Sunteck Realty Ltd.

Sunteck

SRL/SE/19/16-17

Date: 21st September, 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: Disclosure under Regulation 30(6) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015

Dear Sir,

Pursuant to the above mentioned regulations, we wish to inform you that the Company had held an Analysts and Investors meet on 20th September, 2016 at Mumbai.

A copy of the investor presentation at the aforesaid meeting is attached hereto, and is also placed on the Company's website.

The same are for your record purpose and request you to acknowledge the same

Thanking You,

For Sunteck Realty Limited

SUNTECK REALITY LIMITED MUMBAI

Rachana Hingarajia
Company Secretary
Encl:a/a

Email add: cosec@sunteckindia.com

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Sunteck Realty Limited

September 20th, 2016

Q1FY17 Results Update
Corporate Presentation

Disclaimer

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Table of Contents

An Insight

1Q17 Results Update

Goregaon (W) – Location Update

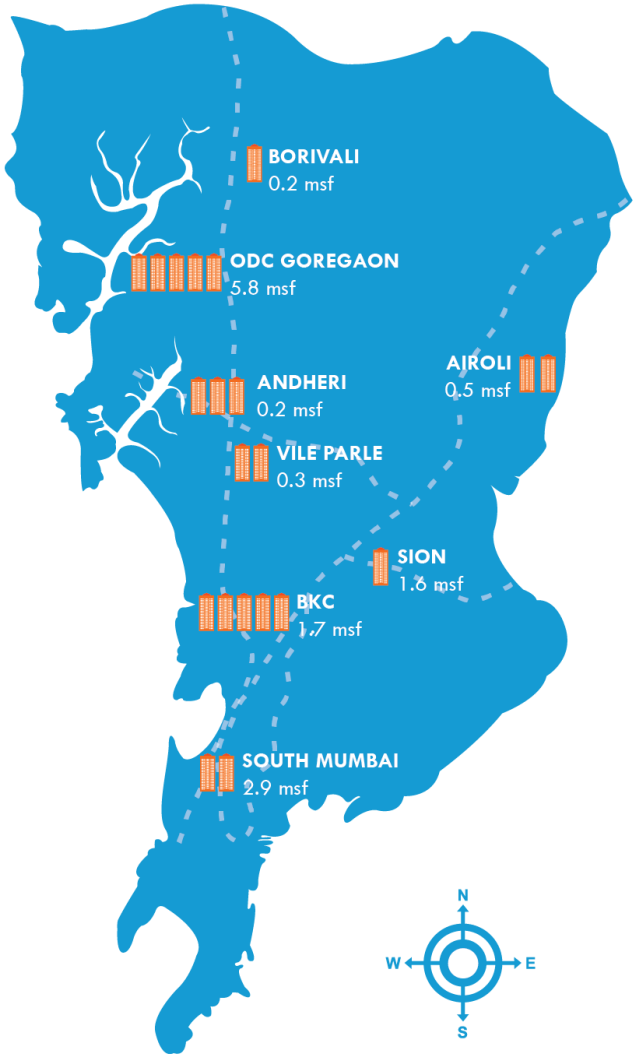
Upcoming Sales Launches

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



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

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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**

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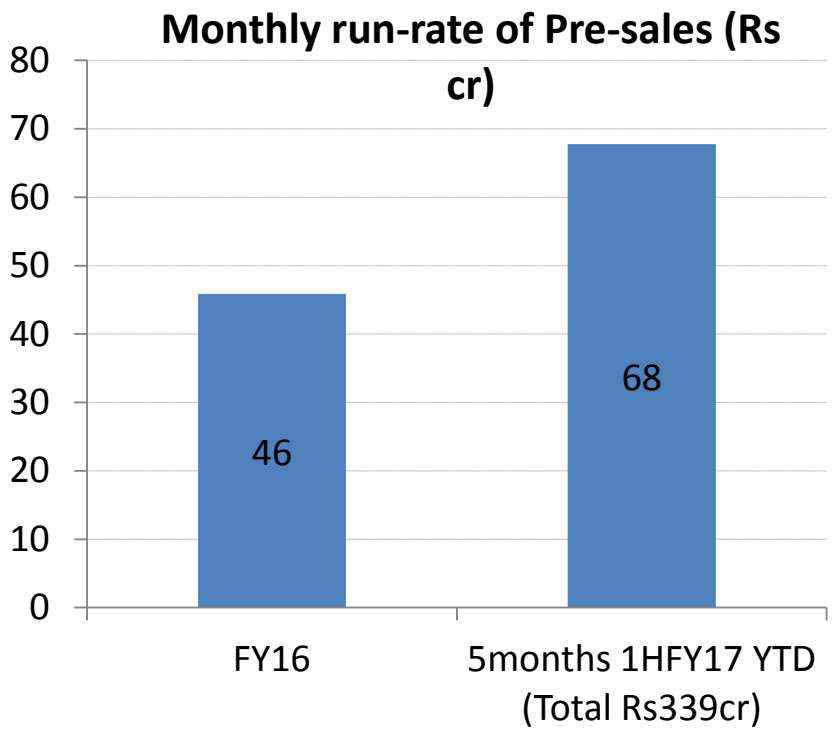
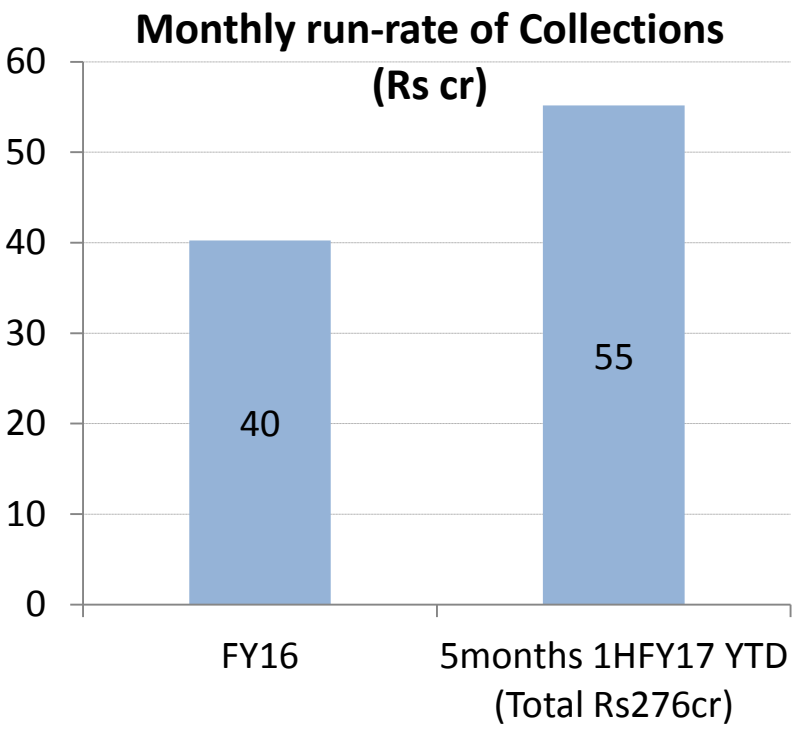
The sales and collections run-rate of first 5 months FY17 implies strong growth for full year





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

NIRLON

nesco

SCHOOLS

VIDYOR 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

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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, 2nd Avenue

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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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Upcoming Sales Launches

1) Signia High, Borivali

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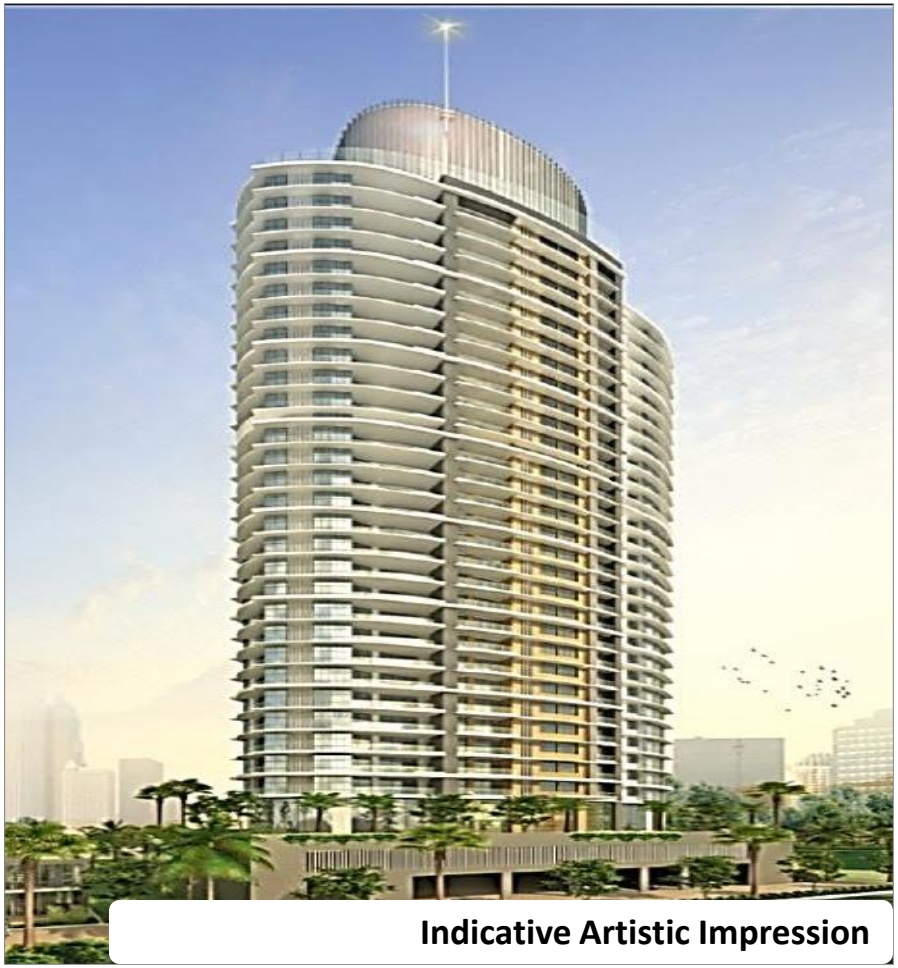
With only terrace slab remaining – focus to be on ramping up sales from 3QFY17 onwards



Indicative Artistic Impression

Terrace slab only remaining

2) Signia Waterfront, Airoli

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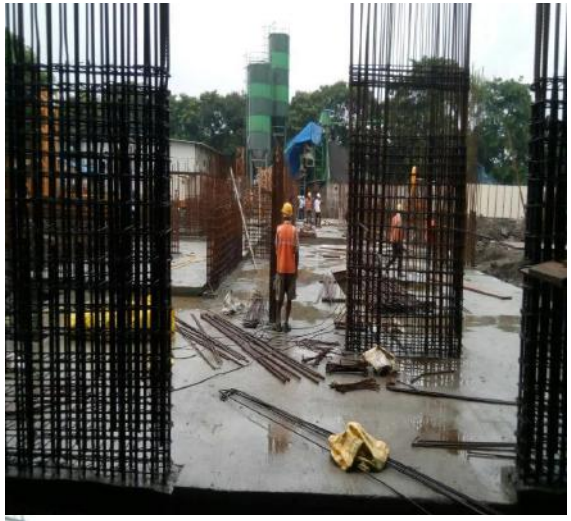
Sales Launch in 3QFY17

Indicative Artistic Impression

As of 4Q16: Excavation & Shore Piling WIP



As of 1Q17: Foundation & Plinth WIP

Actual view from site

3) Sunteck Centre III

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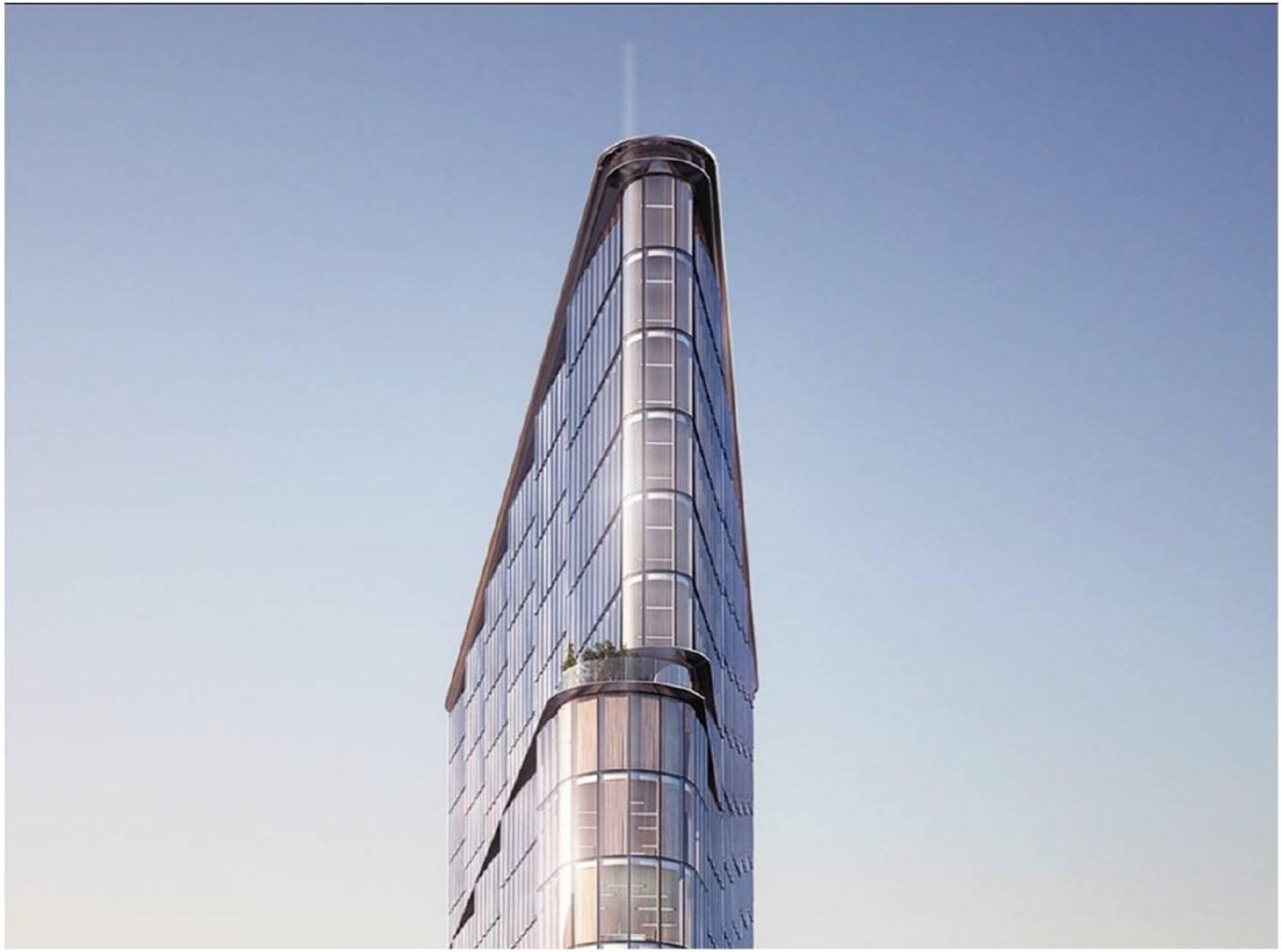
Premium Boutique Office Spaces at BKC to be launched in 3QFY17



Construction Updates

Signature Island, BKC

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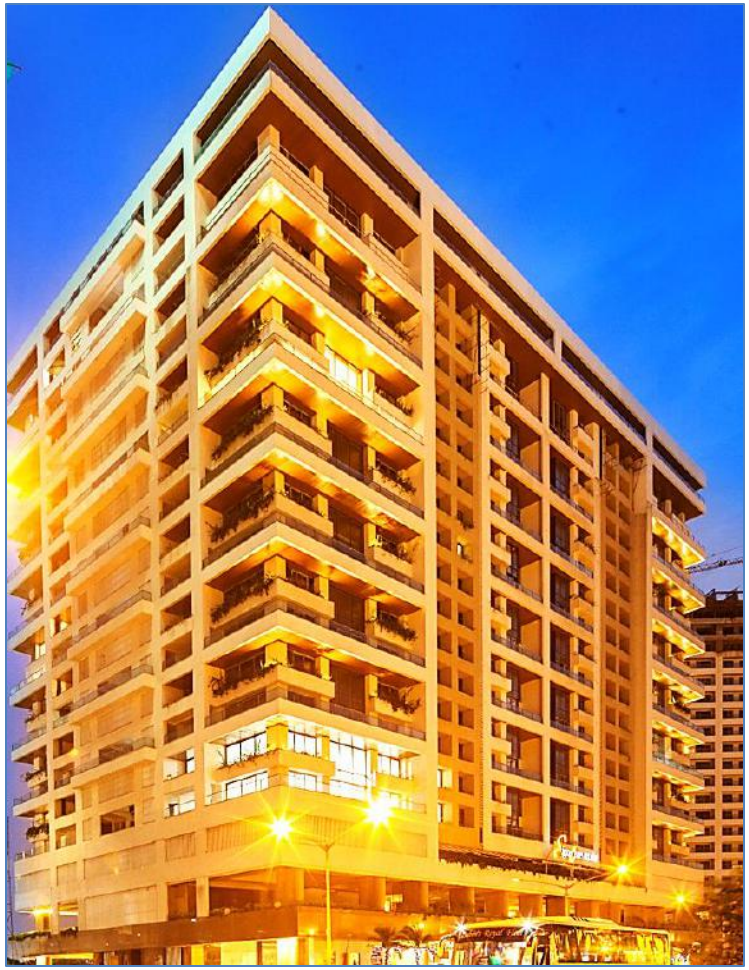
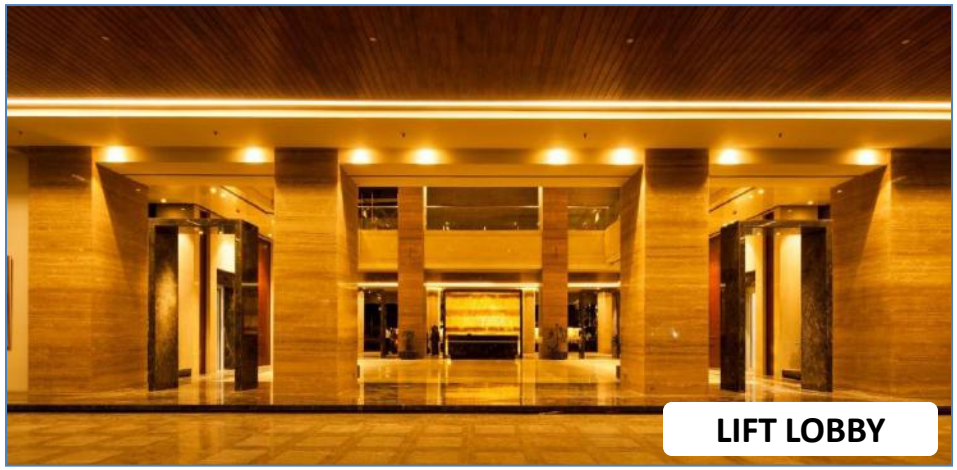
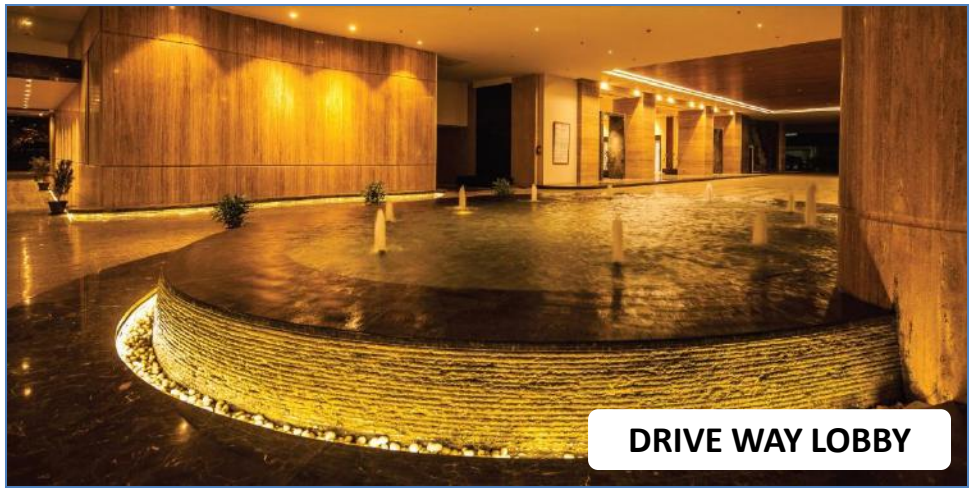
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS





LIFT LOBBY



DRIVE WAY LOBBY

Signature Island, BKC

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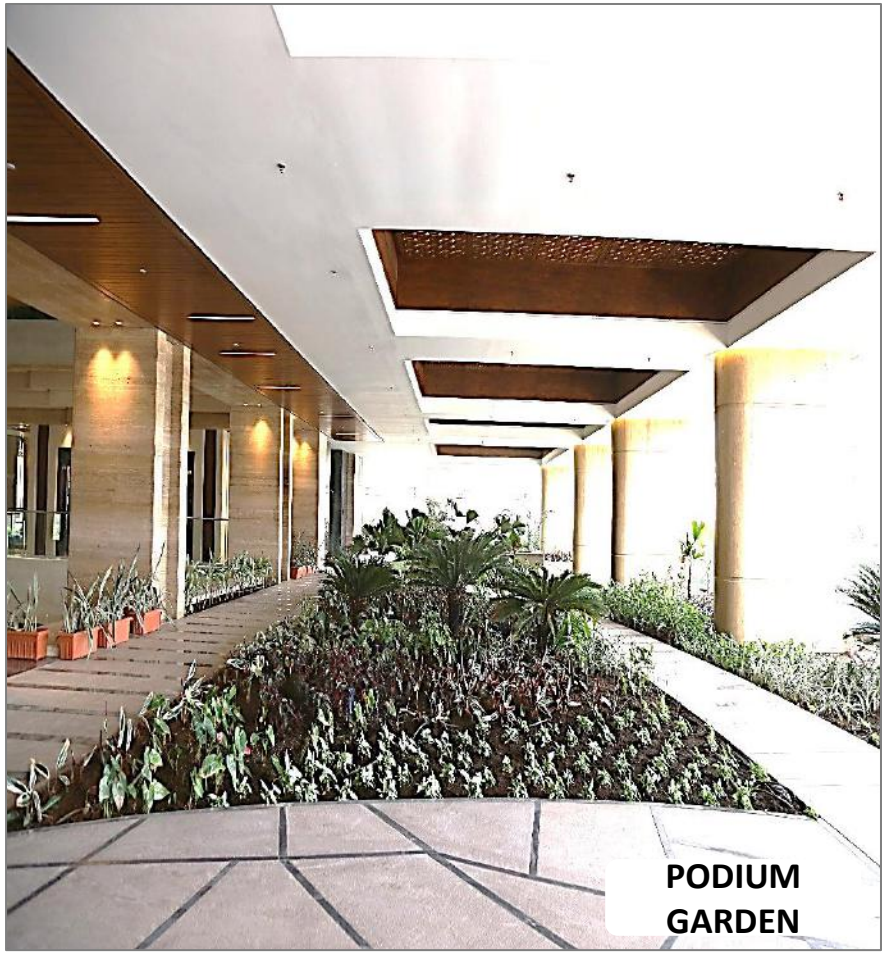
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



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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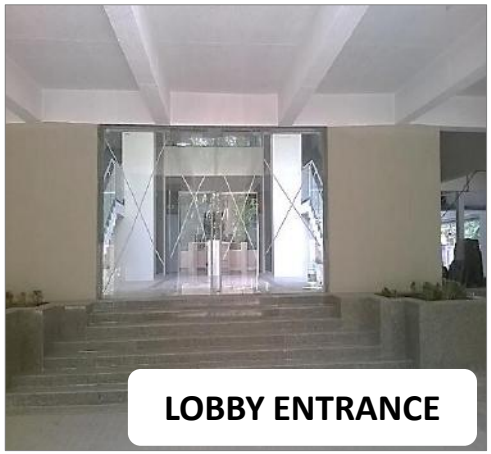
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



LOBBY ENTRANCE

DRIVEWAY

SWIMMING POOL

Commercial Projects

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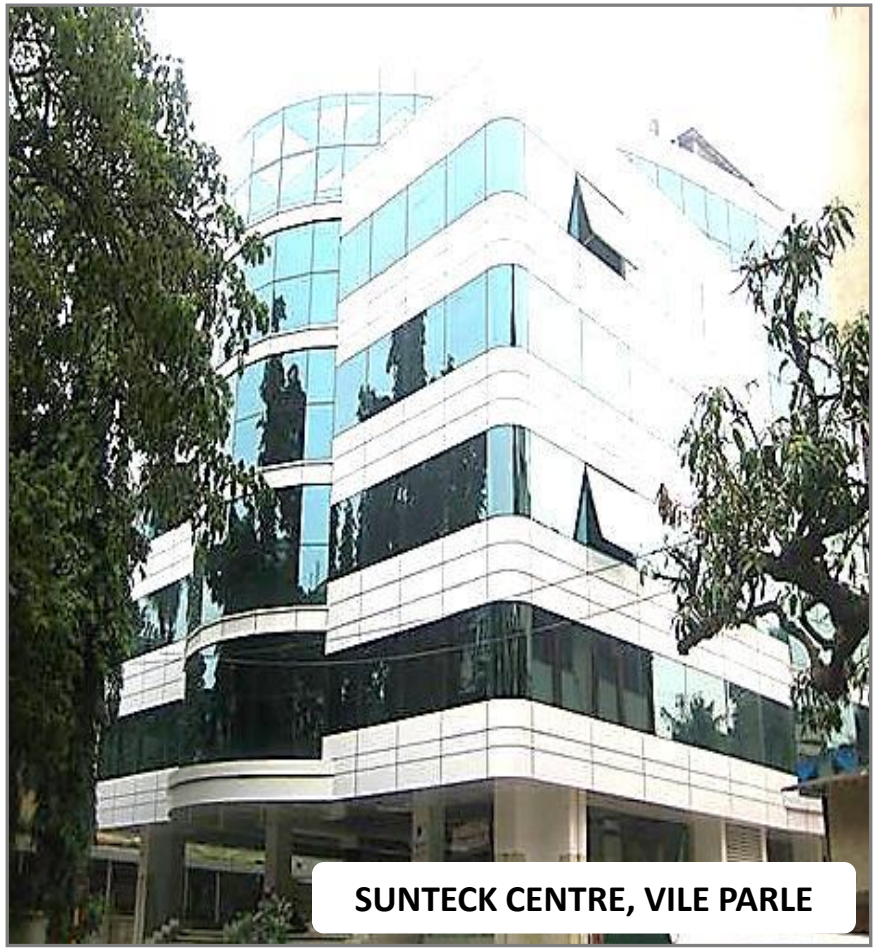
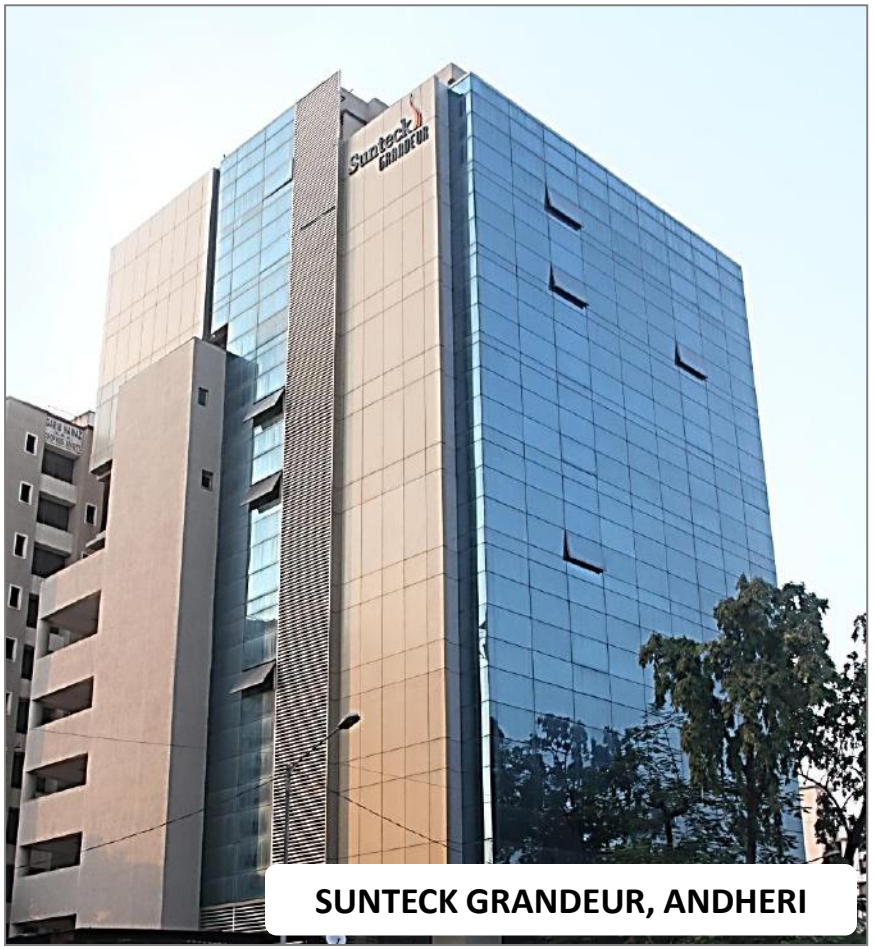
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS



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

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

Indicative Artistic Impression

Excavation Work and Shore Piling Under Progress

Signia High, Borivali

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

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Terrace slab only remaining

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

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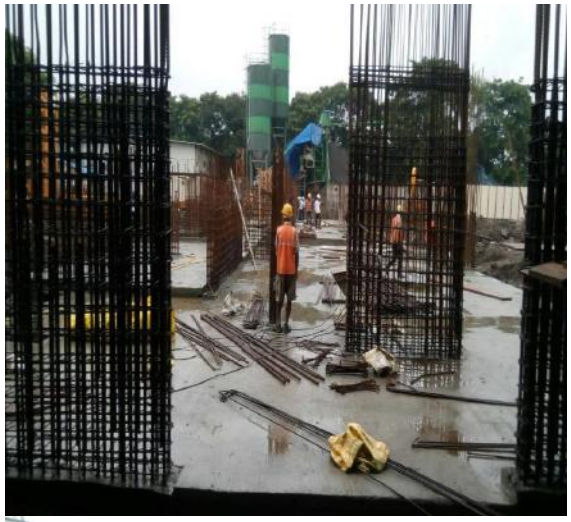

As of 1Q17: Foundation & Plinth WIP

Signia Pride, Andheri

Sunteck

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

COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

Indicative Artistic Impression

Demolition of structure completed

Sunteck Centre III, BKC

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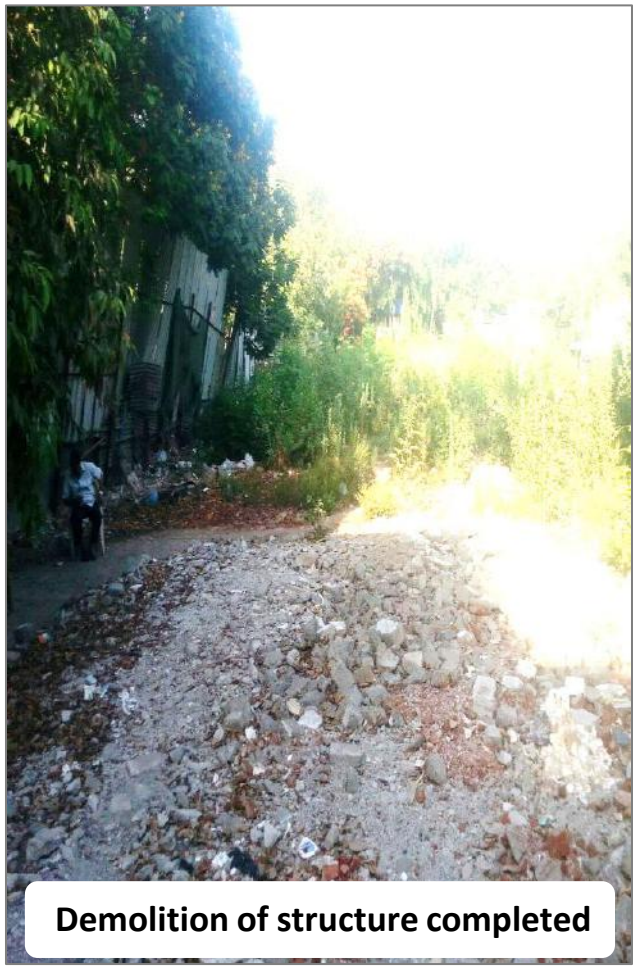
COMPLETED PROJECTS | UNDER CONSTRUCTION PROJECTS | UPCOMING PROJECTS

Indicative Artistic Impression



Demolition of structure completed

Thank You!

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