Sunteck Realty Limited

Q2 & H1FY16 Result Update

November 9, 2015

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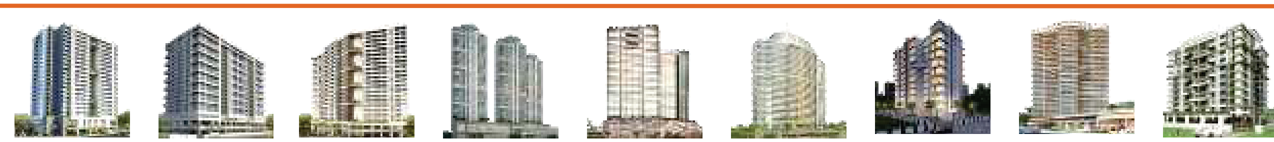
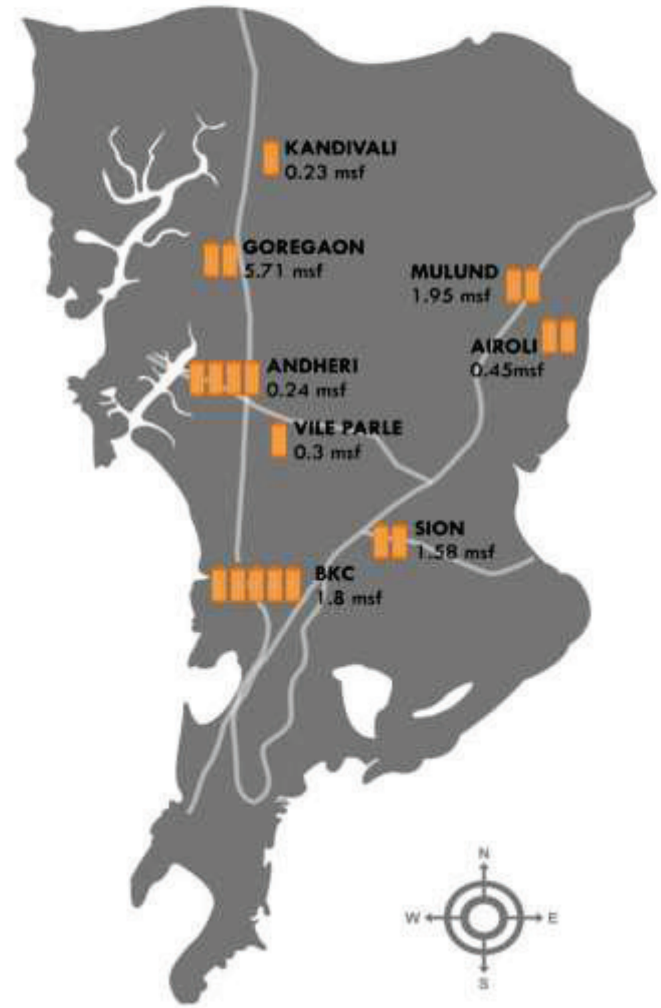
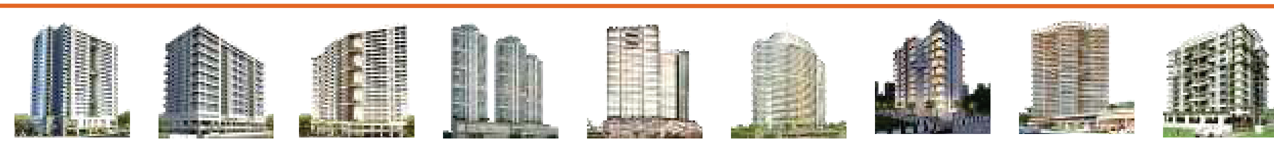


An Insight

- ✓ **Mumbai focused developer**
- ✓ **City-centric acquisitions at Optimum Cost with clear titles**
- ✓ **Premium Positioning**
- ✓ **Expertise in buying low cost land parcels & developing them into high end housing projects**
- ✓ **Project Portfolio – 24 msf spread across 25 projects and 4 rented assets**

OUR PRESENCE





Brand Positioning

BKC Projects are home to 'The Most Celebrated Gentry' of the country

Signature

Ultra luxury residences aimed at high-net worth individuals

Signia

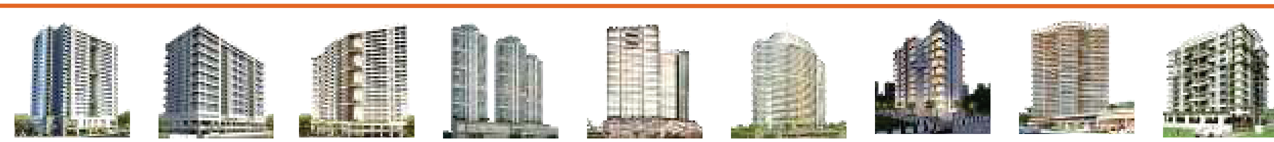
Premium & mid-level residences in select suburban micro markets

SunteckCity

Large formats and mixed use developments

Sunteck

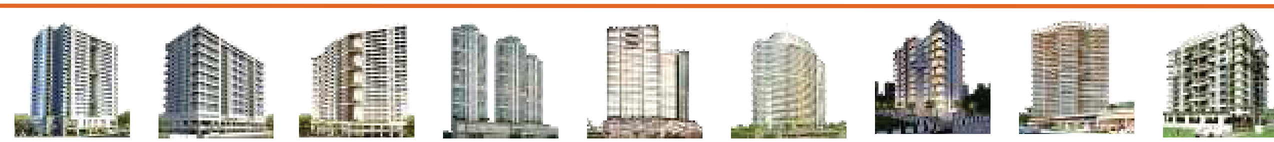
Commercial developments



Corporate Governance

Sunteck

SPECIFICS	FACTS	INFORMATION
Board of Directors	60% Independent Board	✓ Qualified professional – MBA, CA, Civil Engineer, Bankers, Lawyer & Real Estate Advisory
Internal Auditors	KPMG	✓ For document process, risk oversight, management & internal control
Statutory Auditors	Lodha & Co.	✓ One of the well known auditors in India
Consultants	Big 4	✓ For Organizational development& transactions advisory
Accounting Policy	Project Completion Method	✓ In line with International Financial Reporting Standard (IFRS)
Awards	Asia Pacific Real Estate Association (APREA)	✓ Best practices; best property development organization; best market disclosures and best property valuation



Strong Board of Directors

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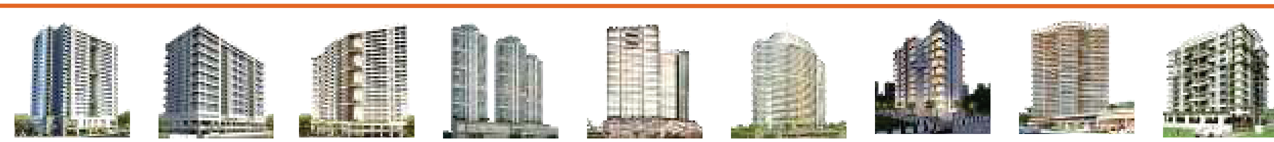
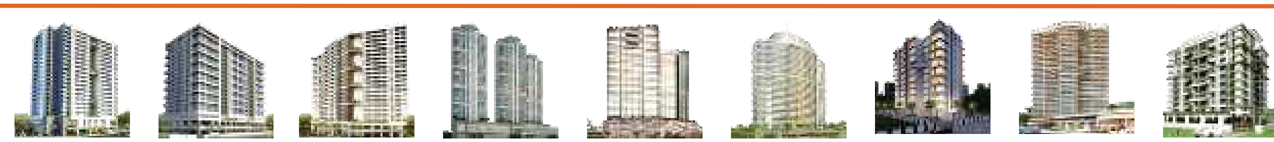
Kamal Khetan *Chairman & Managing Director*	An Electronics and Communication engineer from Mangalore University **Over2 decades of experience in Real Estate Industry** Engaged in the overall business management, execution and strategy
Atul Poopal *Executive Director*	**Acquisitions, Legal and Compliance (Development)** Over 35 years of experience in regulatory affairs, land acquisition, concepts finalization, inputs to architects Previous employment as an Executive Engineer - BMC, Tee arch Architects & others
Rachana Hingarajia *Non Executive / Non Independent Women Director*	**Company Secretary** CS & LLB by qualification; Over 10 years of experience in Compliance function Associated with the group for more than 8 years; on Board since March 2015
Kishore Vussonji *Independent Director*	A Solicitor with Bombay Incorporated Law Society and an Advocate with the Bar Council of Maharashtra On Board since 2008; Partner of Kanga & Co. Over 4 decades of experience in Real Estate transactions in Mumbai
Sanjay Dutt *Independent Director*	An MBA by qualification; current employment as an Executive MD – South Asia, Cushman & Wakefield On board since May 2012; Chairman of Remuneration Committee Over 22 years of experience in real estate transactions including land acquisitions & capital markets
Ramakant Nayak *Independent Director*	A certified associate of Indian Institute of Banking and also holds a degree of Science and Law On board since 2010; has held leadership positions with Bank of Maharashtra, Saraswat Co-Operative Bank and others Over 4 decades of experience in the field of Commercial Banking
Mahadevan Kalahasthi *Independent Director*	A Qualified Practicing Chartered Accountant & Bachelors of Commerce On board since 2007; Chairman of Audit / Investors' Grievance / Compensation Committee Over 3 decades of experience in audits, taxation, corporate governance compliances, mergers & acquisitions



Q2 & H1FY16 Review



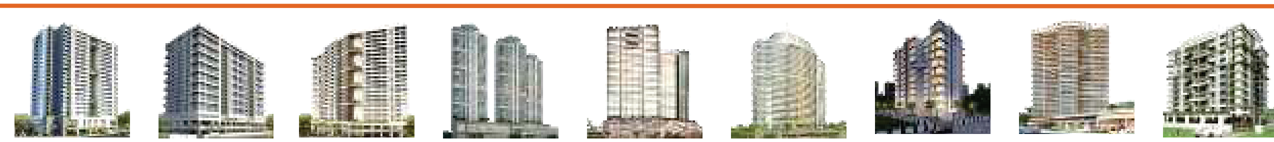
Business Overview

Key Recent Developments:

- ✓ Acquired land parcel under JDA, to develop a premium commercial project at the junction of Bandra Kurla Complex (BKC) having a development potential of 0.2 msf and revenue ~ INR 5 bn
- ✓ Signia Isles, BKC project roof slab casted; revenue to be recognized in the H2FY16.
- ✓ India Rating and Research (Fitch Ratings) has assigned **Long-Term Rating 'IND A+'** and **Short Term Rating 'IND A1+'** and CARE Ratings has assigned **'CARE A+'** establishing adequate degree of safety for meeting financial obligations and carry low credit risk
- ✓ Signature Island, BKC receives full OC
- ✓ Sunteck Kanaka, Goa receives full OC

Awards & Accolades:

- ✓ Sunteck City awarded the Integrated Township of the Year 2015 by Realty Plus
- ✓ Mr. Kamal Khetan awarded the Real Estate Person of the Year 2015 by Construction Week India

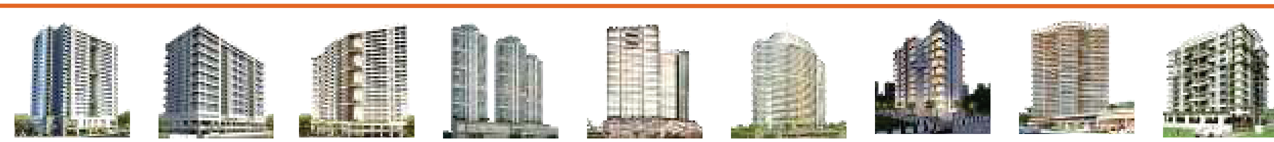


Operational Performance

Particulars	UOM	Q2 FY16	Q1 FY16	% Change (q-o-q)	Q2 FY15	% Change (y-o-y)	H1 FY16	H1 FY15	% Change (y-o-y)	FY15
Pre – Sales*	INR Mn	1,045	1,276	-18%	1,011	3%	2,321	2,043	14%	5,106
Collections**	INR Mn	670	981	-32%	1,129	-41%	1,651	2,439	-32%	5,402
Cost Incurred	INR Mn	499	661	-25%	523	-5%	1,160	1,429	-19%	2,516
Average Realization	INR Psf	24,108	19,846		26,353		21,562	25,376		23,126

* Launch of higher floors of Sunteck City Avenue 1 shifted to 2HFY16 due to delay in approvals. This should increase sales velocity in the coming quarters. Current launched inventory almost exhausted.

** Receipt of approvals which are key milestones in collections in Sunteck City Avenue 2 and Signature Island to increase the collections in the coming quarters.



Profit & Loss

Sunteck

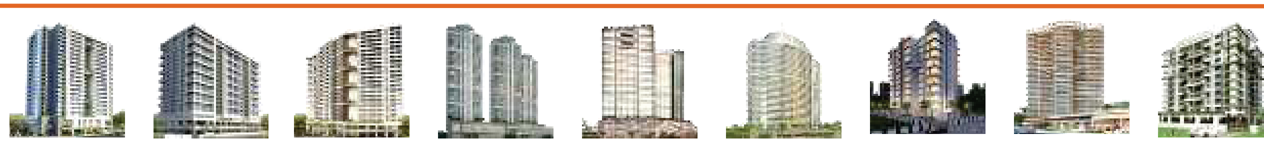
Consolidated

All figures in INR Mn

Particulars	Q2FY16	Q1FY16	Q2FY15	H1FY16	H1FY15	FY15
Income from Operations	181	246	827	427	1,095	3,169
EBITDA	108	86	402	194	398	1,479
Adjusted PAT	13	8	149	21	158	682
Operating Margin	59%	35%	49%	45%	36%	47%
Adjusted PAT Margin	7%	3%	18%	5%	14%	22%

* Income from operations include sale of projects such as, Sunteck Grandeur, Signia Skys, Signia Oceans and Sunteck Kanaka.

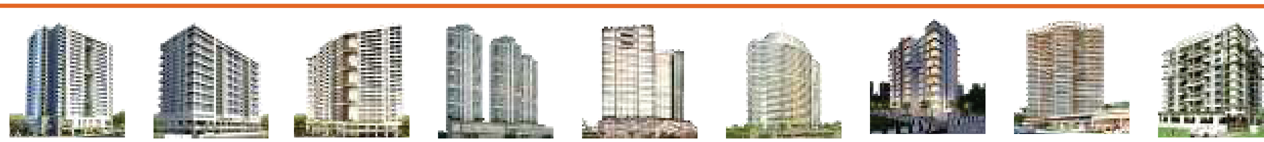
Notes: *Company follows Project Completion Method of accounting for booking revenues*



Consolidated Balance Sheet

All figures in INR Mn

Liabilities	H1FY16	FY15	Assets	H1FY16	FY15
Shareholders Funds	14,726	14,703	Net Block	133	132
Minority Interest	635	628	Loans & Advances	261	112
Secured Loans	7,888	7,231	Investments	272	272
Unsecured Loans	3,918	3,475	Inventories	39,637	34,596
Customer Advances	13,807	12,465	Cash & Bank balances	442	1,068
Others	5,041	3,702	Others	5,270	6,025
Total	**46,015**	**42,204**	**Total**	**46,015**	**42,204**



Debt Profile

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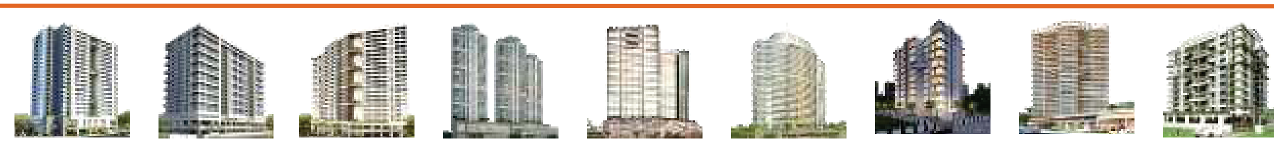
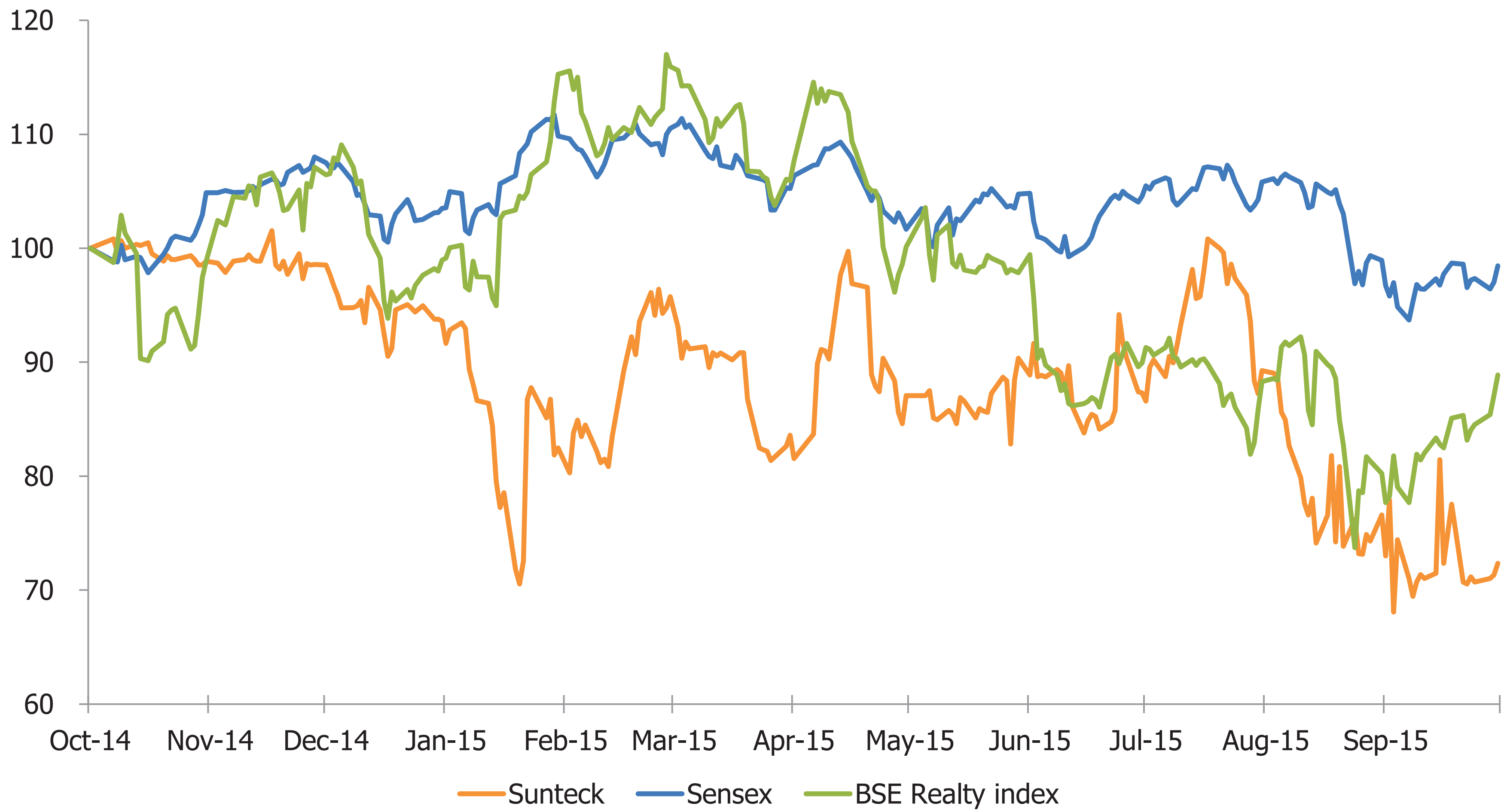
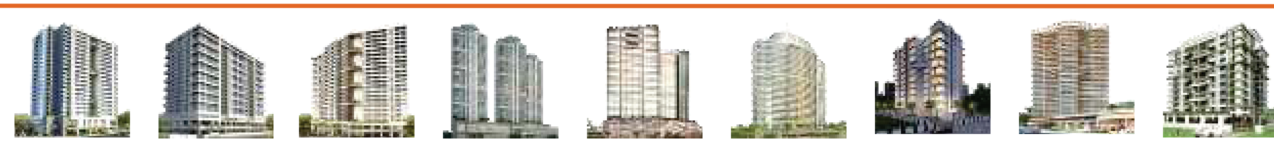
- ✓ The net secured debt of the company stood at INR 745 crores translating to a D/E ratio of 0.51x.
- ✓ The average cost of secured borrowing is <12% for the company as a whole and the average maturity ranges from 3 to 4 years.
- ✓ Out of the 25 projects, only 5 projects have construction finance.
- ✓ The unsecured debt of the company stood at INR 392 crores which includes quasi-equity from Sunteck Group Companies, Promoter Entities, JV/JDA Partner and etc.



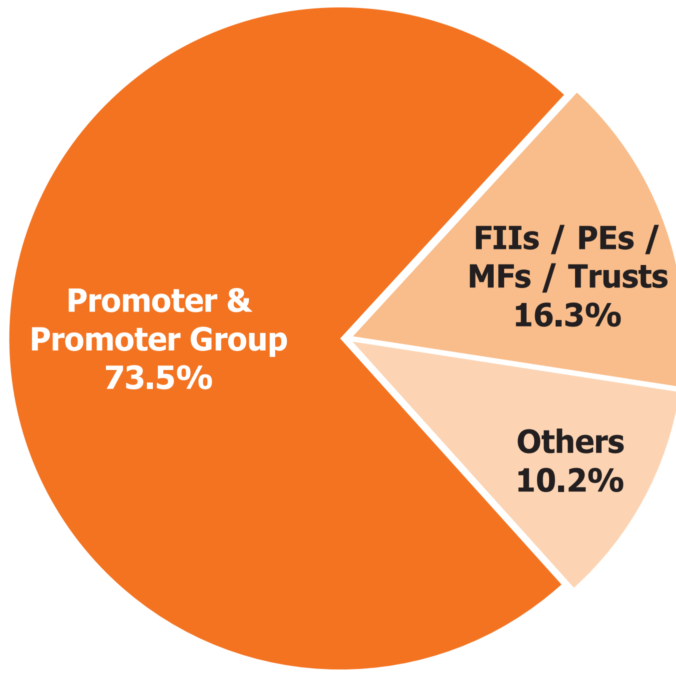
Scrip Performance

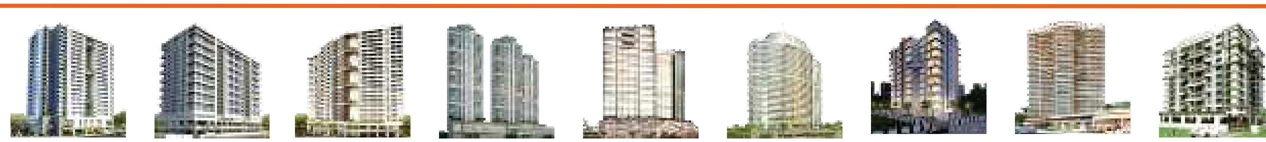




Shareholding Pattern

As on September 30, 2015





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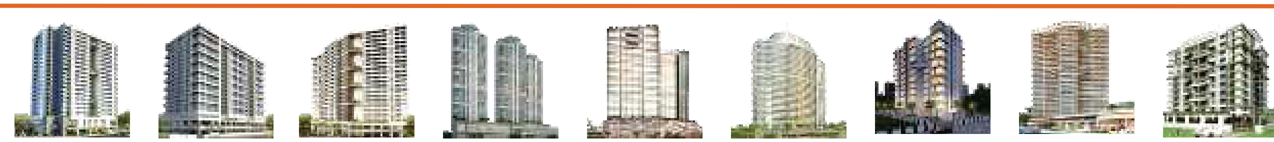
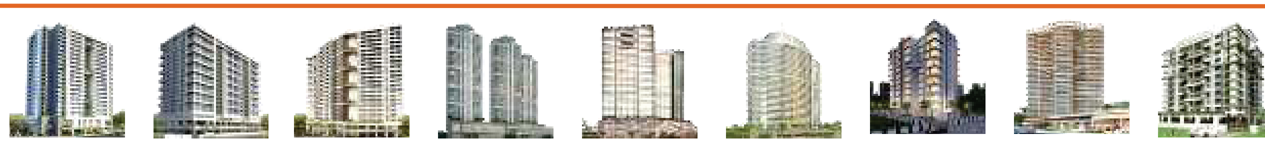
Business Operations



Projects' Approval Status

Status	S.No.	Project Name	Environment	Fire	Height	IOD / Layout	CC	OC
Completed	1	Signature Island	👍	👍	👍	👍	👍	👍
Completed	2	Signia Oceans	👍	👍	👍	👍	👍	👍
Completed	3	Signia Skys	👍	👍	👍	👍	👍	👍
Completed	4	Sunteck Grandeur	👍	👍	👍	👍	👍	👍
Completed	5	Sunteck Kanaka	👍	👍	👍	👍	👍	👍
Ongoing	6	Signia Isles	👍	👍	👍	👍	👍	-
Ongoing	7	Signia Pearl	👍	👍	👍	👍	👍	-
Ongoing	8	Sunteck City1st Avenue	👍	👍	👍	👍	👍	-
Ongoing	9	Sunteck City 2nd Avenue	👍	👍	👍	👍	In Process	-
Ongoing	10	Signia High	👍	👍	👍	👍	👍	-
Ongoing	11	Signia Pride	NA	👍	👍	👍	👍	-
Upcoming	12	Gilbert Hills, Andheri	NA	👍	👍	👍	In Process	-
Upcoming	13	Signia Waterfront	👍	👍	NA	👍	In Process	-
Upcoming	14	Sunteck Centre II	NA	In Process	👍	In Process		-

Approvals come in stages

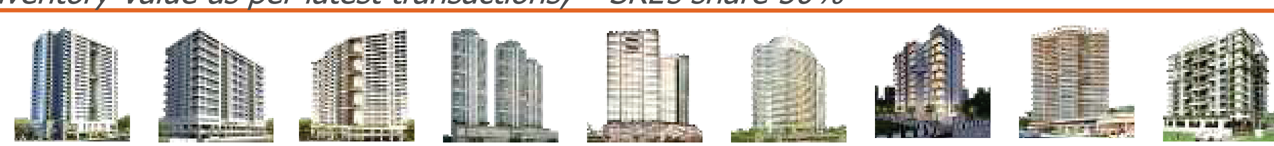


Steady Cash Flows

All figures in INR Mn

S.No.	Project Name	Project Size	Pre-Sales	Customer Advances	Balance Receivables	Est. Inventory Value #
Completed						
1	Signature Island	25,707	11,277	9,377	1,901	14,430
2	Signia Oceans*	629	629	565	63	-
3	Sunteck Grandeur	1,014	577	324	252	437
4	Sunteck Kanaka*	694	260	231	29	434
5	Signia Skys*	569	169	129	40	400
Ongoing						
6	Signia Isles	13,760	8,646	5,829	2,817	5,114
7	Signia Pearl	14,697	7,831	5,458	2,373	6,866
8	Sunteck City, 1st Avenue	12,082	3,208	1,591	1,617	8,724
9	Sunteck City, 2nd Avenue	13,242	2,151	375	1,775	11,092
10	Signia High	2,896	1,261	465	796	1,635
Upcoming						
12	Signia Pride	979	109	-	109	870
13	Signia Waterfront*	2,633	251	67	184	2,382
14	Sunteck Centre II	1,225	-	-	-	1,225
Total		**90,127**	**36,368**	**24,411**	**11,957**	**53,609**

Notes:* # *Est. Inventory Value as per latest transactions; * SRL's share 50%



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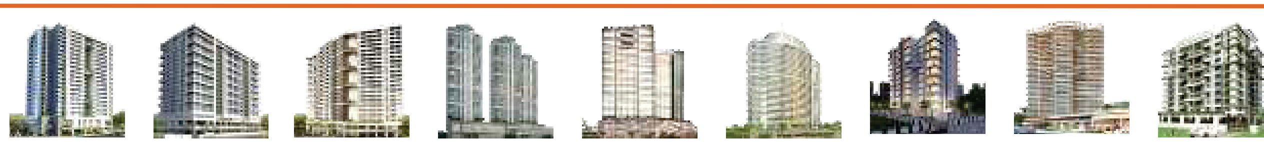
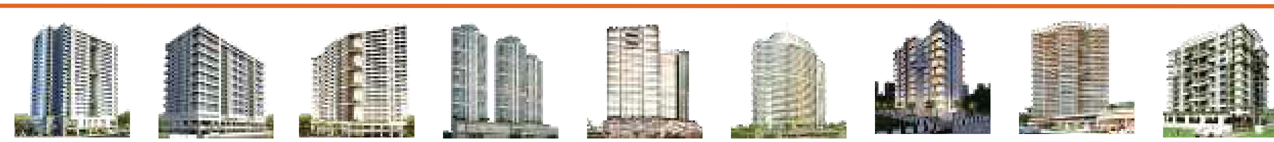
Construction Updates



Key Partners & Associates

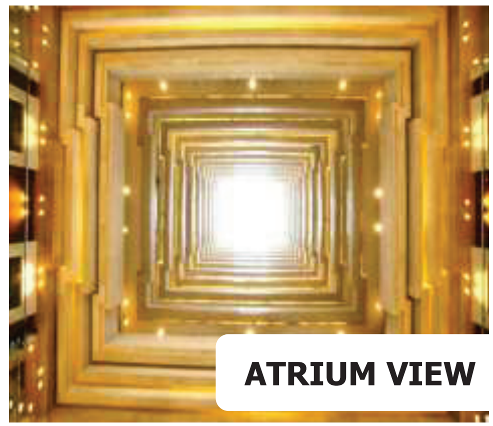
Sunteck

kotak Kotak Mahindra Bank	Kotak Realty Fund	Walt Disney	Walt Disney, India
Piramal knowledge action care	Ajay Piramal Group	MAN	Construction services for Infra, Resi, Industrial and Commercial projects
	Leading construction company in India	VERTU	Concierge Services
Aedas	World's leading global architecture and design practices	BUROHAPPOLD ENGINEERING	Delivering creative, value led building and city solutions
	Firm specializing in Architecture, Sustainable Planning & Interior Design	JW CONSULTANTS LLP Formerly Y S Sane Associates	Well-known structural specialists
SSA ARCHITECTS	Full-service architectural firm	L&S	International construction consultancy firm

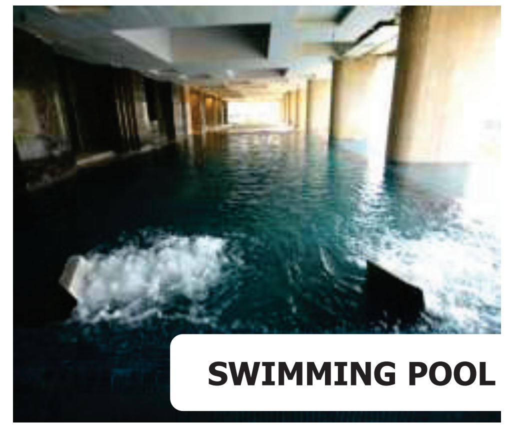


Signature Island, BKC

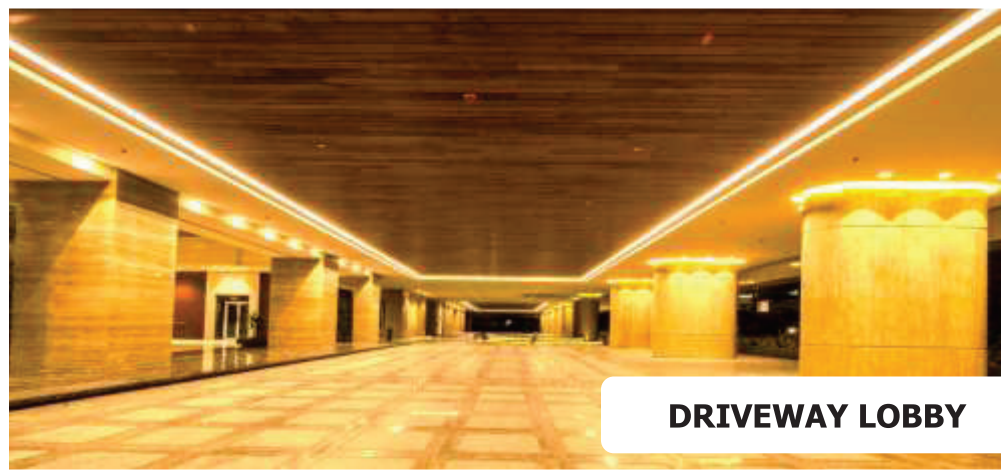
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



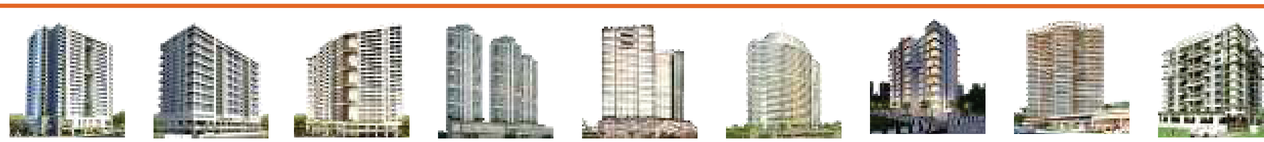
ATRIUM VIEW



SWIMMING POOL

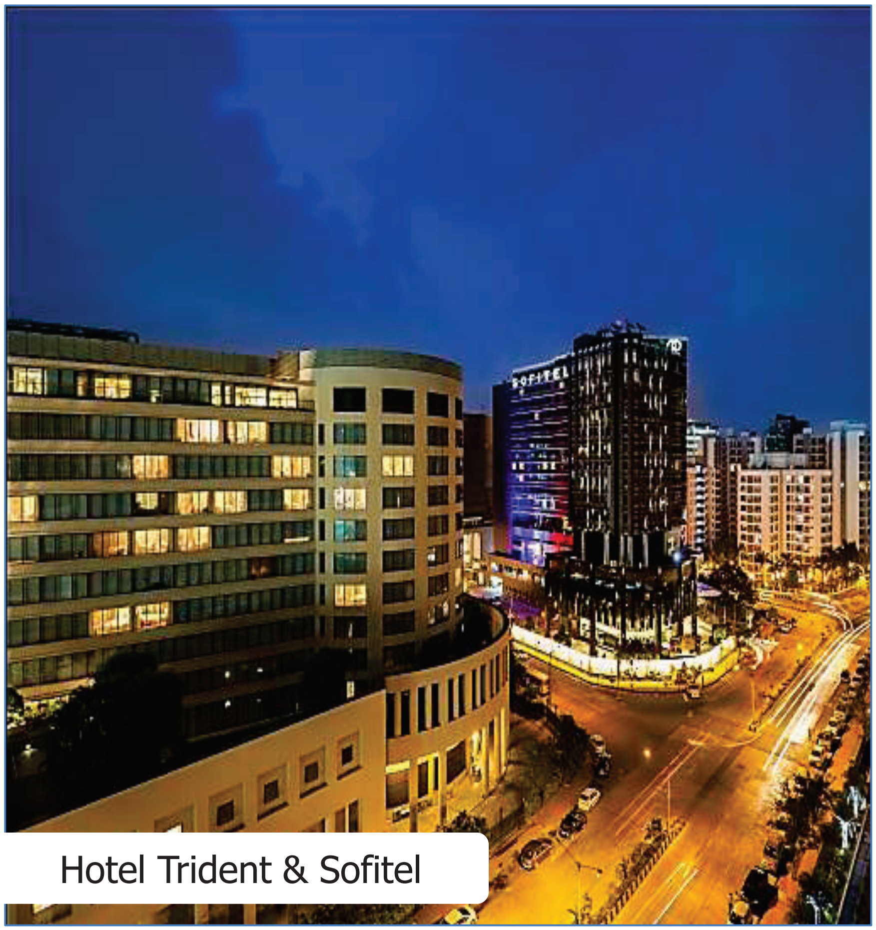


DRIVEWAY LOBBY

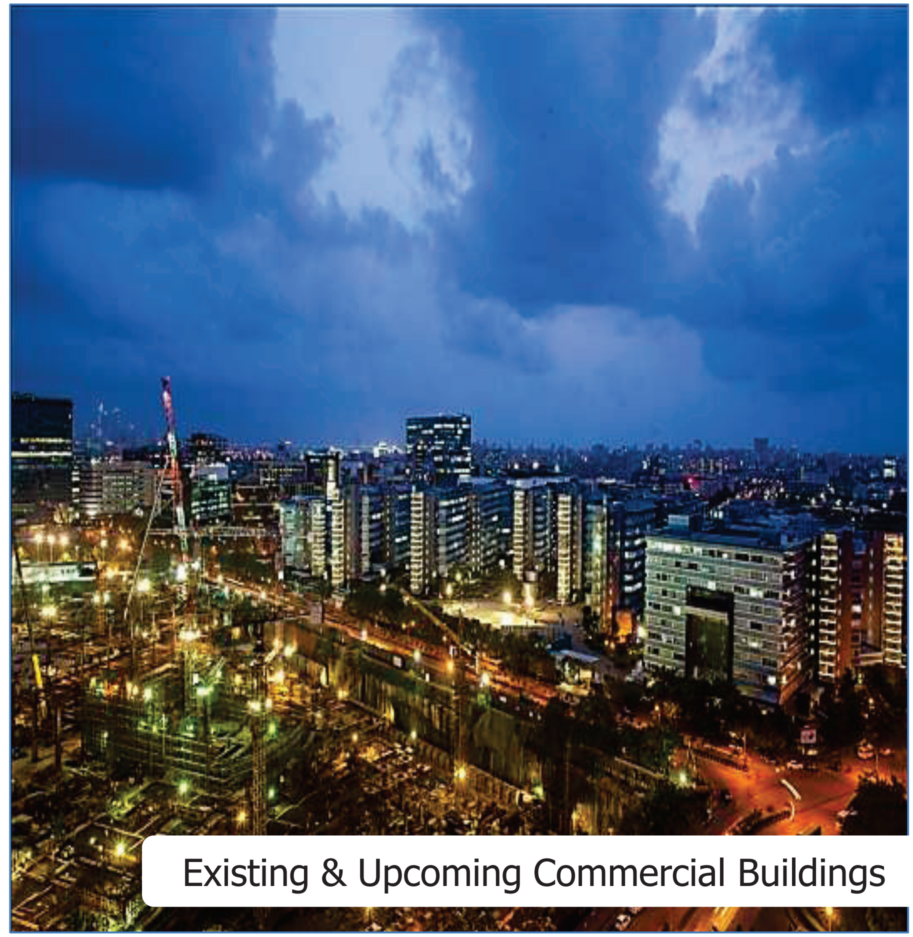


View from Signature Island

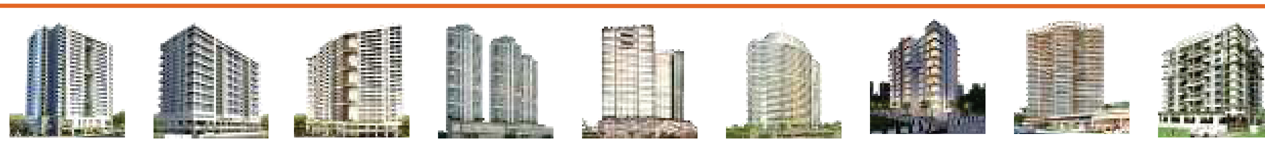
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



Hotel Trident & Sofitel



Existing & Upcoming Commercial Buildings



Signia Oceans, Airoli

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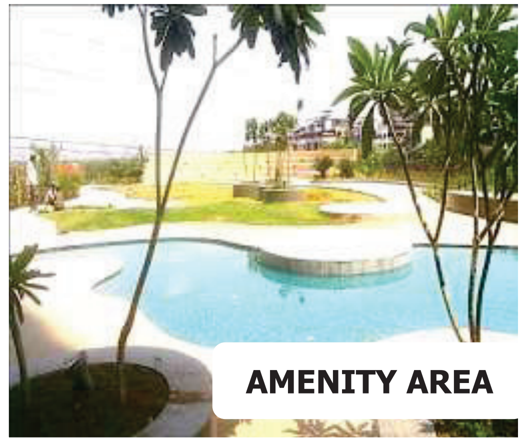
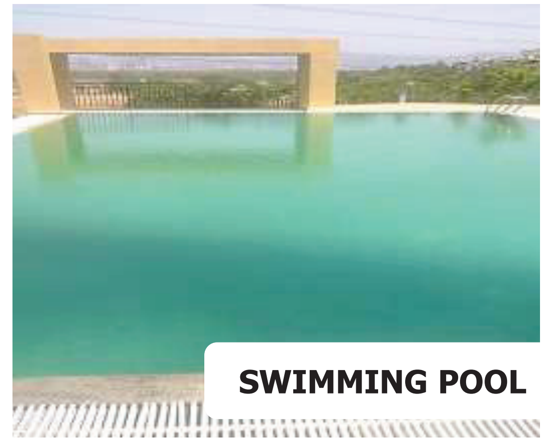
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

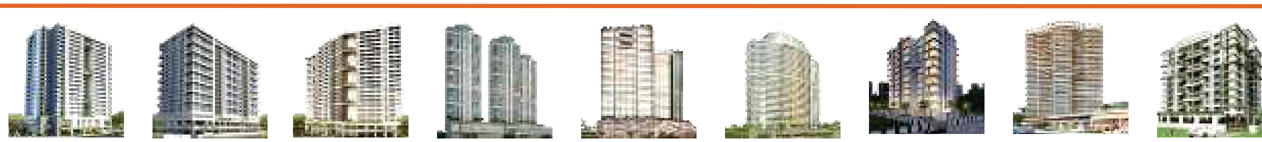


AMENITY AREA



SWIMMING POOL

AMPITHEATRE



Signia Skys, Nagpur

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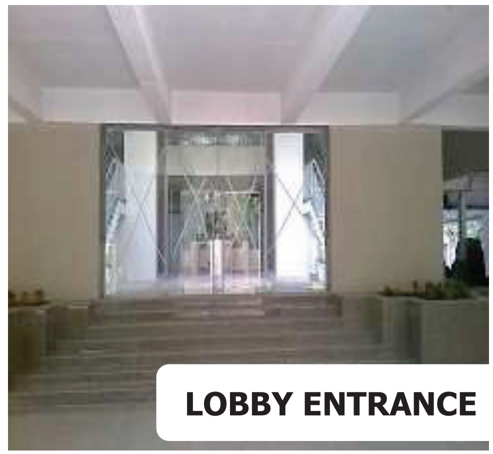
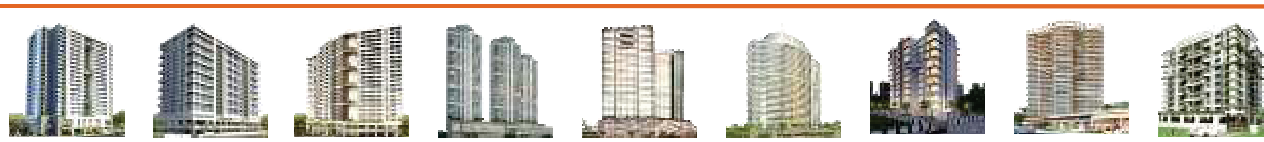
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS


LOBBY ENTRANCE


DRIVEWAY


SWIMMING POOL

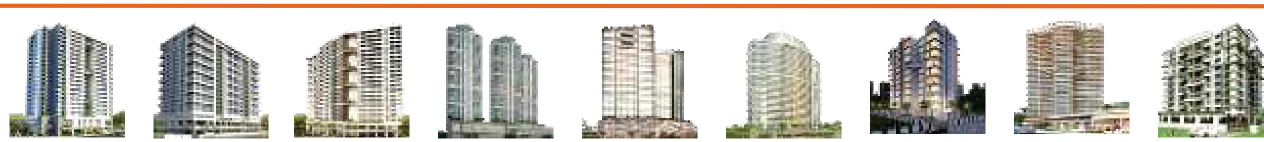


Commercial Projects

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

Sunteck Centre, Vile Parle

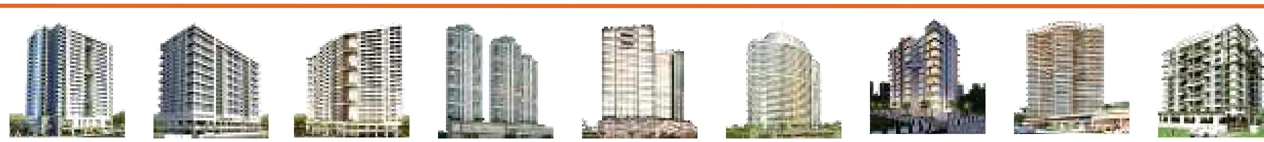
Sunteck Grandeur, Andheri



Commercial Projects (Contd..)

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

Sunteck Kanaka Corporate Park, Goa

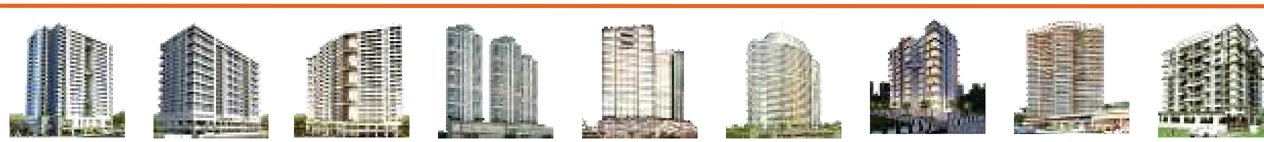


Signia Isles, BKC

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

Indicative Artistic Impression

Roof slab completed; Finishing work completion at an advanced stage; Available for Fit-Outs in H2FY16

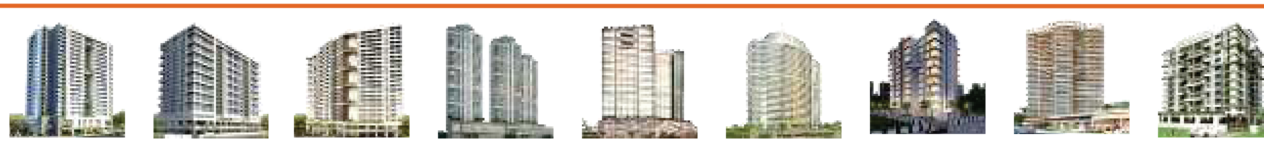


Signia Pearl, BKC

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

Indicative Artistic Impression

Approvals received for upper floors; Last stage of RCC work-in-progress

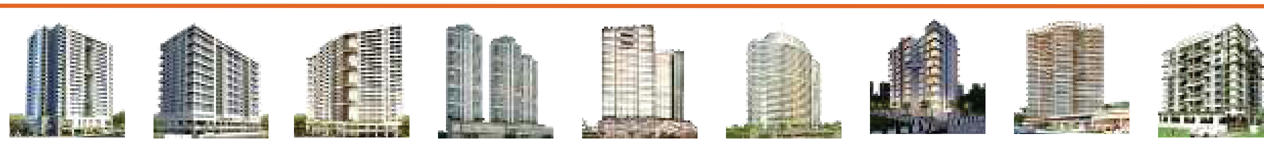


Sunteck City, 1st Avenue

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

Indicative Artistic Impression

Tower A & B - RCC work upto 26th slab & upto 24th slab completed respectively

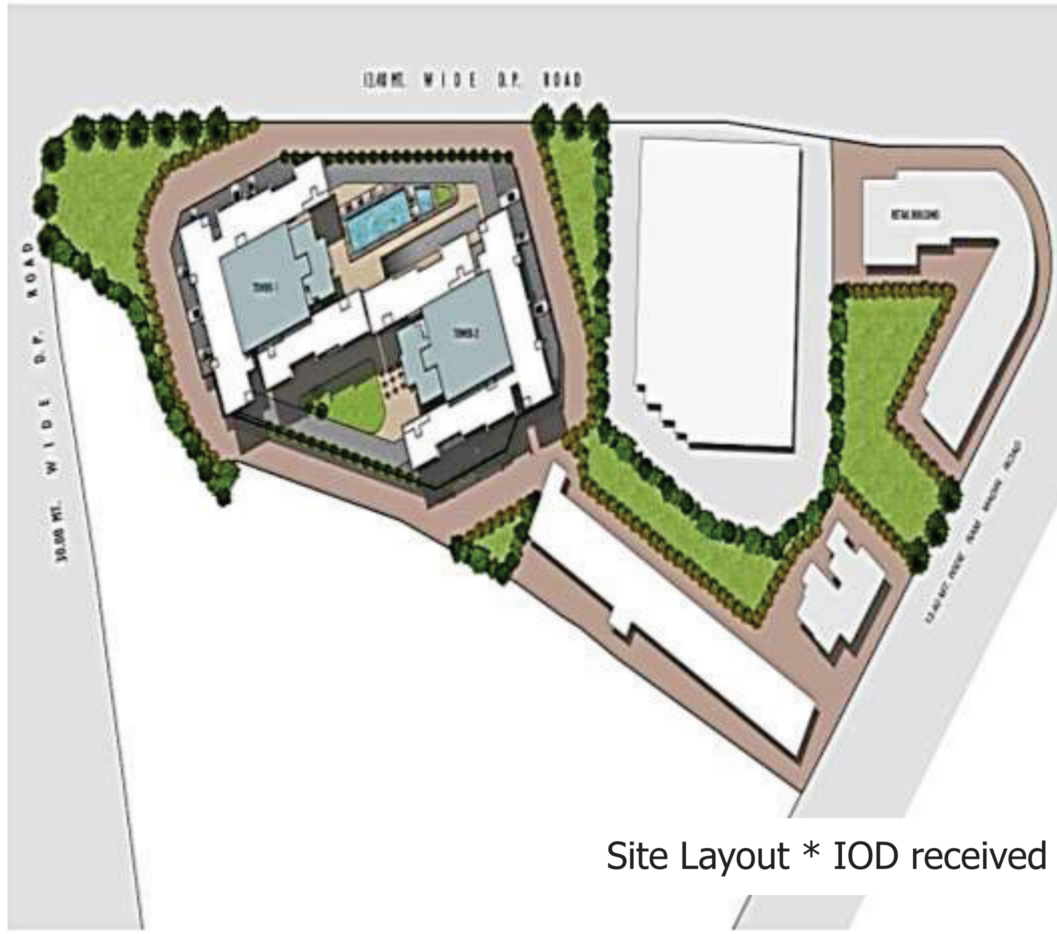


Sunteck City, 2nd Avenue

Sunteck

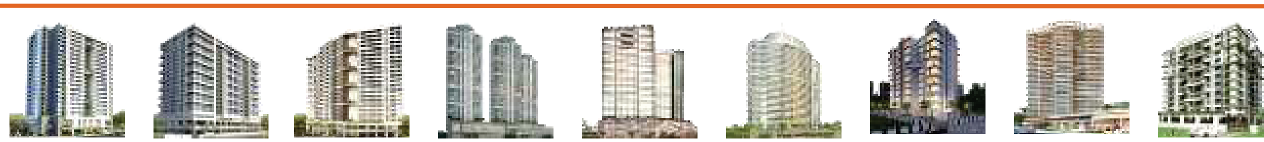
COMPLETED PROJECTS | **UNDER CONSTRUCTION PROJECTS*** | UPCOMING PROJECTS

Indicative Artistic Impression



Site Layout * IOD received

***** Construction to commence***

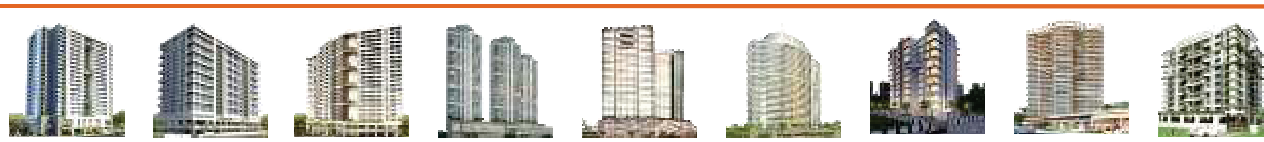


Signia High, Borivali

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

Indicative Artistic Impression

RCC work upto 13th slab (including 2 levels of basement) completed



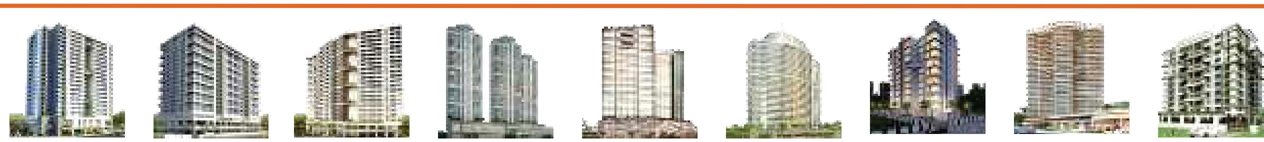
Signia Pride, Andheri

Sunteck

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

Indicative Artistic Impression

GARDEN AREA
PART OF THE PLOT



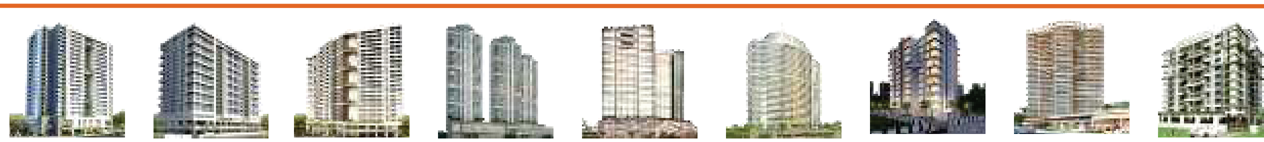
Signia Orion, Airoli

Sunteck

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

Indicative Artistic Impression

Site Layout

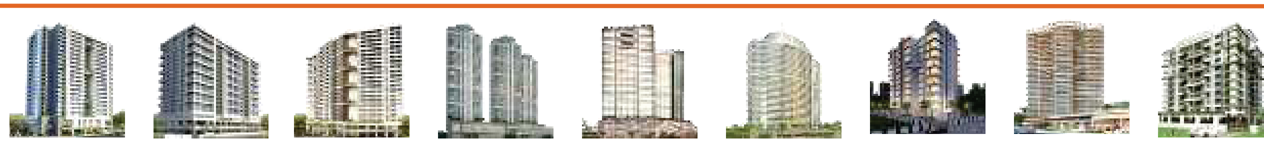


Sunteck Centre II, BKC

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

Indicative Artistic Impression

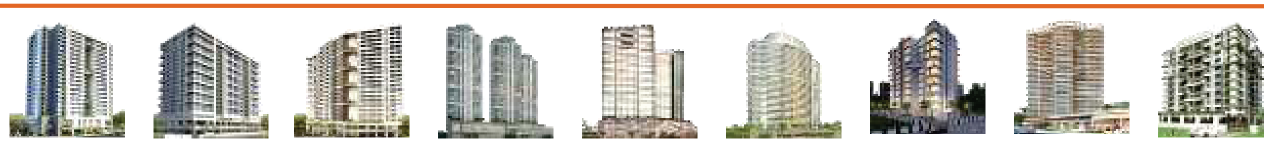
Demolition of structure completed



Goregaon(W) -16 acres

Sunteck

Sunteck City, 3rd, 4th & 5th Avenue : Mixed-Use / Integrated Development



Thank You!

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