

SRL/SE/44/17-18

Date: 5th October, 2017

The Secretary, Listing Department,
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Tower,
Dalal Street,
Mumbai – 400 001
Scrip Code: 512179

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

Sub: Disclosure pursuant to Regulations 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Sir,

Pursuant to Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby intimate that an investor presentation has been prepared by the Company, which is available at the following weblink-

<http://www.sunteckindia.com/corporate-notice.aspx>

We request you to take this on record and that the same be treated as compliance under the applicable regulation of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Thanking You,

For Sunteck Realty Limited


Rachana Hingarajia
Company Secretary





Sunteck

Sunteck Realty Ltd.

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Sunteck Realty – Key strengths

Achieved Vision: BKC – The financial hub of country

Replicating Vision BKC at ODC, Goregaon (W) - The next BKC of suburban Mumbai

Next Vision: Emerging Location (MMR region) - Mid-income value homes (affordable)

Sunteck Realty – Portfolio strength

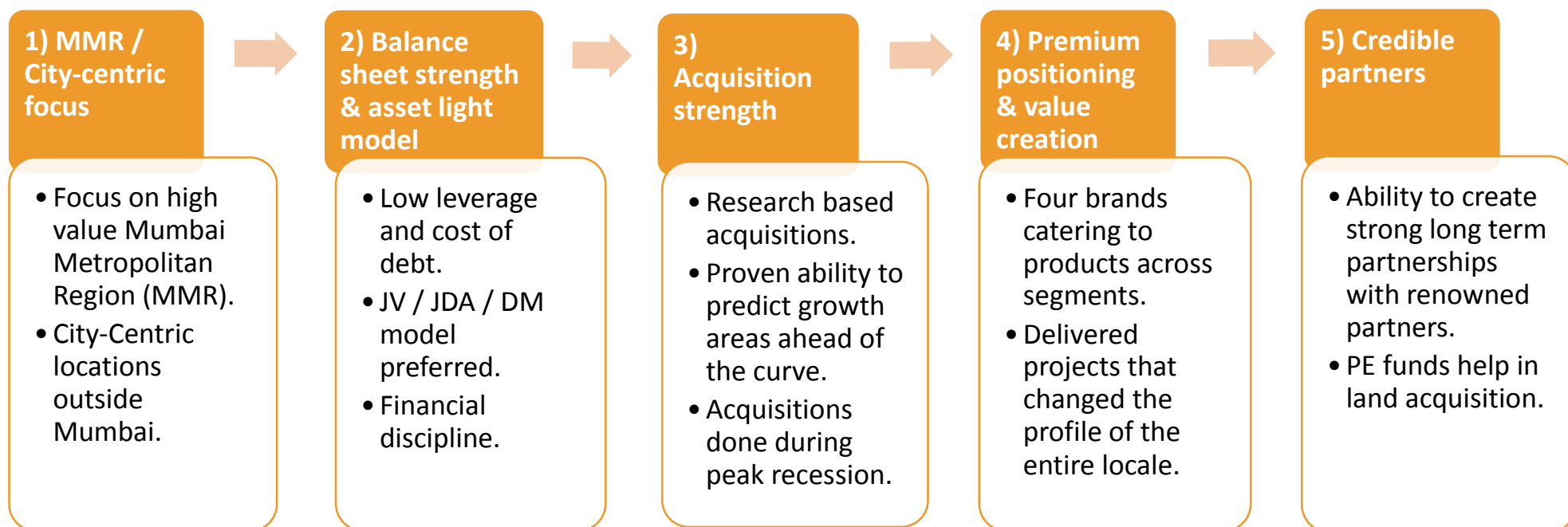
Annexures



Sunteck Realty - Executive Summary

Company Profile: Sunteck is a Mumbai focussed premium developer with experienced promoter, focussed project acquisition strategy, premium brand, strong execution and healthy balance sheet.

Strong Project Portfolio: Sunteck has about 23 mn sqft spread across 25* projects (8 projects completed worth ~Rs59,000mn) majorly in MMR region having leadership position in CBDs of Mumbai at BKC (5 projects) and ODC, Goregaon (W) (6 projects).



Key Triggers:

- ✓ To build around 2.6mn sqft of rental portfolio
- ✓ Strong balance sheet to support future growth

**Includes completed, ongoing, upcoming and future projects*

Incredible growth in key metrics

64X EBITDA and 55X PAT in 4 years!

Rs million

Particulars	FY13	FY17	FY17 over FY13	
Net Sales	502	9,604	↑	19.1x
EBITDA	54	3,481	↑	64.2x
- Margin	11%	36%	↑	2543bps
PAT	40	2,202	↑	54.8x
- Margin	8%	23%	↑	1491bps
Networth	4,004	17,953	↑	4.5x
Market Capitalization	~25,000	~40,000	↑	1.6x

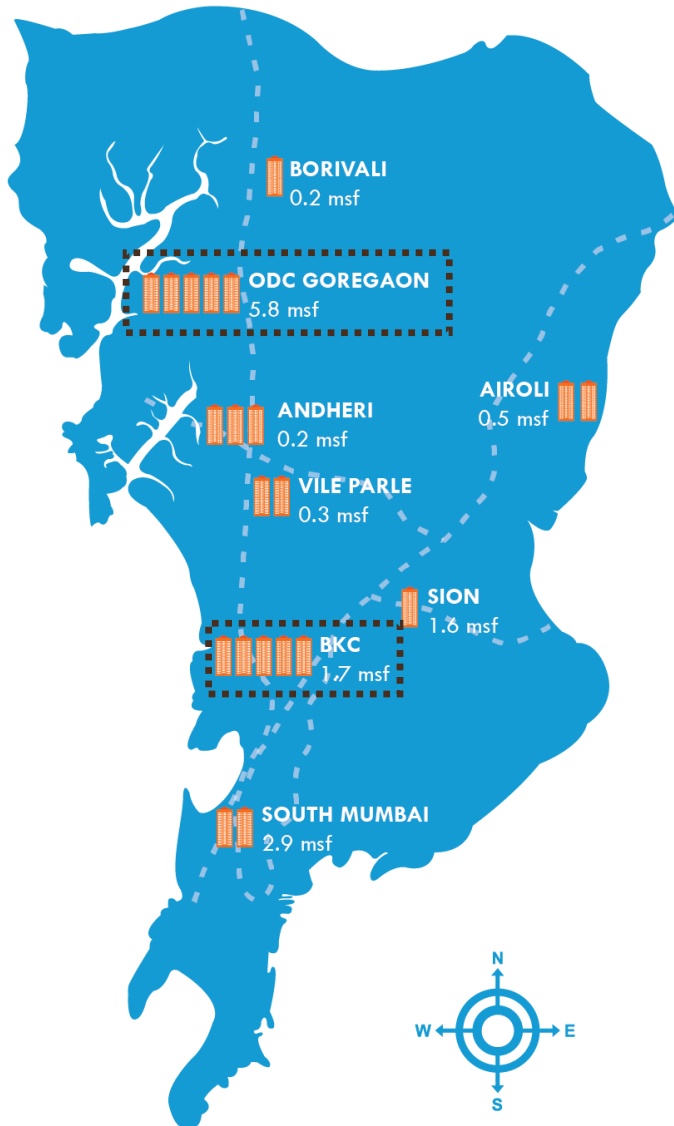
Year-wise details available in Slide No. 33



Sunteck Realty – Key strengths



Key strength 1: Sunteck – A MMR focused developer



BKC: 5 projects of ~1.7msf worth ~Rs59,000mn.

ODC, Goregaon (W): 6 projects of ~6msf worth ~Rs44,000mn and rental portfolio potential.

Residential:

- ☐ Signature Island
- ☐ Signia Isles
- ☐ Signia Pearl

Commercial:

- ☐ Sunteck Icon
- ☐ Sunteck Gateway 51

Residential:

- ☐ SunteckCity, Avenue 1
- ☐ SunteckCity, Avenue 2
- ☐ SunteckCity, Avenue 3
- ☐ SunteckCity, Avenue 4

Commercial:

- ☐ SunteckCity, 5th Avenue
- ☐ SunteckCity, 6th Avenue

Other completed / ongoing projects: Signia Oceans, Sunteck Grandeur, Signia High, Signia Waterfront, Signia Pride, Sunteck Centre

Other upcoming projects: Gilbert Hill, Signia Sion, South Mumbai I & II, Signia Gardens

Key strength 2:

Low leverage in a debt heavy sector & financial discipline

Rs million	FY17	FY16	Difference	% change
Secured Debt	7,770	7,754	16	0%
Cash & Bank Balance	986	917	70	8%
Net Secured Debt	6,784	6,837	(53)	-1%
Unsecured Debt	1,669	4,585	(2,916)	-64%
Net Debt	8,454	11,422	(2,969)	-26%
Net Worth	17,953	15,985	1,969	12%
Net Debt / Equity	0.47	0.71		

- Promoter shareholding of ~74% with no promoter shares pledged, no Corporate Guarantee given.
- Credit Rating of A+ from FITCH & CARE.
- Average cost of secured debt ~10.4% - one of the lowest in the sector. Incremental debt funding @ 9.25% - 9.75%.
- Financial discipline in raising equity with no dilution in last 8 years.

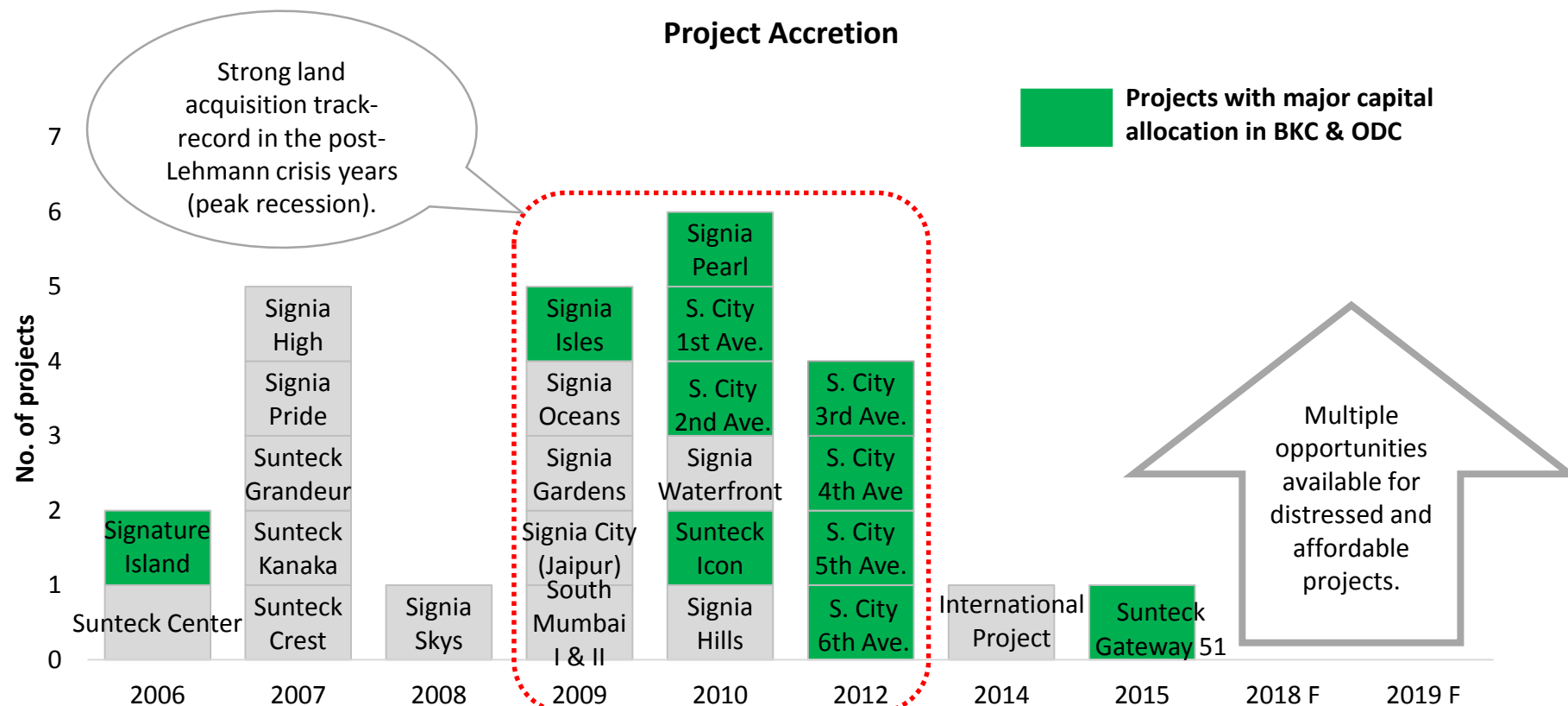
Key strength 3:

Well-timed capital allocation – Stage set for the next round!

Acquisition strength:

- **Research** based acquisitions
- Ability to predict growth areas **ahead of the curve.**
- Acquisitions done during peak recessions

Sunteck set to benefit from the opening up of attractive acquisition opportunities post demonetization, RERA & the government's focus on housing.



Key strength 4:

Differentiated branding helps command premium positioning

Differentiated branding across product segments helps command a premium positioning across segments

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

Coming soon

A fifth brand for Aspirational Mid-income Value Homes



Key strength 5:

Association with renowned partners has helped growth

Partnership with Kotak Group

- Kotak Real Estate Fund (KREF) has invested in the listed entity in the past.
- KREF has invested private equity money at Signia Isles and SunteckCity, and exited at >20% IRRs.

Partnership with Ajay Piramal Group

- IndiaREITs private equity invested at Signature Island and exited at >20% IRRs.
- 50:50 JV Piramal Sunteck Realty Pvt. Ltd. (PSRPL) formed in 2007 to undertaken multiple projects.
- Piramal buys 5% in the listed company.

Reputed Auditors:

Internal – PWC | Statutory – Lodha & Co

Achieved Vision: BKC – The financial hub of country



BKC – Value Creation

1. **Identified residential in BKC** at a time when the locale was only of commercial orientation.
2. **Further with research identified** that premium luxury residential offering commands 3-4X premium vs. commercial in CBDs and with that conviction, **bought land at premium** to ready properties in nearby locations (Kalanagar, Kalina).
3. Today Sunteck's residential projects have given **multi-bagger returns** in terms of capital appreciation, significantly outperforming the expectations of even PE players.
4. **Established brand** which helped to acquire **two commercial projects** in BKC recently under the asset-light JV / JDA model.

Setting **benchmarks** for
Mumbai's residential market

~74% of sales already achieved

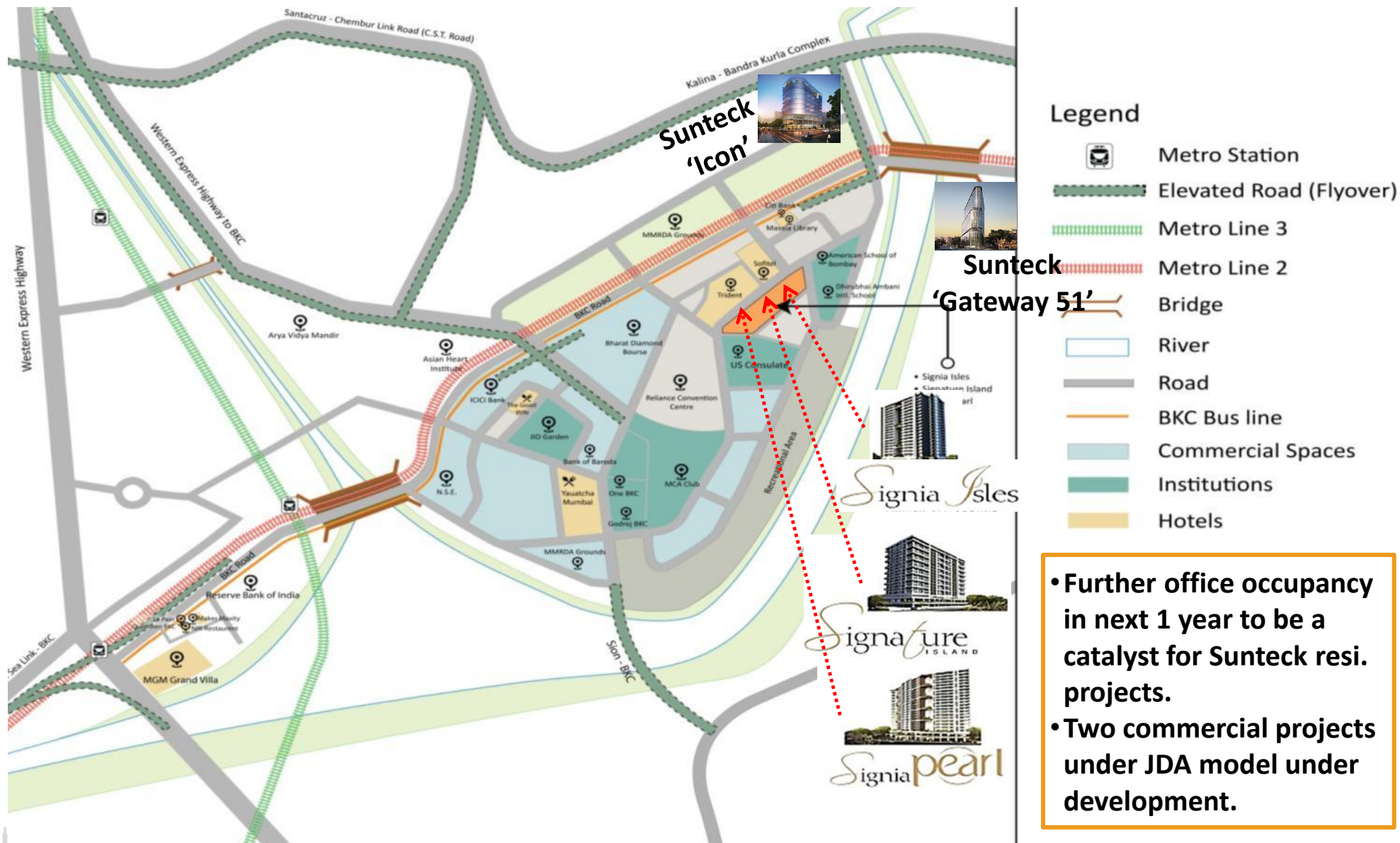
Occupation Certificate received
for all three buildings

Ownership profile of the
country's crème-de-la-crème

Implied IRRs of sold inventory at
proportionate cost incurred are
in the **46-60%** range



BKC set to get another infrastructure boost



- Further office occupancy in next 1 year to be a catalyst for Sunteck resi. projects.
- Two commercial projects under JDA model under development.

BKC: ~Rs25,000mn cash surplus from ready projects

Rs million

S.No	Project Name	% of units sold	No. of units unsold	Unsold saleable area (msf)	Estimated pricing (Rs / sqft)*	Estimated future sales value	Receivables	Estimated costs yet to be incurred	Estimated operating cash flows
BKC Residential									
1	Signature Island	66%	22	0.22	61,000	13,461	958	0	14,419
2	Signia Isles	84%	12	0.06	49,000	2,844	1,280	0	4,124
3	Signia Pearl	70%	24	0.12	45,000	5,338	1,050	94	6,294
Sub-Total		74%	58	0.40	54,470	21,643	3,288	94	24,837
BKC Commercial									
1	Sunteck Icon	-	-	0.05	20,000	1,028	0	385	643
2	Sunteck Gateway 51	-	-	0.06	20,000	1,100	0	383	717
Sub-Total		-	-	0.11	20,000	2,128	0	768	1,360
Total				0.50	47,189	23,771	3,288	862	26,198

Values represent SRL share

* in-line with recent pricing

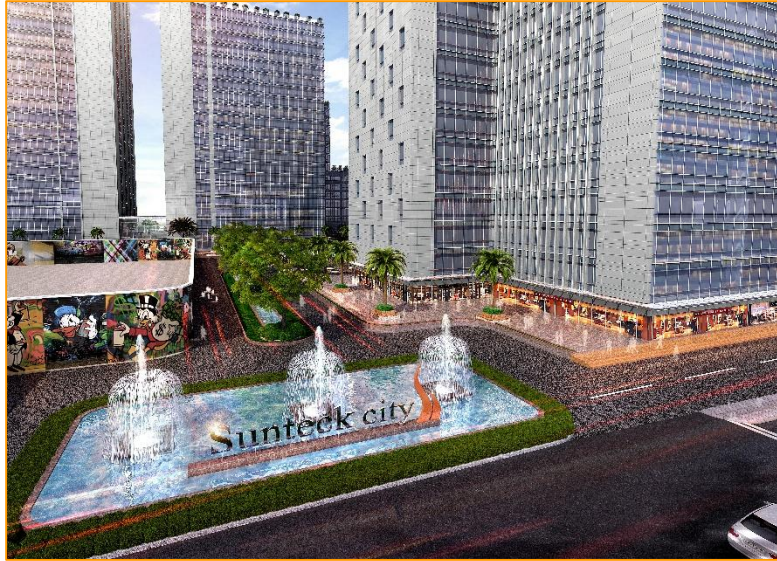
Replicating Vision BKC at ODC, Goregaon (W) – 23 acres

The next BKC of suburban Mumbai



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Replicating Vision BKC at ODC, Goregaon (W) – 23 acres The next BKC of suburban Mumbai



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SunteckCity, ODC, Goregaon (W) – Driving future growth

1. **Identified the next destination within Goregaon (W)**, planned and being developed as a CBD by MMRDA, the same planning authority which delivered BKC successfully.
2. **Further with research identified the under valued potential ODC, Goregaon (W)**, at discounted prices as compared to neighbors like Goregaon (E) & Lokhandwala (Andheri – W) and surrounded by **commercial hubs like Nirlon, Nesco, Mind Space, Infinity Park** etc.
3. **MMRDA undertaking significant infrastructure improvement: two flyovers** connecting East to West & **Ram Mandir Station** on western railway line already operational. **Road widening work** at six 90ft roads underway.
4. **Value created through acquisition of 23 acre land** for only **~Rs4,500mn (fully paid for)** at **<Rs1,000/sqft**.
5. **Targeted customer in the mid-income** households looking at luxury houses at affordable prices.

Initial launch at ~Rs8,000/sf.
Recent selling price approximately
at Rs14,000/sf

~70% of launched inventory
already sold

~70% of under-construction
inventory is Rs13-20mn of unit
size

Annuity income potential targeted in the range of around Rs4,359 – 4,825mn from around ~2.6mnsqft at 5th Avenue & 6th Avenue (Investment required ~Rs15,000mn).



Residential portfolio to generate ~Rs24,000mn cash surplus

Rs million

S.No.	Project Name	% of units sold	No. of units unsold	Unsold saleable area (msf)	Estimated pricing (Rs / sqft)*	Estimated future sales value	Receivables	Estimated costs yet to be incurred	Estimated operating cash flows
Residential									
1	Sunteck City, Ave. 1	46%	230	0.41	14,500	5,999	990	1,419	5,569
2	Sunteck City, Ave. 2	37%	338	0.40	14,500	5,764	2,046	3,666	4,145
3	Sunteck City, Ave. 3	0	0	0.88	14,500	12,827	0	5,353	7,474
4	Sunteck City, Ave. 4	0	0	0.86	14,500	12,430	0	5,209	7,221
Sub-Total		-	-	2.55	14,500	37,019	3,037	15,647	24,409

Values represent SRL share

* in-line with recent pricing

ODC, Goregaon (W): Annuity income potential of around Rs4,359 – 4,825mn by FY2021-22

Rs million

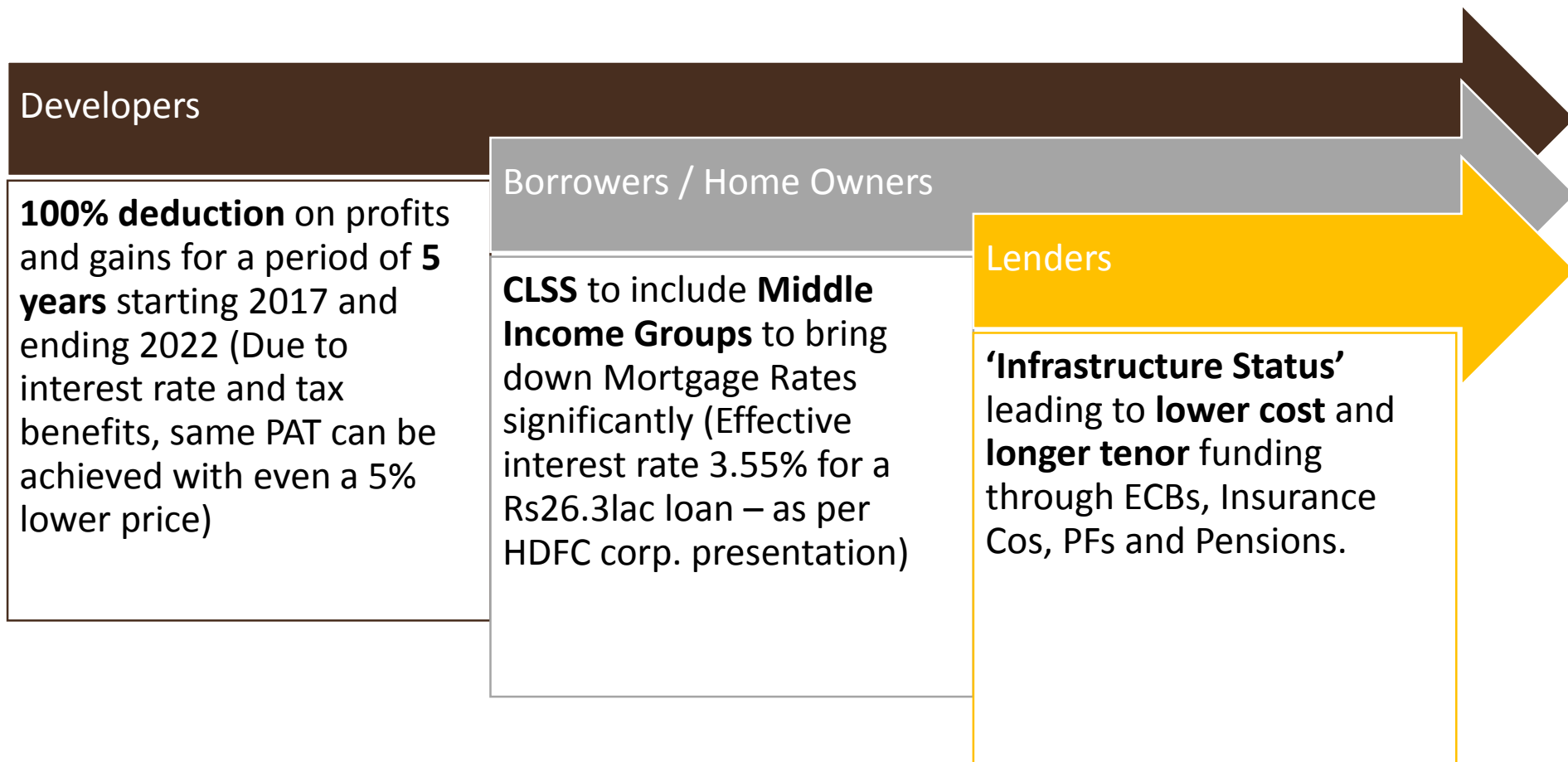
Upcoming Commercial at ODC, Goregaon (W)		Leasable area potential around (msf)	Estimated monthly net rental range - Rs / sq ft / m	Estimated annual lease rental potential range - Rs mn	Estimated costs to be incurred - Rs mn
1	Sunteck City, 5th Ave.	1.2	135 - 150	1,993 - 2,214	7,196
2	Sunteck City, 6th Ave.	1.4	145 - 160	2,366 - 2,611	7,956
Sub-Total		2.6		4,359 - 4,825	15,152

**Next Vision: Emerging Location (MMR region) -
Mid-income value homes (affordable)**



Compelling opportunity in affordable housing

Significant growth in Housing demand in the coming years in the affordable segment



Next Vision to be in-line with core value proposition

1. **Identifying emerging location on the western suburbs of MMR, entitled for SOPs of affordable housing by keeping the right unit size.**
2. **Research to be based on upcoming infrastructure, ticket size. Profitability to be driven by volumes and faster turnaround.**
3. **Value positioning with realizations around Rs5,000/sqft.**
4. **Large sized project - acquisition to be under the asset-light JV/JDA model.**

Sunteck Realty - portfolio strength



Overall portfolio 1: Cash surplus of ~Rs55,000mn

Rs million

S.No.	Project Name	Unsold saleable area (mn sq ft)	Estimated pricing (Rs / sqft)*	Estimated future sales value	Receivables	Estimated costs yet to be incurred	Estimated operating cash flows
Completed							
1	Signature Island	0.22	61,000	13,461	958	0	14,419
2	Signia Oceans	0.00	13,000	0	0	0	0
3	Sunteck Grandeur	0.00	14,500	0	371	0	371
4	Sunteck Kanaka	0.02	9,000	203	22	5	219
5	Signia Skys	0.02	5,500	137	60	5	192
6	Signia Isles	0.06	49,000	2,844	1,280	0	4,124
7	Signia Pearl	0.12	45,000	5,338	1,050	94	6,294
8	Sunteck Centre						
Sub-Total		0.44	49,433	21,982	3,741	104	25,619
Ongoing							
1	Sunteck City, Ave.1	0.41	14,500	5,999	990	1,419	5,569
2	Sunteck City, Ave. 2	0.40	14,500	5,764	2,046	3,666	4,145
3	Signia High	0.15	13,500	1,985	345	137	2,193
4	Signia Pride	0.05	20,000	960	0	168	792
5	Signia Waterfront	0.08	13,000	1,048	332	232	1,147
6	Sunteck Icon	0.05	20,000	1,028	0	385	643
Sub-Total		1.14	14,745	16,784	3,713	6,008	14,489
Upcoming							
1	Sunteck City, Ave. 3	0.88	14,500	12,827	0	5,353	7,474
2	Sunteck City, Ave. 4	0.86	14,500	12,430	0	5,209	7,221
3	Sunteck Gateway 51	0.06	20,000	1,100	0	383	717
Sub-Total		1.80	14,668	26,357	0	10,945	15,412
Grand Total		3.38	19,268	65,122	7,454	17,056	55,521

Values represent SRL share.

* in-line with recent pricing

Overall portfolio 2: Annuity income potential of around Rs4,359 – 4,825mn by FY2021-22

Rs million

Upcoming Commercial at ODC, Goregaon (W)		Leasable area potential around (msf)	Estimated monthly net rental range - Rs / sq ft / m	Estimated annual lease rental potential range - Rs mn	Estimated costs to be incurred - Rs mn
1	Sunteck City, 5th Ave.	1.2	135 - 150	1,993 - 2,214	7,196
2	Sunteck City, 6th Ave.	1.4	145 - 160	2,366 - 2,611	7,956
Sub-Total		2.6		4,359 - 4,825	15,152

Overall portfolio 3: Future projects at premium locations

S.No.	Project name	Location	Development type	Structure	Area potential (msf)
1	Signia City J - Resi.	Bani Park, Jaipur	Residential	JV/JDA	4.3
	Signia City J - Comm.	Bani Park, Jaipur	Commercial	JV/JDA	2.1
	Signia City J - Ret.	Bani Park, Jaipur	Retail	JV/JDA	2.1
2	Sunteck Crest - Ph. I	Sion, Mumbai	Commercial	JV/JDA	0.8
	Sunteck Crest - Ph. II	Sion, Mumbai	Commercial	JV/JDA	0.8
3	South Mumbai I	Mumbai	Residential	JV/JDA	1.8
	South Mumbai II	Mumbai	Residential	JV/JDA	1.1
4	Signia Gardens	Vile Parle(E), Mumbai	Residential	CO	0.2
5	Gilbert Hill	Andheri (W), Mumbai	Residential	Redev.	0.1
6	Sunteck Dubai	Dubai	Mixed Use	JV	0.8
Total					14.1

- Future projects with development potential of ~14 msf* (Sunteck's share ~4msf*).
- Major capital deployed only for the projects under-development.

• * subject to regulatory approvals



Awards & recognitions

- Sunteck realty featured in **Fortune** for “India’s top 500 midsize companies” – July,2017
- Signature Island awarded as “**Ultra Luxury-Lifestyle project of the year – 2017**” – By Realty plus
- Sunteck City Awarded for “**Most innovative concept of the year - 2017**” – By Realty plus
- Sunteck City awarded as “**Integrated township of the year – 2016**” - By Realty Plus
- Signature Island awarded as “**Super Luxury Project of the year – 2015**” - By NDTV Property Awards
- Mr. Kamal Khetan awarded as “**Scroll of honor & Pathfinder award for the most enterprising CXO – 2015**” – By Realty Plus
- Mr. Kamal Khetan awarded as “Real estate person of the year & young entrepreneur of the year - 2015” – **By Construction Week**
- Sunteck City awarded as “**Integrated township of the year – 2015**” - By Realty Plus



Annexures



Completed projects

Signature Island, BKC,
Mumbai
- Residential



Signia Isles, BKC, Mumbai
- Residential



Signia Pearl, BKC, Mumbai
- Residential



Signia Oceans, Airoli, Navi
Mumbai -
Residential



Signia Skys,
Nagpur -
Residential



Sunteck Grandeur, Andheri,
Mumbai -
Commercial



Sunteck Centre, Vile Parle,
Mumbai
- Commercial



Sunteck Kanaka,
Goa -
Commercial



Ongoing projects

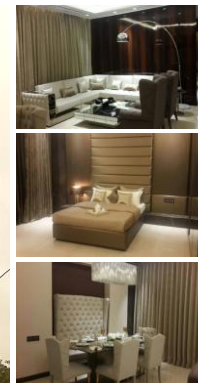
Sunteck City Avenue 1,
Goregaon (W), Mumbai
- Residential



Sunteck City Avenue 2,
Goregaon (W), Mumbai
- Residential



Signia High, Borivali,
Mumbai -
Residential



Signia Waterfront, Airoli, Navi
Mumbai
- Residential



Signia Pride, Andheri,
Mumbai
- Residential

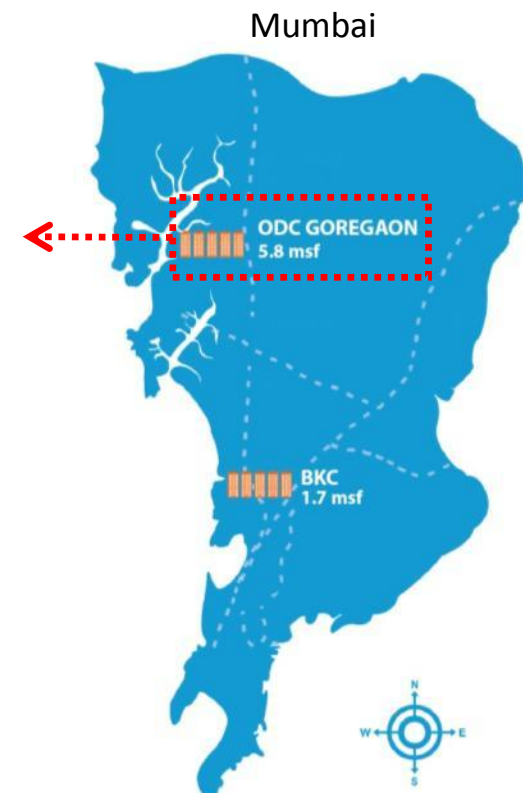


Sunteck Gateway 51, BKC
Junction, Mumbai
- Commercial



Sunteck Icon, BKC Junction,
Mumbai
- Commercial





**From Ultra-premium & low volume in BKC (~1.7msf worth ~Rs59,000mn)
To Aspirational & high volume in ODC (~6msf worth ~Rs44,000mn and rental portfolio potential).**

Key financials

Rs million					
Particulars	FY13	FY14	FY15	FY16	FY17
Net Sales	502	9,383	3,169	2,613	9,604
EBITDA	54	2,785	1,339	239	3,481
- Margin	11%	30%	42%	9%	36%
PAT	40	1,510	682	206	2,202
- Margin	8%	16%	22%	8%	23%
Networth	4,004	5,477	14,703	15,985	17,953



Experienced board of directors

Kamal Khetan <i>Chairman & Managing Director</i>	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 <i>Executive Director</i>	A civil engineer with more than 30 years of experience in regulatory field Profound knowledge of regulation/acts governing development In-depth insight in conceptualizing, planning, devising and streamlining approval process
Rachana Hingarajia <i>Non Executive / Non Independent Women Director</i>	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 <i>Independent Director</i>	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
Ramakant Nayak <i>Independent Director</i>	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 <i>Independent Director</i>	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



The Journey so far and way forward

With a strong execution track-record now established, company set to expand multi-fold in the next few years

2000-2006	2007-2012	2013-2017	2018 onwards target
- Starts operations as a Business Center Operator with 4 rented assets located at BKC, Vile Parle & Andheri. - Business Center operation flourishes with Blue-Chip clientele such as Intel, HP, Visa, Cable & Wireless, Schlumberger, Ola Cabs & others. - No LRD/Debt on the rental asset. - Rental Realization @ Rs.125 psf - Rs.175 psf - monthly	- Ventures into real estate development with the acquisition of Signature Island – 1st residential plot at BKC. Partners with India REITs to fund acquisition. - Kotak Realty Fund invests Rs. 1,400mn (~US\$ 22 mn) in its 1st entity level PE transaction. - Forms a 50:50 JV with Ajay Piramal Group for real estate development. - Acquires additional c.20 projects with revenue potential of ~Rs.250bn (~US\$ 3.7 bn)	- Projects worth revenues of Rs59bn delivered. - Significant capital appreciation achieved in BKC, ODC - Goregaon and Airoli. - Brings in top industry professionals to drive the next level of growth. - FITCH assigns 'A+' (LT) and 'A1+' (ST) credit rating. - Signature Island achieves iconic status as the most luxurious residential project of the country.	- Sunteck City 5th & 6th Avenue to create a rental portfolio of up-to 2.6 mn sqft for SRL. - To launch Sunteck City 3rd Avenue & 4th Avenue worth ~1.7mn sqft in size. - Large new projects in the affordable housing space to be undertaken. - Focus on Distressed Assets purchases post demonetization, RERA and the government's focus. - Projects worth ~Rs29bn to targeted be delivered in the next 2-3 years.
FOUNDATION	VISION & EVOLUTION	EXECUTION & VALUE CREATION	EXPANSION

Geared-up to benefit from RERA

Impact on Real Estate developers

- **Exit of unorganized developers** and consolidation in the market

- **Stringent compliance** to lead to **fewer new launches** initially

- **Trust deficit** in sector to **reduce** post RERA implementation

- **Increased transparency** in sector leads to **higher foreign investment** through PE and REITs

Opportunity for Sunteck

- Gap creation opens up **potential new markets**
- Opportunities to acquire **distressed projects**

- **Time advantage** as already implementing all norms

- Projects of reputable developers to see **demand increase**

- Sunteck has in the past established **partnerships** with globally renowned investors



Thank You!

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