



August 24, 2024

To
The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Plot No.
C/1, G-Block, Bandra,
Kurla Complex,
Mumbai: 400051

Dear Sir/ Madam,

Ref :Sumit Woods Limited
Symbol : SUMIT

Sub: Intimation under Regulation 30 SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations”)

Under Regulation 30 SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations”) to a presentation inter alia covering Company’s business overview and strategies, please find enclosed a presentation.

Kindly take the same on record and acknowledge the receipt.

Thanking you,

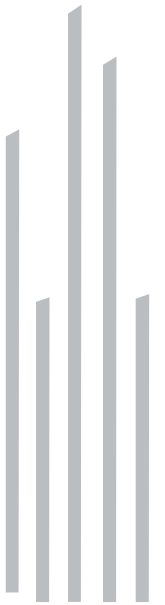
Yours faithfully,

For Sumit Woods Limited

Bhushan S. Nemlekar
Wholetime Director
DIN:00043824

Sumit Woods Limited (Formerly Known as “Sumit Woods Private Limited”)

B - 1101, Express Zone, Diagonally Opp. to Oberoi Mall, W.E.Highway, Malad (East), Mumbai - 400 097
Tel.: 022- 2874 9966 / 77 Fax : 022-2874 3377 , Email : contact@sumitwoods.com www.sumitwoods.com
CIN No. : L36101MH1997PLC152192





TM

G R O U P

Creating Value. Building Trust.
Builders & Developers

SUMMIT

NSE LISTED COMPANY



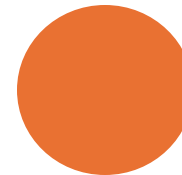
24th August 2024

About Sumit Group



Overview of Sumit Group

- Active in the construction industry since 1986
- Projects Developed in Mumbai and Goa
- Re-development forte with expertise in Open Plots, SRA, MHADA, Collector's Land and Amenity Plot as per most schemes of DCPR 2034 (33-5/7/9/12/11 etc)



Sumit Group at a Glance

38+ Years

OF REAL ESTATE
EXCELLENCE

45+

LAKH SQ FT SPACE
DELIVERED

7000+

HAPPY FAMILIES

64+

PROJECTS DELIVERED

MEMBER

of
CREDAI-MCHI,
NAREDCO & BDA

2018

NSE LISTING

300 Crore +

MARKET
CAPITALIZATION

100+

EMPLOYEES

2

TOWNSHIPS

15+

LAKH SQ FT UNDER
CONSTRUCTION

6

ONGOING PROJECTS

8

UPCOMING
PROJECTS



MISSION

To set new standards in eco-friendly living, providing comfort and convenience to the entire community. By focusing on sustainable development, we aim to create lifestyle-enhancing benchmarks that not only meet the needs of today but also ensure a greener and more harmonious future for all.



VISION



To create lifestyle enhancing, eco-friendly benchmarks that provide comfort and convenience to the community at large.



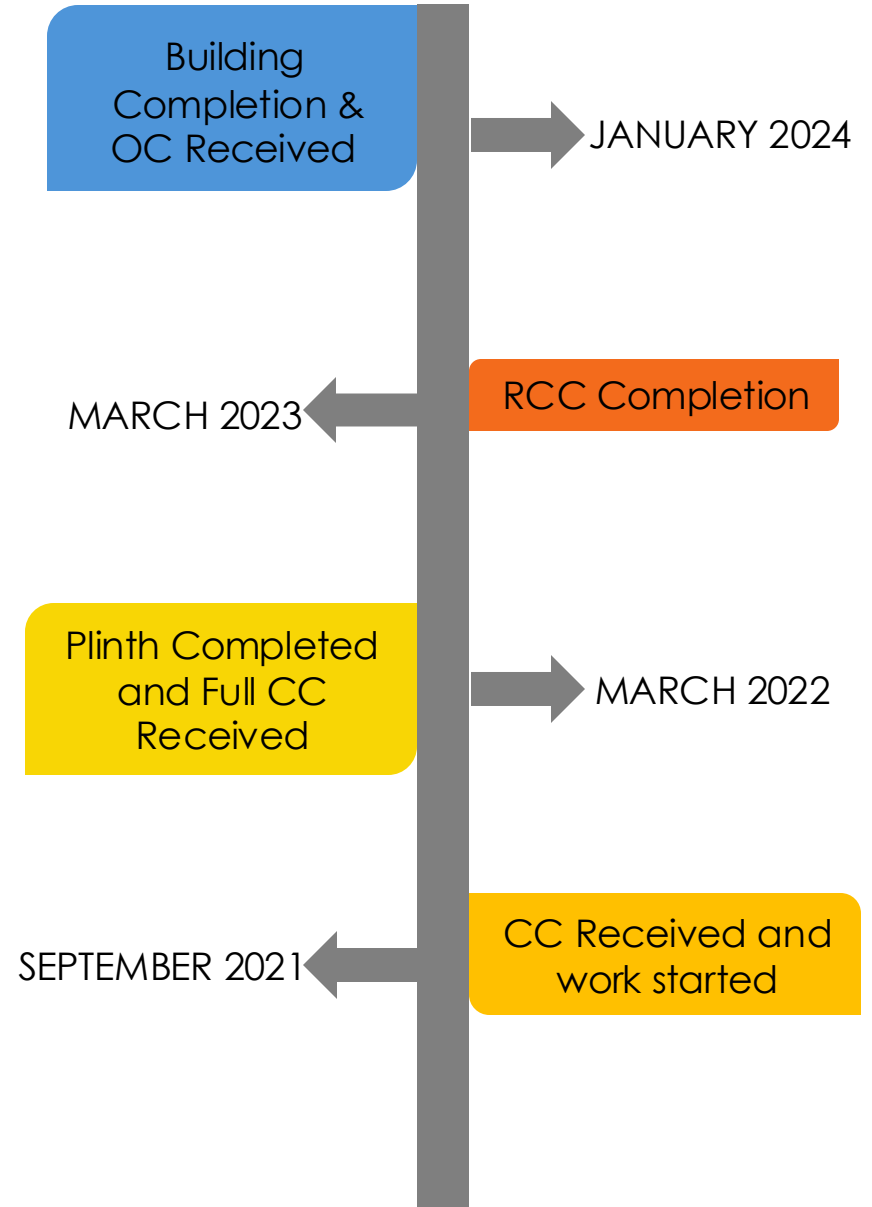
VALUES

- Innovation
- Trust
- Quality
- Customers Centricity
- Teamwork
- Social Responsibility

Projects Completion | 2024

Project	 SUMIT ONE <small>THE FIRST IN LUXURY</small>	 AR ENCIEL <small>Near Sarvoday Nagar, Jain Temple Mulund West</small>	 Sumit Atulyam <small>Unmatched lifestyle</small>
Type	Redevelopment	Open Plot Land	Redevelopment
Location	Borivali (W)	Mulund (W)	Matunga (W)
Project Construction Area	89,000 Sq. Ft.	1,70,000 Sq. Ft.	1,88,000 Sq. Ft.
No. Of Units	49	154	128
No. Of Floors	G+19	G+22	G+21 (2 Towers)
RERA Completion Date	Dec '24	Oct '24	Dec '24
Targeted Completion Date	OC Received Jan 2024 and Possession Started.	OC Received Apr 2024 and Possession Started.	OC Received July 2024 and Possession Started.

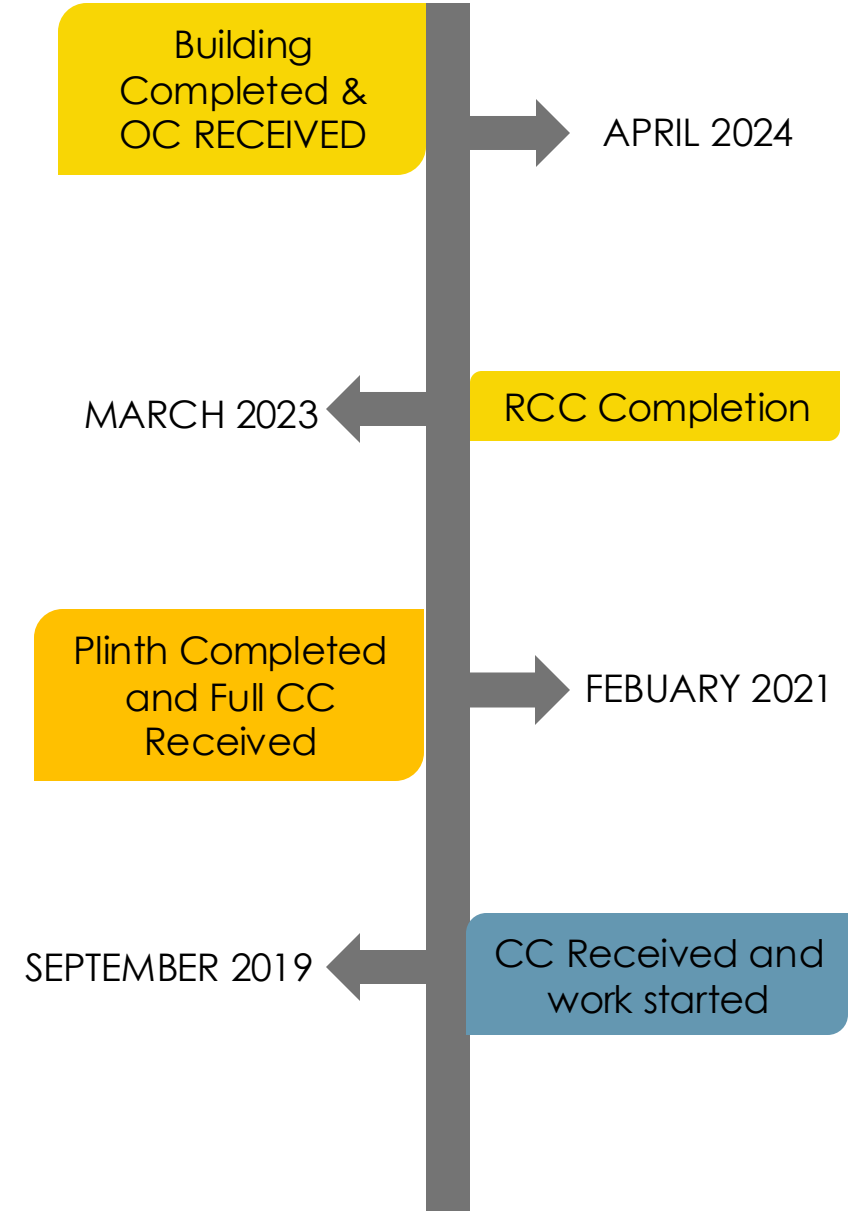
Sumit One | Delivered Jan 2024



Sumit Arcenciel | Delivered April 2024



A R C E N C I E L
Near Sarvoday Nagar, Jain Temple
Mulund West



Sumit Atulyam | Delivered July 2024



Sumit
Atulyam
Unmatched lifestyle

Building Completed | OC Received

JULY 2024

AUGUST 2023

RCC Completion
22 Slabs completed
in 15 months

Plinth Completed
and Full CC
Received

MARCH 2022

OCTOBER 2021

CC Received and
work started

Sumit Group Financial Profile



OUR FINANCIAL PARTNERS

TATA CAPITAL
Housing Finance



ADITYA BIRLA GROUP



Housing Development Finance
Corporation Limited

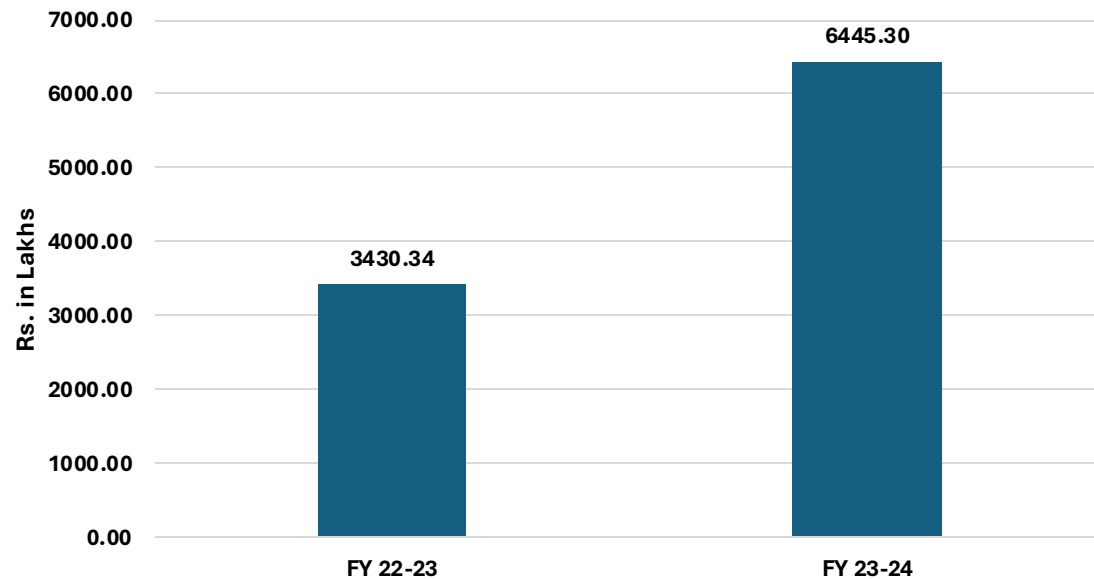


CAPRI GLOBAL

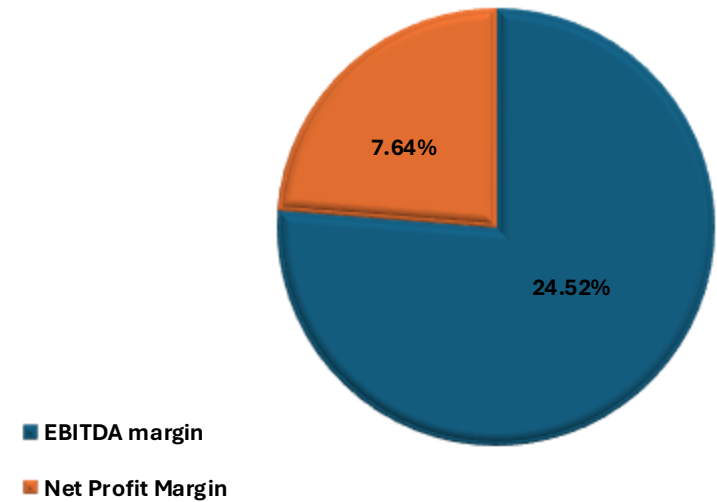
Standalone Financials

Our Standalone revenue from operation came in at Rs. 6,445.30 Lakhs for FY 2023-24, Growing to 87.89% on YoY.

Revenue from Operations



Standalone Results for the year ended March 31, 2024

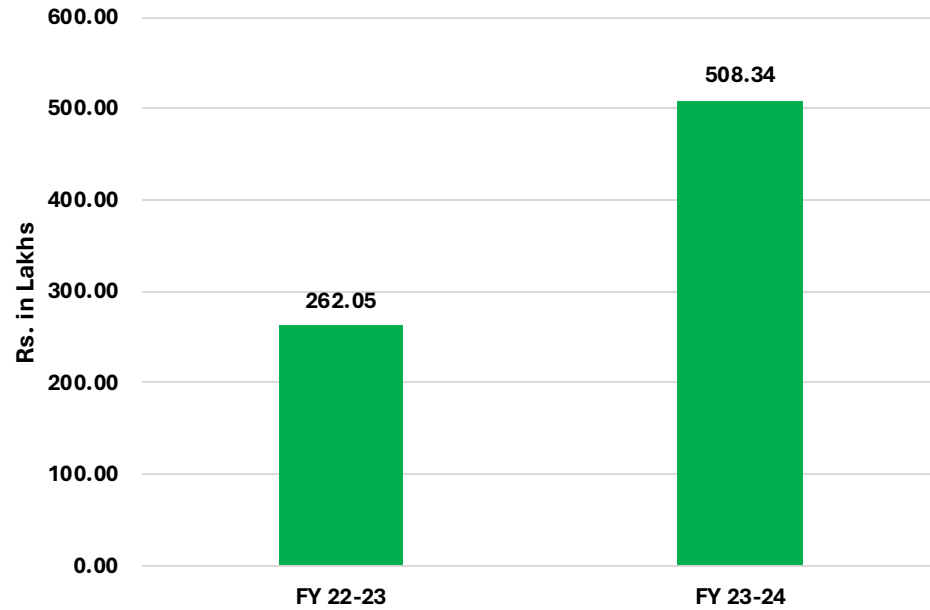


Our EBITDA margin came at 24.52%, and Net Profit Margin at 7.64% on standalone basis for year ended March 31, 2024

Note : Net Profit Margin = Net Profit / (Loss) for the period ÷ Total income

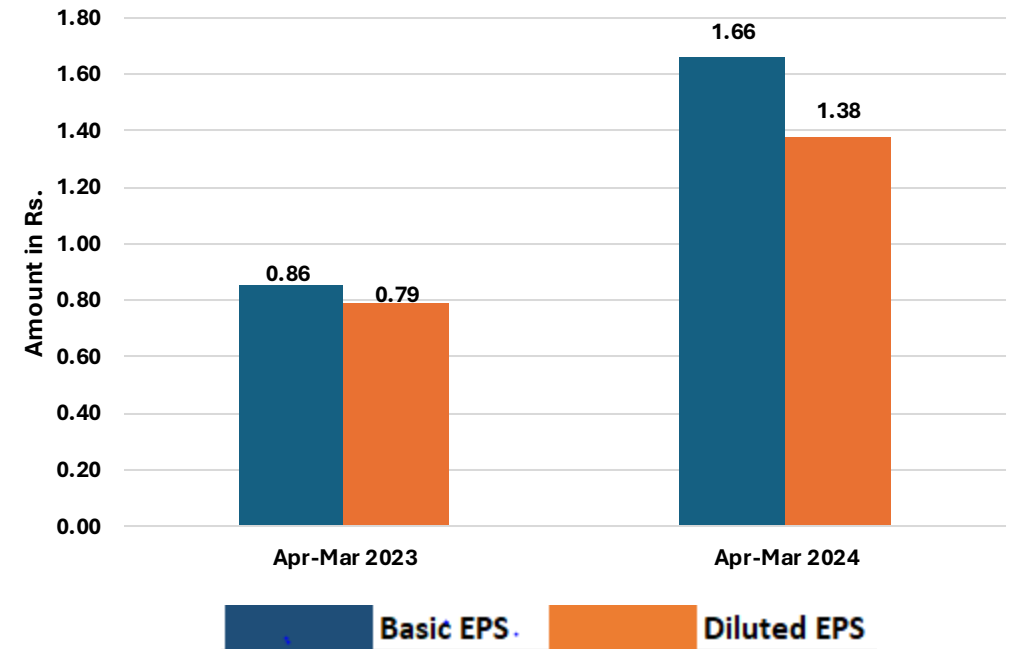
Standalone Financials results for the year ended March 31, 2024

Standalone Profit/(Loss) After Tax



Profit after tax has increased 93.99% YoY basis

Standalone Earning Per Share

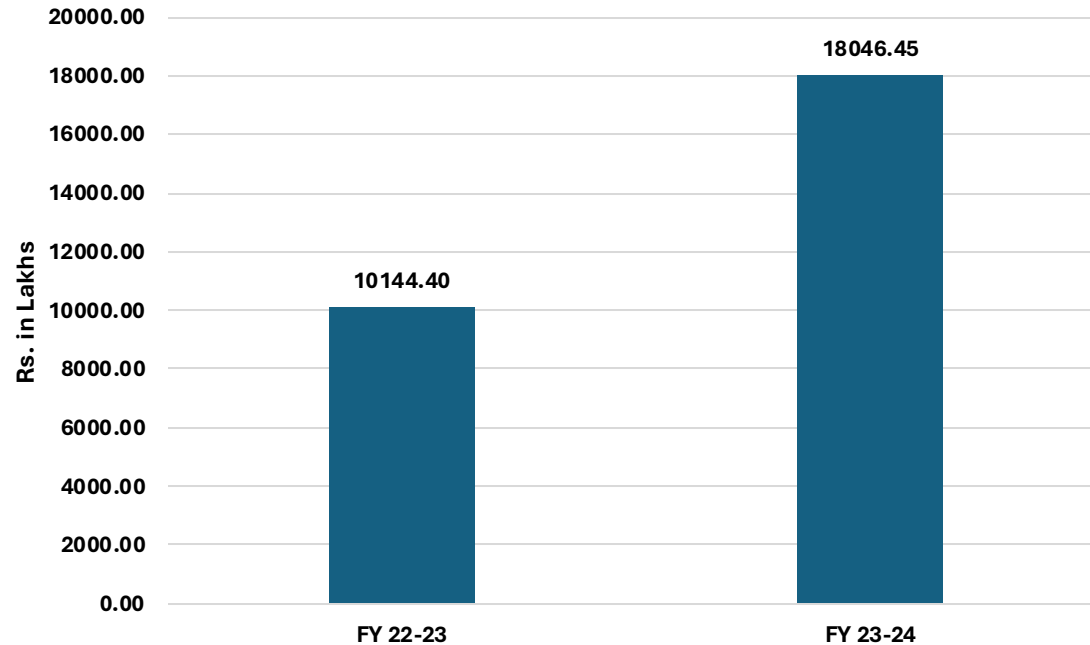


Increase in EPS

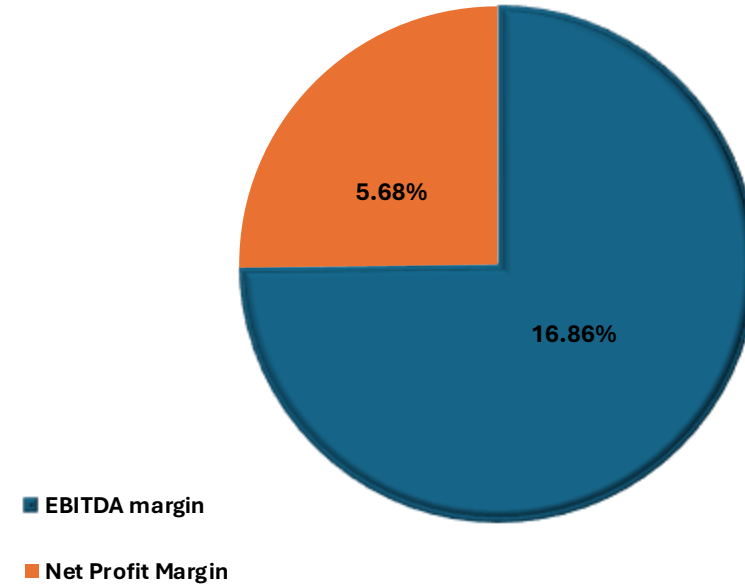
Consolidated Financials

Business Growing strongly for the year ending March 31, 2024. Revenue from operations is up by 77.90% YoY basis

Revenue from Operations



Consolidated Results for the year ended
March 31, 2024

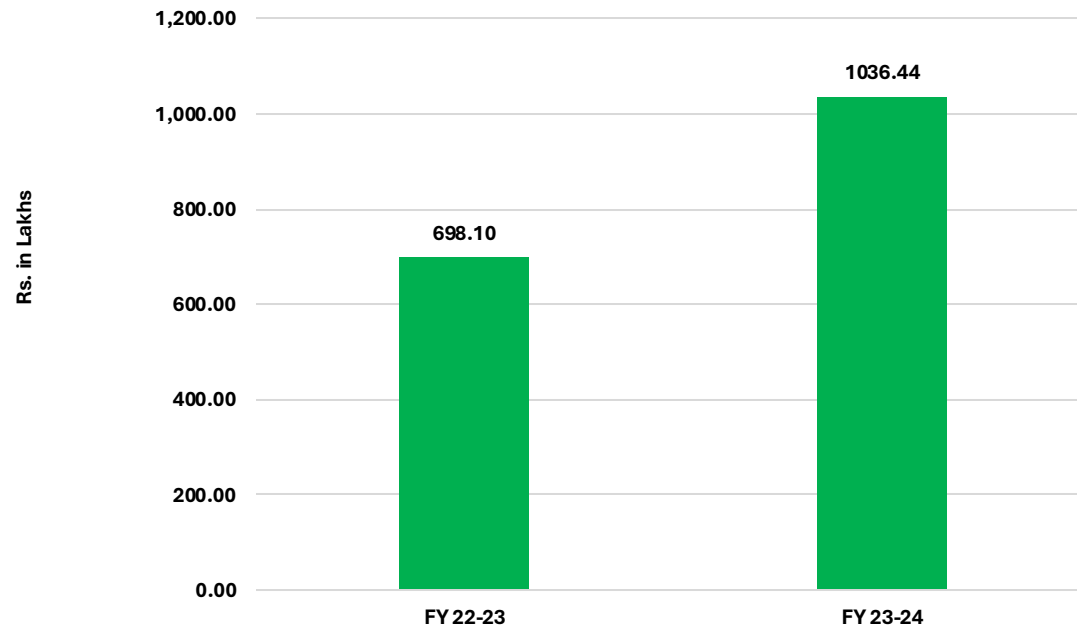


Our EBITDA margin came in at 16.86%, and Net Profit Margin, stood at 5.68% on consolidated basis for the Year ended March 31, 2024.

Note : Net Profit Margin = Profit / (Loss) for the period ÷ Total income

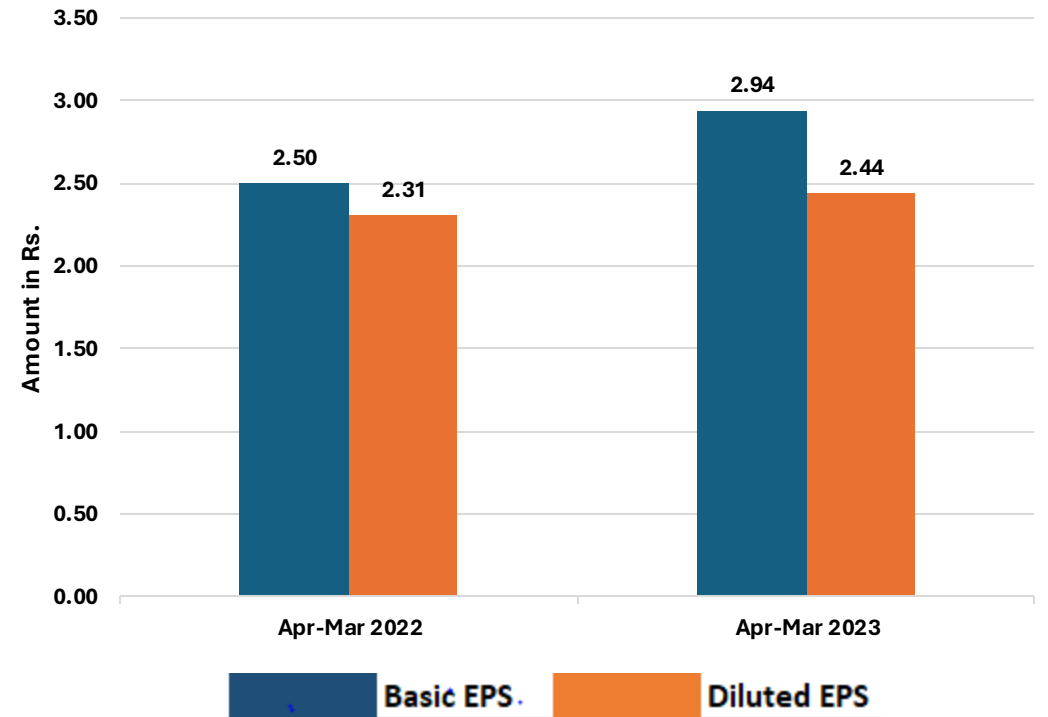
Consolidated Financials results for the Year ended March 31, 2024

Consolidated Profit/(Loss) After Tax



Our Profit after Tax has increased by 48.47% YoY Basis

Consolidated Earning Per Share



Increase in EPS

OUR UPCOMING PROJECTS

Sr No.	Project Name	Location	Status	Approx. B.U.A (In SQ FT)	Approx. Revenue Expected (In Crores)*	SWL Shares (In %)
1	SUMIT KMR PARAM	Borivali (W)	I.O.D and Part CC Received	2,30,000	350	100
2	Vidya Vihar	Dadar	Concession Awaiting	67,000	125	100
3	Jay Shivam	Malad (E)	Letter of Intent Received	2,25,000	230	100
4	Brother's Society	Mahim	Agreement of Sale done	1,70,000	600	73
5	Dattani	Borivali (W)	Appointed as Developer	2,00,000	300	100
6	Bhakti Sudha	Santacruz (E)	Concession Awaiting	1,50,000	150	100
7	Miranda	Santacruz (E)	I.O.D Received	10,400	35	100
8	Span Trident	Bhayander (W)	I.O.D and Part CC Received	1,25,500	130	25
Total				11,77,900	1920	

*Expected Revenue figures are the approximate amount that we will recognise in 3 to 5 years. Actual figures may vary.

*Timeline for new project may vary as per approval receive.

Sumit Group Leadership

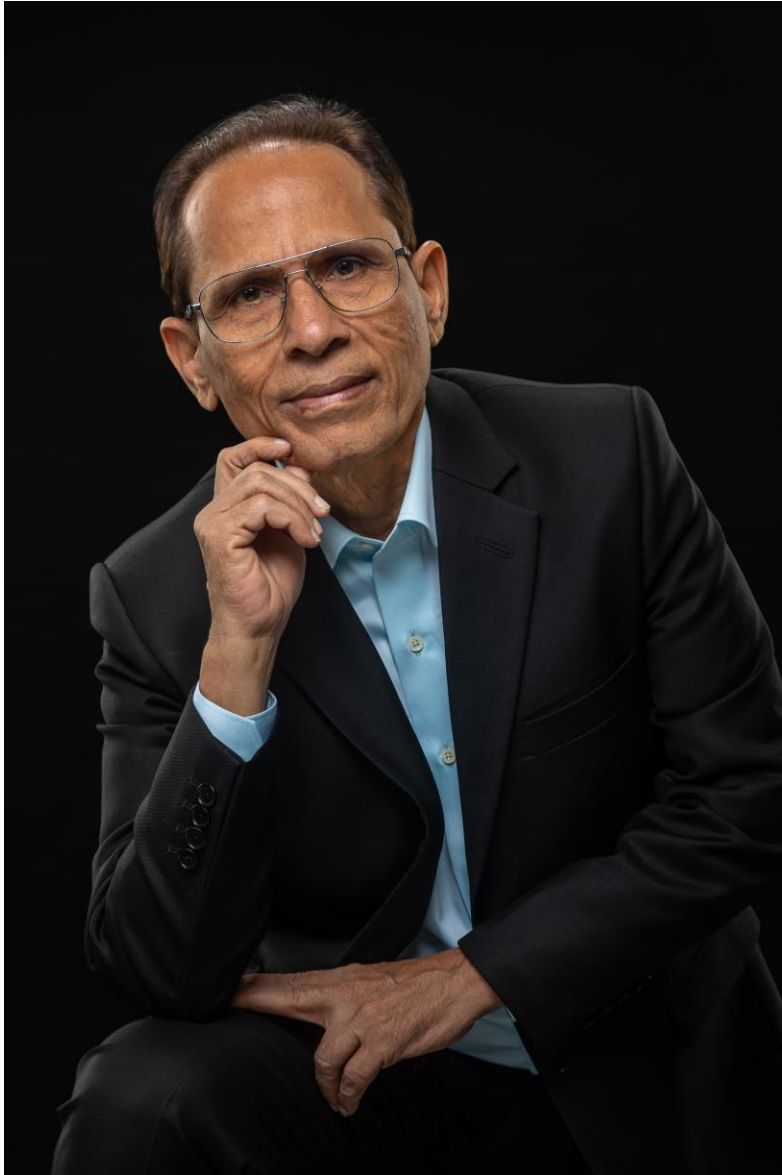




Mr. SUBODH NEMLEKAR

Director – Non Executive

- Completed education with Economics & graduated with B.A from Shivaji University, Kolhapur.
- Experience in construction industry for last 40+ years.
- Co-founding member of the Company along with Mr. Mitaram Jangid.
- Expertise in Marketing, PR, Business Development activities and Promotion of Sumit Group.



Mr. MITARAM JANGID

Managing Director

- Completed Bachelor of Commerce from Mumbai University.
- 40+ year's experience in the construction industry.
- Co-founding member of the Company along with Mr. Subodh Nemlekar.
- Achieved good market reputation and creditability
- Grown our company as a trusted Real Estate Company in Mumbai & Goa.
- President of Vishwakarma Educational Trust
- Formerly the Secretary for ten years and the President for five years at Jangid Seva Sangh, Mumbai.



Mr. BHUSHAN NEMLEKAR

Whole Time Director

- Completed his Bachelor of Commerce from Mumbai University
- Degree in Executive MBA (Owner/President Management – 2015) from Harvard Business School, Boston, USA.
- Promoter and Whole Time Director (Director – Finance) for 18+ years.
- Handles and leads the Sales Department & Project Financing and is responsible for formulating strategies for marketing in order to achieve corporate goals and objectives.
- Good command on Management of Business and he wants to expand Sumit Group in all aspects.



Ms. AMRUTA JANGID

Head – Marketing & Branding Operations

- Part of the management cadre since she joined Sumit Group in 2016.
- Handles RERA related activities for Sumit Group
- Involved in the marketing activities.
- Contributor to designing aspects of projects' interiors and amenities.



Architecture & Design



Site Execution



Legal Team

Our IN-HOUSE EXPERTISE



Sales | Post-Sales & Marketing



Accounting & Finance

Our Support Team

Architecture & Design

- Ar. Swapnil Ambre (Retainer Head Architect) – 12 Years
- Ar. Siddhi Shetye (Sr. Executive Architect) - 5 Years
- Ar. Ashish Singh (Sr. Executive Architect) - 4 Years
- Ar. Vaibhav Mehta (Executive Architect) - 3 Years
- Ar. Rajesh Gupta (Executive Architect) - 3 Years
- Ar. Sanket Sakpal (Executive Architect) – 3 Years
- Support Team + Members with 6 year's experience



Our Support Team

SITE EXECUTION TEAM

- Er. Mr. Clint Dos Santos (Project Manager) – 20 Years
- Er. Mr. Ashish Aitwade (Sr. Site Engineer) - 10 Years
- Er. Mr. Abhishek Shirke (Sr. Site Engineer) - 8 Years
- Er. Mr. Yash Shah (Sr. Site Engineer) - 4 Years
- Support Team + Members with 25 year's experience



LEGAL TEAM

- Adv. Mrs. Ameer Dharmadhikari (Legal Officer) – 23 Years
- Adv. Mr. Ramesh Sharma (Head of Legal) - 18 Years
- Mr. Datta Vajrekar (Liaison Dept.) - 20 Years
- Support Team + Members with 10 year's experience



ACCOUNTS & FINANCE



- CA Mrs. Priyanka Dhruva (Head – Accounts & Finance) - 5 Years
- CS Mrs. Rekha Bagda (CS & Compliance Officer) - 7 Years
- Mr. Vinayak Manjrekar (Assistant Manager – Acc & Finance) - 20 Years
- Mrs. Shriya Mestry (Assistant Manager – Acc & Finance)
- CA Mr. Jatin Wagela (Manager – Acc & Finance)
- Mr. Dhiraj Mishra (Assistant Manager – Acc & Finance)
- Mr. Bhavik Chauhan (Sr. Executive Accounts)
- Mrs. Shubhangi Bhatkar (Sr. Executive Accounts)
- Support Team + Members with 33 year's experience

OUR COMPLETED PROJECTS IN MUMBAI

- **MATUNGA**

SUMIT ABODE – I
SUMIT ABODE - II

- **LALBAUG**

SUMIT BHOOMI AVENUE
OM SUMIT
SUMIT BHAVAN

- **SION**

SUMIT LATA

- **BKC**

SIDDHANT (GOVT. CONTRACT)

- **BYCULLA**

SUMIT HENDRE RESIDENCY

- **VILLE PARLE**

SUMIT SAI PRASAD

- **ANDHERI WEST - VERSOVA**

JUHU OMKAR

- **JAWHAR**

SUNSET POINT & HOLIDAY
HOMES (GOVT. CONTRACT)

- **GOREGAON WEST**

SUMIT SAMARTH ARCADE
(COMMERCIAL & RESIDENTIAL
PROJECT)

- **MALAD EAST**

SUMIT PRAMUKH ENCLAVE
MSP SANGH (TRUST TENDER)

- **BORIVALI WEST**

SUMIT GARDEN GROVE
MANAN
SUMIT ENCLAVE
MITASU ENCLAVE
SUN SUMIT
MITASU APARTMENT
SUMIT ONE

- **BORIVALI EAST**

SUMIT PROXIMA
SHARDA SAHANIWASTT

- **VIRAR WEST**

SUMIT GREENDALE (TOWNSHIP)
SUMIT GREENDALE NX (TOWNSHIP)

- **GORAI**

GORAI SUMIT
VISHWAKARMA
JAY
GORAI MITASU

- **KANDIVALI WEST**

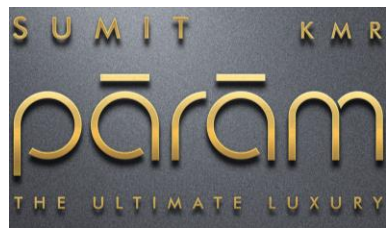
GAURAV JAMUNA
RAILMITRA
SAROVAR
DATTATARAY
CHARKOP MITASU
VAISHALI
KEDARNATH
SUN-N-SHELL
AMRUTA
GHARKUL
MITNAYAN
SAI SUMIT
DHWANI

- **MULUND**

ARCENCIAEL



OUR ONGOING PROJECTS IN MUMBAI



BORIVALI (W)
RERA POSSESSION IN MARCH '29



VILLE PARLE (E)
RERA POSSESSION IN DECEMBER '25

OUR COMPLETED PROJECTS IN GOA

- **PONDA**

CASA MITASU
MITASU MANOR
MITASU MANSION
MITASU MARVEL
MITASU RESIDENCY
NIRMALA RESIDENCY
SUMIT CLASSIC
SUMIT GARDEN
SUMIT HILL CLAVE
SUMIT MOUNT 1
SUMIT MOUNT 2
SUMIT MOUNT 3
SUMIT MOUNT 4
SUMIT MOUNT 5
SAI SANTOSHI
SUMIT RESIDENCY
SUMIT PROVINCE I
SUMIT PROVINCE II

- **NUVEM**

SUMIT BELLS II
SUMIT BELLS III



OUR ONGOING PROJECTS IN GOA



PONDA

PART OC RECEIVED & POSSESSION IN JULY '24



NUVEM

GOA RERA POSSESSION DECEMBER '24

A Glance | 38 Years in 60 Sec



Thank You



Head Office Address: B/1101, Express Zone, Diagonally opp to Oberoi Mall, W. E. Highway, Malad (E), Mumbai – 400097.

T: 022 – 28749966/77, E: contact@sumitwoods.com, W: www.sumitwoods.com