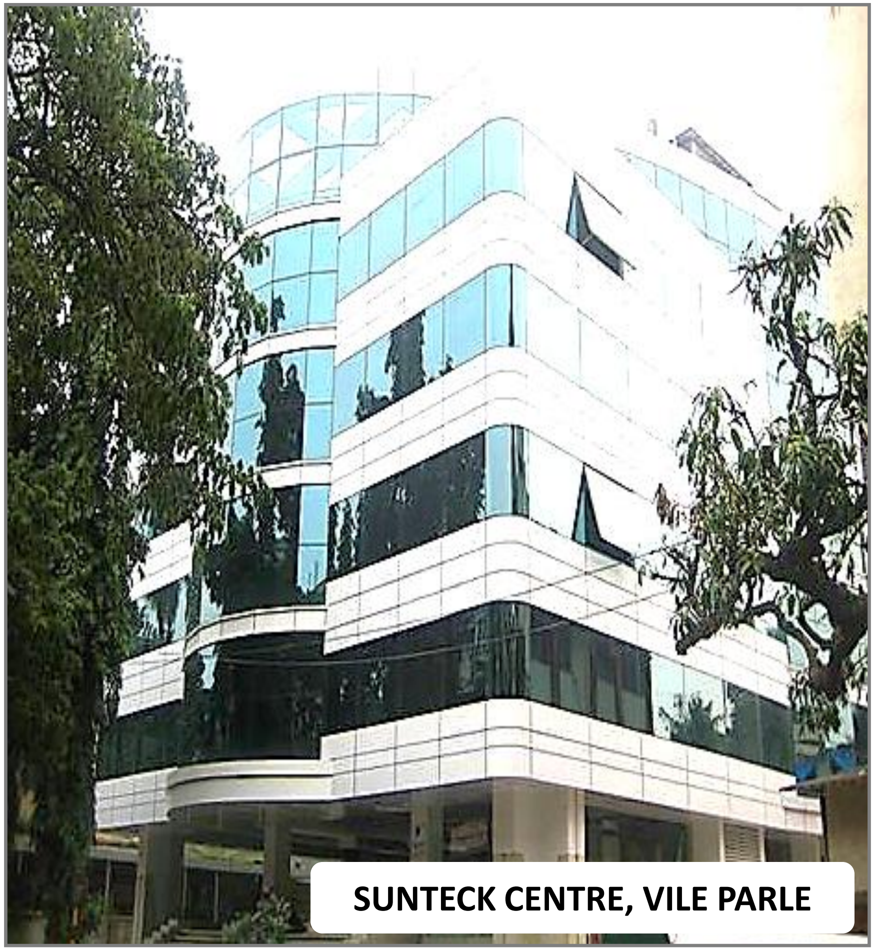

DRIVEWAY


SWIMMING POOL

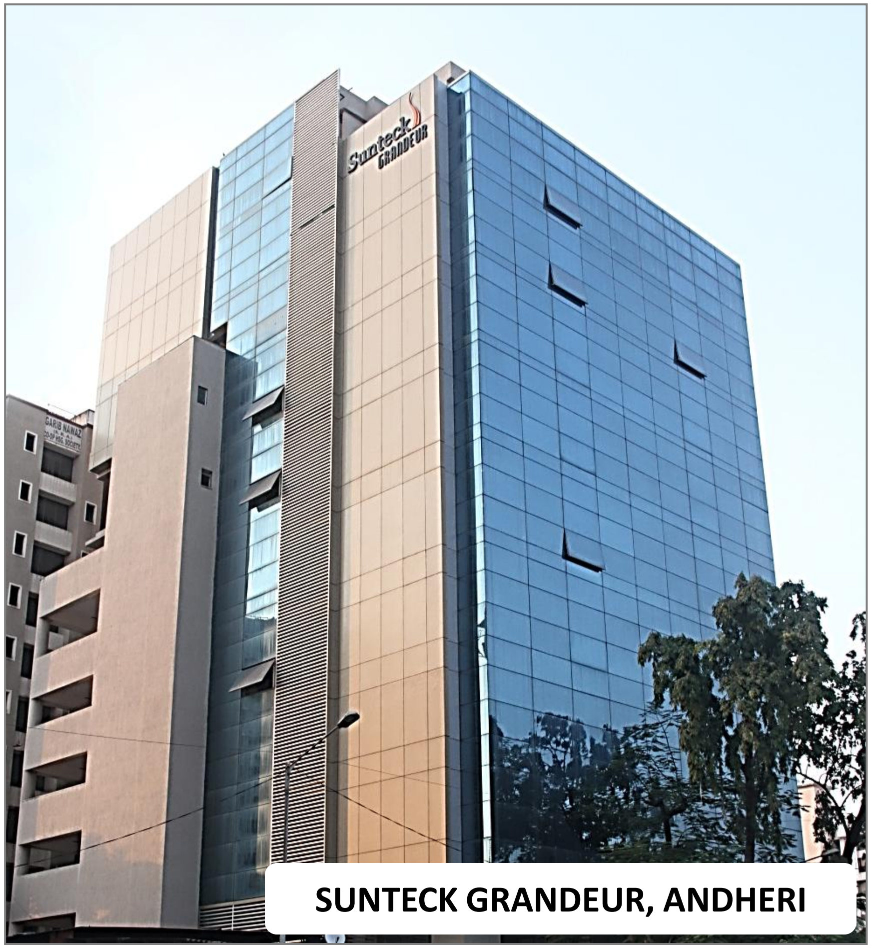
Commercial Projects

Sunteck

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

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

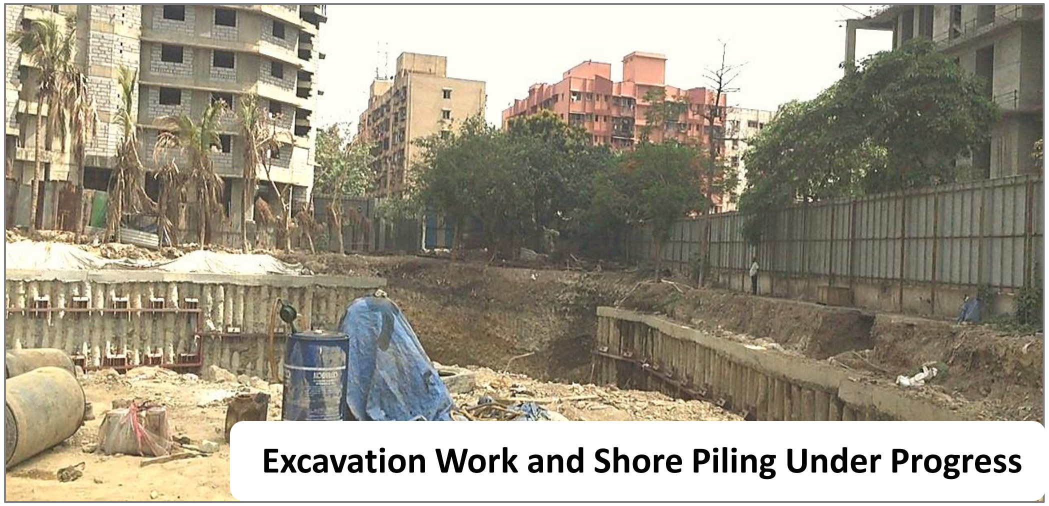
Indicative Artistic Impression

RCC work in progress, 32nd slab completed in Tower 1 and 32nd slab ongoing in Tower 2

Sunteck City, 2nd Avenue

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

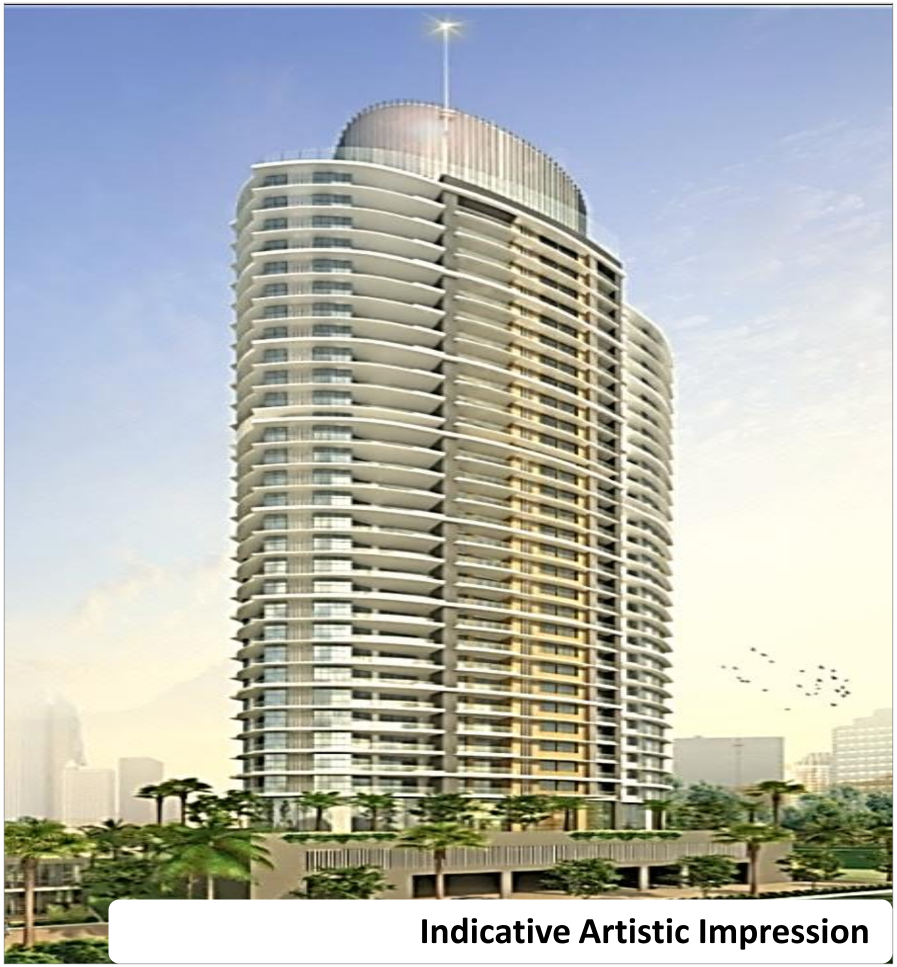
Indicative Artistic Impression



Excavation Work and Shore Piling Under Progress

Signia High, Borivali

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



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Signia Waterfront, Airoli

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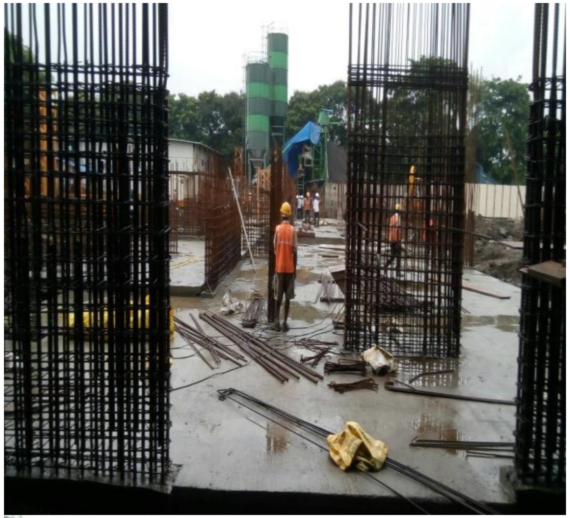
COMPLETED PROJECTS | **UNDER CONSTRUCTION PROJECTS** | UPCOMING PROJECTS

Indicative Artistic Impression

Actual view from site

As of 4Q16: Excavation & Shore Piling WIP



As of 1Q17: Foundation & Plinth WIP

Signia Pride, Andheri

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

Indicative Artistic Impression

As of 4Q16: Sub-structure WIP

As of 1Q17: Structure work WIP

Sunteck Centre II, BKC

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

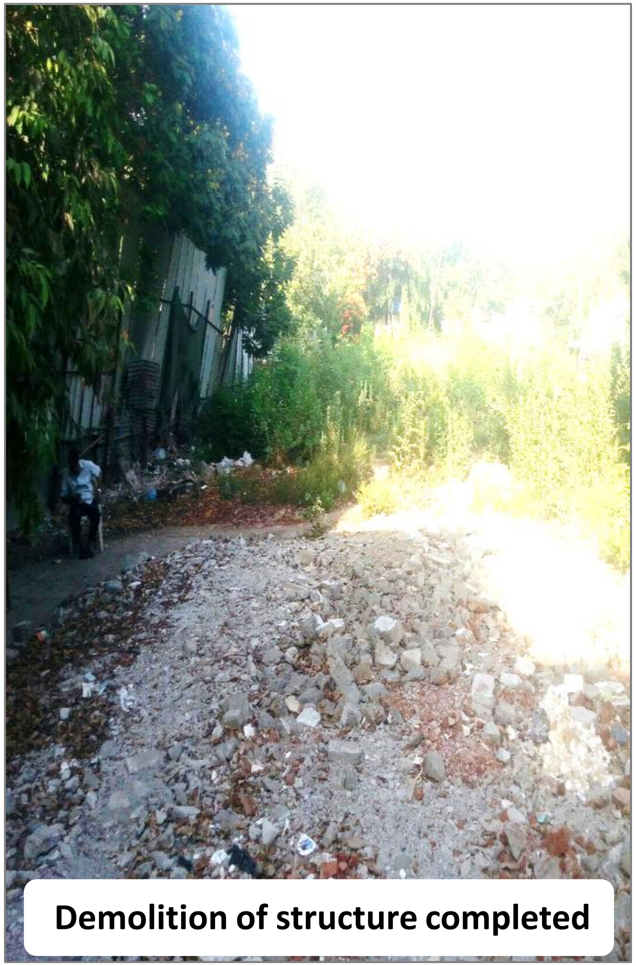
Indicative Artistic Impression

Demolition of structure completed

Sunteck Centre III, BKC

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

Indicative Artistic Impression



Demolition of structure completed

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

Investor Relations:

Sumesh Mishra	| President & COO – BD & Strgy.	| Email: sumesh.mishra@sunteckindia.com
Prashant Chaubey	| DVP – Finance & IR	| Email: prashant.chaubey@sunteckindia.com
Mohit Soni	| GM – Finance & IR	| Email: mohit.soni@sunteckindia.com