Sunteck Realty Ltd.

Sunteck

Date: 29th May, 2023

SRL/SE/15/23-24

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: Investor Presentation on Q4 and FY23 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 audited Financial Results for quarter and year ended 31st March, 2023.

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 VIPUL HINGARAJIA
Digitally signed by RACHANA VIPUL HINGARAJIA
Date: 2023.05.29 10:12:35 +05'30'

Rachana Hingarajia
Company Secretary
Encl: a/a

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Sunteck Realty Limited

Investor Presentation

Q4 & Full Year FY2023

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

An ISO 9001, 14001 & 45001 certified company

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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, 2023 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. All data and project related numbers are basis revenue recognition and operational performance excl. overheads for completed, ongoing and future projects respectively

Key Highlights

Key Highlights (FY18 - FY23)

Delivering sustainable operational growth and operating margins

Pre-sales CAGR (18-23)

~22.2%

Collections CAGR (18-23)

~18.7%

W. Average EBITDA Margin (18-23)

~32.0%

Company follows project completion method of accounting

Rs 1 cr = Rs 10 mn

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Key Highlights (FY18 - FY23)

Particulars	CAGR (FY18-21)	CAGR (FY21-23)
Pre-sales	21%	25%
Collections	14%	27%

Particulars	FY22	FY23
Net Debt	Rs 539 cr	Rs 280 cr
Operating CF Surplus	Rs 239 cr	Rs 428 cr

Rs 1 cr = Rs 10 mn   US$ 1 = ~Rs 80

CAGR – Compounded Annual Growth Rate

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Key Highlights (Q4 & FY23)

FY23
Pre-sales
(~Rs cr)
1,602
+23% yoy

FY23
Collections
(~Rs cr)
1,250
+19% yoy

FY23
Gross OCF
YoY
(%)
79%

Q4 FY23
Pre-sales
(~Rs cr)
537
+36% qoq

Q4 FY23
Collections
(~Rs cr)
330
+8% qoq

FY23
Net D/E
(x)
0.10x

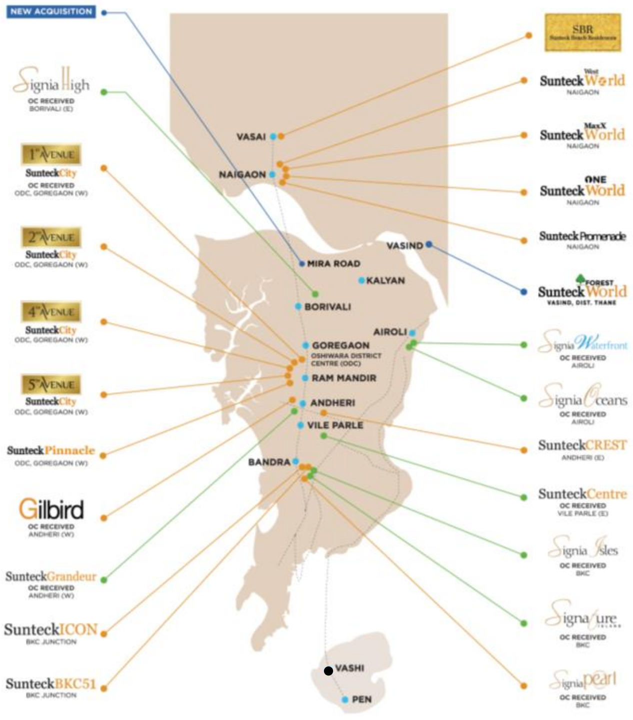
Rs 1 cr = Rs 10 mn

Who are we

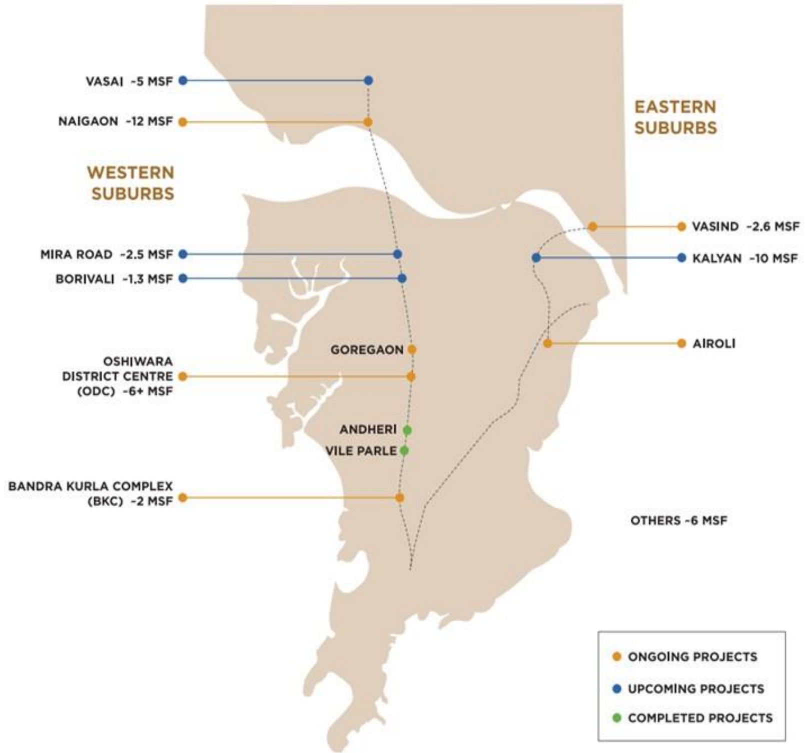
Mumbai (MMR) focused

Strong project portfolio across MMR

By Project Brands



By Location Volume



#GDV – Gross Development Value *US$ 1 = ~Rs 80*

Our Brands

Premium positioning by creating different luxury brands across all the segments

Uber Luxury

Signature

Signia

Premium Luxury

(Upper Mid-Income)

SunteckCity

Sunteck Sky Park

Aspirational Luxury

(Lower Mid-Income)

Sunteck World

Marquee Luxury

(Beach Residences)

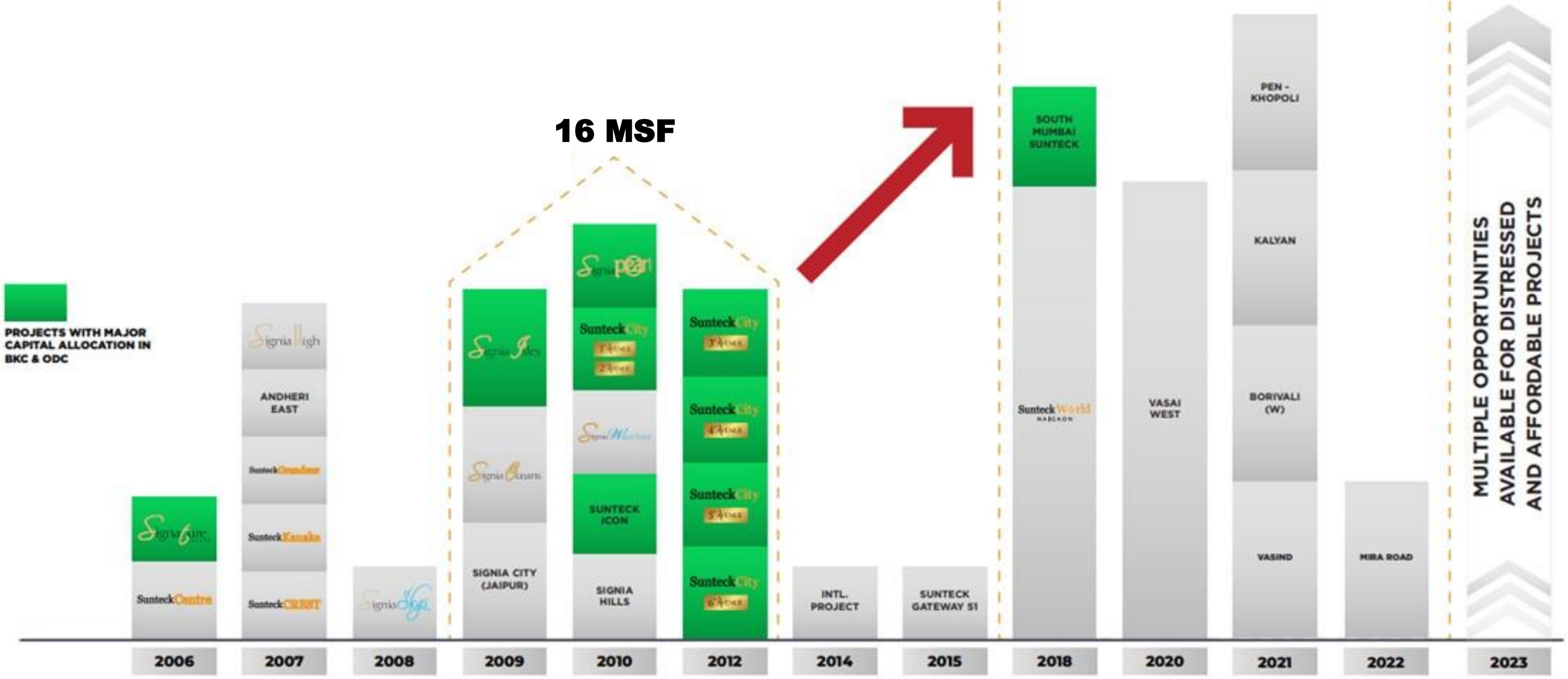
SBR
Sunteck Beach Residences

Our achievements & aspirations

WELL-TIMED CAPITAL ALLOCATION

ACQUISITION STRENGTH

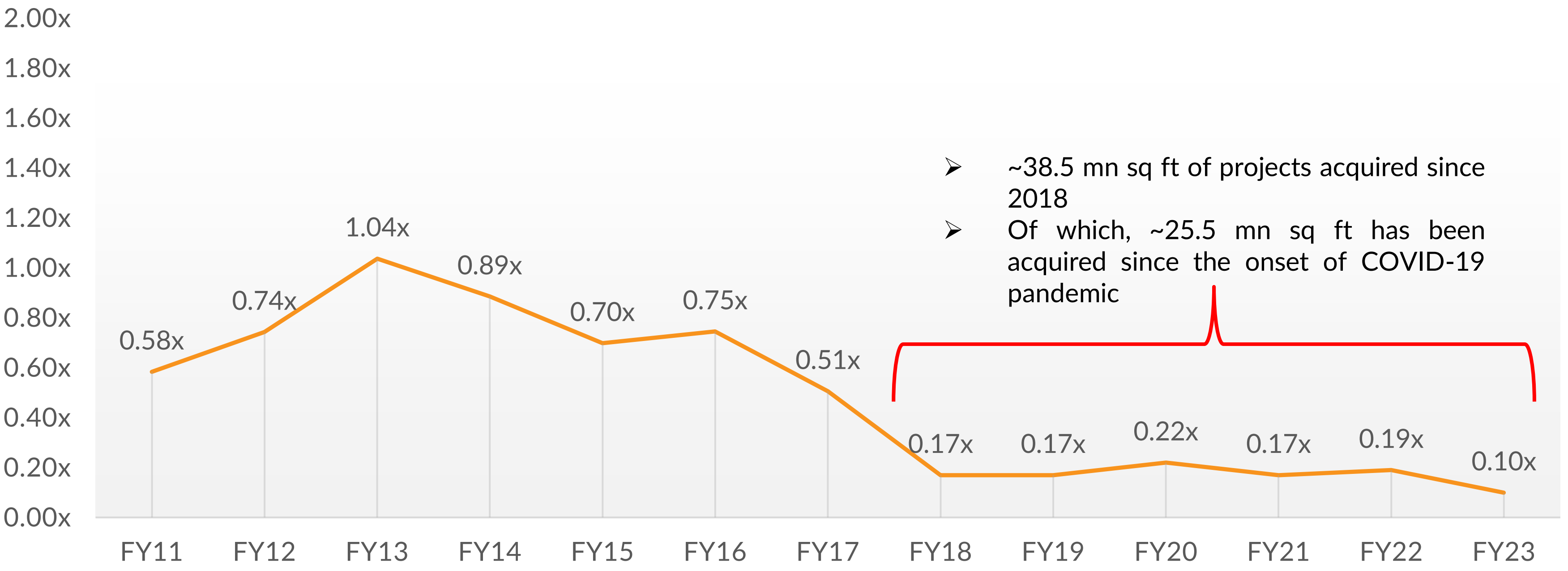
- RESEARCH BASED ACQUISITIONS
- ABILITY TO PREDICT GROWTH AREAS AHEAD OF THE CURVE
- ACQUISITIONS DONE DURING PEAK RECESSIONS



Net Debt/Equity @0.10x at the end of Q4 FY23 highlights fiscal discipline

Net Debt/Equity discipline

- Despite acquisitions of 38.5 mn sq ft since 2018, Net D/E decreased from 0.17x in FY18 to 0.10x in FY23



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6 (Six) Growth Engines of Sunteck

1 Signature, Signia, BKC

GDV	~Rs. 1,500 cr

2 Sunteck City, ODC, Goregaon

GDV	Rs. 5,900 cr

3 Sunteck World, Naigaon

GDV	Rs. 4,500 cr

4 Sunteck Beach Residences (SBR), Vasai

GDV	~Rs. 4,400 cr

5 Sunteck Skypark, Mira Road

GDV	~Rs. 2,400 cr

6 Kalyan

Sunteck World

Aspirational Luxury Residences

GDV	~Rs. 9,000 cr

Our Growth Engines

Pre-sales growth multiple to improve

FY2022	FY2023	FY2024E
		*To Be Launched
		+ 6 *Kalyan
	**Launched Towards The End of Q42023 (End of March 2023)	
	+ 5 **Sunteck SkyPark	5 Sunteck Skypark, Mira Road
	+ 4 Sunteck Beach Residences (SBR), Vasai	4 Sunteck Beach Residences (SBR), Vasai
3 Sunteck World, Naigaon	3 Sunteck World, Naigaon	3 Sunteck World, Naigaon
2 Sunteck City, ODC, Goregaon	2 Sunteck City, ODC, Goregaon	2 Sunteck City, ODC, Goregaon
1 Signature, Signia, BKC	1 Signature, Signia, BKC	1 Signature, Signia, BKC
<u>FY2022</u> Pre-Sales: 1303 cr.	**<u>FY2023</u>** Pre-Sales: 1602 cr.	**<u>FY2024E</u>**

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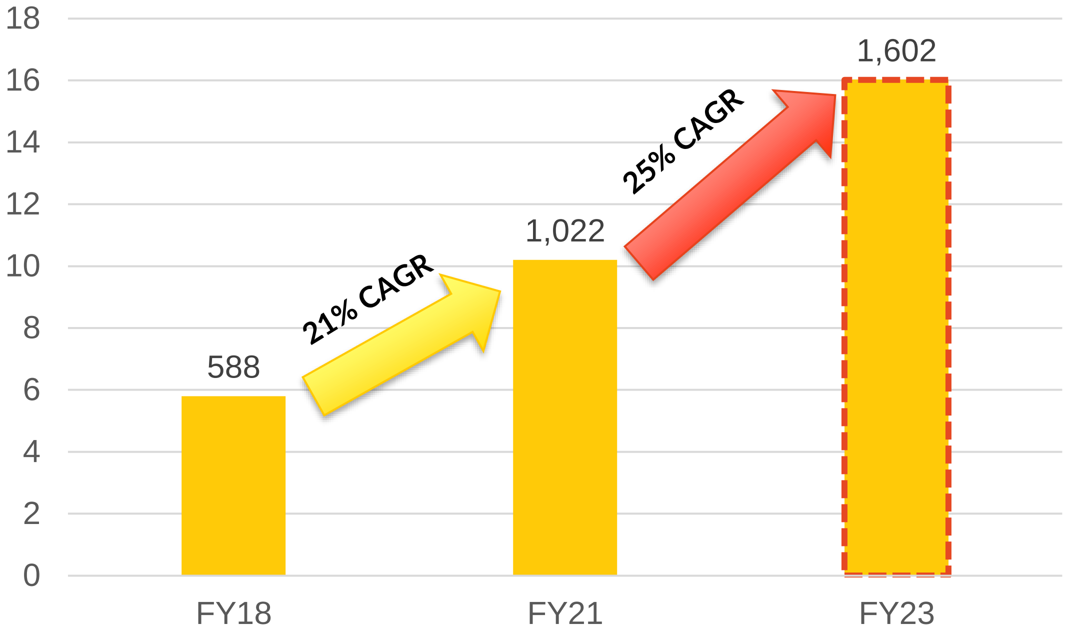
Pre-sales growth multiple to improve

On the back of new project launches

- **The company has achieved a pre-sales CAGR of 22% between FY18 and FY23.**



Rs 1 cr = Rs 10 mn

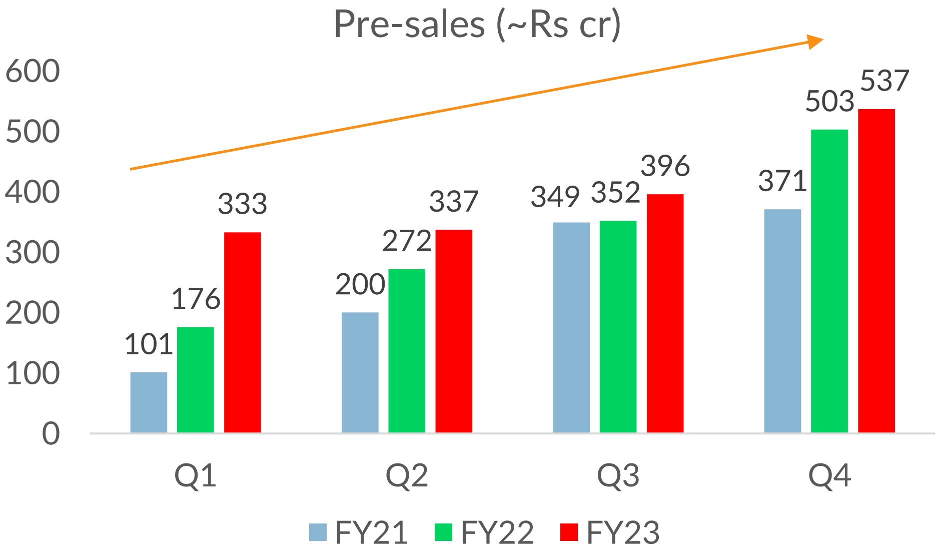
All figures are in Rs. Crores. Subject to material variances due to business risks, market risks and other risks

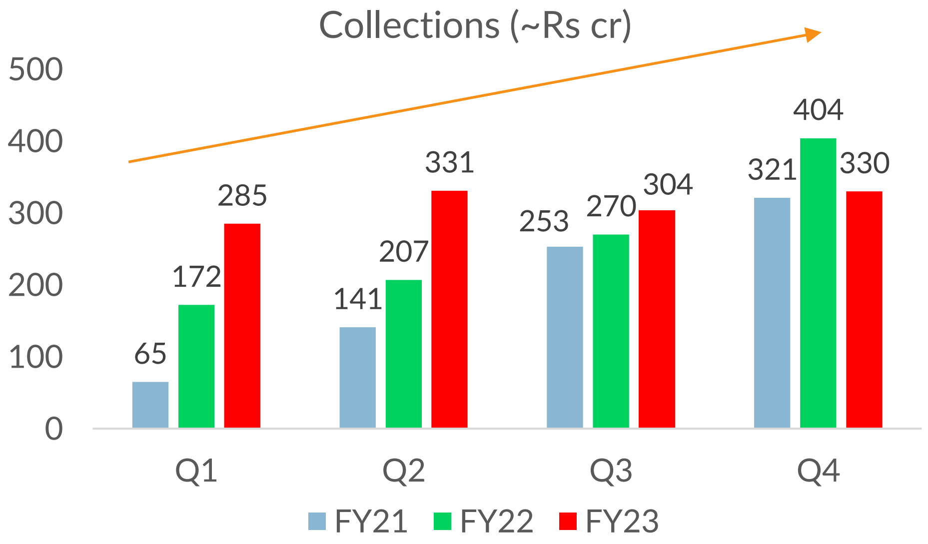
Key Numbers

Operational Performance and Financial Statements

Operational Performance Trend (Quarter-wise)

Both pre-sales and collections are GROWING STRONGLY on a sequential (quarterly) as well as yearly basis





Rs 1 cr = Rs 10 mn

Operational Performance (Pre-sales Segment-wise)

Pre-sales registering growth of 23% YoY

Segment	Projects	Q4 FY23 (~Rs cr)	FY23 (~Rs cr)
Uber Luxury	Signature, Signia	76	76
Upper Mid-income	Sunteck City, SBR, Sky Park	360	1,193
Lower Mid-Income	Sunteck World	66	223
Others	Sunteck	35	110
Total		**537**	**1,602**

Rs 1 cr = Rs 10 mn

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Operational Performance (Collections Segment-wise)

The **collections** mix for the quarter is broad-based with all segments performing well.

Segment	Projects	Q4 FY23 (~Rs cr)	FY23 (~Rs cr)
Uber Luxury	Signature, Signia	47	179
Upper Mid-income	Sunteck City, SBR	97	360
Lower Mid-income	Sunteck World	121	588
Others	Sunteck	65	122
Total		**330**	**1,250**

Rs 1 cr = Rs 10 mn

Robust operational cash flows (OCF)

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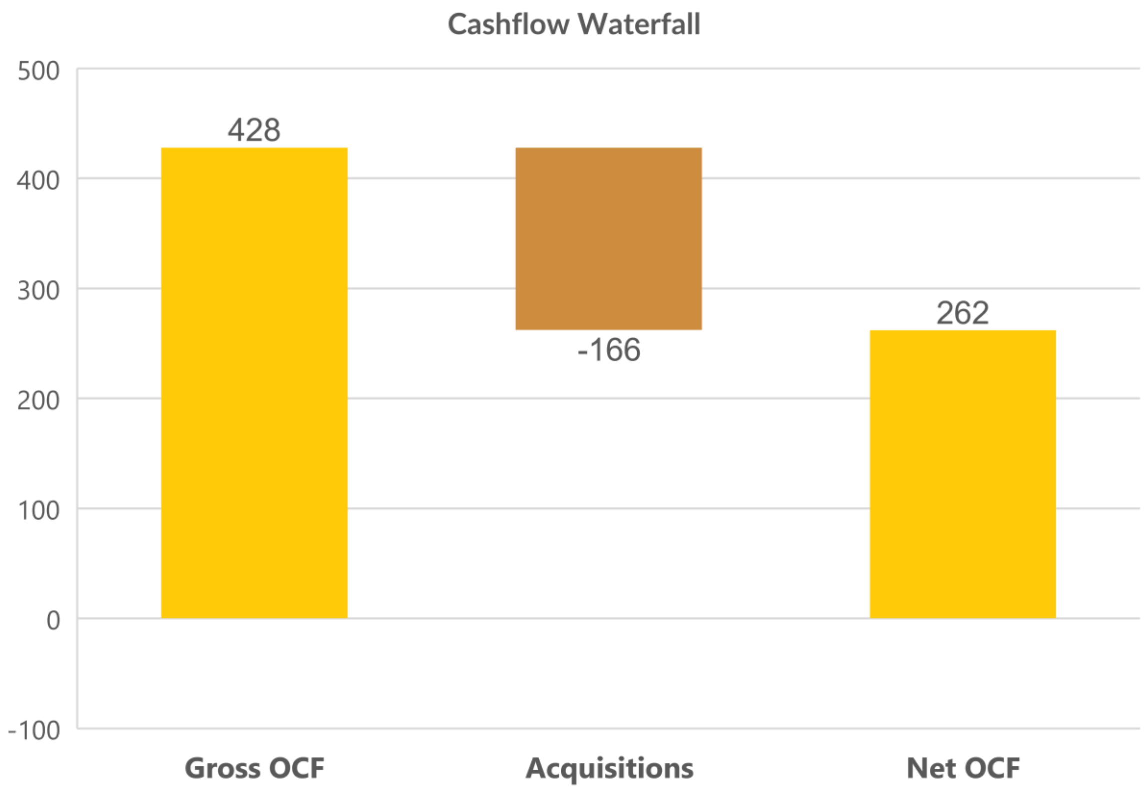
~Rs 428 cr operating surplus generated in FY23 – *used in Business Development/Acquisitions, debt reduction and advance premium payment*



Rs 1 cr = Rs 10 mn

Robust operational cash flows

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~Rs 948 cr operating surplus generated in 3 years – *used in Business Development/Acquisitions, debt reduction and advance premium payment*

~Rs 428 cr of operating cash flow surplus generated in FY2023

Particulars	FY 2021	FY 2022	FY 2023
OPERATING CASH FLOW			
Total Operating Cash Flow Surplus	***281***	***239***	***428***
*Less: Landowner / JDA cost**	-30	-68	-166
*Less: One-time advance payment of approval premiums at 50% rebate**	-	-202	-
Net cash flow – Operating Activities	***251***	***-31***	***262***
INVESTING CASH FLOW			
- Business Acquisition, Interest, Dividends, Investments & Others	50	33	-16
Net cash flow – Investing Activities	**50**	**33**	**-16**
FINANCING CASH FLOW			
- (Repayment) / Drawdown of Loans	-197	133	-164
- Others	-99	-87	-97
Net cash flow – Financing Activities	***-297***	***46***	***-261***

**Part of Working Capital Changes – includes business development*

Rs 1 cr = Rs 10 mn

Strong Balance Sheet

As on 31st March, 2023, the consolidated net debt to equity is amongst the strongest at 0.10x.

Particulars	As on 31st Mar, 23
Total Debt (~Rs cr)	**593**
Less: Cash & Bank Balance	158
Less: Loans to JDA partners	155
Net Debt	**280**
Net Worth	2,788
Net Debt / Equity	**0.10**
Quasi-Equity and Others*	93
Adjusted Net Debt	373
Adj. Net Debt / Equity	0.13

**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

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Key Financials

- In FY23, Revenue from operations stood at Rs 362 cr (Rs 3,624 mn)
- EBITDA for FY23 stood at Rs 64 cr (Rs 642 mn)
- EBITDA margin stood at ~18% for FY23
- PAT for FY23 stood at Rs 1.4 cr (Rs 14 mn)

Particulars	**Q4 FY23**	Q3 FY23	Q4 FY22	**FY23**	**FY22**
Revenue from Operations	**49**	89	156	**362**	**513**
EBITDA	**-9**	18	6	**64**	**95**
Operating Margin	**NM**	**20%**	**4%**	**18%**	**19%**
Net Profit	**-28**	2	-4	**1.4**	**25**

**Company follows project completion method of accounting*

Rs 1 cr = Rs 10 mn

Key Financials

BALANCE SHEET – FY23 (Consol)			
Liabilities	**Rs Cr**	**Assets**	**Rs Cr**
Networth	2,788	Receivables	150
Borrowings	685	Inventories	5,725
Other CL	3,517	L & A	230
Others	264	Cash & Bank	158
Provisions	5	Others	996
Total	**7,259**	**Total**	**7,259**

Rs 1 cr = Rs 10 mn

Superior Credit Rating

- Sunteck has Top Tier Credit Profile which is a Testimonial for its Strong Fundamentals.

India Ratings & Research A Fitch Group Company	**AA- / Positive**
CareEdge	**AA- / Positive**

- Key Rating drivers are –
  - Healthy track record in real estate development in MMR
  - Adequate committed cash flow visibility
  - Prudent Financial Policies; Strong Credit Metrics
  - Prudent cash flow management with adoption of asset light JDA model for new projects
  - Price-Point diversity; Locational Advantage
  - Low Execution Risk

Key Company Details

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Shareholding Pattern

Shareholder Type	December-2022	March-2023
Promoters*	67.1%	67.2%
FIIs & DIIs	25.2%	25.6%
Others	7.7%	7.2%
Total	100.0%	100.0%

**Nil shares are pledged*

- Market Cap - ~Rs. 4,274 crore / ~ US$ 534 million (25th May, 2023)

US$ 1 = ~Rs 80

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Board of Directors

200+ years of combined experience across real estate, banking & finance, law & compliance

	**Kamal Khetan** CMD	*~3 decades of experience in the Real Estate industry. Formulate corporate strategy, acquisition, execution & diversification plans.*
	**Atul Poopal** Executive Director	*>3 decades of experience in the field of civil engineering, development regulations and project assessments.*
	**Rachana Hingrajia** Director	*~2 decades of experience in corporate law compliances. Additionally, Company Secretary of Sunteck Realty.*
	**V P Shetty** Independent Director	*Has held C&MD position in UCO, Canara and IDBI Bank. Over 4 decades of experience in Banking.*
	**Mukesh Jain** Independent Director	*>4 decades of experience in Banking, Real Estate and Insolvency. Presently, practicing law.*
	**Chaitanya Dalal** Independent Director	*>3 decades of experience in audits including Statutory and CAG audits. Practicing CA.*
	**Sandhya Malhotra** Independent Director	*~2 decades of experience in corporate law compliances. Active involvement in human rights and CSR matters.*

Completed Residential Projects (11 projects)

10 projects delivered completed till FY22

1. Signature Island, BKC

2. Signia Isles, BKC

3. Signia Pearl, BKC

4. Signia High, Borivali E

5. Signia Oceans, Airoli

6. Signia Skys, Nagpur

7. Sig. Waterfront, Airoli

8. Gilbird Hill, Andheri W

9. S. City Avenue 1, ODC

10. S. City Avenue 2, ODC

Completed Residential Projects (11 projects)

~2 mn sq ft - Sunteck West World, Naigaon completed in FY23

11. Sunteck West World, Naigaon

Sunteck West World

NAIGAON

Edge PRE-CERTIFIED

Sunteck

Completed Commercial Projects (5 projects)

Sunteck Pinnacle (DMart) and Sunteck Crest completed in 2023

12. Sunteck Center, Vile Parle

13. Sunteck Kanaka, Goa

14. Sunteck Grandeur, Andheri E

15. Pinnacle (DMART), ODC

16. Sunteck Crest, Andheri E

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Ongoing Projects - Residential

~5 mn sq ft (8 projects) of execution underway across segments (5 residential + 3 commercial)

1. Sunteck Maxx World, Naigaon

Edge
PRE-CERTIFIED

2. Sunteck City 4th Avenue, ODC Goregaon W

Edge
PRE-CERTIFIED

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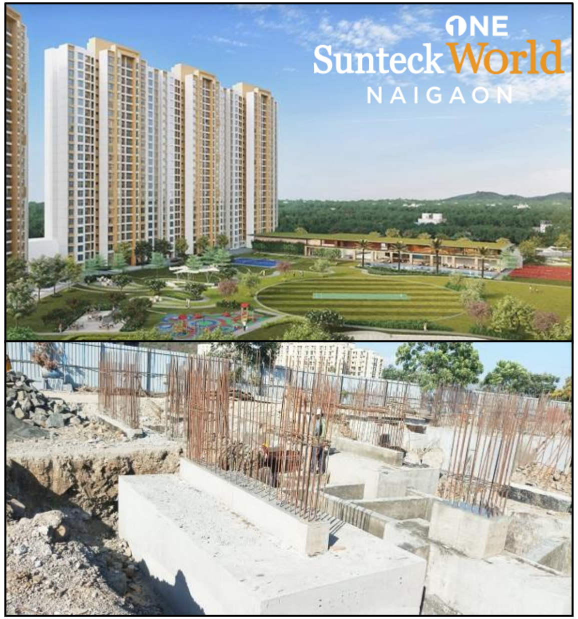
Ongoing Projects - Residential

~5 mn sq ft of execution underway across segments (5 residential + 3 commercial)



3. Sunteck One World, Naigaon

4. Sunteck Beach Residences, Vasai W

5. Sunteck Sky Park, Mira Rd.

Ongoing Projects - Commercial

~5 mn sq ft of execution underway across segments (5 residential + 3 commercial)

6. Sunteck BKC 51, BKC Jn.

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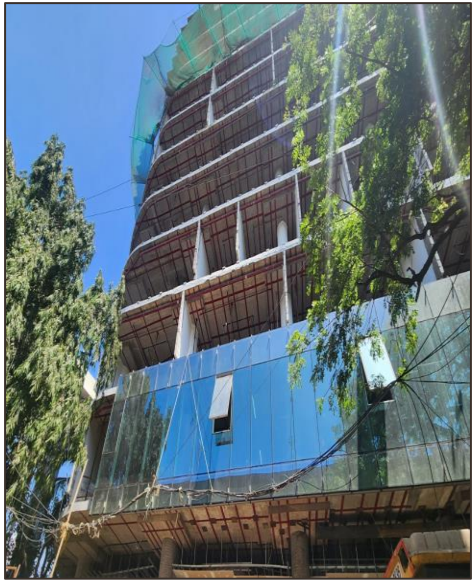

7. Sunteck Icon, BKC Jn.

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8. Sunteck Pinnacle 1, ODC

ESG & Awards

Embarking on the ESG Journey

> With these certifications Sunteck reinforces its promise to delivering world-class properties that are luxurious and environmentally sustainable.

> As an **EDGE Green Building Champion**, Sunteck is recognized for leading the green building certification and its efforts to reduce carbon emissions, conserve natural resources, and create healthier living & working spaces.

Green Building Initiatives

- > ***Four*** of Sunteck prestigious projects, **4th Avenue, SunteckCity, ODC Goregaon; Sunteck Maxxworld & Sunteck ONEWorld, Naigaon and Sunteck Beach Residences (SBR), Vasai** has been awarded with EDGE (Excellence in Design for Greater Efficiencies) Precertifcation (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 Operations and Maintenance V 4.1 : Existing Building GOLD certification by US Green building council

Awards & Recognitions

1. Sustainable Initiative of the Year 2023
2. Sustainable Best Initiative of the Year 2023 – Go Green

Best ESG Initiative of the Year - Year 2022

Best ESG Initiative to improve biodiversity impact reduction

Thank You

ir@sunteckindia.com