Press Release
For Immediate Publication

SUNTECK REALTY LIMITED

Sunteck Realty Announces Q4 & FY14 Results

Sunteck announces sales of ~INR 926 cr, PBT of INR 279 cr and a PAT of ~INR 183 cr

Board recommends dividend of INR 1 per equity share i.e. 50% of the face value of equity share

Mumbai, May 30, 2014: Sunteck Realty Limited, Mumbai's premier real-estate company singularly catering to the premium and ultra premium segment in the residential and commercial space today announced its financial results for the fourth quarter and financial year ended March 31, 2014.

Financial Highlights

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

FY14

- Consolidated total Revenue recognized in FY14 stood at ~INR 926 crore as compared to ~INR 30 crore in FY13
- Consolidated EBITDA stood at ~INR 279 crore in FY14 as compared to ~INR 3 crore in FY13
- Consolidated Net Profit stood at ~INR 183 crore in FY14 as compared to ~INR 5 crore in FY13
- Collections of ~INR 418 cr in FY14 as compared to ~INR 389 cr in FY13

Q4FY14

- Consolidated total Revenue recognized in Q4FY14 stood at ~INR 891 crore as compared to ~INR 17 crore in Q4FY13
- Consolidated EBITDA stood at ~INR 264 crore in Q4FY14 as compared to ~INR 1 crore in Q4FY13
- Consolidated Net Profit stood at ~INR 175 crore in Q4FY14 as compared to ~INR 7 crore in Q4FY13

Business Highlights – Q4 & FY14

- Completed 2 residential projects with developed area of over 1.2 mn.sq.ft. Consequently, the total area delivered till date stands at ~1.5 mn.sq.ft.
  - Recognized revenues of ~INR 845 cr from flagship residential project i.e. Signature Island with PBT of about INR 240 cr
  - Recognized revenues of ~INR 85 cr from another residential project i.e. Signia Oceans with PBT of about INR 15 cr
- Achieved sales of ~1.97 lac.sq.ft. in FY14 aggregating to sale value of about INR 411 cr. Average Realization stood at ~INR 21,000 per sq.ft.
  - Total Area Sold ~0.71 lac.sq.ft. in Q4FY14 aggregating to sale value of about INR 111 cr. Average Realization stood at ~INR 16,000 per sq.ft.
- **Cash Flow Management** with thrust on execution has contributed to the pace of customer receivables;
  - Collections in FY14 stood at ~INR 418 cr against ~INR 389 cr in FY13

- Pre-launched Sunteck City 'Avenue 2', Goregaon (W) with a product mix of 1.5BHK, 2BHK & 2.5 BHK
  - Average unit size ~1080 sq.ft.; sold an area of ~0.58 lac.sq.ft. aggregating to sale value of ~INR 83 cr; achieved average realization of about INR 14,172 per sq.ft.
- Awarded construction contract to Larsen & Toubro for Sunteck City, Avenue 1, Goregaon (W)

Commenting on the financial & operational performance of Q4 & FY14, Mr. Kamal Khetan, CMD, Sunteck Realty Limited, said:

"It gives me immense pleasure to announce our results with substantial sales and profitability due to completion of our flagship residential project i.e. Signature Island, BKC. We have been able to improve our collections in a subdued market while maintaining negligible debt levels. With a stable government at the center, we foresee improvement in the real estate sector. We also look forward to new acquisitions in our core area of Mumbai market to grow further and also keep an eye on acquisitions outside Mumbai on our proven Joint Development / Joint Venture business model".

Awards & Accolades during FY14

- Sunteck Realty has been awarded the **'Best Property Development Organization' Emerging markets** by **Asia Pacific Real Estate Association (APREA)**
  - Other Awards in Emerging Markets Category: (a) Highly Commended, (b) Property Valuation, (c) Market Disclosure and (d) Best Country Submission - India
- **Sunteck City, Goregaon (W)** wins **'Real Estate Marketing Campaign of the Year'** award at Realty Plus Excellence Awards 2013

Brand Tie-ups

The company recently roped in **'The Charcoal Project'** led by Sussanne Roshan as Interior Design Partner for its residential project **'Signia Skys'** in Nagpur. The project is 'Ready for Fit outs' and is Nagpur's most luxurious project with these Limited Edition Designer Residences reserved for the select few.

About Sunteck Realty limited

Sunteck Realty Limited is amongst the top listed real estate development company, singularly catering to the luxury and ultra-luxury segment. The company has over 28 million square feet of city centric developments across 25 projects at various stages of development and 4 rented assets. The company is managed by a professional management team led by first generation entrepreneur Mr. Kamal Khetan. The financial strength of the company is well reflected from its 'Negligible Debt' status and visible cash flows. Sunteck Realty Limited is listed on the BSE and NSE and has on board some of the world renowned pension funds, FII's and Private Equity. It also has proud tie ups with well known brands as Walt Disney, Vertu and The Charcoal Project for providing unique residential experience. The company has strong project execution skills through an in-house project management team and tie-ups with domestic and International contractors, architects and engineers. The company takes pride in serving the affluent gentry of the Ultra High Net Worth individuals and the head honchos of top global conglomerates. The company has achieved cumulative sales of ~INR 2,981 cr since inception from its 10 ongoing projects and cumulative collections of ~INR 1,736 cr against the tied-up sales.

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:

Investor Relations
Sumesh Mishra / Abhinav Srivastava
Sunteck Realty Limited
Tel: +91 22 42877 7859
Email: ir@sunteckindia.com

Corporate Communications
Sonal Seth
Sunteck Realty Limited
Tel: +91 22 42877 7862
Email: corporaterelations@sunteckindia.com