Sunteck Realty Ltd.

**Sunteck**

**SRL/NSE/ /14-15**

**Date: 12th February, 2015**

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

**Script Code: 512179**
**Sub: Disclosure pursuant to Clause 36 of the Listing Agreement**

**Dear Sir,**
**Sirs,**

Pursuant to clause 36 of Listing Agreement please find enclosed press release with regards to Unaudited Financial Results for the quarter ended 31st December, 2014 approved by the Board of Directors.

Kindly acknowledge the receipt of the same.

Thanking you
Yours Faithfully

**For Sunteck Realty Limited**

**Rachana Hingarajia**
**(Company Secretary)**
**Encl. As stated above**

SUNTECK REALTY LIMITED MUMBAI

**SUNTECK REALTY LIMITED**

# Sunteck Realty announces Q3 & 9MFY15 Results

***(Figures in INR Cr)***

| Particulars | Q3FY15 | Q3FY14 | 9MFY15 | 9MFY14 |
|---|---|---|---|---|
| Revenue | 65 | 16 | 163 | 35 |
| EBITDA | 33 | 7 | 70 | 14 |
| PBT | 27 | 6 | 65 | 14 |

- **New Sale Transactions of ~INR 346 Cr and collections of ~INR 367 Cr during 9MFY15**
- **Unrecognized Sale Value stood at ~INR 2,191 Cr**
- **Current Inventory value stands at ~INR 5,238 Cr from 10 completed and ongoing projects**
- **Networth of ~INR 1,450 Cr and Net Secured Debt of ~INR 350 Cr**
- **Average realization during 9MFY15 for flagship residential project 'Signature Island, BKC' stood at INR ~50,658 psf**

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**Mumbai, February 12, 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 nine months ended December 31st, 2014.

**Financial Highlights (Consolidated)**

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

**Q3FY15 vs Q3FY14**

- Total Revenue recognized stood at ~INR 65 Cr as compared to ~INR 16 Cr
- EBITDA stood at ~INR 33 Cr as compared to ~INR 7 Cr; EBITDA Margin stood at ~51%
- Adjusted Net Profit stood at ~INR 13 Cr as compared to ~INR 3 Cr; PAT Margin stood at ~19%

**9MFY15 vs 9MFY14**

- Total Revenue recognized stood at ~INR 163 Cr as compared to ~INR 35 Cr
- EBITDA stood at ~INR 70 Cr as compared to ~INR 14 Cr; EBITDA Margin stood at ~43%
- Adjusted Net Profit stood at ~INR 28 Cr as compared to ~INR 7 Cr; PAT Margin stood at ~16%

**Commenting on the Q3 & 9MFY15 performance, Mr. Kamal Khetan, Chairman and Managing Director at Sunteck Realty said:**

*"We're delighted to report a steady performance during the quarter and nine months period on the back of progressive execution and continued traction in our varied city-centric projects. We have reported higher margins of ~50% and ROEs of ~30% during the quarter. The year 2014 has been very eventful for the Indian economy and the real estate sector. An improving economy, strong demand and declining interest rates will mostly be the theme for the real estate sector in 2015. We plan to capitalize on these upcoming opportunities with the new launches of our high-end projects across different micro-markets of Mumbai. To complement our growth, we have one of the strongest balance sheet in the industry and clear visibility of free cash flows from our ongoing and completed projects. As we steer through, we focus for strong performance and profitability to maintain a competitive edge," he added.*

**Business Highlights during Q3 & 9MFY15**

- Construction approvals have been received for a residential project **Signia High, Borivali, Mumbai.** Construction has started and expected to be completed in less than two and a half years
- 6 projects have been completed till date with a developed area of ~19.22 lac.sq.ft. Occupancy Certificates have been received for most of the completed projects
- New Sales transactions of ~0.53 lac.sq.ft. in Q3FY15 aggregating to sale value of about INR 142 Cr. Average Realization stood at ~INR 26,619 per sq.ft. Total area sold during 9MFY15 stood at 1.34 lac.sq.ft. aggregating to sale value of about INR 346 Cr
- Collected ~INR 123 Cr as advances from the customers in Q3FY15 from 10 completed & ongoing projects. Total collections during 9MFY15 stood at ~INR 367 Cr

**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. Of the said portfolio, the company within a span of 4 years has completed 6 projects with a developed area of about 2 million square feet comprising of residential and commercial developments. SRL is renowned for its strong project execution skills through an in-house project management team and strategic tie-ups/associations with domestic/International contractors, architects, engineers and brand partners. SRL works with renowned brands like Walt Disney, L&T and Talathy & 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***, 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. More information about the company is available on 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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**~Ends~**