Sunteck Realty Limited

Sunteck Realty Announces Q4 & FY15 Results

- **New Sales Booking grew by 66% for Q4FY15 at Rs. 164 crore vs. Rs. 99 Cr**
- **Collections stood for Q4FY15 at Rs. 173 Cr (highest ever) v/s Rs. 110 Cr, growth of 58%**
- **New Sales Booking grew by 28% for FY15 at Rs. 511 crore vs. Rs. 399 Cr**
- **Collections stood for FY15 at Rs. 540 Cr (highest ever) v/s Rs. 418 Cr, growth of 29%**
- **Unrecognized sale value Rs. 2,209 Cr primarily from 5 ongoing projects**
- **Low gearing of 0.41x; Net Secured Debt of Rs. 614 Cr**

Mumbai, May 26, 2015: Sunteck Realty Limited, Mumbai's premier real estate developer catering to the premium and ultra premium segment today announced its financial results for the quarter and year ended March 31, 2015.

Financial Highlights (Consolidated)

Observing **Project Completion Method** of accounting for revenue recognition.

Q4FY15 v/s Q4FY14

- ✓ Total Revenue recognized stood at Rs. 141 Cr as compared to Rs. 894 Cr
- ✓ EBITDA stood at Rs. 65 Cr as compared to Rs. 268 Cr; EBITDA Margin stood at 46%
- ✓ Adjusted Net Profit stood at Rs. 40 Cr as compared to Rs. 144 Cr; PAT Margin stood at 28%

FY15 v/s FY14

- ✓ Total Revenue recognized stood at Rs. 317 Cr as compared to Rs. 938 Cr
- ✓ EBITDA stood at Rs. 146 Cr as compared to Rs. 290 Cr; EBITDA Margin stood at 46%
- ✓ Adjusted Net Profit stood at Rs. 68 Cr as compared to Rs. 151 Cr; PAT Margin stood at 21%
- ✓ EBITDA margin for FY15 increased by 160 bps to 46% vs. 30% (one of the highest in the industry)
- ✓ Board recommends dividend of Rs. 1 per equity share i.e. 50% of the face value of equity share to the persons / entities other than Promoters

Commenting on the Q4FY15 performance, Mr. Kamal Khetan, Chairman and Managing Director at Sunteck Realty said:

"As always we have maintained our focus on our Cash flow management which allows us to plan growth even in stagnant markets. I am happy to share that operationally this has been one of the best years in terms of Pre-Sales bookings and Cash flows. We continue to keep our debt in check with an eye on accelerating growth. We have also demonstrated our execution capabilities by completing 6 projects in the last 4 to 6 quarters. Together with our Balance sheet strength, improving economy and approval process in Mumbai getting stream-lined, we are well-positioned to set new benchmarks and new milestones in the Real Estate Industry".

Business Highlights during Q4 & FY15

- ✓ Construction approvals have been received for residential project Signia High, Borivali, Mumbai. Construction has started and expected to be completed in less than two and a half years
- ✓ Current Inventory value stands at ~Rs. 5,225 Cr from 5 completed, 5 ongoing and 3 upcoming projects
- ✓ Received full CC for Signia Isles & Signia Pearl, BKC
- ✓ Received IOD for Signia Pride, Andheri (E); existing structures demolished at both sites i.e. Signia Pride & Sunteck Centre (Kalina)
- ✓ Master planning for Sunteck City, Goregaon (W) 16 acres completed. Target to launch Phase I (1.5 msf) in H2FY16
- ✓ Forming a strong leadership team alongwith a mix of fresh and experienced talent of 61 personnel

About Sunteck Realty

Sunteck Realty Limited (SRL) is a Mumbai-based real estate development company, catering to the ultra-luxury and luxury residential segment. SRL boasts of a city centric development portfolio of about 25 million square feet spread across 24 projects at various stages of development and 4 rented assets.

SRL works with renowned brands like Walt Disney, L&T and Talati & Panthaky to name a few to provide a unique residential experience to its customers.

Flagship project of the group, 'BKC Landmarks' spread across 1.5 million sq ft. at the CBD of Mumbai, Bandra Kurla Complex comprises of three residential projects: Signature Island, Signia Isles and Signia Pearl which are home to some of the head honchos of top global conglomerates. Other key projects include 23 acres of mixed-use development in Goregaon (W) in the form of Sunteck City. SRL also has projects in Sion, Mulund amongst other locations in Mumbai; Jaipur, Nagpur and Goa in India. Listed on BSE and NSE, SRL is backed by respected strategic partners like Ajay Piramal, Kotak Realty Fund and noted pension funds, FIIs and Private Equity. Being in the real estate industry, it boasts of having one of the strongest balance sheets with negligible debt levels and visible cash flows.

www.sunteckindia.com

Disclaimer

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements. Sunteck Realty Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

For further details, please contact:

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