

SRL/SE/...../15-16

Date: 10<sup>th</sup> November, 2015

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

## Sub: Analyst Presentation

Dear Sir/Ma'am,

Pursuant to clause 36 of Listing Agreement, please find enclosed Analyst Presentation with regard to Unaudited Financial Results for the quarter and half year ended 30<sup>th</sup> September, 2015.

The copy of the same is enclosed herewith for your records.

Kindly acknowledge the receipt of the same.

Thanking you

Yours Faithfully,  
**For Sunteck Realty Limited**

  
**Authorised Signatory**  
Encl:a/a





# Sunteck Realty Limited

November 9, 2015

**Q2 & H1FY16  
Result Update**

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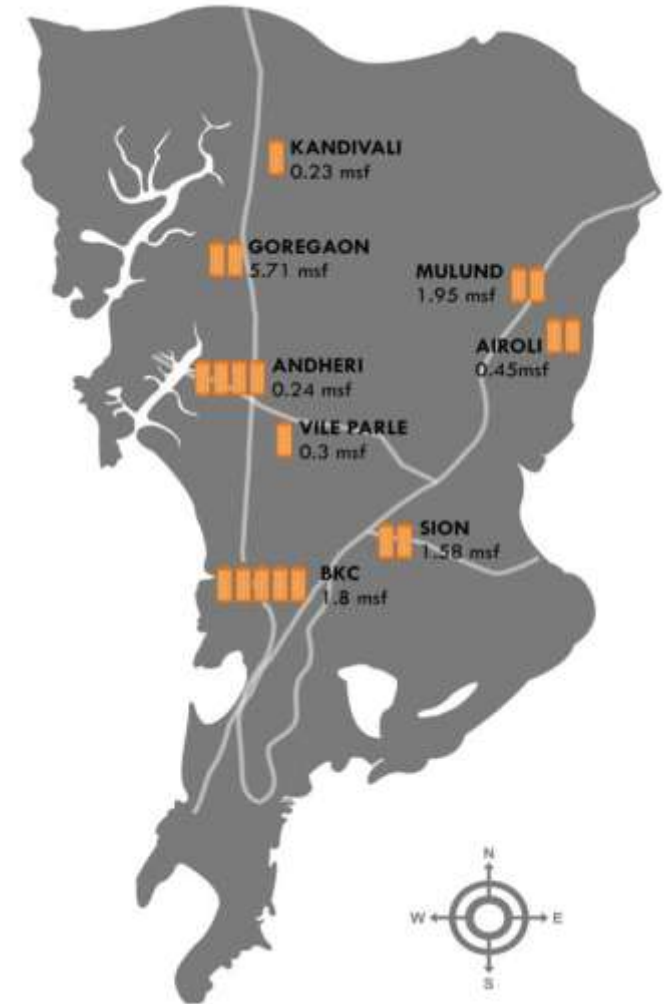
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- ✓ **Mumbai focused developer**
- ✓ **City-centric acquisitions at Optimum Cost with clear titles**
- ✓ **Premium Positioning**
- ✓ **Expertise in buying low cost land parcels & developing them into high end housing projects**
- ✓ **Project Portfolio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

## OUR PRESENCE



**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



## 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



## **Kamal Khetan**

*Chairman & Managing Director*

An Electronics and Communication engineer from Mangalore University

### **Over 2 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



## 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.



## 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*

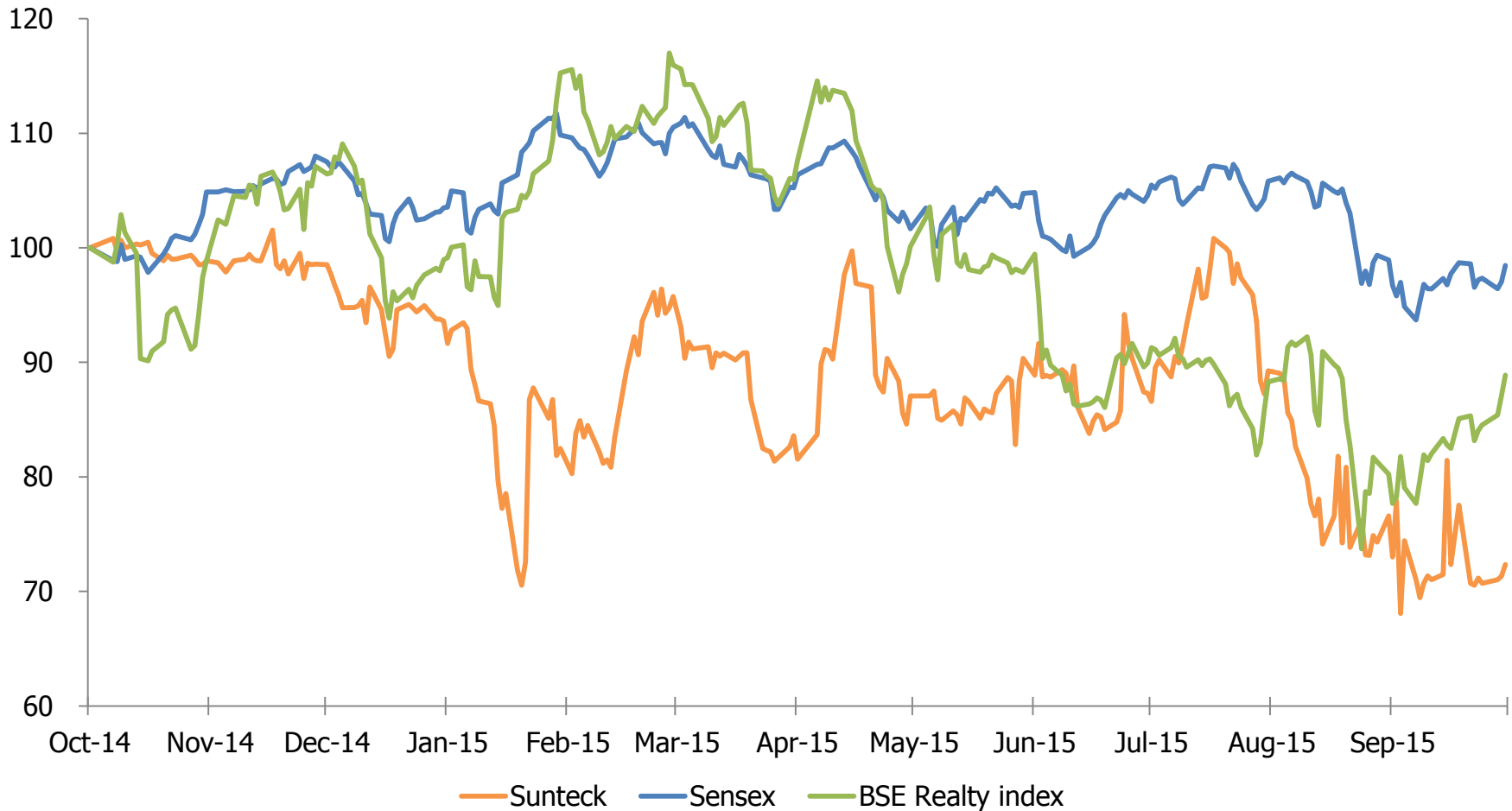
| Liabilities        | H1FY16        | FY15          | Assets               | H1FY16        | FY15          |
|--------------------|---------------|---------------|----------------------|---------------|---------------|
| Shareholders Funds | 14,726        | 14,703        | Net Block            | 133           | 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         |
| <b>Total</b>       | <b>46,015</b> | <b>42,204</b> | <b>Total</b>         | <b>46,015</b> | <b>42,204</b> |



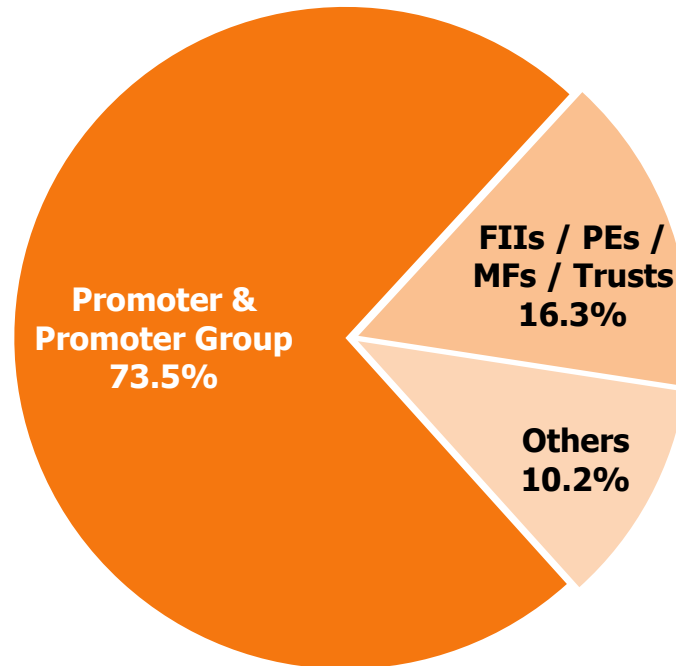
- ✓ The net secured debt of the company stood at INR 745 crores translating to a D/E ratio of 0.51x.
- ✓ The average cost of secured borrowing is <12% for the company as a whole and the average maturity ranges from 3 to 4 years.
- ✓ Out of the 25 projects, only 5 projects have construction finance.
- ✓ 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



**As on September 30, 2015**



## Business Operations



# Projects' Approval Status



Completed

Ongoing

Upcoming

| S.No. | Project Name                        | Environment | Fire       | Height | IOD / Layout | CC         | OC |
|-------|-------------------------------------|-------------|------------|--------|--------------|------------|----|
| 1     | Signature Island                    | 👍           | 👍          | 👍      | 👍            | 👍          | 👍  |
| 2     | Signia Oceans                       | 👍           | 👍          | 👍      | 👍            | 👍          | 👍  |
| 3     | Signia Skys                         | 👍           | 👍          | 👍      | 👍            | 👍          | 👍  |
| 4     | Sunteck Grandeur                    | 👍           | 👍          | 👍      | 👍            | 👍          | 👍  |
| 5     | Sunteck Kanaka                      | 👍           | 👍          | 👍      | 👍            | 👍          | 👍  |
| 6     | Signia Isles                        | 👍           | 👍          | 👍      | 👍            | 👍          | -  |
| 7     | Signia Pearl                        | 👍           | 👍          | 👍      | 👍            | 👍          | -  |
| 8     | Sunteck City 1 <sup>st</sup> Avenue | 👍           | 👍          | 👍      | 👍            | 👍          | -  |
| 9     | Sunteck City 2 <sup>nd</sup> Avenue | 👍           | 👍          | 👍      | 👍            | In Process | -  |
| 10    | Signia High                         | 👍           | 👍          | 👍      | 👍            | 👍          | -  |
| 11    | Signia Pride                        | NA          | 👍          | 👍      | 👍            | 👍          | -  |
| 12    | Gilbert Hills, Andheri              | NA          | 👍          | 👍      | 👍            | In Process | -  |
| 13    | Signia Waterfront                   | 👍           | 👍          | NA     | 👍            | In Process | -  |
| 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 # |
|------------------|--------------------------|---------------|---------------|-------------------|---------------------|------------------------|
| <b>Completed</b> |                          |               |               |                   |                     |                        |
| 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                    |
| <b>Ongoing</b>   |                          |               |               |                   |                     |                        |
| 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                  |
| <b>Upcoming</b>  |                          |               |               |                   |                     |                        |
| 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                  |
| <b>Total</b>     |                          | <b>90,127</b> | <b>36,368</b> | <b>24,411</b>     | <b>11,957</b>       | <b>53,609</b>          |

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



## Construction Updates



# Key Partners & Associates

|                                                                                     |                                                                           |                                                                                       |                                                                           |
|-------------------------------------------------------------------------------------|---------------------------------------------------------------------------|---------------------------------------------------------------------------------------|---------------------------------------------------------------------------|
|    | Kotak Realty Fund                                                         |    | Walt Disney, India                                                        |
|    | Ajay Piramal Group                                                        |    | Construction services for Infra, Resi, Industrial and Commercial projects |
|    | Leading construction company in India                                     |    | Concierge Services                                                        |
|    | World's leading global architecture and design practices                  |    | Delivering creative, value led building and city solutions                |
|   | Firm specializing in Architecture, Sustainable Planning & Interior Design |   | Well-known structural specialists                                         |
|  | Full-service architectural firm                                           |  | International construction consultancy firm                               |



## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



**ATRIUM VIEW**



**SWIMMING POOL**



**DRIVEWAY LOBBY**

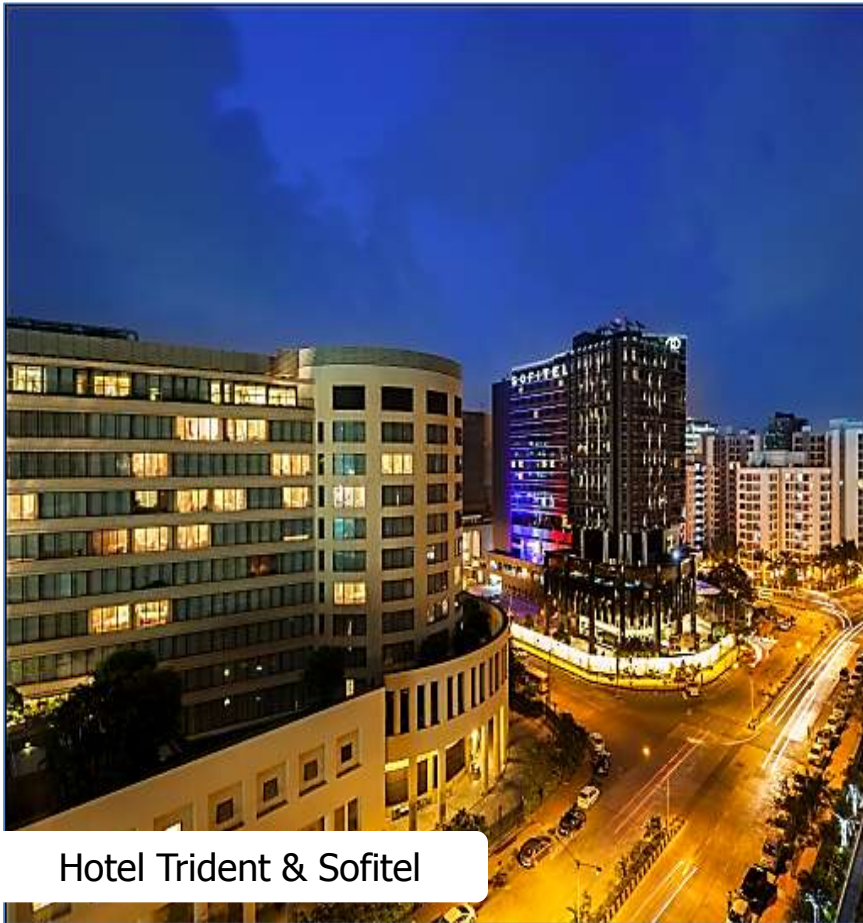


# View from Signature Island

## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



## COMPLETED PROJECTS



## UNDER CONSTRUCTION PROJECTS



## UPCOMING PROJECTS



# 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



COMPLETED PROJECTS

UNDER CONSTRUCTION  
PROJECTS

UPCOMING PROJECTS



## 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



COMPLETED PROJECTS

UNDER CONSTRUCTION  
PROJECTS

UPCOMING PROJECTS



## COMPLETED PROJECTS

## UNDER CONSTRUCTION PROJECTS

## UPCOMING PROJECTS



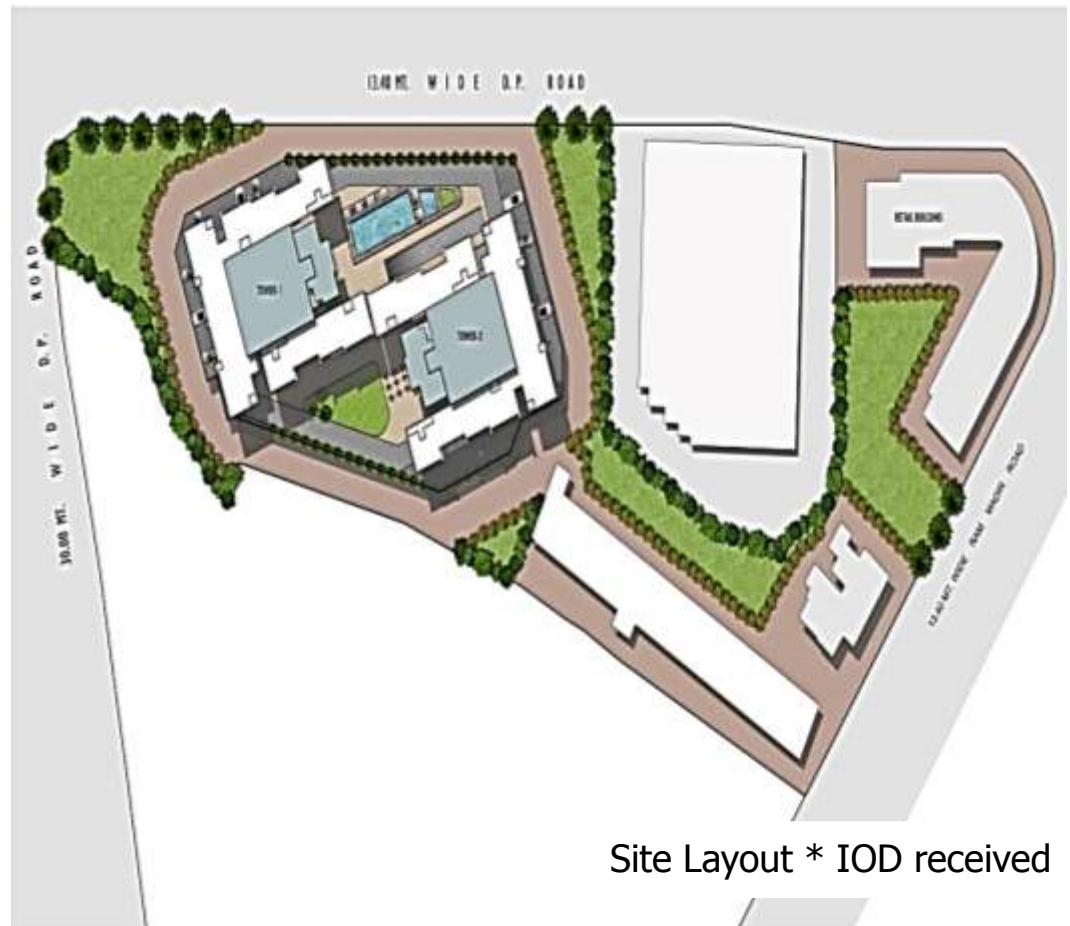
COMPLETED PROJECTS

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 up to 13<sup>th</sup> slab (including 2 levels of basement) completed



COMPLETED PROJECTS

UNDER CONSTRUCTION  
PROJECTS

UPCOMING PROJECTS



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



Thank You!

**Corporate Office**

5th Floor, Sunteck Centre,  
37-40 Subhash Road,  
Vile Parle (East), Mumbai – 400057  
Tel: +91-22-42877800  
Email: [ir@sunteckindia.com](mailto:ir@sunteckindia.com)

**Investor Relations**

Sumesh Mishra  
President - COO  
Email: [sumesh.mishra@sunteckindia.com](mailto:sumesh.mishra@sunteckindia.com)

Prashant Chaubey  
AVP – Finance & Investor Relations  
Email: [prashant.chaubey@sunteckindia.com](mailto:prashant.chaubey@sunteckindia.com)

