Sunteck Realty Ltd.

Date: 22nd July, 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: <u>Investor Presentation on Q1 FY27 Results</u>

Dear Sir/Madam,

Please find enclosed the Investor Presentation with regard to the Financial Results of the Company for the quarter ended 30th June, 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 Vipul Hingarajia
Digitally signed by Rachana Vipul Hingarajia
Date: 2026.07.22 12:58:05 +05'30'

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

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Website: www.sunteckindia.com CIN: L32100MH1981PLC025346 Email ID: cosec@sunteckindia.com

Focused.
Disciplined.
Capital-efficient.

Q1FY27 Investor Presentation

July 2026

NSE: SUNTECK | BSE: 512179 | Bloomberg: SRIN IN | Reuters: SUNT.NS

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Sunteck

A disciplined, capital-efficient developer of premium homes and offices in the Mumbai Metropolitan Region

Founder-led, Professionally-managed. Built by first-generation entrepreneur Mr. Kamal Khetan, who pioneered corporate business centres in BKC before creating Sunteck's real estate platform.

15+ years of delivery. 20 projects completed across multiple MMR cycles.

Risk managed by design. Deliberately spread across micro-markets, development models (outright, JV / JDA, redevelopment) and customer segments — uber luxury to aspirational luxury.

Long visibility of growth. GDV of ~Rs 42,700 cr — several years of launches already secured, before any new acquisition.

Conservative leverage. Net debt / equity of 0.07x; AA long-term rating from India Ratings (Fitch Group); long-standing marquee lending relationships.

ESG that leads the industry. GRESB ESG score of 99 with a 5-star rating; S&P Global ESG score of 78.

15+
YEARS IN BUSINESS

~50+ msf
ACQUIRED SINCE INCEPTION

Rs 42,700 cr
TOTAL GDV

20
PROJECTS DELIVERED

0.07x
NET DEBT / EQUITY

Sunteck

FY26 - A record year, funded almost entirely by our own cash flows

Rs 3,157 cr

PRE-SALES

+25% YoY

Rs 1,433 cr

COLLECTIONS

+14% YoY

Rs 552 cr

NET CASH SURPLUS

+48% YoY · cashflow RoCE ~20%

0.06x

NET DEBT / EQUITY

AA rated — India Ratings (Fitch)

Rs 1,124 cr

REVENUE

+32% YoY

Rs 305 cr

EBITDA

+64% YoY · margin 27%

Rs 202 cr

PAT

+34% YoY · margin 18%

Rs 41,030 cr

TOTAL GDV

Across 10 micro-markets

Consolidated financials. Rs 1 cr = Rs 10 mn..

Q1 Performance – A strong start to FY27

Rs 787 cr

PRE-SALES

+20% YoY

Rs 409 cr

COLLECTIONS

+17% YoY

Rs 193 cr

NET CASH SURPLUS

+79% YoY

0.07x

NET DEBT / EQUITY

AA rated — India Ratings (Fitch)

Rs 191 cr

REVENUE

+1.7% YoY

Rs 67 cr

EBITDA

+40% YoY

Rs 42 cr

PAT

+26% YoY

Rs 42,700 cr

TOTAL GDV

Across 10 micro-markets

Consolidated financials. Rs 1 cr = Rs 10 mn.. Sparklines show Q1 FY25 – Q1 FY27; latest quarter in gold

Sunteck

Focused | Diversified where it matters: ten micro-markets, three customer segments, three development models

Micro-markets

where we build

- Bandra Kurla Complex, BKC
- Nepean Sea
- Andheri
- Goregaon (W)
- Borivali (W)
- Mira Road
- Vasai (W)
- Naigaon
- Kalyan

International

- Downtown Dubai

Customer segments

who we build for

- **Uber luxury** — Signature Island, Signia Isles & Pearl, Nepean Sea, Downtown Dubai
- **Premium luxury** — Sunteck City, Sunteck Skypark, Sunteck Park, Sunteck Beach Residences (SBR)
- **Aspirational luxury** — Sunteck World, Sunteck Crescent Park
- **Q1FY27 pre-sales mix** — Uber 29%, Premium 50%, Aspirational 21%
- **Spread across all pricing spectrum** — customers migrate up as incomes rise

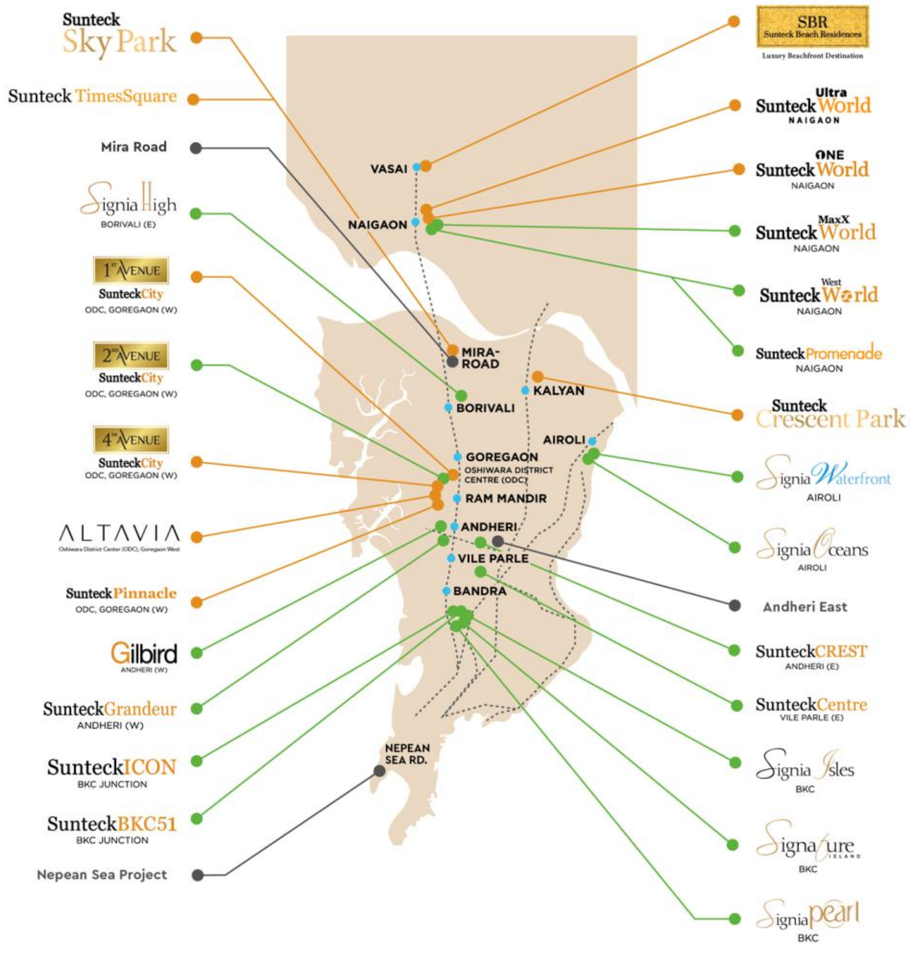
Development models

how we control land

- **Outright acquisition** — major capital allocation
- **JV / JDA** — capital-light partnerships with landowners
- **Redevelopment** — selective, society-led opportunities in the island city
- ~36 mn sq ft added since 2018.
- **Segment-wise GDV split** — Owned 26%, JDA 50%, JV 21%, Redevelopment 3%

Sunteck

Focused | MMR — one region, covered end to end

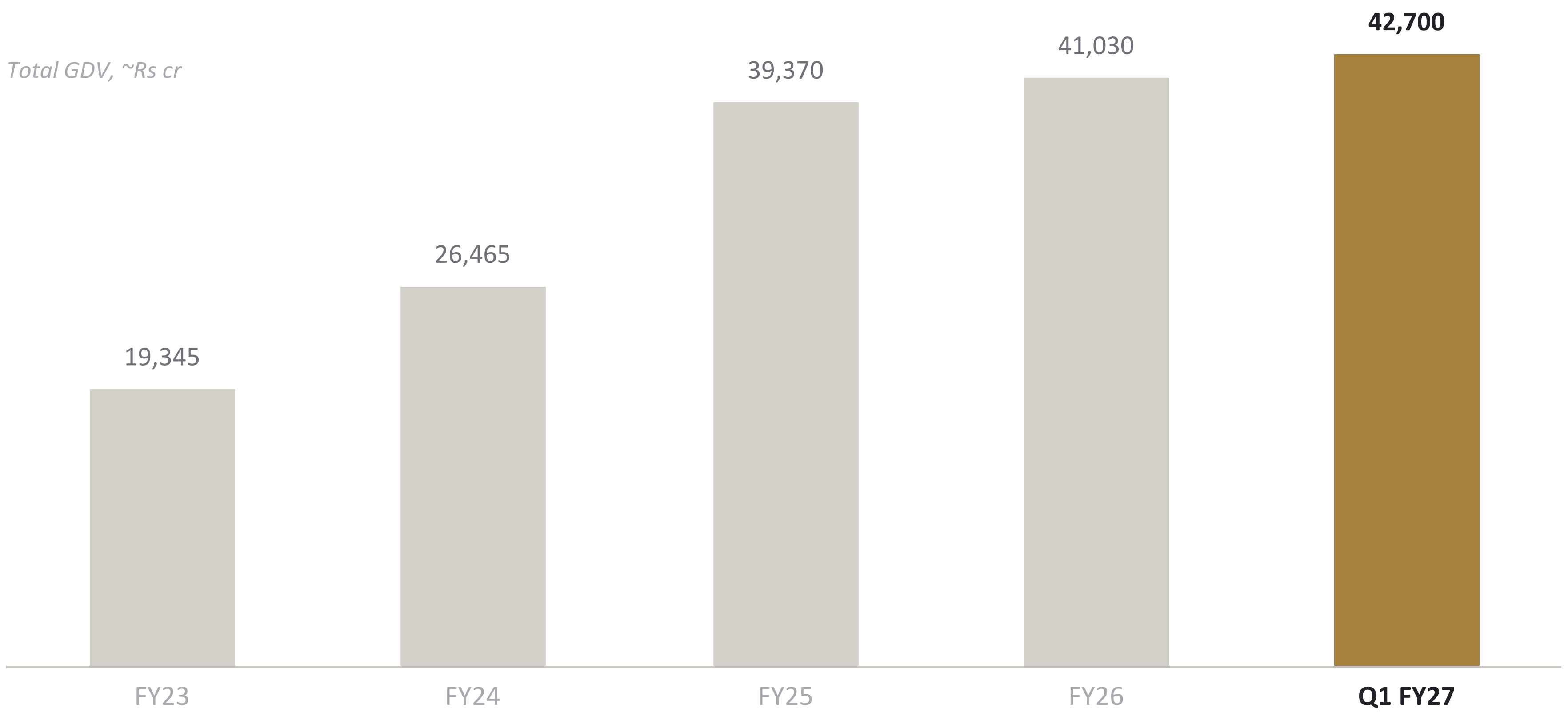


MICRO-MARKET	PROJECTS	TOTAL GDV
Bandra Kurla Complex, BKC	Signature Island · Signia Isles & Pearl	Rs 430 cr
Nepean Sea	Uber-luxury Development	Rs 3,320 cr
Andheri	Andheri WEH · Andheri-Kurla - Sahar	Rs 3,750 cr
Goregaon (W)	Sunteck City — Avenues 1–5	Rs 5,015 cr
Borivali (W)	Luxury Development	Rs 3,000 cr
Mira Road	Sunteck Sky Park · Sunteck Park, Mira Road–2	Rs 2,215 cr
Vasai (W)	Sunteck Beach Residences (SBR)	Rs 3,230 cr
Naigaon	Sunteck World	Rs 3,990 cr
Kalyan	Sunteck Crescent Park	Rs 8,750 cr
Dubai (international)	Downtown, Burj Khalifa Community	Rs 9,000 cr

Total GDV as at 30 June 2026, net of sales already effected.. Rs 1 cr = Rs 10 mn.

Sunteck

Focused | Total GDV of Rs 42,700 cr



Total Gross Development Value, excluding sales already done. Rs 1 cr = Rs 10 mn.

Focused | Rs 4,950 cr of GDV added across three new projects in the past 12 months— with more under diligence

PROJECT	MICRO-MARKET	MODEL	DEVELOPABLE AREA (MSF)	EST. GDV (~RS CR)
Sunteck Park (Mira Road 2)	Mira Road	JDA	0.6	1,200
Andheri Kurla - Sahar	Andheri	Owned	0.6	2,500
Andheri, WEH	Andheri	Redevelopment	0.3	1,250
Total — recent additions				**4,950**

Acquisition filters remain unchanged: research-led micro-market selection, an ability to enter growth corridors ahead of the curve, and a high equity-multiple threshold on every deal.

Rs 1 cr = Rs 10 mn.

Disciplined | Total GDV is split into Launched, To-be Launched and Upcoming for Launch GDV

BY STATUS — LAUNCHED/ TO-BE LAUNCHED/ UPCOMING FOR LAUNCH

~RS CR	FY23	FY24	FY25	FY26	Q1 FY27
Launched GDV	4,070	4,440	6,998	7,316	8,370
To-be Launched GDV	1,950	3,250	10,500	13,625	16,100
Upcoming for Launch GDV	13,325	18,775	21,872	20,089	18,230
Total	**19,345**	**26,465**	**39,370**	**41,030**	**42,700**
Pre-sales	1,602	1,915	2,531	3,157	787

Launched GDV: It indicates projects that have received relevant approvals
To be Launched GDV: It indicates projects which are under the approval process
Upcoming for Launch GDV: It indicates projects in the planning & design phase

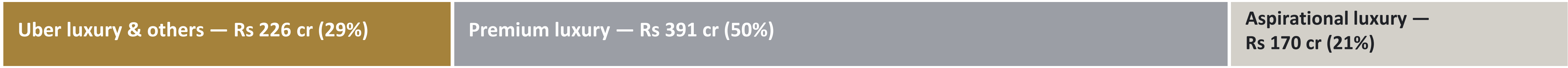
BY MODEL — OWNED / JV & JDA / REDEVELOPMENT

~RS CR	FY23	FY24	FY25	FY26	Q1 FY27
Owned	7,645	7,060	10,900	11,535	11,265
JV / JDA	11,700	19,405	28,470	28,245	30,185
Redevelopment	–	–	---	1,250	1,250
Total	**19,345**	**26,465**	**39,370**	**41,030**	**42,700**

Totals are balance GDV as disclosed. Rs 1 cr = Rs 10 mn.

Disciplined | Segment-wise Pre-Sales

Q1 FY27 pre-sales of Rs 787 cr, by segment

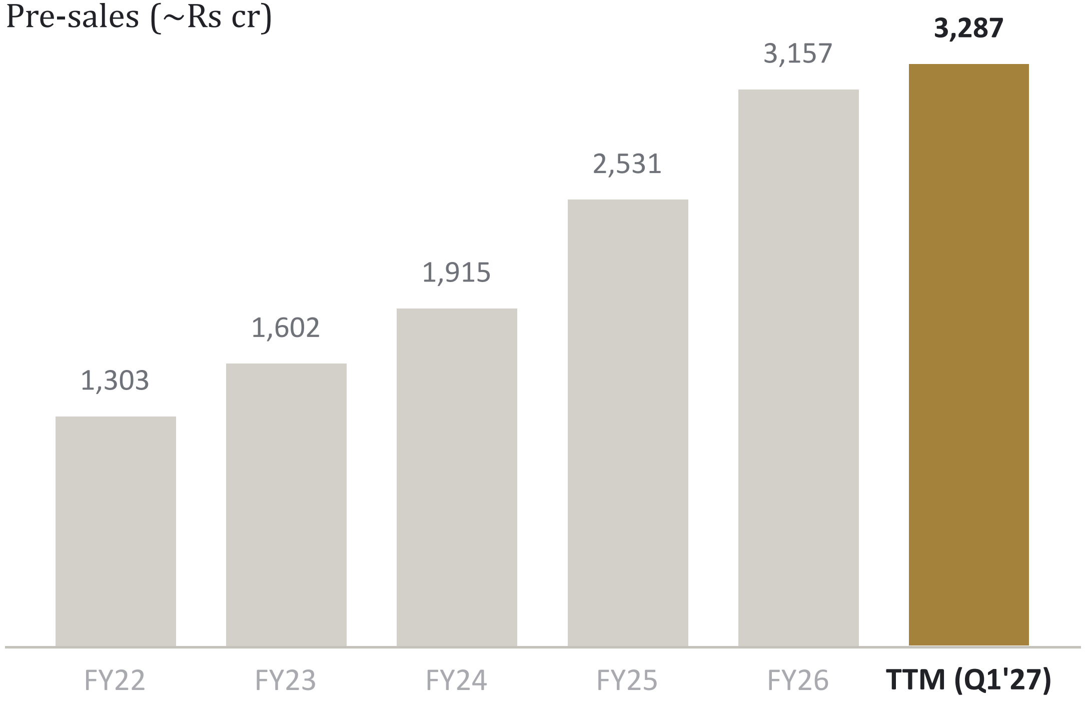


		Pre-Sales
UBER LUXURY	Signature Island · Signia Isles · Signia Pearl Bandra Kurla Complex (BKC) · Nepean Sea	Rs 226 cr 29% of Q1 FY27 pre-sales
PREMIUM LUXURY	Sunteck City · Sunteck Sky Park · Sunteck Park · Sunteck Beach Residences Andheri · Goregaon West · Borivali West ·Mira Road · Vasai West	Rs 391 cr 50% of Q1 FY27 pre-sales
ASPIRATIONAL LUXURY	Sunteck World · Sunteck Crescent Park Naigaon · Kalyan	Rs 170 cr 21% of Q1 FY27 pre-sales

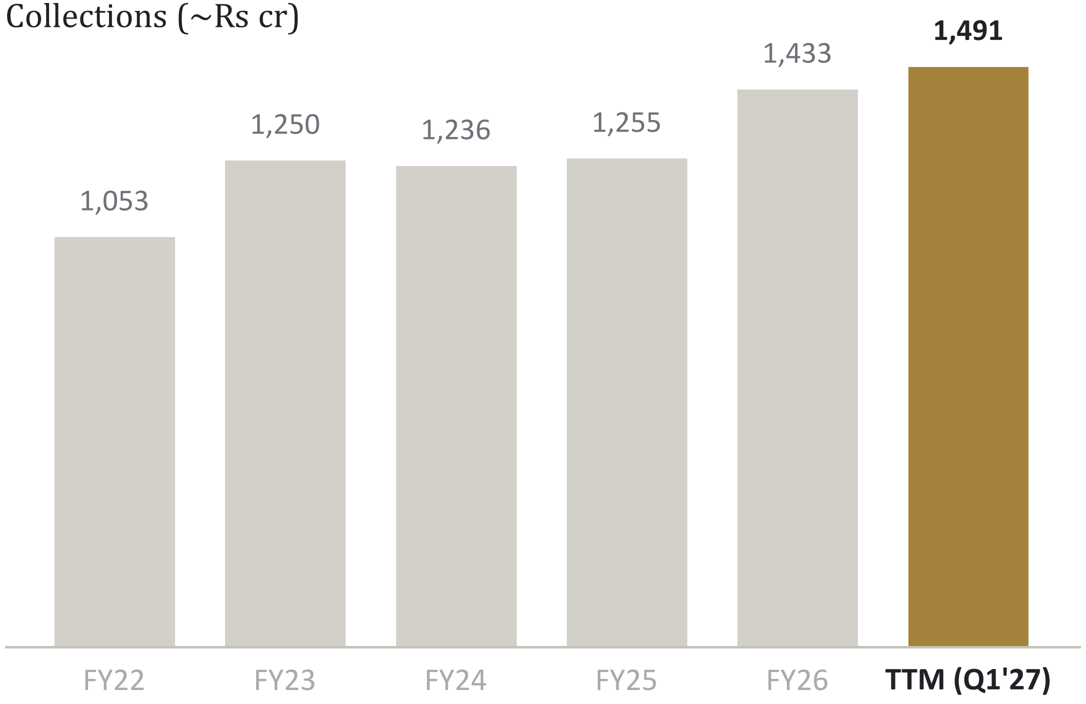
Rs 1 cr = Rs 10 mn.

Disciplined | Consistent year-over-year growth in pre-sales

Pre-sales (~Rs cr)



Collections (~Rs cr)



+25% CAGR over FY22–FY26

Q1 FY27: Rs 787 cr, +20% YoY

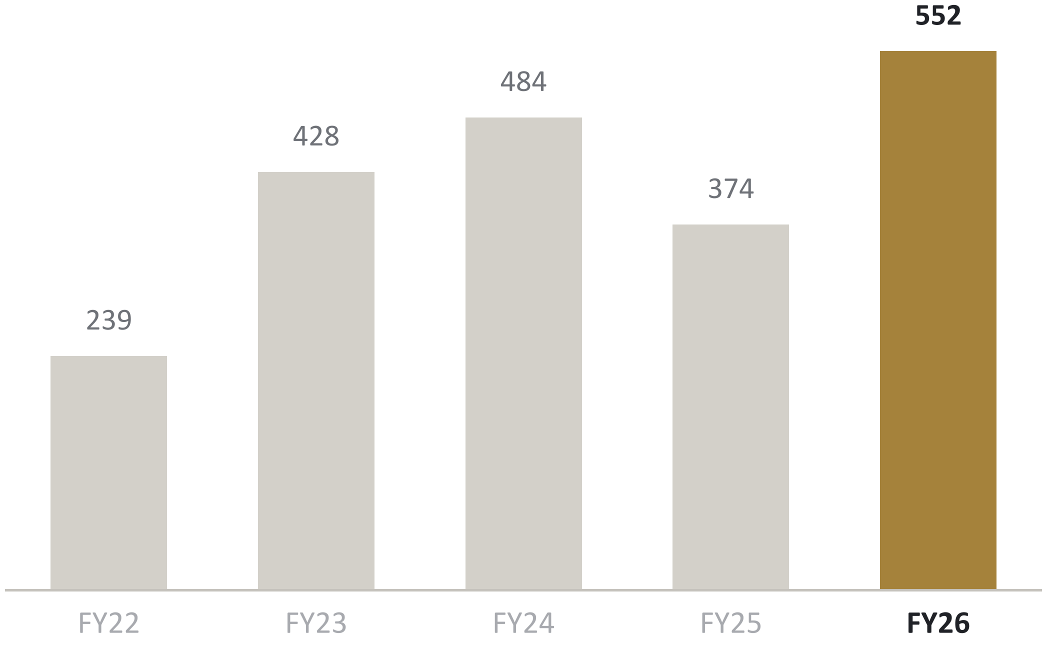
Strong pre-sales of last 2 years to drive collections acceleration ahead

Q1 FY27: Rs 409 cr, +17% YoY

Rs 1 cr = Rs 10 mn.

Disciplined | We run the business on cash flow, not accounting revenue

Net cash flow surplus (~Rs cr)



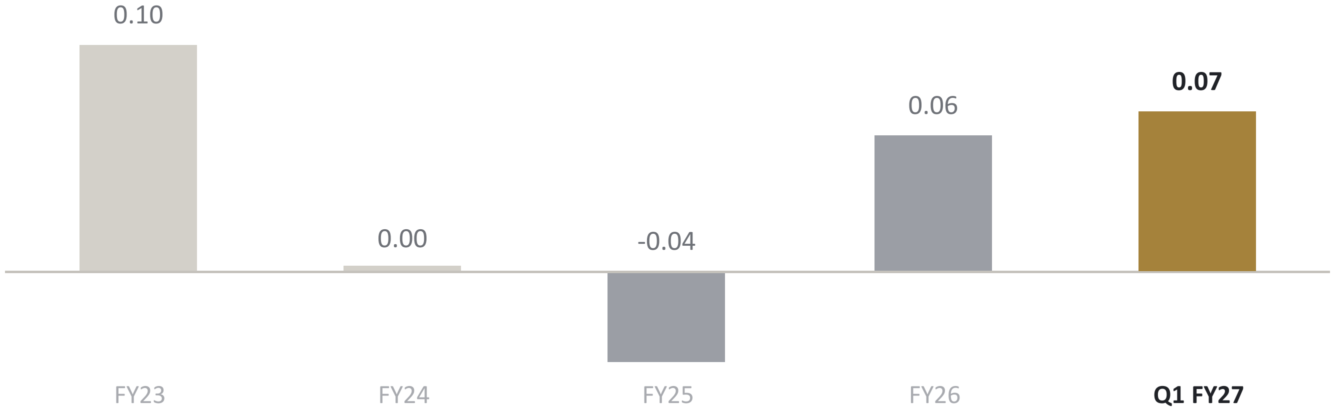
Q1 FY27 CASH WALK

~RS CR	Q1 FY27	Q1 FY26
Gross Collections	409	351
Less: Project Expenses	149	162
Less: JDA Revenue Share	13	13
Gross Operating Cash Flow Surplus	247	176
Less: Other Expenses	54	68
Net Cash Flow Surplus	**193**	**108**

~RS CR	Q1 FY27	Q1 FY26
Amount Spent on BD/LO/JDA Cost	170	307

Capital Efficient | Growth supported by a robust balance sheet

Net debt / equity (x)



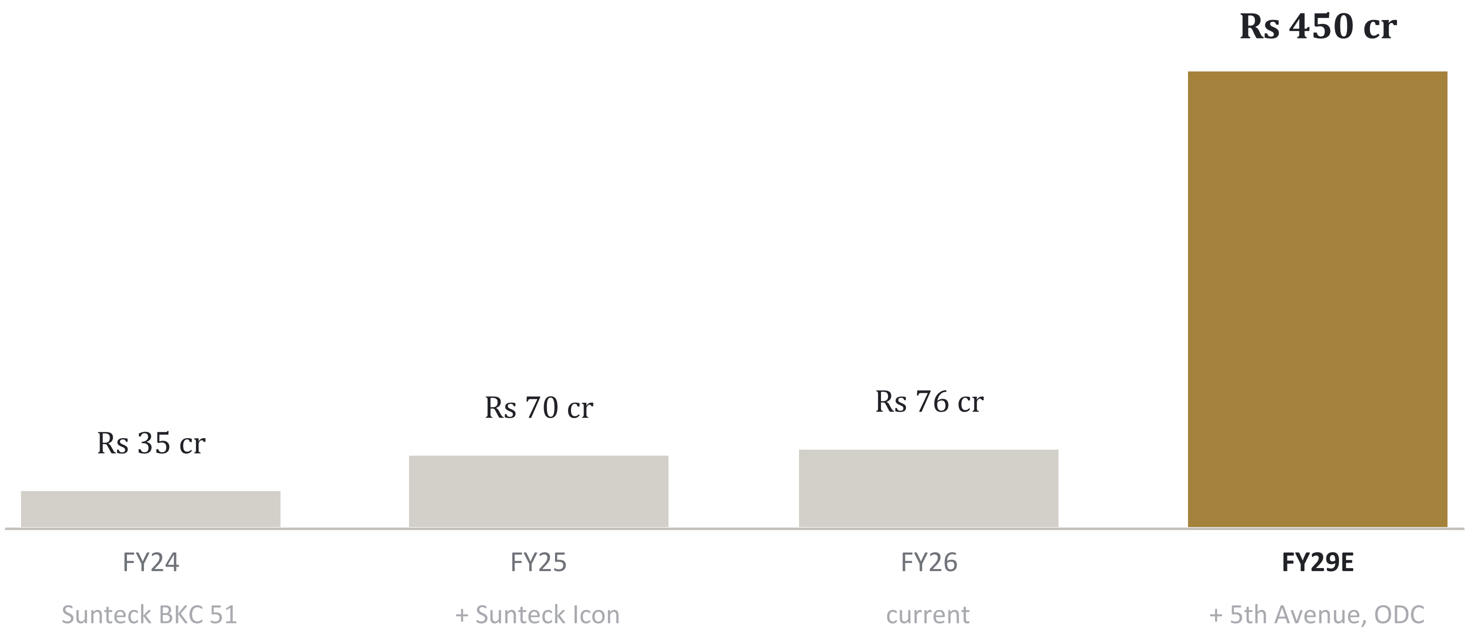
~RS CR	FY24	FY25	FY26	Q1 FY27
Gross debt	295	336	747	783
Less: cash & JDA loans	304	462	481	487
Net debt	**(8)**	**(125)**	**266**	**295**
Net worth	3,124	3,260	4,472	4,515
Net debt / equity	**(0.00x)**	**(0.04x)**	**0.06x**	**0.07x**
Adj. net debt / equity*	0.02x	(0.02x)	0.07x	0.07x
Long-term credit rating	AA-	AA	AA	AA

**Adjusted for 1% NCDs issued to a retired LLP partner (redeemable only out of specified project cash flows over 20 years).*

AA long-term rating from India Ratings (Fitch Group) — amongst the strongest in Indian real estate.

Rs 1 cr = Rs 10 mn.

Capital Efficient | Annuity book (~Rs 76 cr currently) on track to reach ~Rs 450 cr by FY29E



29 years

pre-lease tenure at Sunteck BKC 51 & Sunteck Icon

~30%

average ROIC on both completed BKC commercial assets

~7-7.5%

Average rental yield on commercial portfolio (%)

Rs 1 cr = Rs 10 mn.

Capital Efficient | Proforma Embedded EBITDA at 35%+

	Embedded value walk	FY26	Q1 FY27
	Pre-Sales	3,157	787
=	**Embedded EBITDA**	**1,100 – 1,250**	**275 – 310**
	Embedded EBITDA %	**35% - 40%**	**35% - 40%**

Proforma / illustrative only; not a profit forecast. Rs 1 cr = Rs 10 mn.

Shareholding Pattern | Backed by marquee domestic & foreign institutions

SHAREHOLDING PATTERN — 30 JUN 2026

CATEGORY	HOLDING (%)
Promoter & promoter group	63.14%
Foreign portfolio / institutional investors	18.12%
Domestic institutions (MFs / insurance)	5.30%
Public & others	13.42%
Total	**100%**

MARQUEE INVESTORS

- Bandhan Mutual Fund
- BCM
- Fidelity
- Goldman Sachs
- LIC
- Morgan Stanley
- NTAsset
- Schroders

ANALYST COVERAGE

- Axis Capital
- Antique
- CLSA
- Emkay
- equirus
- Investec
- Jefferies
- JM Financial
- kotak Institutional Equities
- motilal oswal
- nuvama
- PL Capital

Shareholding Pattern is before conversion of warrants
Logos under each section are presented in alphabetical order and represent a partial list.

A

Annexures

Detailed financials, ESG and recognition.

Our completed and on-going projects

Rendered Image

Financial Performance | FY23–FY26 Operating Scorecard

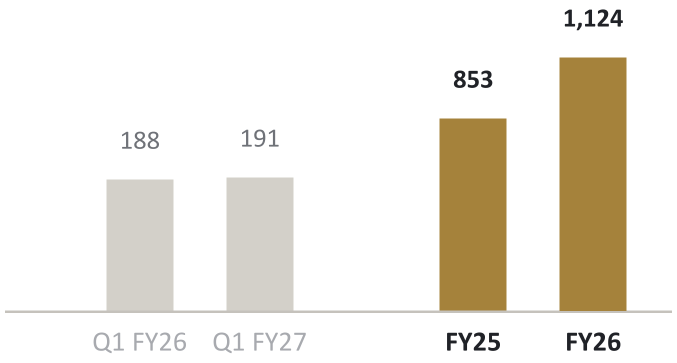
~RS CR UNLESS STATED	FY23	FY24	FY25	FY26	TREND
Pre-sales	1,602	1,915	2,531	**3,157**	
Collections	1,250	1,236	1,255	**1,433**	
Business development spend (incl. LO / JDA)	166	91	184	**813**	
Net operating cash flow surplus	428	484	374	**552**	
Net debt / equity (x)	0.10x	(0.00x)	(0.04x)	**0.06x**	

Pre-sales grew 2.0x over FY23–FY26 to Rs 3,157 cr (~25% CAGR), supported by four consecutive years of positive net operating cash surplus. Leverage remained conservative throughout — net debt / equity of just 0.06x in FY26, even after a record Rs 813 cr of business development spend.

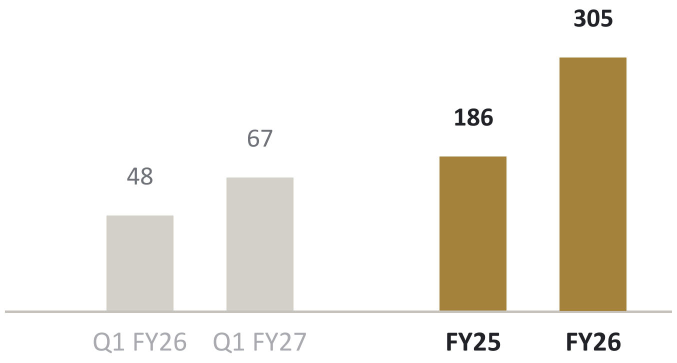
Rs 1 cr = Rs 10 mn.

Financial Performance | Q1 FY27 & FY26 Results

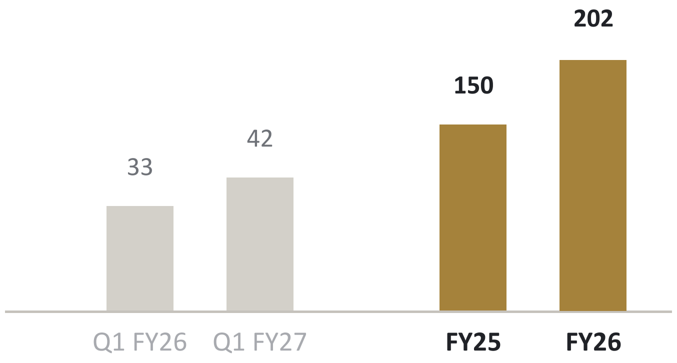
Revenue (~Rs cr)



EBITDA (~Rs cr)



PAT (~Rs cr)



CONSOLIDATED, ~RS CR	Q1 FY27	Q1 FY26	YOY	FY26	FY25	YOY
Revenue from operations	191	191	+1.7%	1,124	853	+31.7%
EBITDA	**67**	**48**	**+39.6%**	**305**	**186**	**+64.0%**
— margin (%)	35.0%	25.5%	+9.5 pp	27.1%	21.8%	+5.3 pp
PAT	**42**	**33**	**+25.5%**	**202**	**150**	**+34.4%**
— margin (%)	21.9%	17.8%	+4.2 pp	18.0%	17.6%	+0.4 pp

Rs 1 cr = Rs 10 mn.

Financial Performance | FY26 Balance Sheet

LIABILITIES, ~RS CR	FY26
Networth	4,472
Borrowings	774
Non-current liabilities	29
Current liabilities	4,633
Other liabilities	5
Total	**9,913**

ASSETS, ~RS CR	FY26
Inventories	7,894
Other assets	1,444
Loans & advances	367
Receivables	113
Cash & bank	95
Total	**9,913**

Consolidated, as at 31 March 2026. Rs 1 cr = Rs 10 mn.

Sustainability | Rated among the best in global real estate

GRESB 2025

99 / 100

5-STAR RATING (★★★★★)

Global Real Estate Sustainability Benchmark — development score, against a benchmark average of 68.

Participation and score have improved every year since first assessment.

S&P GLOBAL / DJSI 2025

78 / 100

ESG & CSA SCORE

Scored in the Dow Jones Sustainability Index assessment within the third year of participation — industry average: ~30.

Balanced strength across environment, social and governance pillars.

GREEN BUILDINGS

- **EDGE certification / pre-certification (IFC)**

  Sunteck City, 4th Avenue ODC · Sunteck Westworld, Sunteck Maxxworld & Sunteck Oneworld, Naigaon, · Sunteck Beach Residences (SBR), Vasai

- **EDGE — commercial**

  Sunteck BKC 51 · Sunteck Icon · Sunteck Crest

- **LEED Platinum (USGBC)**

  Sunteck Centre, Vile Parle (East)

- **IFC platform**

  All platform projects to be built to green standards

GRESB – Global Real Estate Sustainability Benchmark; EDGE – Excellence in Design for Greater Efficiencies (IFC, World Bank Group).

Sunteck

Investor Relations

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