SUNTECK REALTY LIMITED

Registered office: 5th Floor, Sunteck Centre, 37-40 Subhash Road, Vile Parle (East), Mumbai – 400 057

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SUNTECK REALTY ANNOUNCES Q3 AND 9MFY13 RESULTS

Sunteck's new sales booking grows by ~90% to ~INR 506 crore in 9MFY13

Sunteck follows **Project Completion Method** of accounting for revenue recognition.

The highlights of New Bookings and Collections are mentioned in the table below:

Particulars	UOM	Q3FY13	Q3FY12	Growth (y-o-y)	9MFY13	9MFY12	Growth (y-o-y)
Sale Value (New Bookings)	**INR Cr**	145	95	53%	506	266	90%
Collections	**INR Cr**	112	53	111%	284	191	48%

Net Secured Debt of the company stood at ~INR 90 crore in Q3FY13. There is no encumbrance/pledge on any promoter group share of Sunteck Realty Ltd.

Mumbai, February 11, 2013: Sunteck Realty Limited, a leading Mumbai focused real estate player with presence in the Premium and Super-Luxury Residential segment and Commercial Developments today announced its financial results for the third quarter and nine months ended December 31, 2012.

FINANCIAL HIGHLIGHTS – Q3 and 9MFY13

- Consolidated Total Revenue recognized for Q3FY13 stood at ~INR 7.33 crore (which includes only the rental income and other income recognized as per the accounting policy) as compared to ~Rs. 7.09 crore for Q3FY12
- Consolidated Net Profit (adjusted) stood at (~INR 1.86 crore) in Q3FY13 with EBIDTA of ~INR 0.07 crore
- Consolidated Total Revenue recognized for 9MFY13 stood at ~INR 22.21 crore with Net Profit (adjusted) of (~INR 3.63 crore) and EBITDA of ~INR 1.83 crore

OPERATIONAL HIGHLIGHTS – Q3 and 9MFY13

- New Sales booked in Q3FY13 stood at ~INR 145 crore with customer advances received ~INR 112 crore
- Total New Sales booked in 9MFY13 stood at **~INR 506 crore** with customer advances received **~INR 284 crore**
- Consolidated Net Secured Debt of the company reduced to ~INR 90 crore as on Q3FY13 from a level of ~INR 153 crore as on Q2FY13

Commenting on the financial & operational performance of Q3 & 9MFY13, Mr. Kamal Khetan, CMD, Sunteck Realty Limited, said:

"We continue to perform well at all 3 locations of Mumbai where we have multiple projects viz. BKC, Goregaon and Navi Mumbai. The 3 BKC projects continue to garner good interest from the Financial & Business Community. With the Diamond Bourse shifting to BKC and our flagship project **'Signature Island'** nearing possession in Q4, we feel that the momentum will increase further. The launch of Sector 1 of **'Sunteck City, Goregaon'** has seen tremendous response and we are gearing up for the launch of Sector 2 very soon.

With the cash flows received during the year we have reduced our debt to almost negligible levels. With Strong Cash Flow visibility from projects under execution, we look forward to deploying these cash flows in a prudent manner for the overall growth of the company".

BUSINESS HIGHLIGHTS – Q3 & 9MFY13

- **'Care A'** rating assigned by Care Ratings. Upgraded from 'Care A-' earlier
- The company has tied-up with Walt Disney to offer 'Disney Inspired Homes' in its ~23 acres project in Goregaon (W) i.e. Sunteck City. The company has achieved consolidated Sales of **~INR 221 crore** as on December 31, 2012 for a sale of over **2.06 lac.sq.ft.** in Sector 1, Phase I of the project
- Strong execution visibility in **BKC projects** has lead to incremental sales of **~INR 392 crore in 9MFY13**
- Sunteck Realty won 3 Merit Awards in APREA (Asia Pacific Real Estate Association Limited) Best Practices Awards 2012:
  - **Emerging Markets:** Best Country Submission – India (across 9 regions of Asia-Pacific)
  - **Emerging Markets:** Best 1st Year Entrant
  - **Emerging Markets:** Property Valuation

About Sunteck Realty limited

Sunteck Realty Limited is a leading Mumbai focused real estate player with a presence in the Premium and Super-Luxury segment. The company is listed on both Bombay Stock Exchange (BSE) & National Stock Exchange (NSE) and also amongst the Top listed Real Estate developer of the country.

Sunteck has a portfolio of 26 projects under various stages of development with ~36.13 mn.sq.ft. of development potential. In addition to these projects, Sunteck has a portfolio of 4 commercial properties generating steady rental income for the company which is reflected in the Profit and Loss account. Sunteck has a strategic 50:50 Joint Venture with the renowned Ajay Piramal group for developing several projects. The major shareholders of Sunteck Realty Limited include some of the prominent FIIs and real estate funds.

The company has also tied-up with international brands like **Vertu** and **Walt Disney** for its BKC and Goregaon projects respectively to deliver niche living spaces to discerning customers and create more value for them.

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.

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