

# Sunteck Realty Ltd.



Date: 22<sup>nd</sup> April, 2026

**National Stock Exchange of India Ltd**  
Exchange Plaza, Plot no. C/1, G Block,  
Bandra-Kurla Complex, Bandra (East),  
Mumbai - 400 051  
**Symbol: SUNTECK**

**BSE Limited**  
Phiroze Jeejeebhoy Tower,  
Dalal Street,  
Mumbai - 400 001  
**Scrip Code: 512179**

**Sub: Investor Presentation on Q4 and Full Year FY26 Results**

Dear Sir/Madam,

Please find enclosed the Investor Presentation with regard to the Financial Results of the Company for the quarter and year ended 31<sup>st</sup> March, 2026.

The Investor Presentation shall also be placed on the Company's website.

This is for your information and records.

Yours sincerely,  
**For Sunteck Realty Limited**

**Rachana Hingarajia**  
**Company Secretary**  
**(ACS No.: 23202)**  
**Encl: a/a**



# Sunteck Realty Limited

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## **Investor Presentation**

Q4 & Full Year FY26

April 2026

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# Key Highlights of Q4 & Full Year FY26

## FINANCIAL PERFORMANCE

- **Revenue** grew to ~Rs. 339 cr in Q4FY26 and ~Rs. 1,124 cr in FY26, up 65% YoY and 32% YoY respectively
- **EBITDA** grew to ~Rs. 97 cr in Q4FY26 and ~Rs. 305 cr in FY26, up 41% YoY and 64% YoY respectively
- **PAT** grew to ~Rs. 63 cr in Q4FY26 and ~Rs. 202 cr in FY26, up 25% YoY and 34% YoY respectively
- **EBITDA Margin** stood strong at 29% in Q4FY26 and 27% in FY26
- **PAT Margin** stood strong at 19% in Q4FY26 and 18% in FY26

## OPERATIONAL PERFORMANCE

- **Pre-sales** grew to ~Rs. 1,064 cr in Q4FY26 and ~Rs. 3,157 cr in FY26, up 22% YoY and 25% YoY respectively
- **Collections** stood strong at ~Rs. 432 cr in Q4FY26 and ~Rs. 1,433 cr in FY26, up 39% YoY and 14% YoY respectively
- **Net Cash flow Surplus** of ~Rs 552 cr, up 48% YoY
- **Net Debt to Equity Ratio** stands strong at 0.06x



# Key Strengths - Why Sunteck?

# Key Strengths – Why Sunteck?

1



**Strong Foothold in MMR market** - amongst the largest growing market in India

2



**Luxury portfolio in every segment & across micro-markets** - from uber luxury to aspirational luxury

3



**Well-timed Capital Allocation for acquisitions** - Acquired more than ~50 mn sq ft & GDV of ~Rs 41,030 cr

4



**Expanding Annuity Income Portfolio** - Rs 300 cr+ rental, capital value creation of upto ~Rs 5,000 cr

5



**Strong Financial Performance** - With Net D/E of **0.06x** and strong operational growth

6



**Successful equity partnerships** - Partnerships with Kotak Fund and Ajay Piramal Group and now, with IFC-World Bank Group

# Snapshot

## Strong Operational Foothold



One of the large developers in **MMR** - largest & fastest growing market



**Rs~41,030 cr** of GDV from ~13 large projects



**~50 MSF+** total development acquisitions



**20** projects successfully delivered



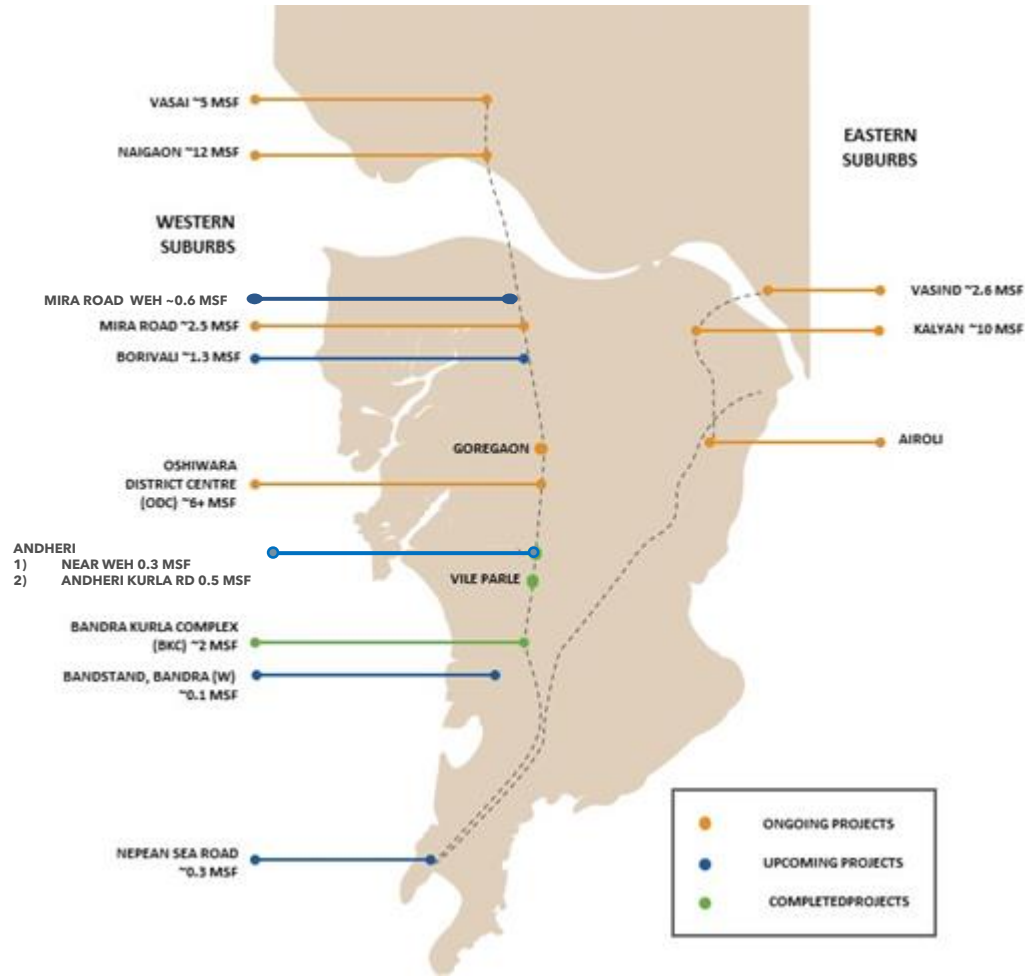
**Well-timed capital allocation** with JDA & outright model

1

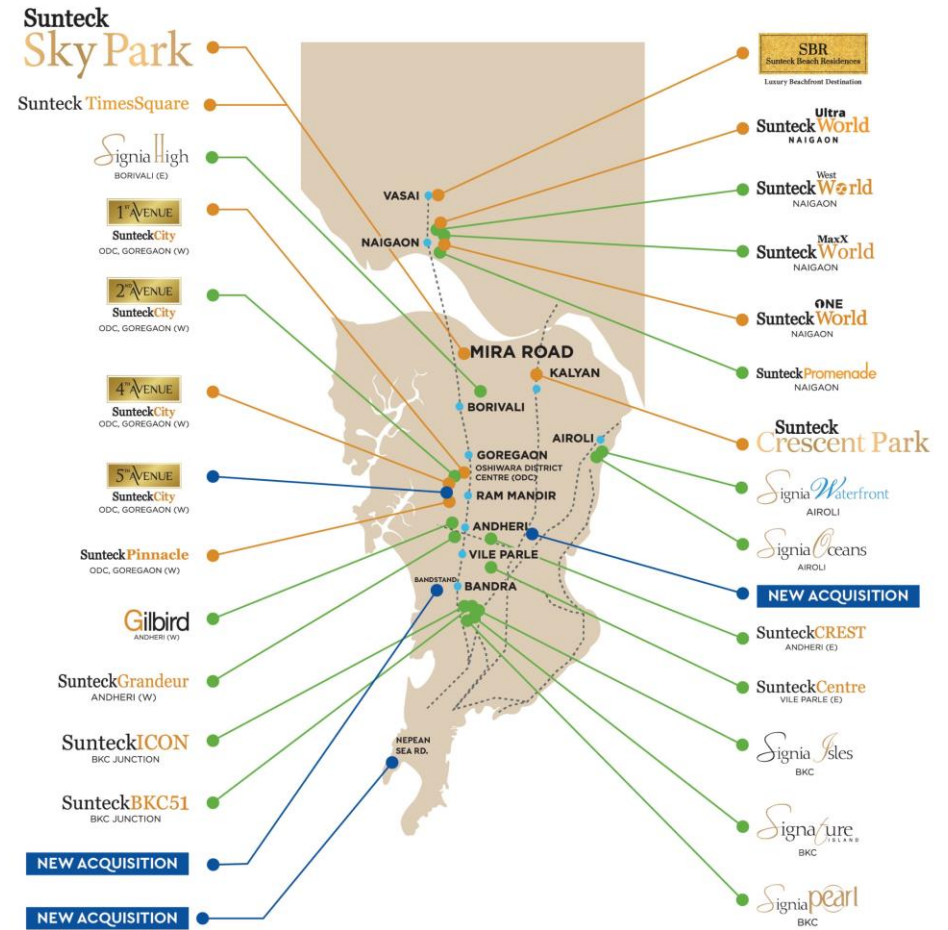
# Strong Foothold in MMR Market

## MMR-Focused Luxury Real Estate Developer (1/2)

By Location Volume



By Project Brands

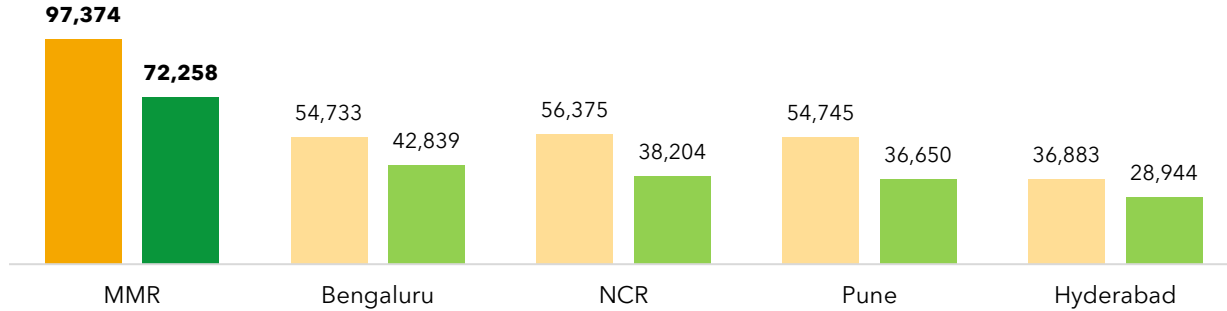


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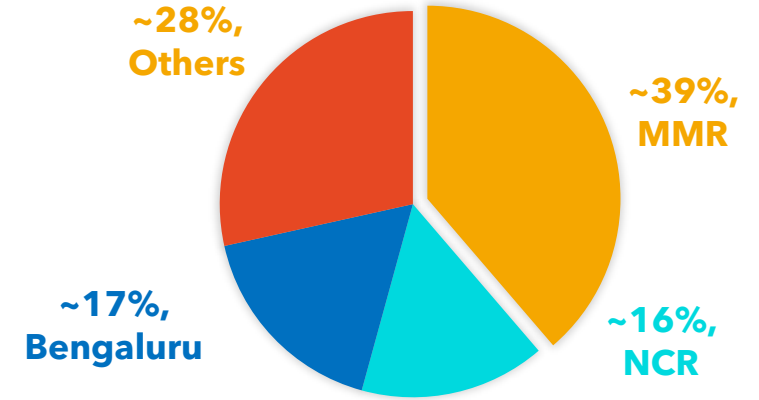
# Strong Foothold in MMR market

## MMR is the most attractive real estate market in India (2/2)

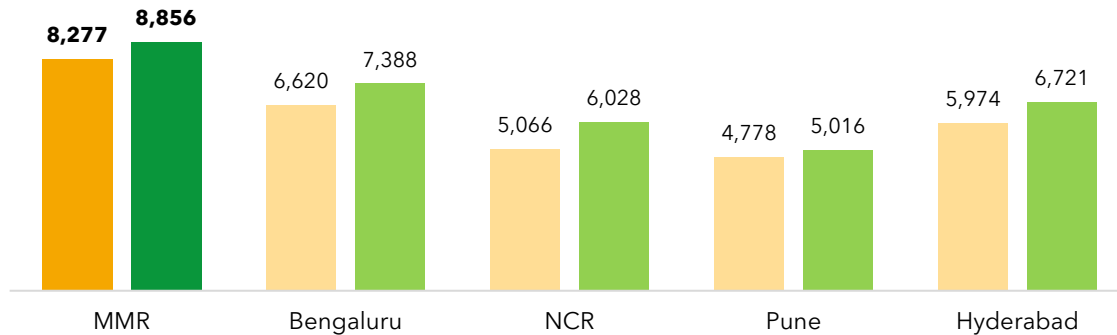
NUMBER OF UNITS SOLD IN - FY25 & 9MFY26



MARKET SHARE BY VALUE

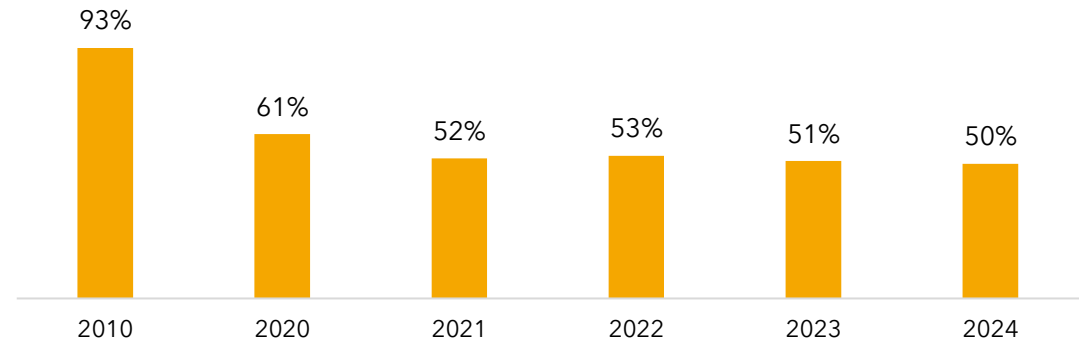


INR/SQ FT - CY24 & CY25



MMR AFFORDABILITY MATRIX

Measured as EMI to Income ratio



# Luxury portfolio in every segment & across micro-markets

## From Uber Luxury to Aspirational Luxury

**Premium positioning** by creating **different luxury brands** across segments

### Uber Luxury

(UHNI & HNI)

Signature

Signia

### Premium Luxury

(Upper Mid-Income)

SunteckCity

Sunteck  
Sky Park

### Aspirational Luxury

(Lower Mid-Income)

SunteckWorld

### Marquee Luxury

(Beach Residences)

SBR

Sunteck Beach Residences

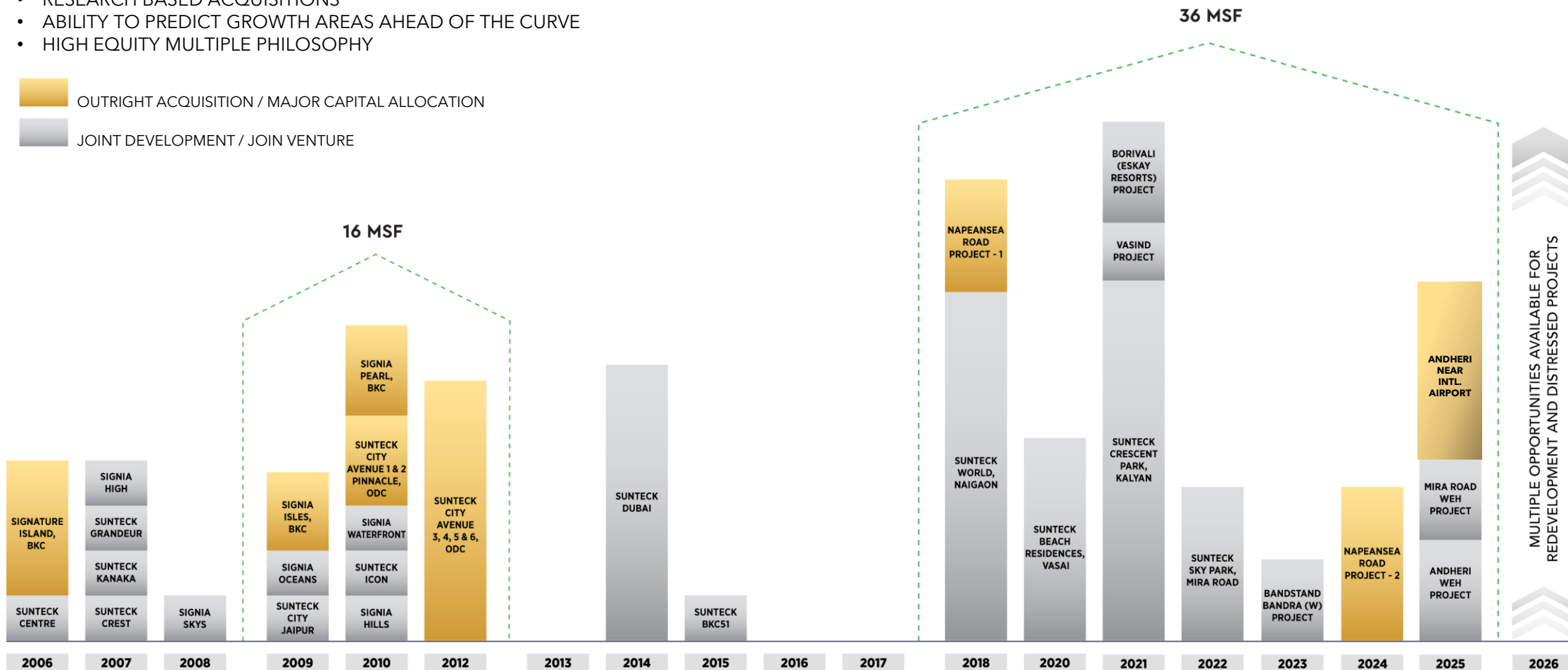
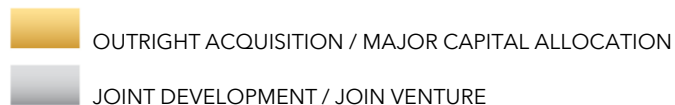
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# Well-timed Capital Allocation for acquisitions

## Acquired more than ~50 mn sq ft & GDV of ~Rs.41,030 cr (1/2)

### ACQUISITION STRENGTH

- RESEARCH BASED ACQUISITIONS
- ABILITY TO PREDICT GROWTH AREAS AHEAD OF THE CURVE
- HIGH EQUITY MULTIPLE PHILOSOPHY

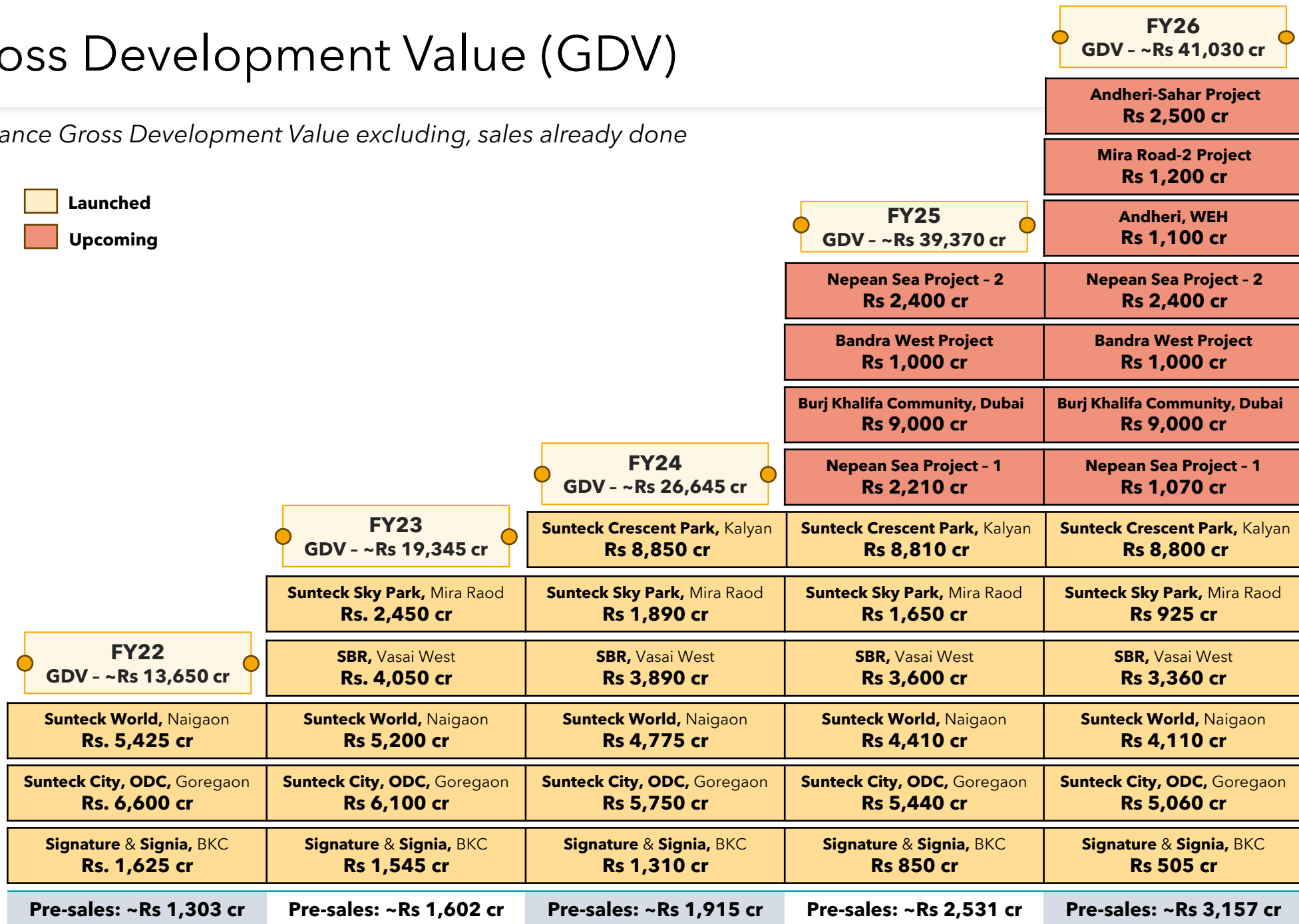


MULTIPLE OPPORTUNITIES AVAILABLE FOR REDEVELOPMENT AND DISTRESSED PROJECTS

# 3 Gross Development Value (GDV)

GDV is Balance Gross Development Value excluding, sales already done

Launched  
 Upcoming



Rs 1 bn = Rs 100 cr

4

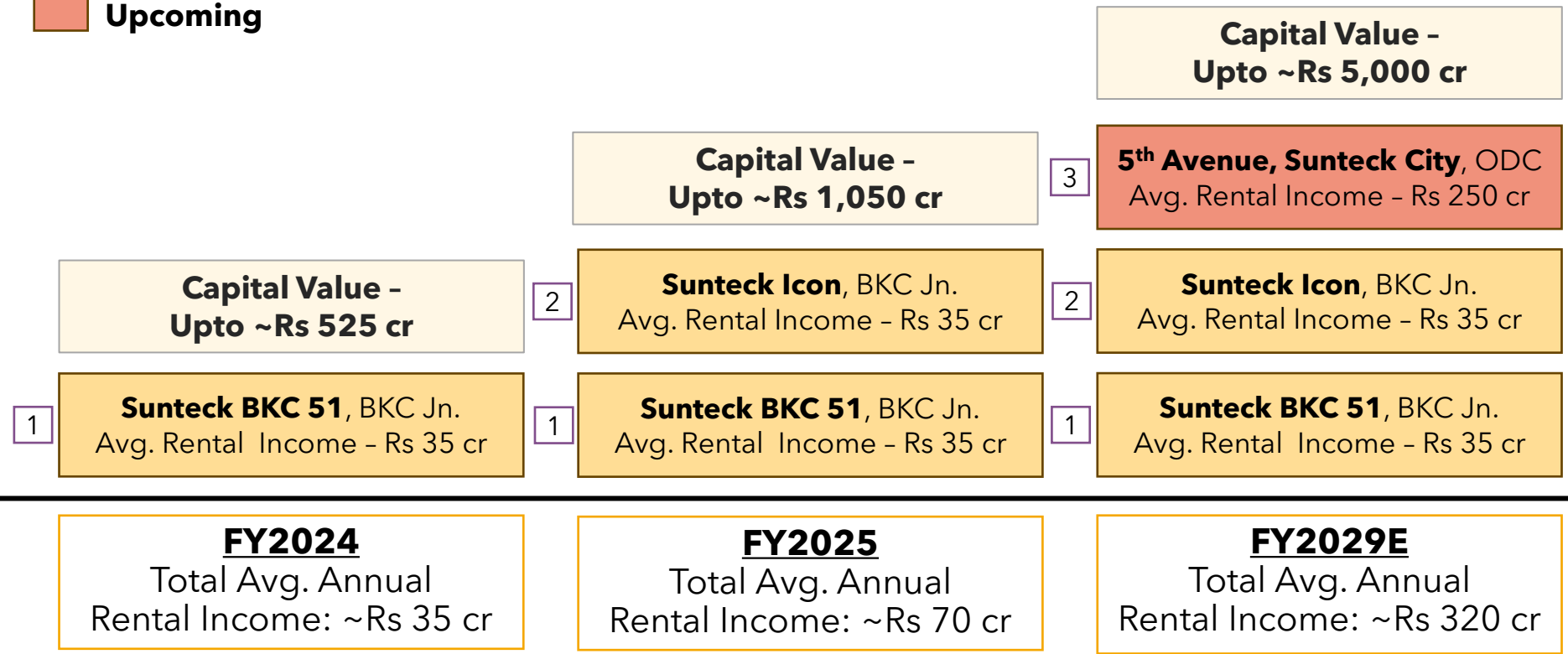
# Expanding Annuity Income Portfolio

~Rs 300 cr+ rental, capital value creation of upto ~Rs 5,000 cr

Sunteck Icon and Sunteck BKC 51 at BKC Junction has been pre-leased for a tenure of 29 years

Both commercial assets have generated an Avg. ROIC of ~30%

Launched  
 Upcoming



# Strong Financial Performance

## Amongst industry best financials



Pre-sales growth  
@~**25%** in **FY26**



~**20%+**  
Cashflow RoCE of past  
3 years



Net Debt to  
Equity @ **0.06x**



**AA** Long term  
credit rating from  
**India Ratings**  
(Fitch)



**Rs. 750 cr**  
partnership with  
**IFC - World Bank**  
Group

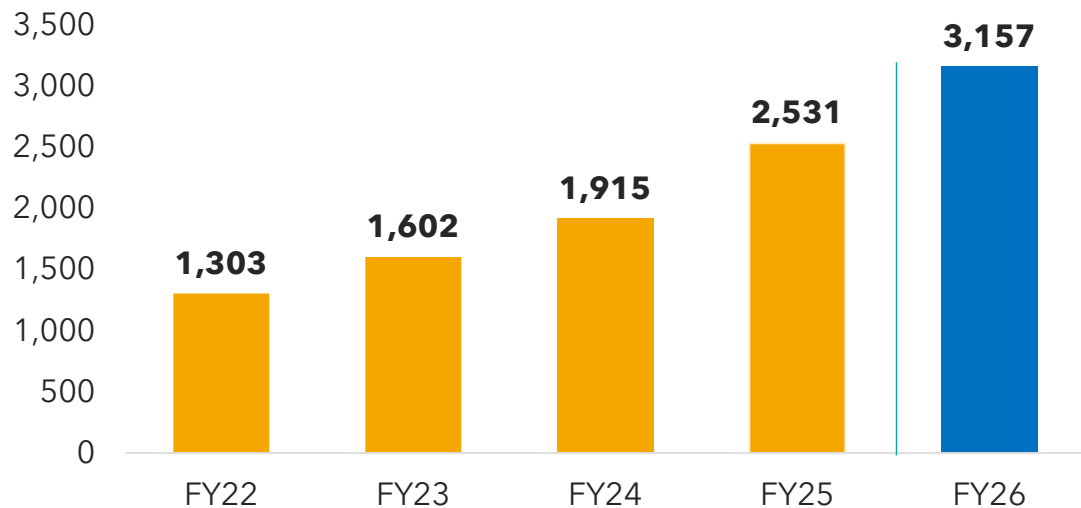
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# Strong Financial Performance

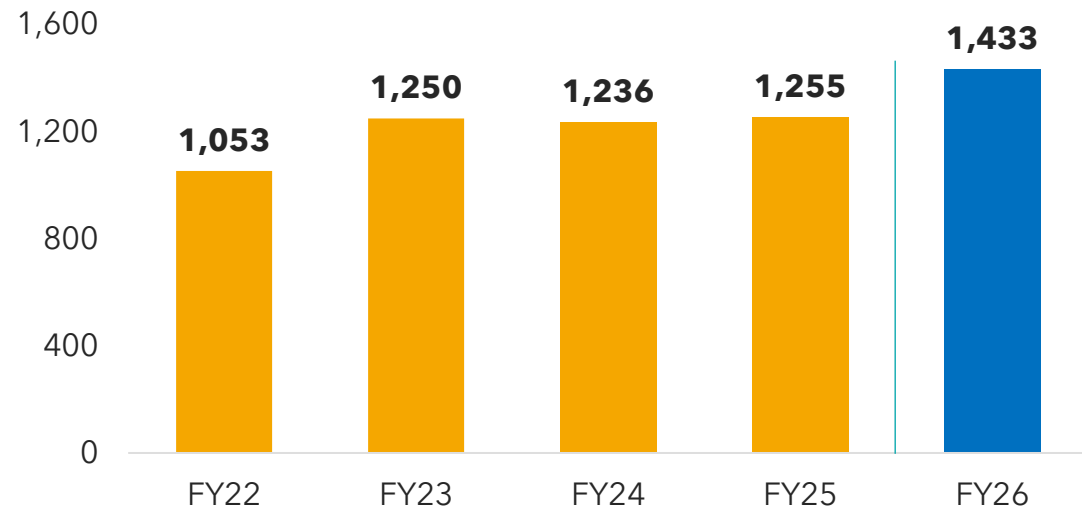
## Pre-sales and Collections registering strong growth (1/4)

Operational Trend	Q4 FY26	Q4 FY25	FY 25-26	FY 24-25
Pre-Sales	1,064	870	3,157	2,531
Collections	432	310	1,433	1,255

Annual Pre-sales (~Rs cr)



Annual Collections (~Rs cr)



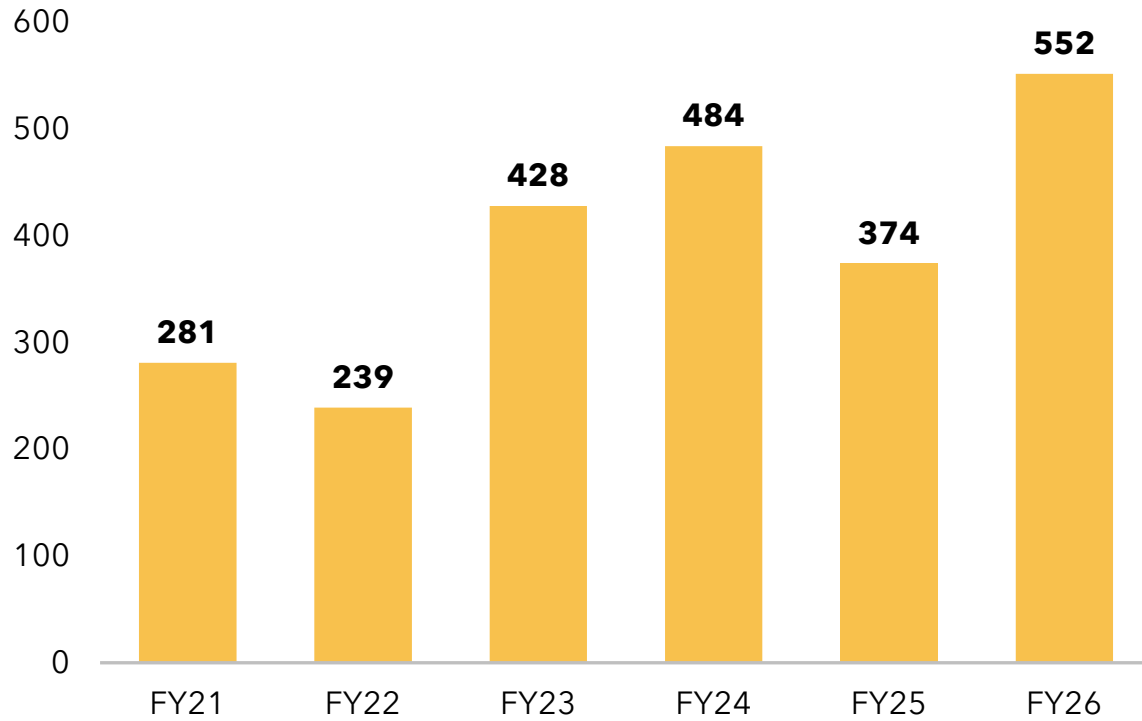
Rs 1 cr = Rs 10 mn

5

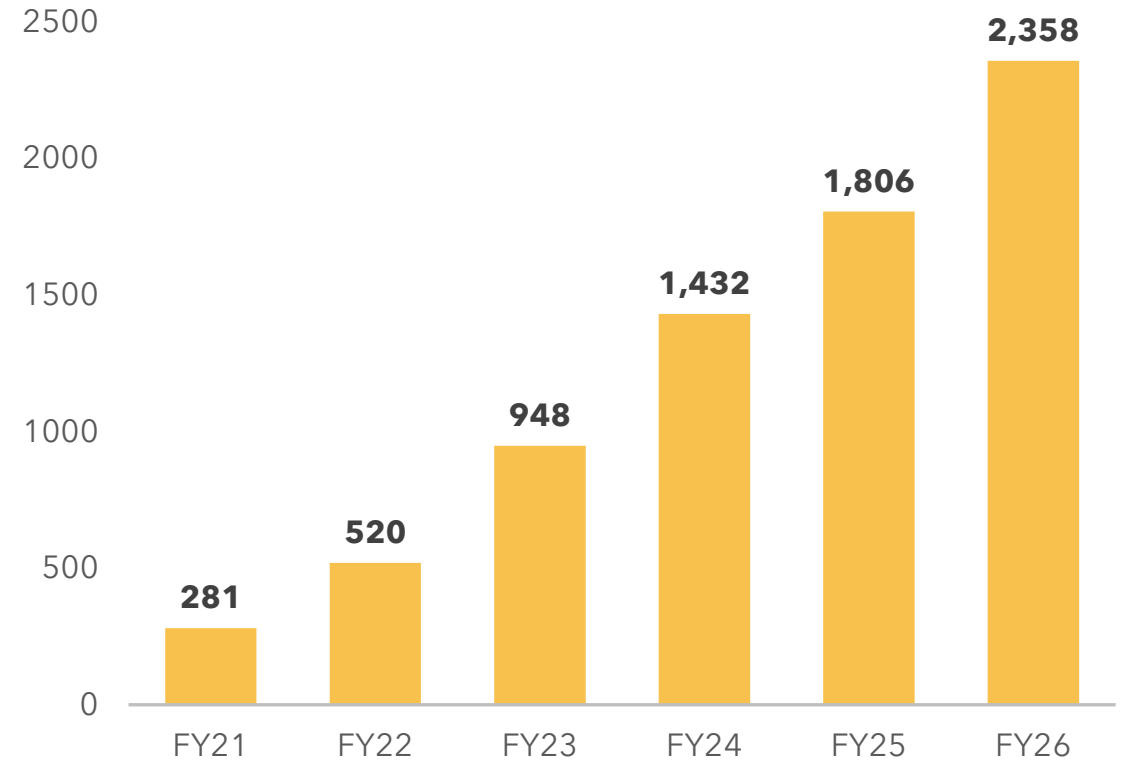
# Strong Financial Performance

## Net Cash Flow Surplus (2/4)

Net CF Surplus (~Rs cr)



Cumulative NCF Surplus (~Rs cr)



5

## Strong Net Cash Flow Surplus

### **NCF Surplus @ ~Rs 552 cr (3/4)**

Particulars (~Rs cr)	FY26	FY25
<b>Gross Cash Collections</b>	1,433	1,255
Less: Project Expenses	589	539
Less: JDA Revenue Share	46	79
<b>Gross Cash Flow Surplus</b>	<b>798</b>	<b>637</b>
Less: Other Expenses	246	264
<b>Net Cash Flow Surplus</b>	<b>552</b>	<b>374</b>
Amount spent on BD/LO/JDA Cost	813	184

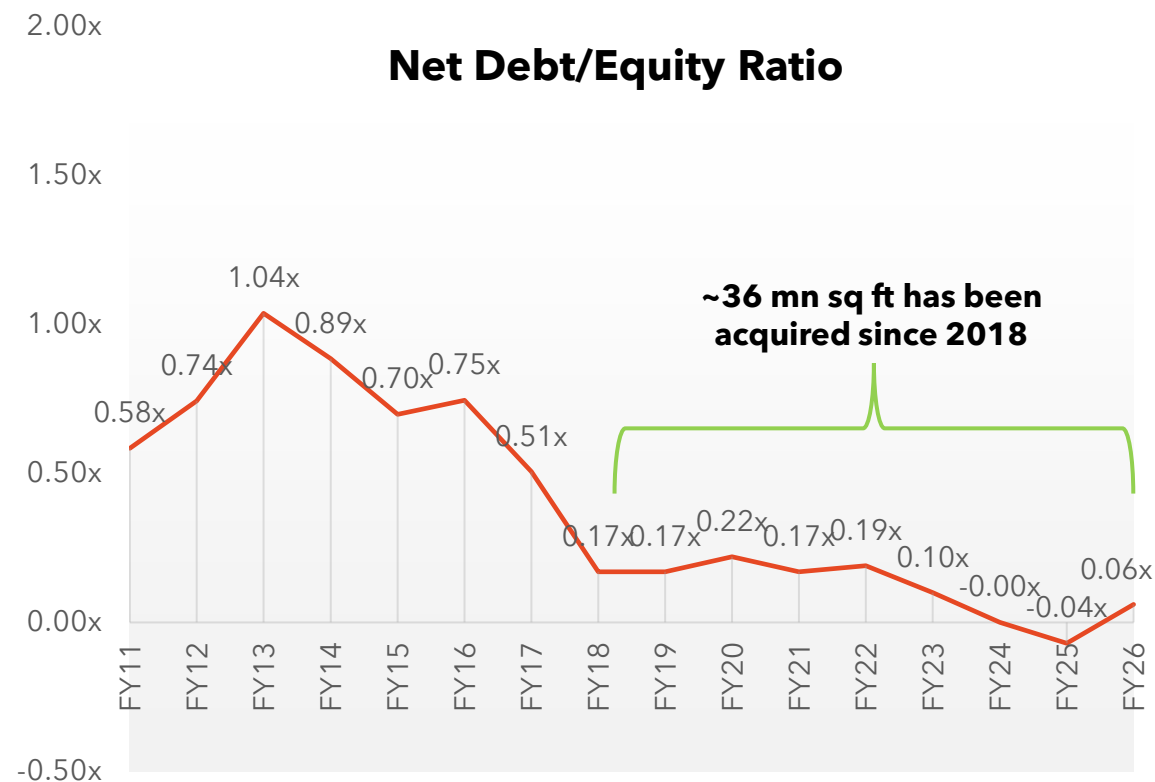
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# Strong Financial Performance

## Net Debt to Equity @ 0.06x

### Sunteck's Long-Term Credit Rating at AA from India Ratings (Fitch) (4/4)

Particulars (~Rs cr)	FY23	FY24	FY25	FY26
<b>Gross Debt</b>	<b>593</b>	<b>295</b>	<b>336</b>	<b>747</b>
Less: Cash & Cash Equivalents	158	106	203	95
Less: Loans to JDA partners	155	198	259	386
<b>Net Debt</b>	<b>280</b>	<b>-8</b>	<b>-125</b>	<b>266</b>
Net Worth	2,788	3,124	3,260	4,472
<b>Net Debt / Equity</b>	<b>0.10x</b>	<b>-0.00x</b>	<b>-0.04x</b>	<b>0.06x</b>
Quasi-Equity and Others*	93	79	51	27
Adjusted Net Debt	373	72	-74	293
Adj. Net Debt / Equity	<b>0.13x</b>	<b>0.02x</b>	<b>-0.02x</b>	<b>0.07x</b>



\*With effect from 9<sup>th</sup> March, 2020, Starlight Systems (I) LLP became a wholly owned subsidiary of SRL pursuant to the retirement of PDL Realty Private Limited (Retired Partner). The Retired Partner's balance of current capital and fixed capital in the SSILLP, aggregating to ~910 mn have been converted into a loan. The said loan will be in the form of 1% secured Non-Convertible Debentures (NCDs), which will be redeemed at premium out of the future free cash flow from the specified projects only with a tenure of 20 years.

## 6 Successful Equity Partnerships

### Recent Partnership



- **Sunteck & IFC - World Bank Group form Joint Investment Platform of up to ~Rs 750 cr**

- **Key highlights of the partnership**

- MMR focused platform to build high-quality green urban large-scale housing projects targeting the mid-income demographic
- Up to 4 to 6 green housing projects - developing around 12,000 units
- Highlights SRL's capability to develop high quality large-scale housing projects in the MMR

### Past Partnerships

- **With Ajay Piramal Group**

- **India REIT** invested at **Signature Island, BKC** in **2006** and exited at **>20% IRRs within ~3 years**
- **50:50 JV - Piramal Sunteck Realty Pvt. Ltd. (PSRPL)** formed in **2007** to undertake multiple projects

- **With Kotak Realty Fund**

- **Kotak Real Estate Fund (KREF)** has invested in the listed entity in the past
- **KREF** has done multiple PE SPV investment - **Signia Isles, BKC** in **2009** and **Sunteck City, ODC** in **2012**, and exited at **>20% IRRs**



# Annexure Q4 & FY26 Financial Results

# P&L Statement

## Strong Revenue & PAT growth

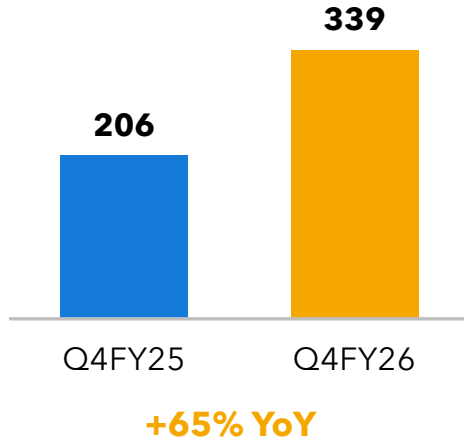
Rs in cr

PROFIT & LOSS STATEMENT (Consolidated)				
Particulars	Q4 FY26	Q4 FY25	FY 2026	FY 2025
Operating Revenue	339	206	1,124	853
<b>EBITDA</b>	<b>97</b>	<b>69</b>	<b>305</b>	<b>186</b>
- Margin (%)	29%	33%	27%	22%
PBT	83	67	268	183
<b>Net Income (PAT)</b>	<b>63</b>	<b>50</b>	<b>202</b>	<b>150</b>
- Margin (%)	19%	24%	18%	18%

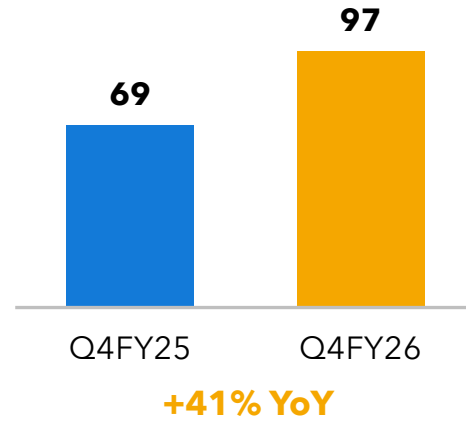
# Financial Performance - Q4 & Full Year FY26

Quarterly

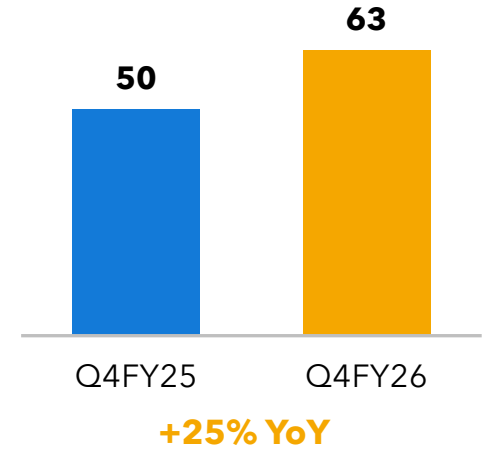
Revenue from Operations



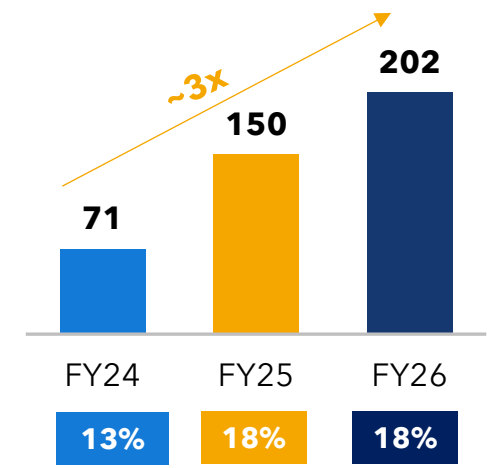
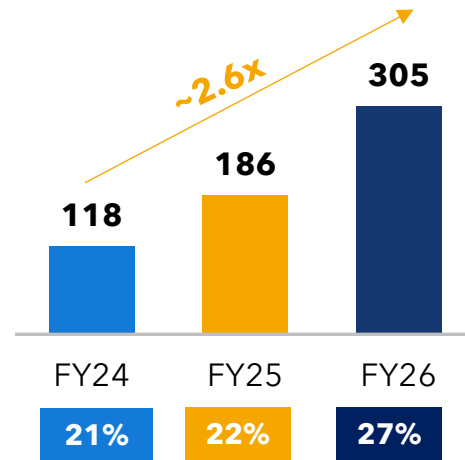
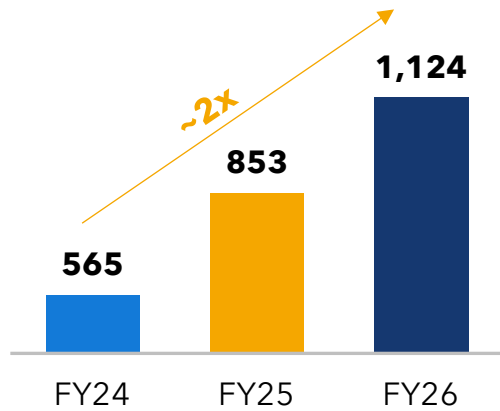
EBITDA & EBITDA Margin (%)



PAT & PAT Margin (%)



Full Year



# Balance Sheet

## Strong Credit Rating of AA by India Ratings (Fitch)

*Rs in cr*

<b>BALANCE SHEET (Consolidated)</b>			
<b>Liabilities</b>	<b>FY 2026</b>	<b>Assets</b>	<b>FY 2026</b>
Networth	4,472	Receivables	113
Borrowings	774	Inventories	7,894
Non-Current Liabilities	29	Loans & Advances	367
Current Liabilities	4,633	Cash & Bank	95
Others Liabilities	5	Others Assets	1,444
<b>Total</b>	<b>9,913</b>	<b>Total</b>	<b>9,913</b>


*Rs 1 cr = Rs 10 mn*

# Operational Performance Break-up

*Rs in cr*

Segment	Q4 FY26	FY 2026
	Pre-sales (~Rs cr)	Pre-sales (~Rs cr)
Aspirational Luxury	94	302
Premium Luxury	361	1,317
Uber Luxury & Others	609	1,538
<b>Total</b>	<b>1,064</b>	<b>3,157</b>

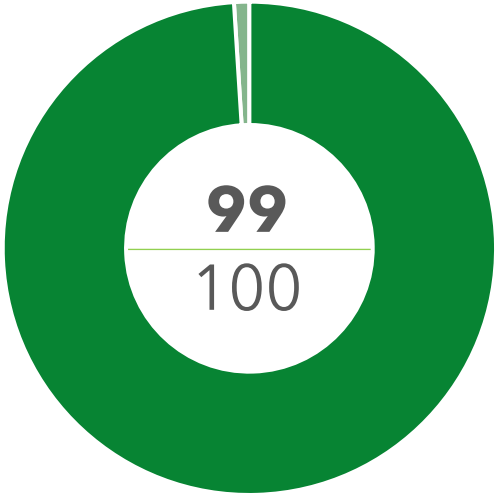
*Rs 1 cr = Rs 10 mn*



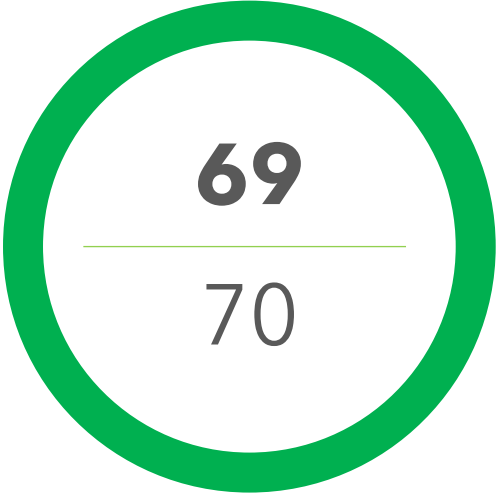
# Annexure ESG & Awards

# 2025 GRESB Development Benchmark Report

Participation & Score



Development Score



GRESB Average  
61

Benchmark Average  
68

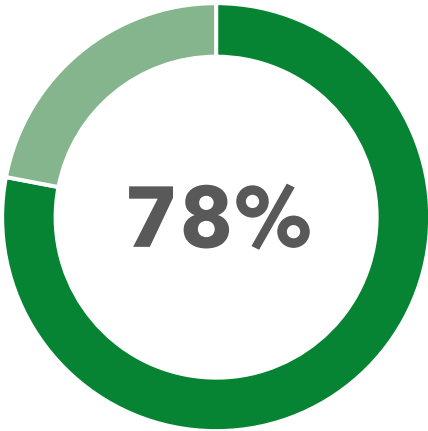
★★★★★ Rating

**Sunteck Realty Limited** has earned an exceptional **GRESB (Global Real Estate Sustainability Benchmark) score of 99**, along with a prestigious **5-star** rating for **FY25**.

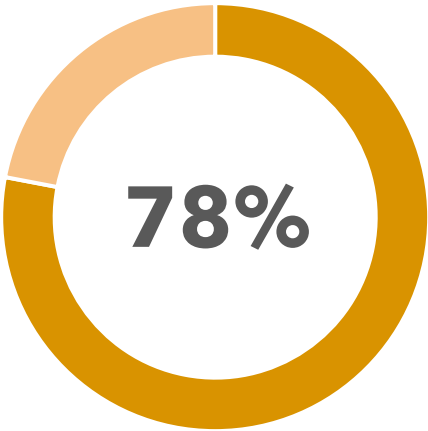
# 2025 Dow Jones Sustainability Index (DJSI) Report

- Sunteck Realty Limited has recorded an ESG score of **78 out of 100** in the **Dow Jones Sustainability Index (DJSI) assessment** within just its third year.
- The company also secured a **Corporate Sustainability Assessment (CSA) score of 78**, reflecting its strengthened focus on sustainability, environmental responsibility, and ethical governance.
- Assessed by **S&P Global**, this progress highlights Sunteck Realty's strategic approach to integrating sustainable practices, reinforcing its leadership in responsible real estate development.

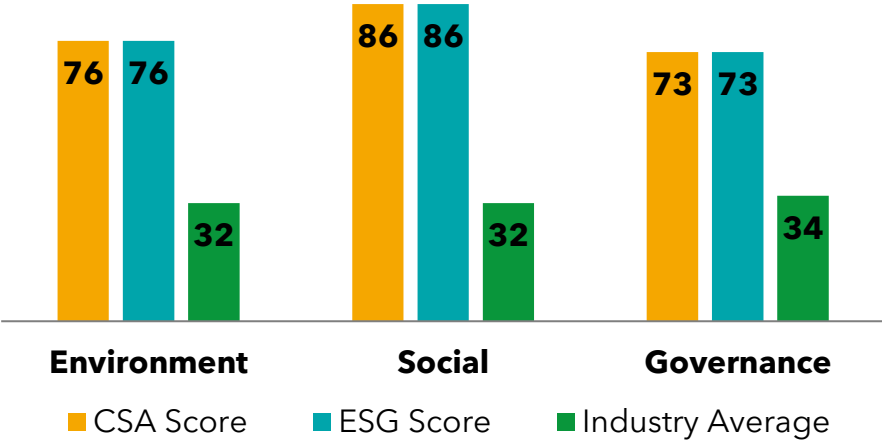
**S&P Global ESG Score**



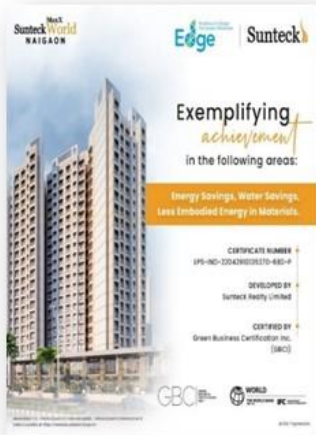
**S&P Global CSA Score**



**Score Breakdown**



# Green Building Initiatives



- **Four** projects, **4<sup>th</sup> Avenue, SunteckCity, ODC Goregaon W; Sunteck Maxxworld & Sunteck Oneworld, Naigaon** and **Sunteck Beach Residences (SBR), Vasai W** has been awarded with **EDGE (Excellence in Design for Greater Efficiencies)** Pre-certification (*IFC-International Finance Corporation -The World Bank Group*).
- **Three** of our commercials buildings; **BKC51, Icon and Crest** has been awarded EDGE -IFC pre certification

- Our HO **Sunteck Centre** has been awarded **LEED GOLD certification** by US Green building council

# OUR REWARDS & RECOGNITIONS



2025



2024



2023



2022



2021



Fortune India award



Zee business – National real estate leadership congress & Award



ET now – Real estate award



ET now – Real estate award

2019

2018

2017

2016

Thank you  
[ir@sunteckindia.com](mailto:ir@sunteckindia.com)

