Sunteck Realty Ltd.

Sunteck

SRL/SE/37/16-17

Date: 14th December, 2016

To
Corporate Relation Department
BSE Limited
P. J. Tower, Dalal Street,
Mumbai – 400 001
Scrip Code: 512179

To
National Stock Exchange of India Ltd
Listing Department
Exchange Plaza,
Plot no. C/1, G Block,
Bandra-Kurla Complex
Bandra (East), Mumbai- 400 051
Scrip Code: SUNTECK

To
Metropolitian Stock Exchange of India Limited
(Formerly known as MCX Stock Exchange Limited)
Vigbyor Towers, 4th Floor,
Plot No.C 62, G Block,
Opp.Trident Hotel, BKC,
Bandra (East),
Mumbai – 400 098
Scrip Code: 512179

Sub: Results Presentation

Dear Sir/Ma'am,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed the Results Presentation with regard to Unaudited Financial Results for the quarter and half year ended 30th September, 2016.

The copy of the same is enclosed herewith for your records. The Results Presentation is also placed on the Company's website.

Kindly acknowledge the receipt of the same.

Thanking You,

For Sunteck Realty Limited

SUNTECK REALTY LIMITED MUMBAI

Rachana Hingarajia
Company Secretary
Encl: a/a

Email add: cosec@sunteckindia.com

Sunteck Realty Ltd.

Q2 & H1 FY2017 results update - Investor Presentation

December 12th, 2016

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An Insight

Q2 & H1 FY2017 results update

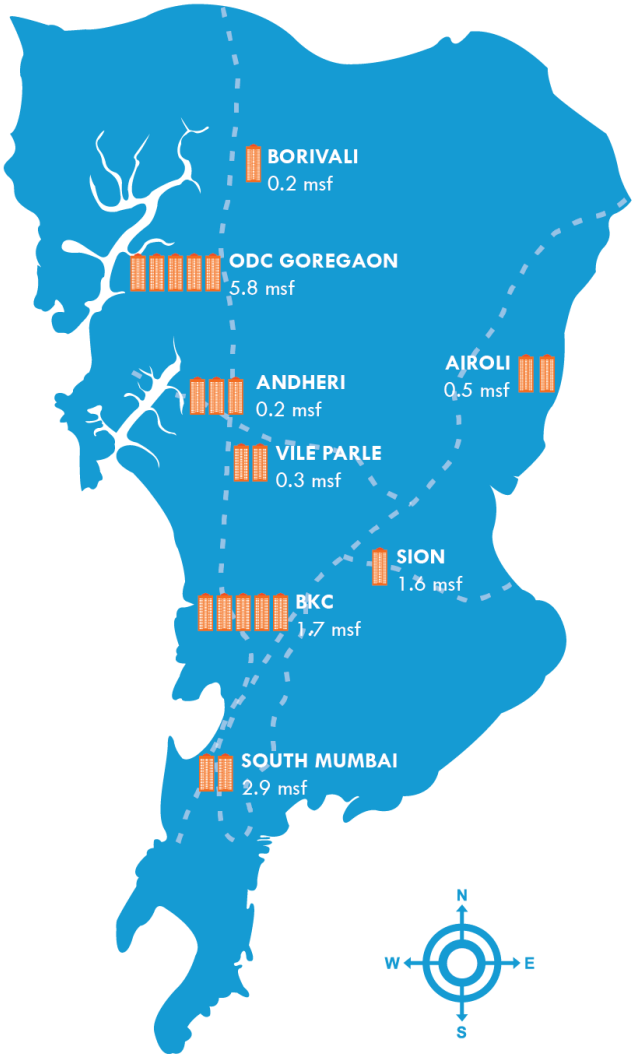
Goregaon (W) - Location Update

Construction updates

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



Creation of Brands allows Premium Positioning

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

Uber luxury residences aimed at ultra HNIs

Signia

Super Premium residences in select suburban micro markets

SunteckCity

Large formats and mixed use developments

Sunteck

Commercial developments

Q2 & H1 FY2017 results update

Q2 & 1H FY2017 Key Developments

Key Developments:

- Income from Operations jumps almost six-fold to Rs. 206 crores in Second-Quarter FY2017.
- Income from Operations jumps almost eight-fold to Rs.731 crores in First-Half FY2017.
- EBITDA jumps to Rs. 126 crores in Second-Quarter FY2017 v/s Rs. 10 crores in Second-Quarter FY2016.
- EBITDA jumps to Rs. 241 crores in First-Half FY2017 v/s Rs. 28 crores in First-Half FY2016.

Strong performance across various parameters

Strong growth in Sales, EBITDA, PAT and Operational Data

P&L (consolidated) - Rs cr.	Q2 FY17	Q2 FY16	% change yoy	H1 FY17	H1 FY16	% change yoy
Income from Operations	206	30	582%	731	84	774%
EBITDA	126	10	1160%	241	28	752%
Net Profit**	96	2	5210%	156	16	885%
Operating Margin	61%	33%	-	33%	34%	-

** includes other comprehensive income

Operational Data - Rs cr.	H1 FY17	H1 FY16	% change yoy
Pre-sales (new bookings)	344	232	48%
Collections	286	165	73%
Cost Incurred	141	116	22%

Demonetization: Short-term pain but Long-term gain

Sunteck

- Improved **transparency** in the sector.
- More **confidence** in the minds of home buyers with regards to **fair transactions and on-time execution of projects.**
- Increased deposits in the banking system will **push down home loan rates** leading to increase in demand.
- Sector should witness substantial **inflow of foreign capital via private equity and REITs.**
- Demand from consumers in the **luxury segment largely inelastic** as consumer prefers **completed/Ready to move in projects.**
- The step will be **well supported by other recent reforms** undertaken by the Government in the real estate sector **like Real Estate Regulation Act (RERA).**

Goregaon (W) – Location Updates

ODC (Goregaon): Infrastructure improvement

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Then		Now
	Oshiwara Flyover	
	Ram Mandir Road	
	Oshiwara Station	

ODC (Goregaon): Social Infrastructure around ODC

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CORPORATE HUBS

NIRLON

nesco

SCHOOLS

VIDYAVIHAR HIGH

RYAN

OBEROI

MALLS

infiniti

Inorbit

oberoi mall

MEDICAL FACILITY

Kokilaben Dhirubhai Ambani hospital & medical research institute

Every Life Matters

HOTELS

WESTIN HOTELS & RESORTS

JW MARRIOTT

NOVOTEL

Sun-n-Sand

Sunteck City, 1st Avenue

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

Indicative Artistic Impression

RCC work in progress in Tower 1 and Tower 2.
Structure work in progress for Tower 3

Sunteck City, 2nd Avenue

Structure work under progress at the site

Indicative Artistic Impression

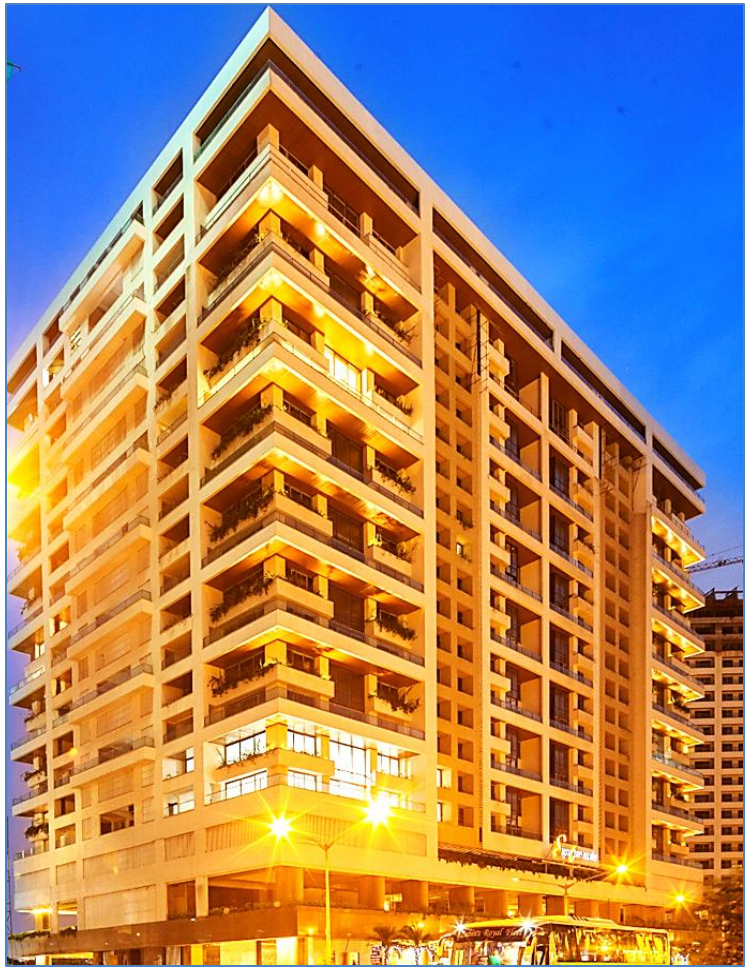
Structure work under Progress

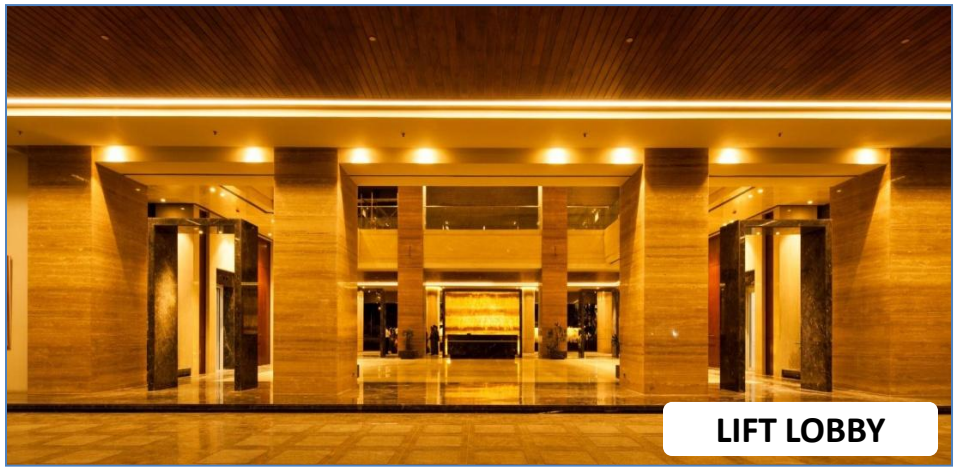
Sunteck City - 3rd, 4th & 5th Avenue

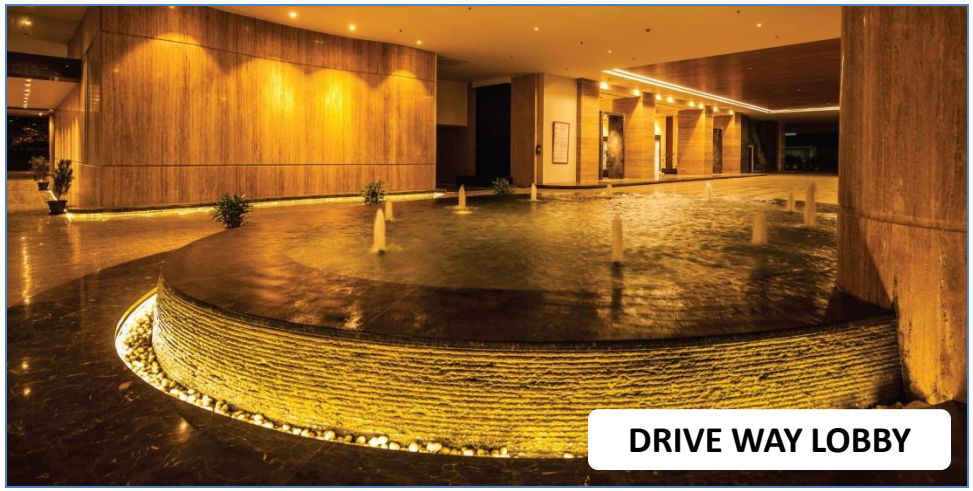
Construction Updates

Signature Island, BKC

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

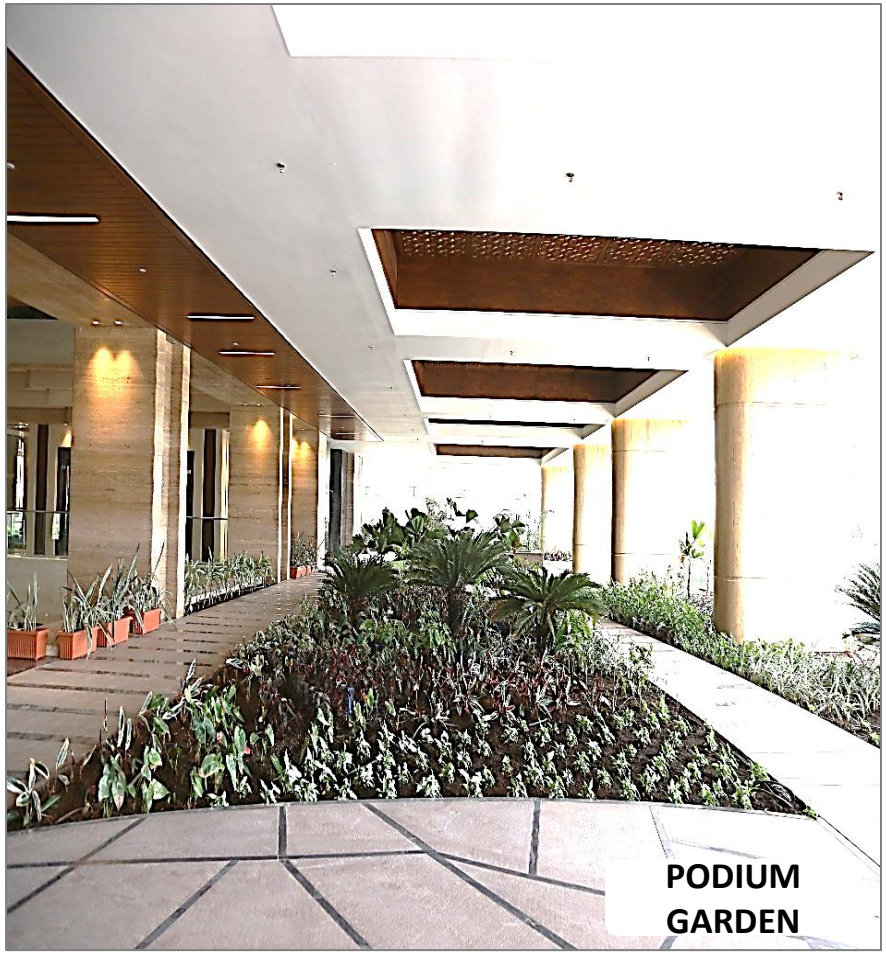






Signature Island, BKC

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



Signia Isles, BKC

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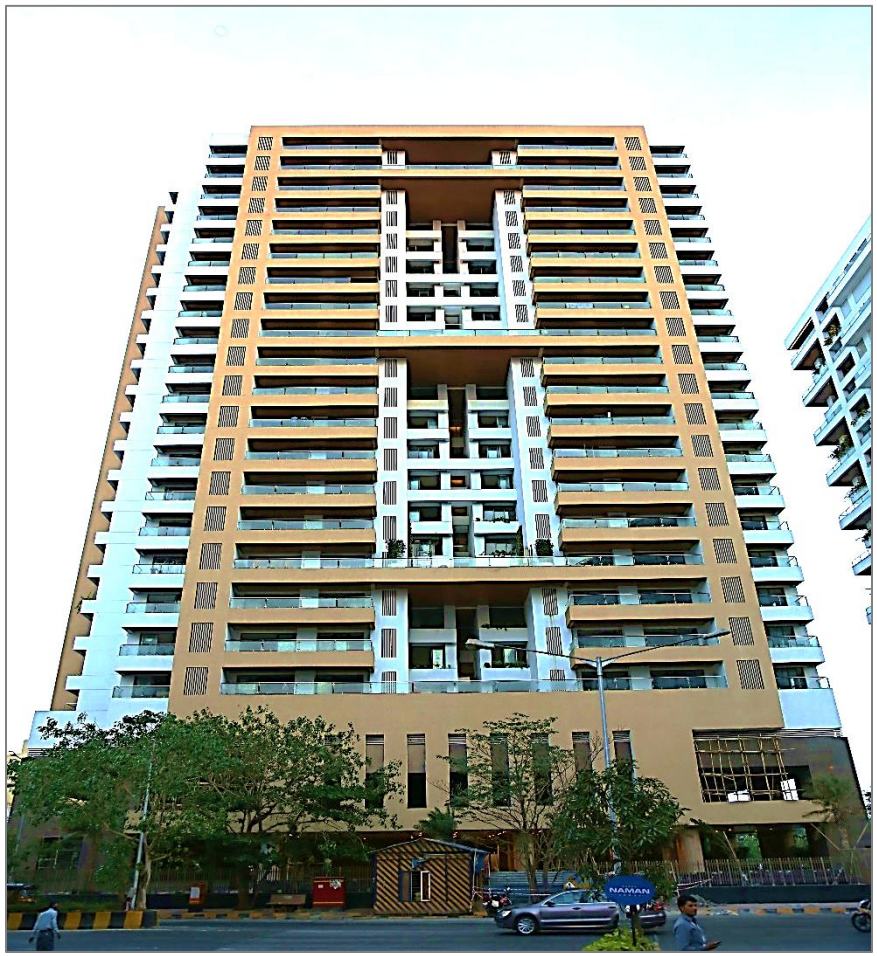
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



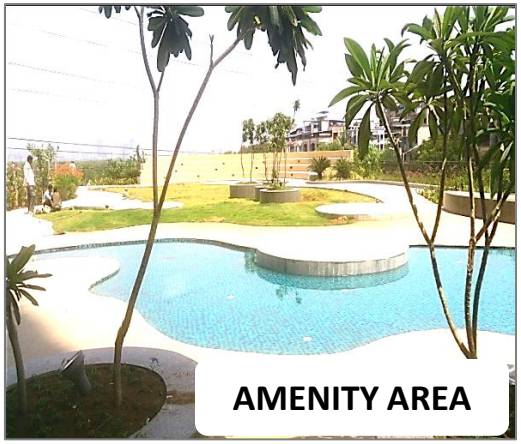
Show Flat - Living Room

Show Flat - Bedroom

Signia Oceans, Airoli

Sunteck

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



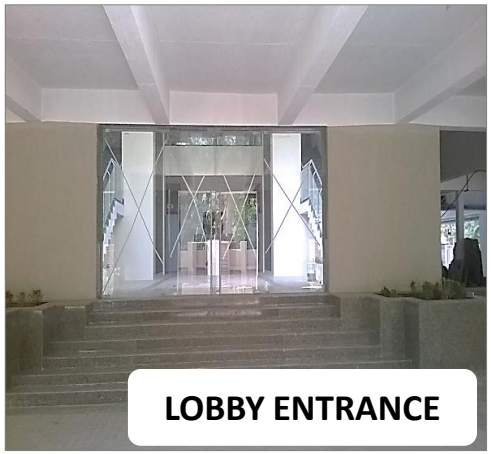
AMENITY AREA

SWIMMING POOL

AMPITHEATRE

Signia Skys, Nagpur

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

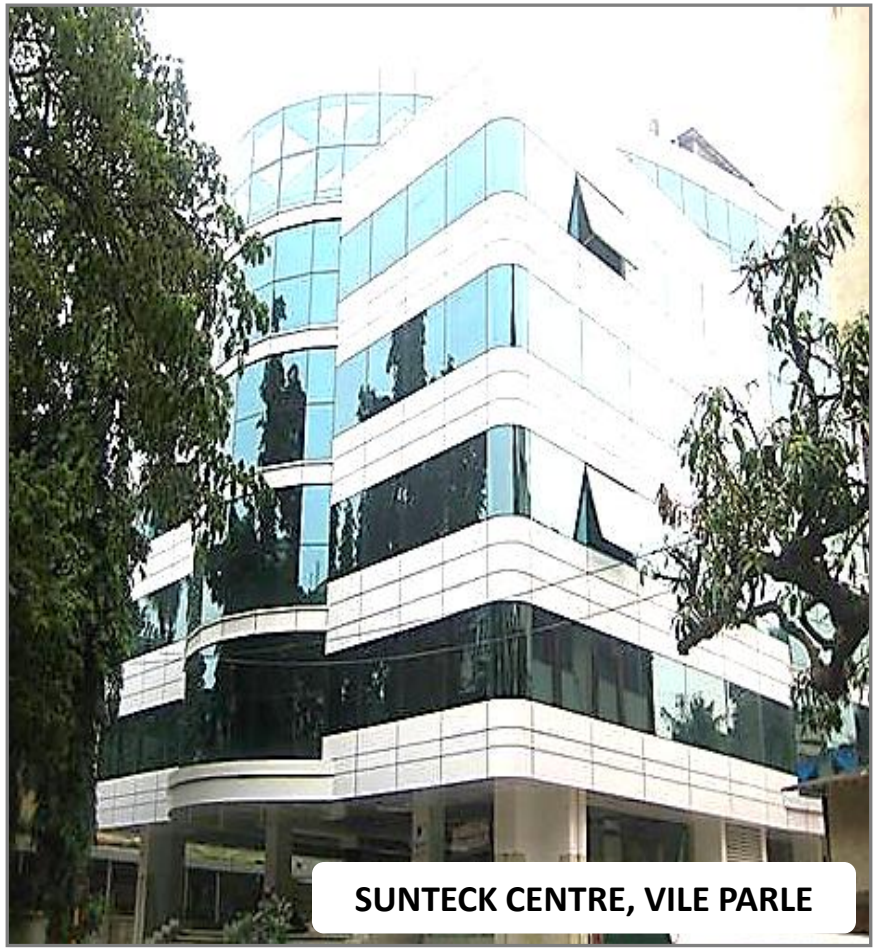

LOBBY ENTRANCE

DRIVEWAY

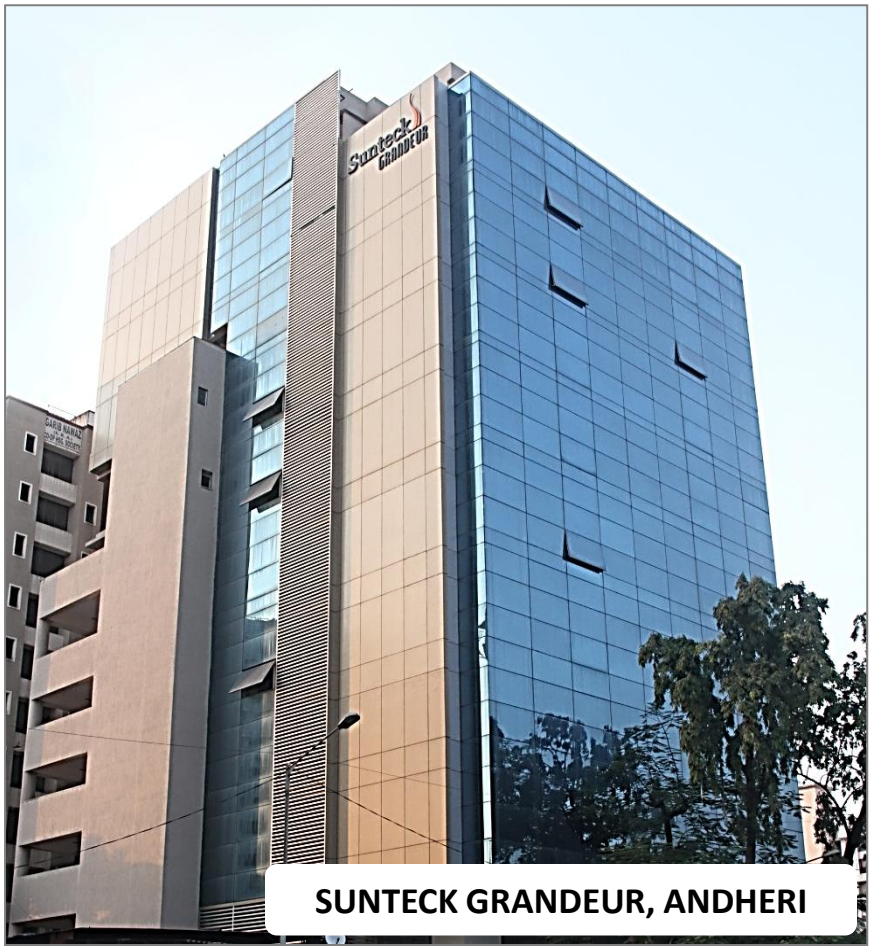
SWIMMING POOL

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 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

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

Indicative Artistic Impression

RCC work in progress in Tower 1 and Tower 2.
Structure work in progress for Tower 3

Sunteck City, 2nd Avenue

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

Indicative Artistic Impression

Structure work under Progress

Signia High, Borivali

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

Indicative Artistic Impression

Terrace slab Completed

Interior Works ongoing

Signia Waterfront, Airoli

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

Indicative Artistic Impression

Actual view from site

Foundation & Plinth WIP

Signia Pride, Andheri

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

Indicative Artistic Impression

Structure work under progress

Sunteck 'Icon', BKC

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

Indicative Artistic Impression

Sunteck 'Gateway 51', BKC

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

Indicative Artistic Impression

Sunteck City, 3rd Avenue

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

Indicative Artistic Impression

- ✓ **Sunteck City Avenue 3**
- ✓ **Development Potential - ~1.4 msf**
- ✓ **Current Status – Approval Stage**

Thank You!

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