

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: Investor Presentation on Q4 & Full Year FY 2025 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 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 Hingarajia
Company Secretary
Encl: a/a

A solid orange horizontal bar.

Sunteck Realty Limited

Investor Presentation

Q4 & Full Year FY2025

May 2025

Disclaimer

By attending the meeting where this presentation is made and any additional material is provided ("Presentation") or by reading the Presentation, you ("Recipient"), agree to be bound by the following limitations. This Presentation has been prepared on the basis of the estimates of the management of Sunteck Realty Limited (the "Company" or "Sunteck"), for the sole and exclusive purpose of providing information to the Recipient about the Company and its business, and is not and should be construed to be, directly or indirectly, an offer and / or an invitation and / or a recommendation and / or a solicitation of an offer to buy or sell any securities of the Company in any jurisdiction, nor shall part, or all, of this Presentation form the basis of, or be relied on in connection with, any contract or binding commitment or investment decision in relation to any securities of the Company. No offering of securities of the Company will be made except by means of an offering document containing detailed information about the Company. Securities may not be offered or sold in the United States unless they are registered or exempt from registration requirements under the U.S. Securities Act of 1933, as amended. There will be no offer of securities in the United States.

The distribution of this Presentation in certain jurisdictions may be restricted by law and persons into whose possession this Presentation comes should inform themselves about and observe any such restrictions. This Presentation is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose without the prior written consent of the Company. The information in this Presentation is being provided by the Company solely for the purposes set out herein and is subject to change without notice. Further, this Presentation does not purport to be all-inclusive or necessarily include all the information that the Recipient desires in its evaluation of the Company. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.

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, 2025 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 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*



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

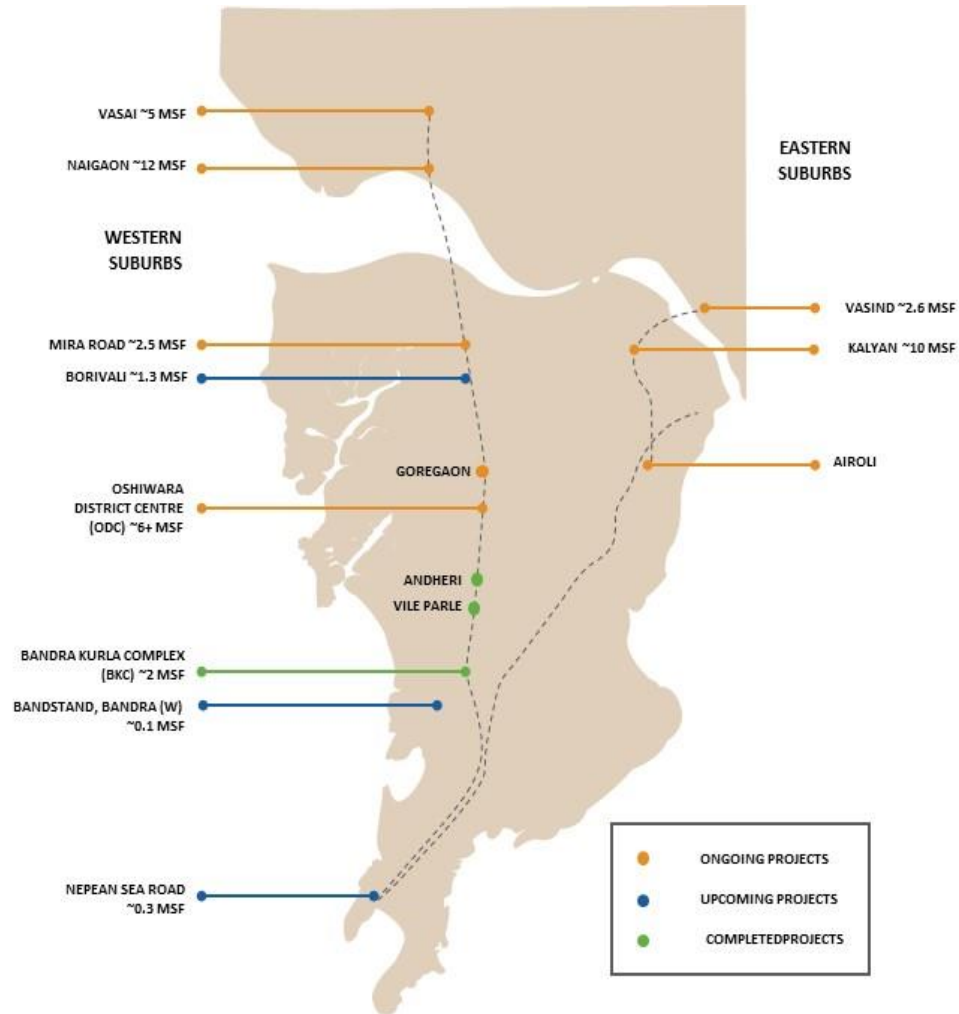


Well-timed capital allocation with JDA & outright model

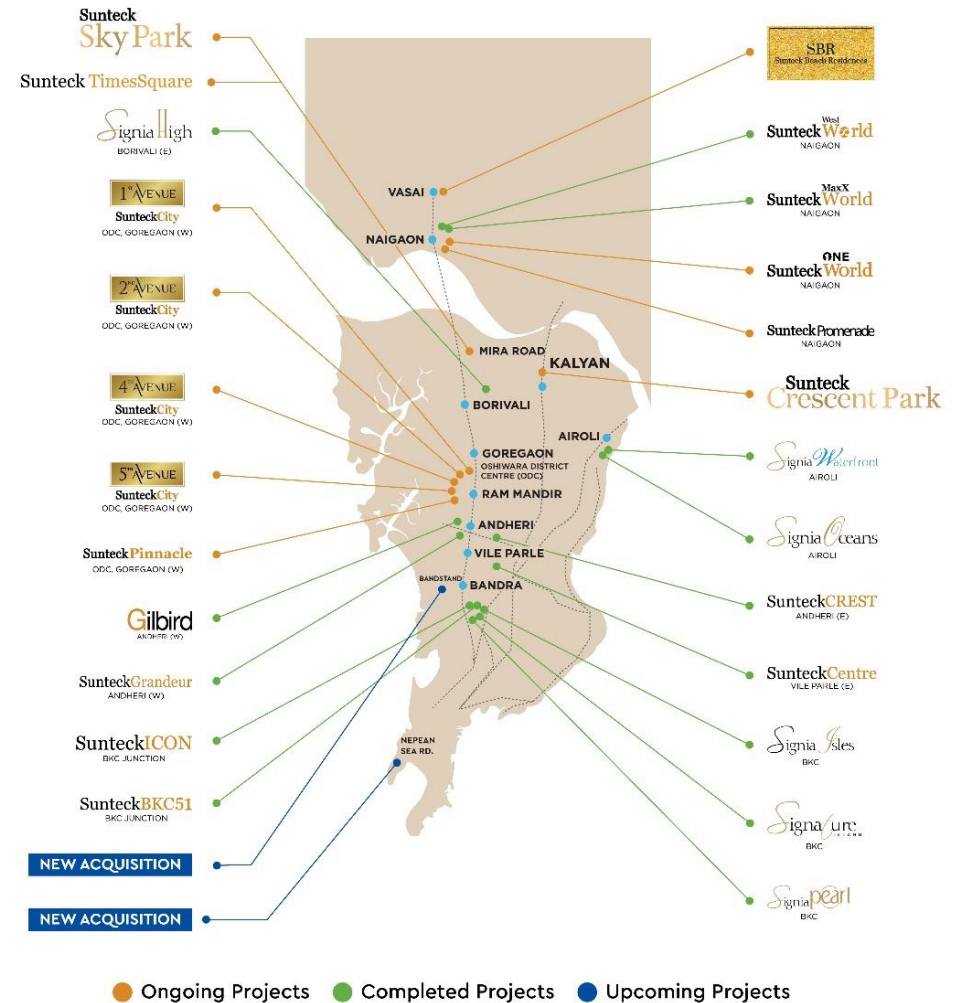
Strong Foothold in MMR Market

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

By Location Volume



By Project Brands

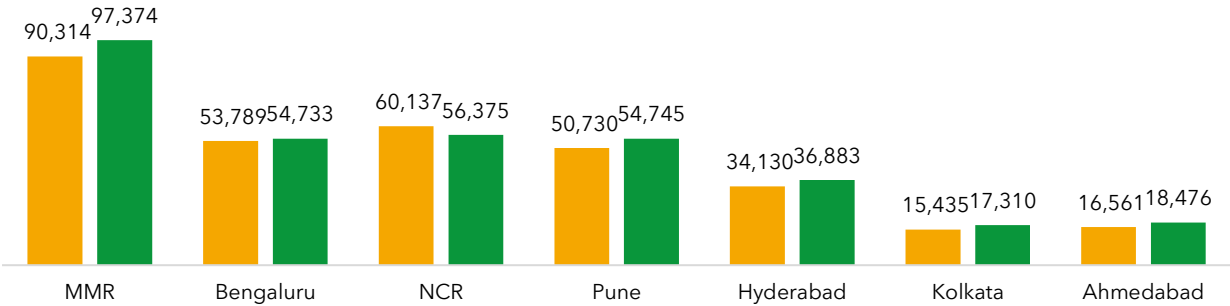


1

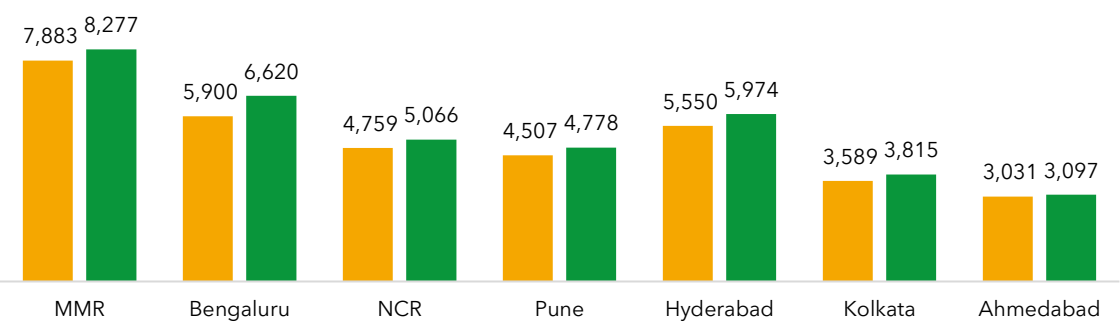
Strong Foothold in MMR market

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

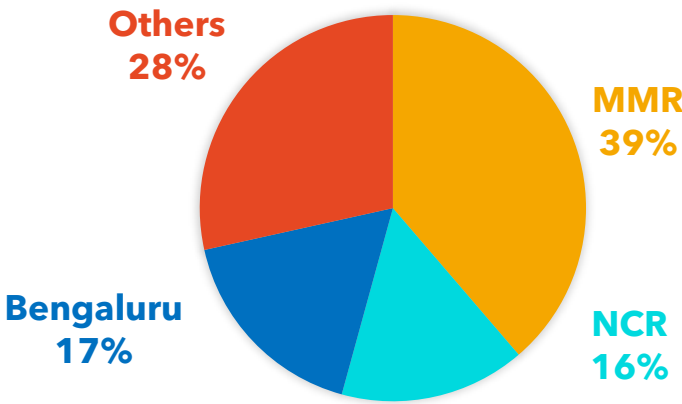
NUMBER OF UNITS SOLD IN - FY24 & FY25



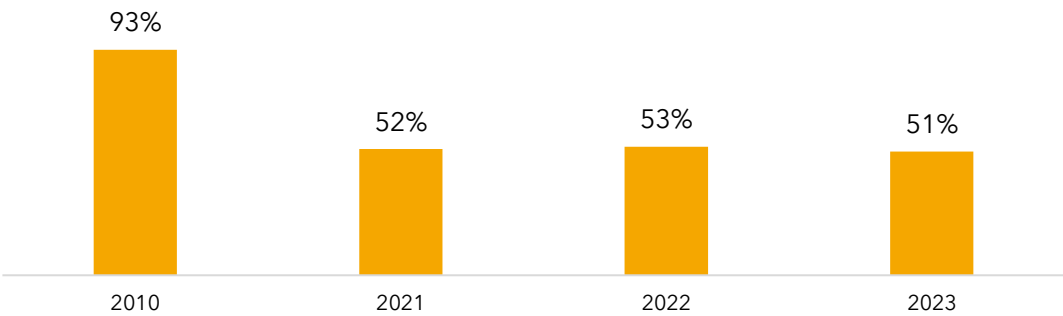
INR/SQ FT - CY23 & CY24



MARKET SHARE BY VALUE



MMR AFFORDABILITY MATRIX



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)

SunteckCity

Sunteck
Sky Park

Aspirational Luxury

(Lower Mid-Income)

SunteckWorld

Marquee Luxury

(Beach Residences)

SBR

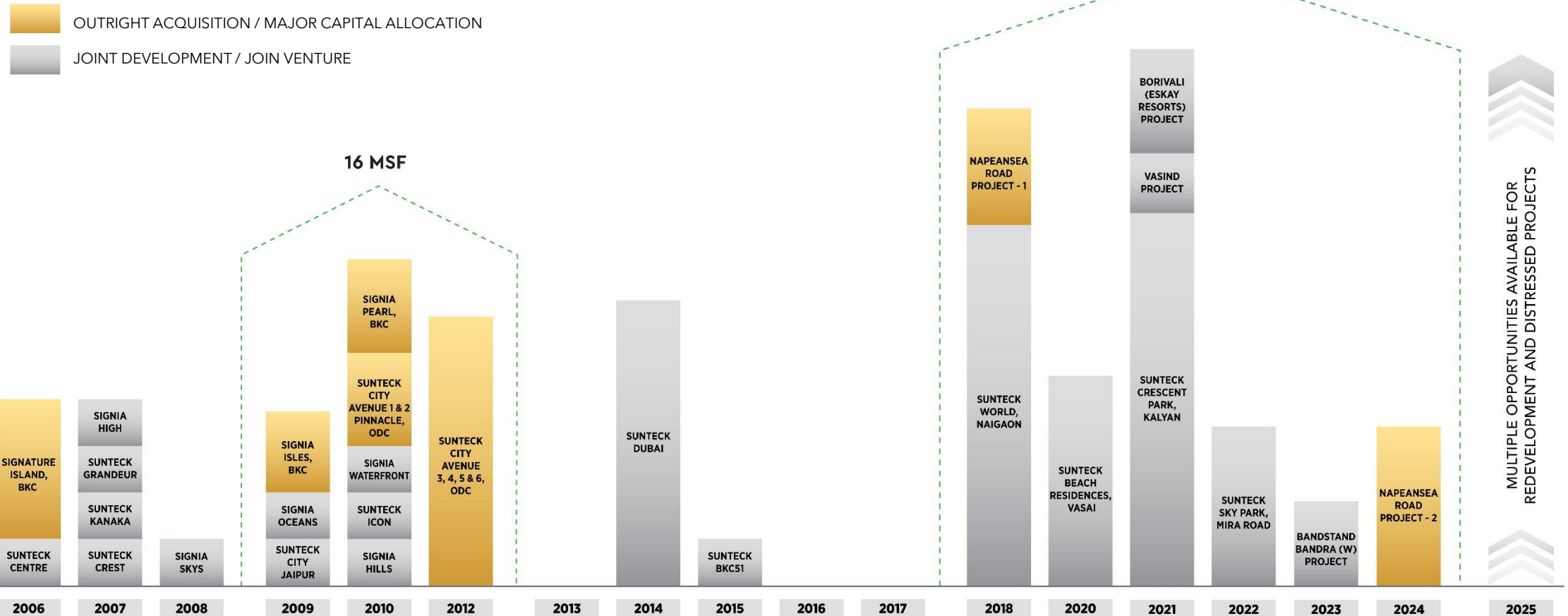
Sunteck Beach Residences

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



3

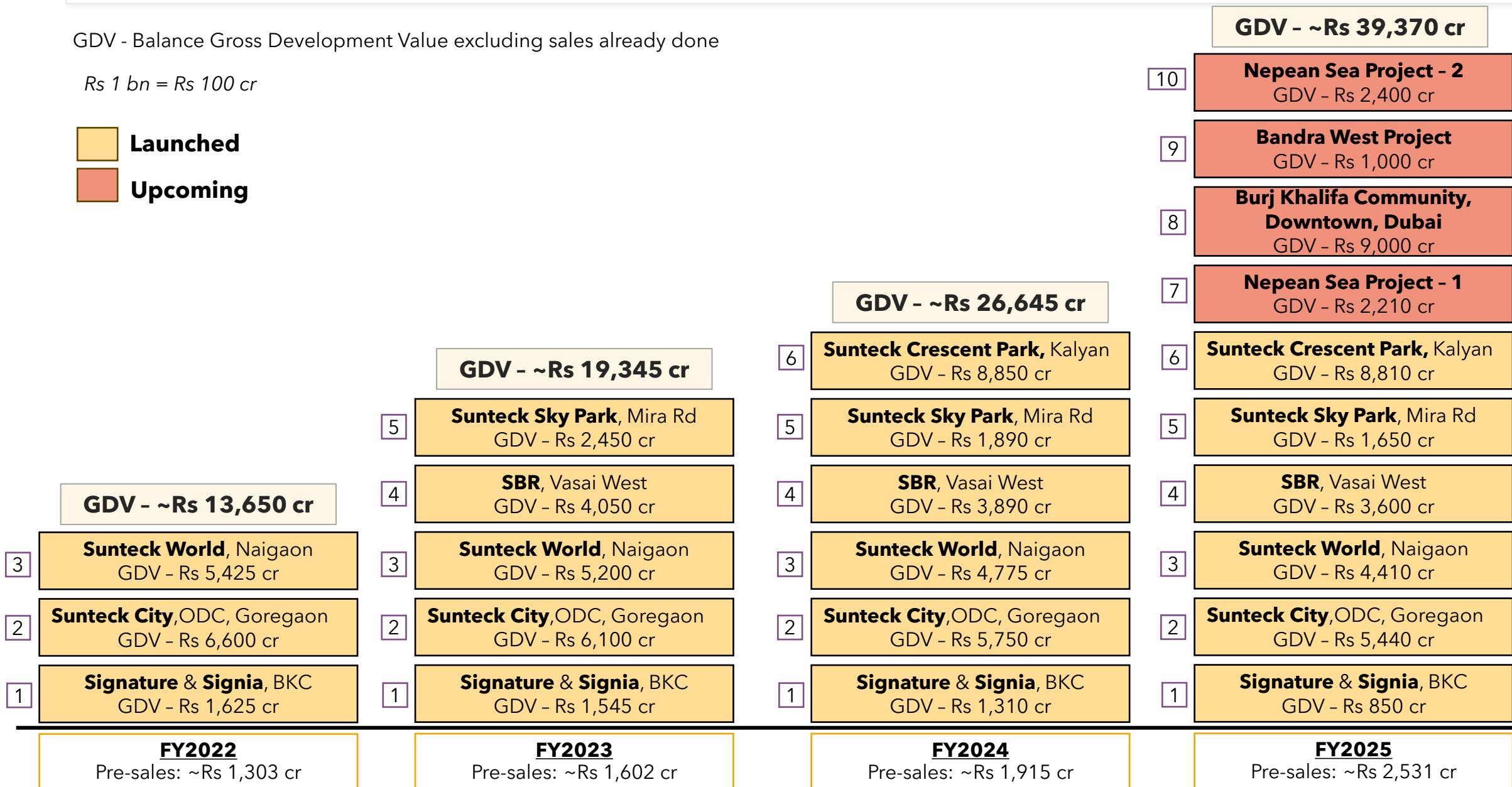
Gross Development Value (GDV)

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



3

Diverse portfolio across micro-markets

Portfolio Split - GDV: Rs. 39,370 cr

Uber Luxury

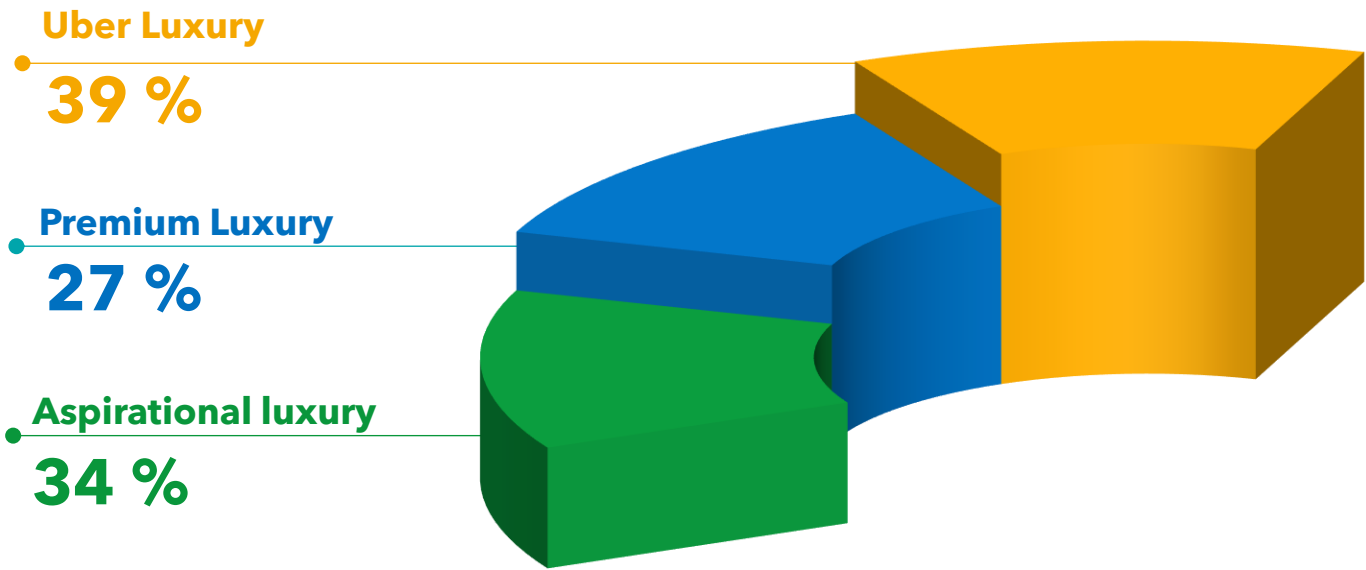
- Projects:**
 Signature Island, Signia Isles & Signia Pearl - BKC
 Nepean Sea
 Downtown Dubai
 Bandra West

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



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

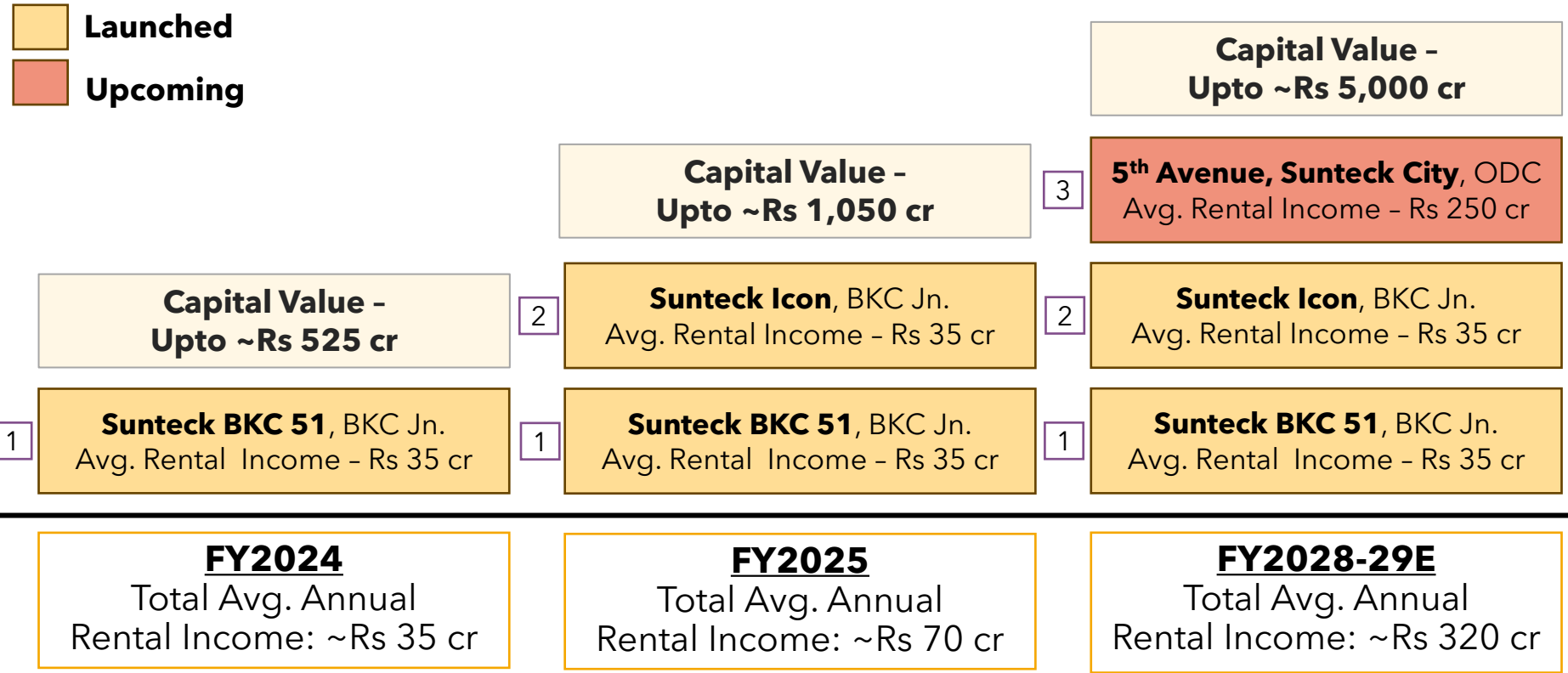
4

Expanding Annuity Income Portfolio

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

Sunteck 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%



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**

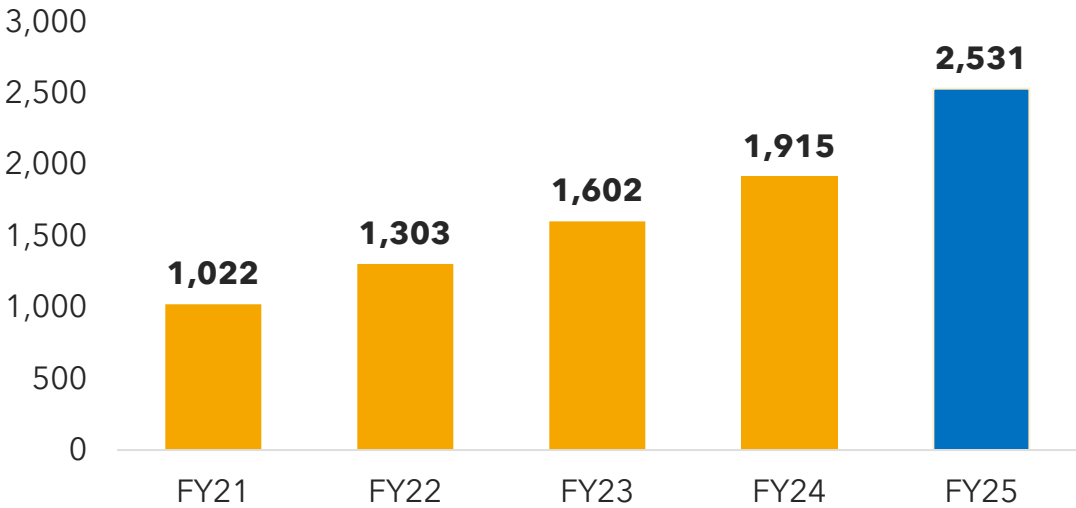
5

Strong Financial Performance

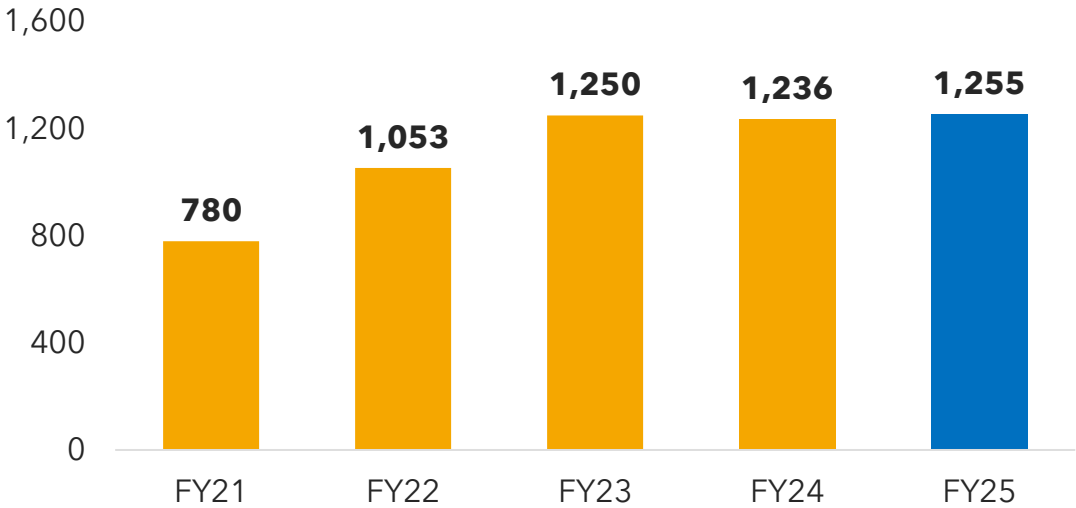
Pre-sales and Collections registering strong growth (1/4)

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%

Annual Pre-sales (~Rs cr)



Annual Collections (~Rs cr)

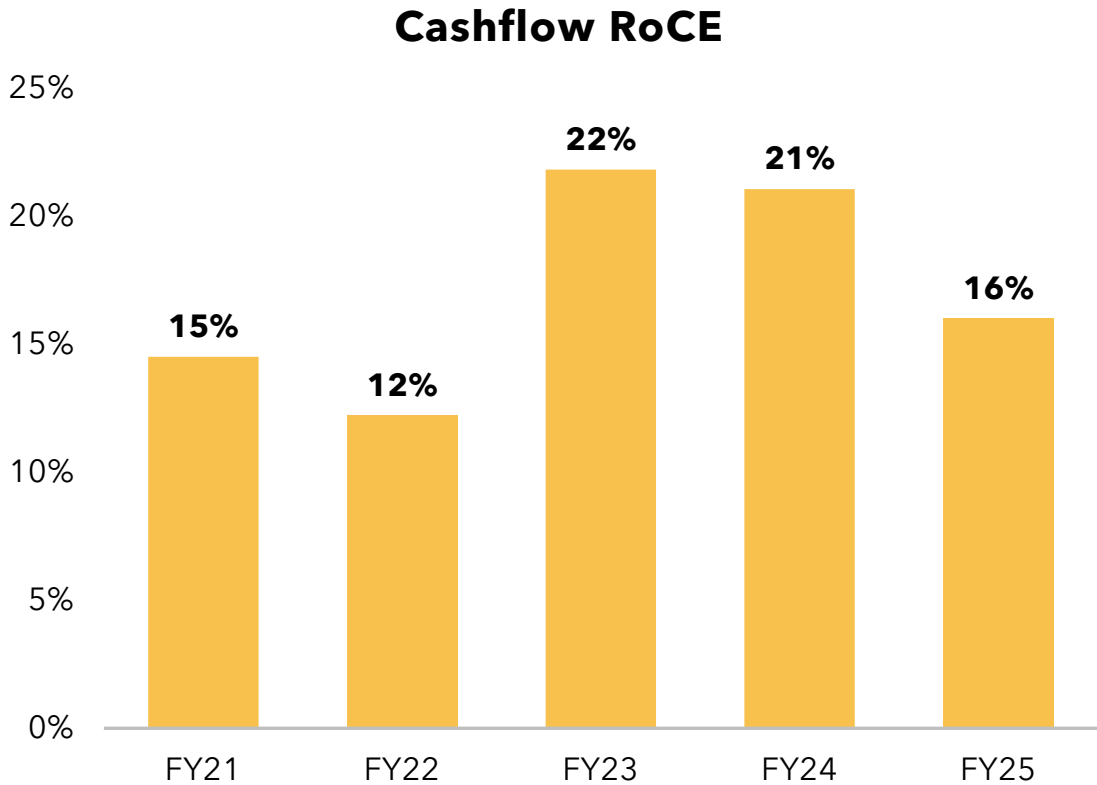
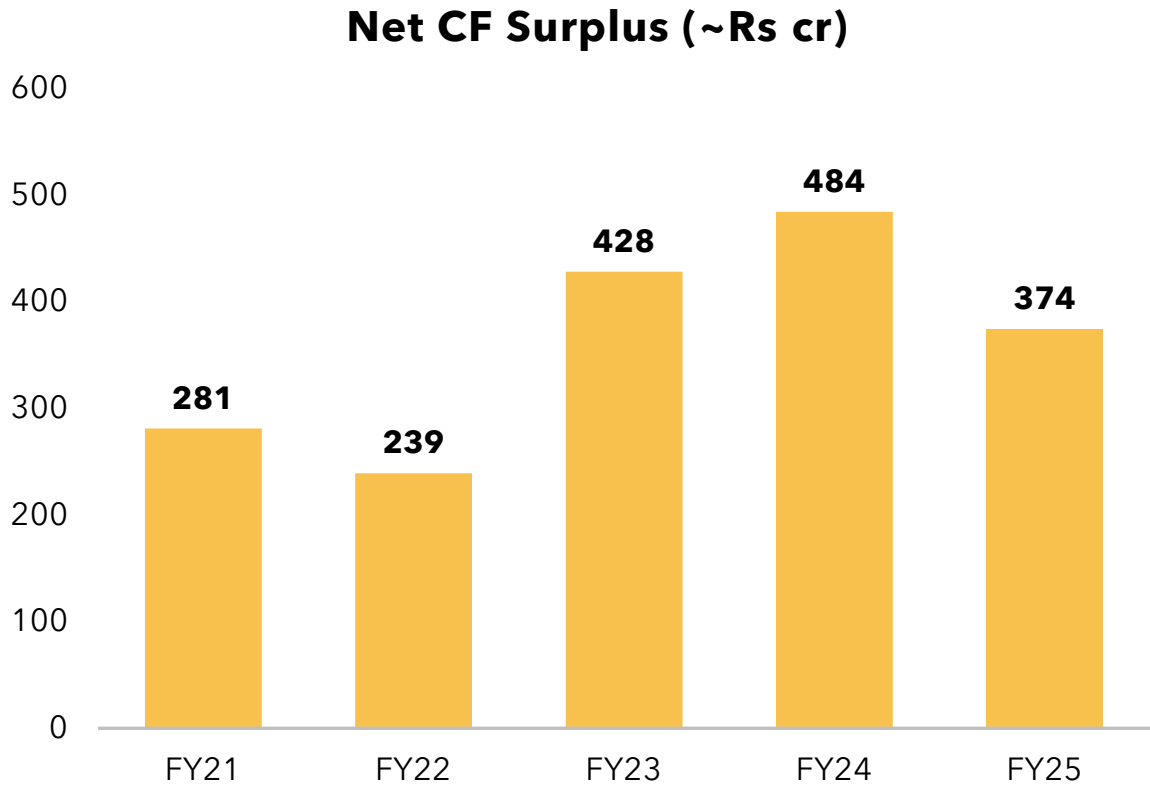


Rs 1 cr = Rs 10 mn

5

Strong Financial Performance

Cashflow RoCE @~16% (2/4)



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

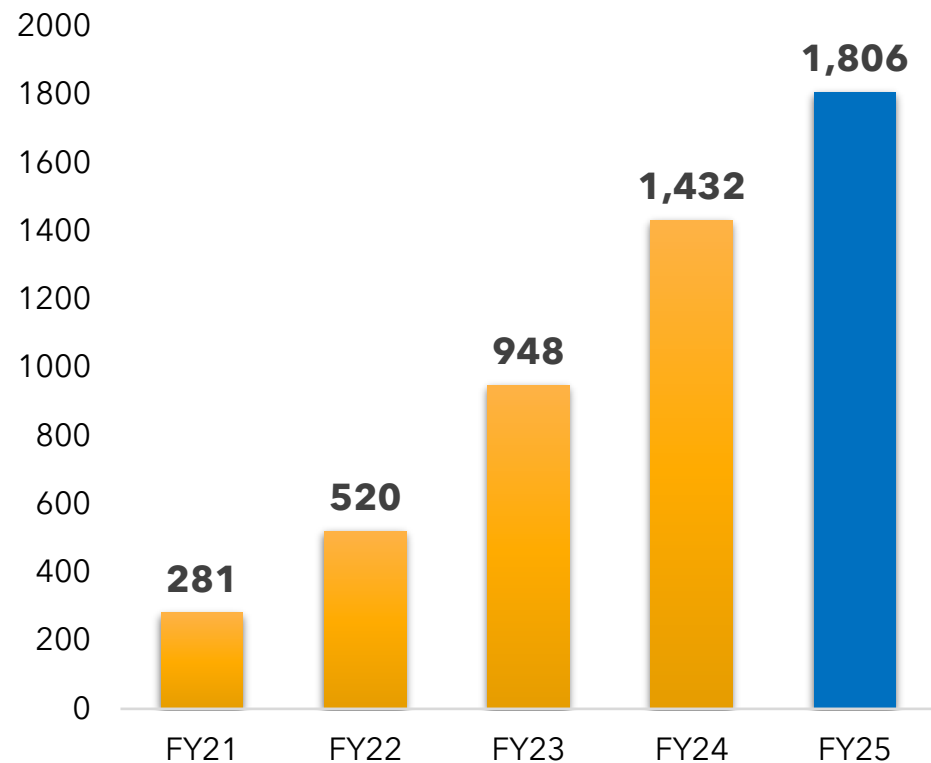
5

Strong Net Cash Flow Surplus

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

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)

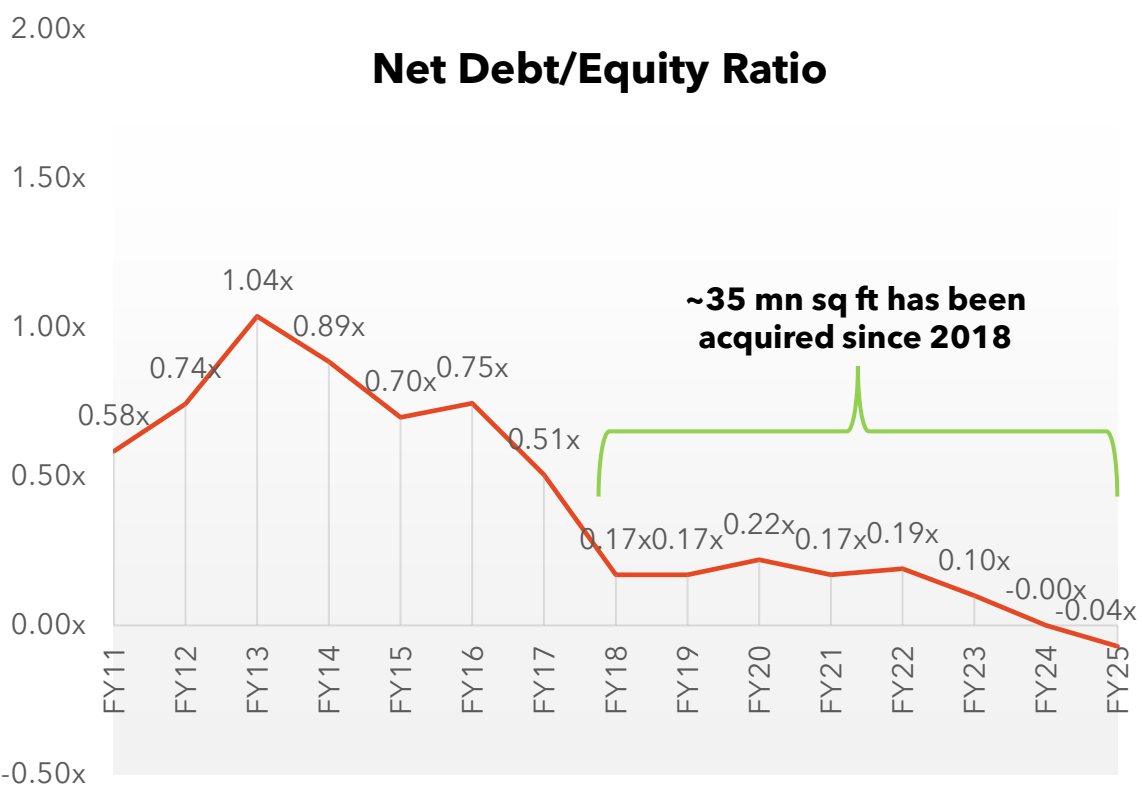


Rs 1 cr = Rs 10 mn

Strong Financial Performance

Net Debt to Equity @ ZERO (Net Cash Positive)
Sunteck's Long-Term Credit Rating at AA from India Ratings (Fitch) (4/4)

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.*

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**

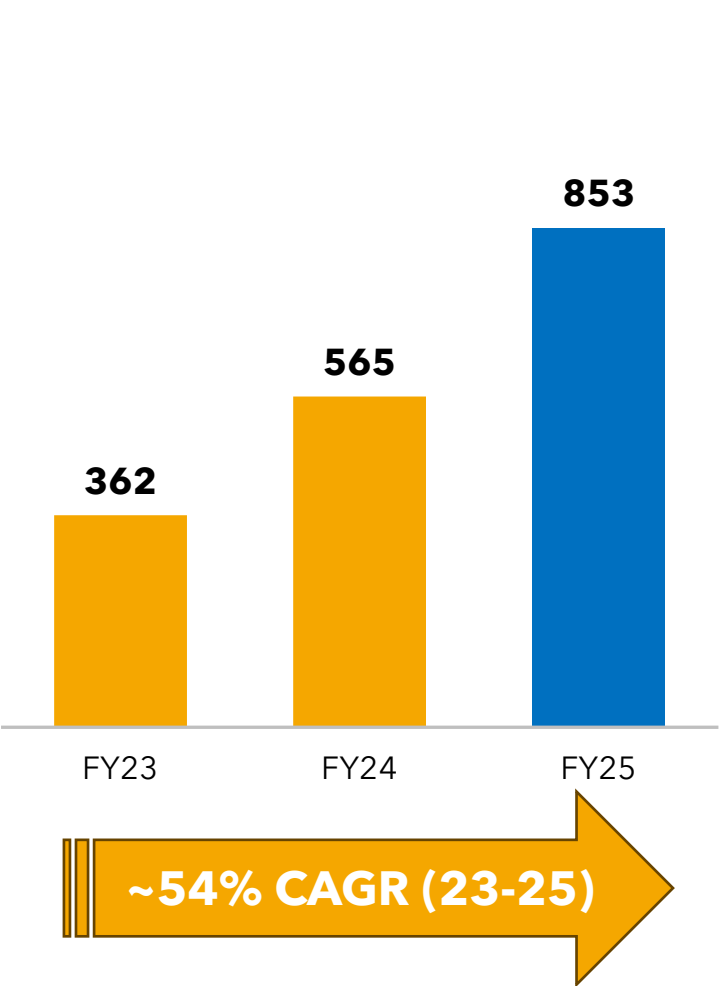
- **Kotak Real Estate Fund (KREF)** has invested in the listed entity in the past
- **KREF** has done multiple PE SPV investment - **Signia Isles, BKC** in **2009** and **Sunteck City, ODC** in **2012**, and exited at **>20% IRRs**



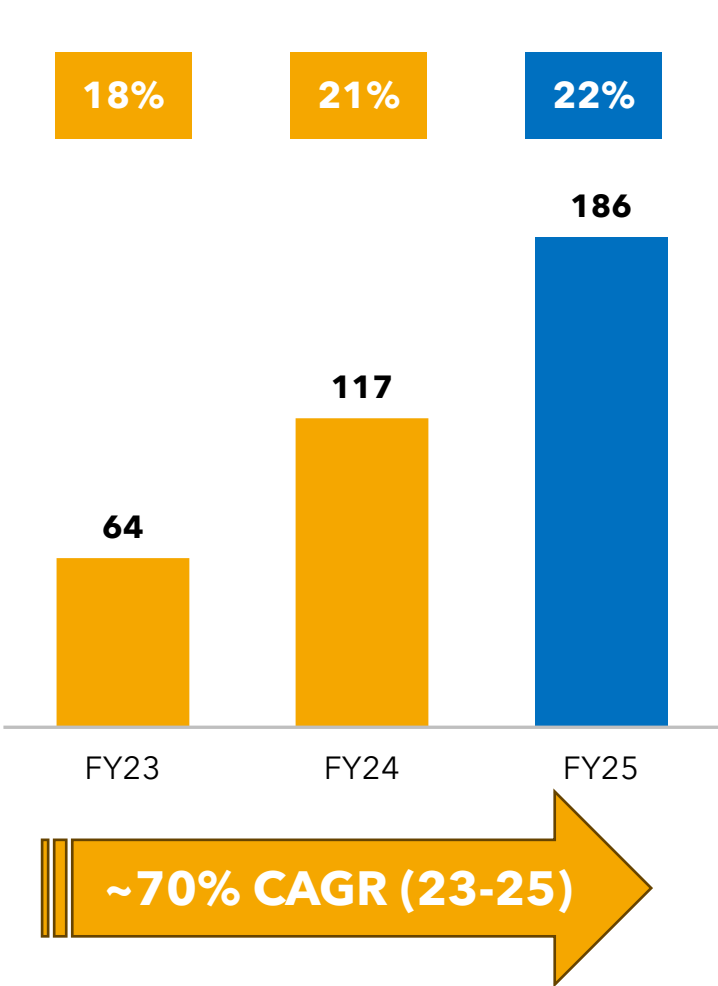
Annexure Q4 & Full Year FY25 Financial Results

Strong Financial Performance

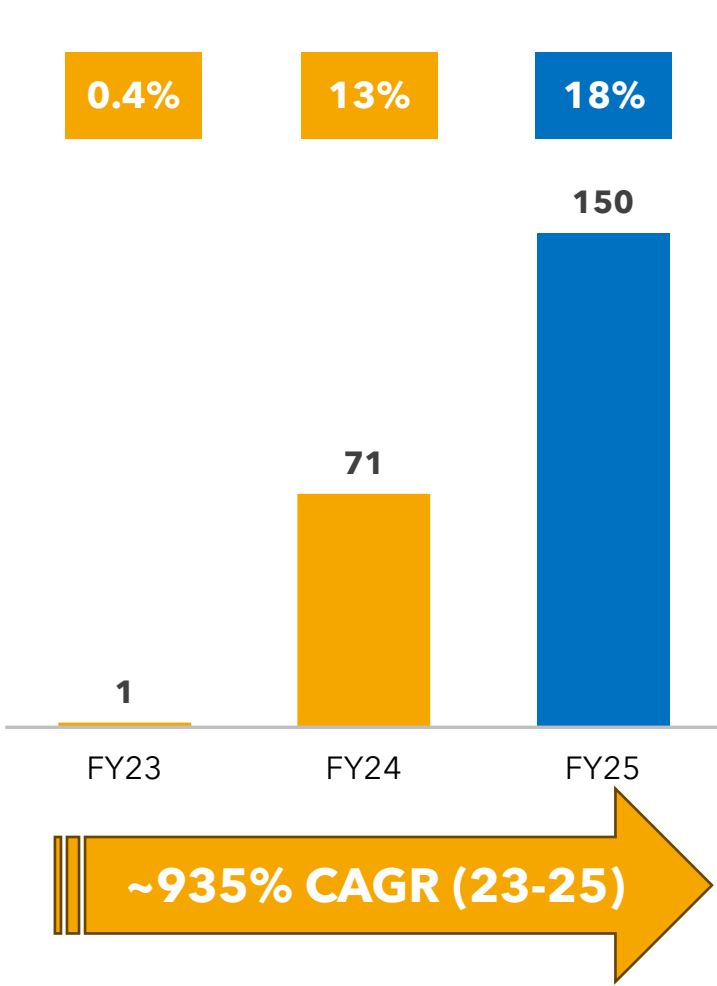
Revenue from Operations



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%	

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

Operational Performance Break-up

	Q4 FY25		FY25	
Segment	Pre-sales (~Rs cr)	Collections (~Rs cr)	Pre-sales (~Rs cr)	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



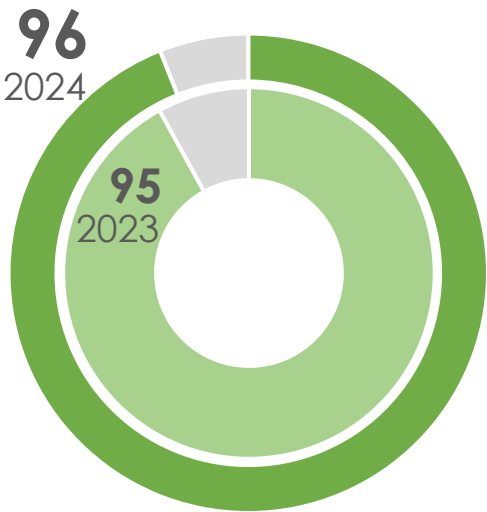
Annexure ESG & Awards



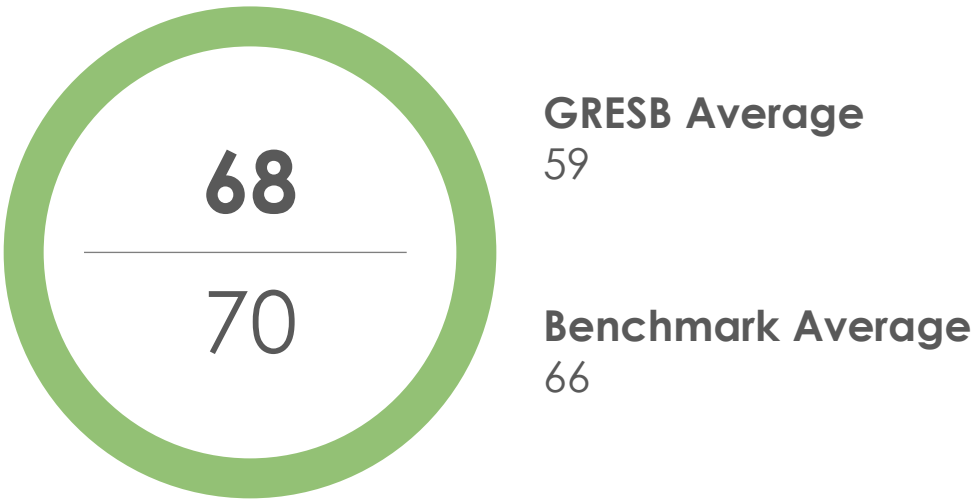
2024 GRESB Development Benchmark Report



Participation & Score



Development Score
Sector Leader award

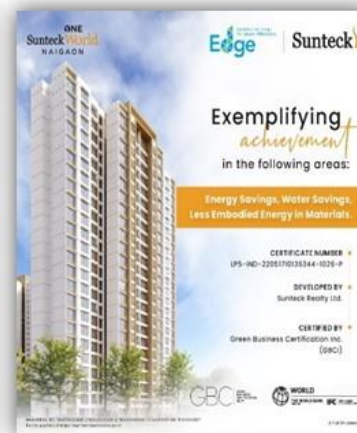
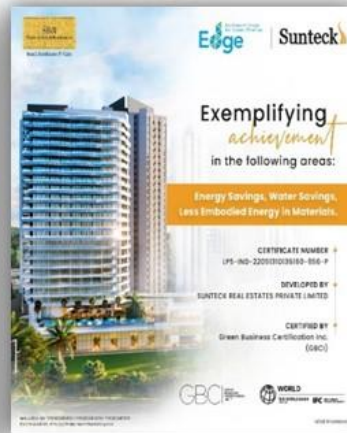
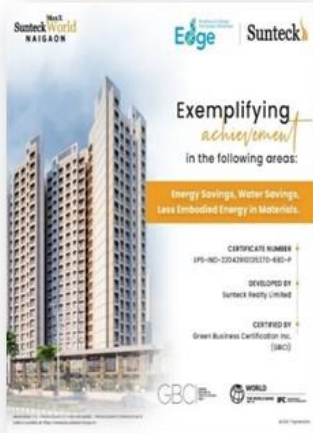


Sunteck Realty has achieved outstanding **GRESB** (Global Real Estate Sustainability Benchmark) **score of 96 for FY24**

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-certification (*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



Thank you
ir@sunteckindia.com
