

Date: 21st October, 2023

SRL/SE/48/23-24

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 Q2 and H1 FY24 results

Dear Sir / Madam,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find enclosed the Investor Presentation with regard to Unaudited Financial Results for quarter and half year ended 30th September, 2023.

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

Kindly take the same on record and disseminate to all the concerned.

Thanking You.

For Sunteck Realty Limited

Rachana Hingarajia
Company Secretary
Encl: a/a



Sunteck Realty Limited

Investor Presentation

Q2 & H1 FY24

October 2023

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The audited consolidated financial statements for Fiscals 2016 onwards have been prepared in accordance with Ind AS and the same for prior years have been prepared in accordance with Indian GAAP. This Presentation contains statements which may pertain to future events and expectations and therefore may constitute forward-looking statements. Any statement in this Presentation that is not a statement of historical fact shall be deemed to be a forward-looking statement, and the Recipient agrees that such statements may entail known and unknown risks, uncertainties and other factors which may cause the Company's actual results, levels of activity, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. There can be no assurance that the results and events contemplated by the forward-looking statements contained herein will in fact occur. None of the future projections, expectations, estimates or prospects in this Presentation should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the Presentation. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.

The Recipient acknowledges that it shall be solely responsible for its own assessment of the market and the market position of the Company and that it shall conduct its own analysis and be solely responsible for forming its own view of the potential future performance of the business of the Company. The information contained in this Presentation is as of September 30, 2023 except as may be stated otherwise. Neither the delivery of this Presentation nor any further discussions of the Company with any of the Recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since that date. The Company is not under any obligation to update the contents of this Presentation or inform Recipient of any changes in the affairs of the Company. The Company hereby expressly disclaims liability for any errors, inaccuracies, or omissions, and representations and warranties - express or implied, as provided within or in connection with this Presentation. Any clarifications, queries or future communication regarding the matters stated in this Presentation should be addressed to the Company directly. The information given in this Presentation in the form of pictures, artistic renders, areas, consideration, project details etc. should not be construed to be or constitute advertisements, solicitations, marketing, offer for sale, invitation to offer or invitation to acquire. The intention of this Presentation is not to sell or market the unit/s of any of the projects of the Company and is limited to only providing information to Recipient of the Presentation. Note The project elevations are for representation purposes only and are the sole property of the Company and may not be reproduced, copied, projected, edited in any way without written permission from the Company. All data and project related numbers are basis revenue recognition and operational performance excl. overheads for completed, ongoing and future projects respectively.



Key Strengths - Why Sunteck?

Key Strengths – Why Sunteck?

1



Strong Foothold in MMR market - largest & fastest 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 30,100 cr

4



Strong operational cash flow visibility

5



Robust Financial Performance - Negligible Net D/E of 0.09x with strong operational CAGR of ~20%+

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



INR~30,000 cr+ of GDV from ~7 large projects



~50 MSF+ total development acquisitions



17 projects successfully delivered



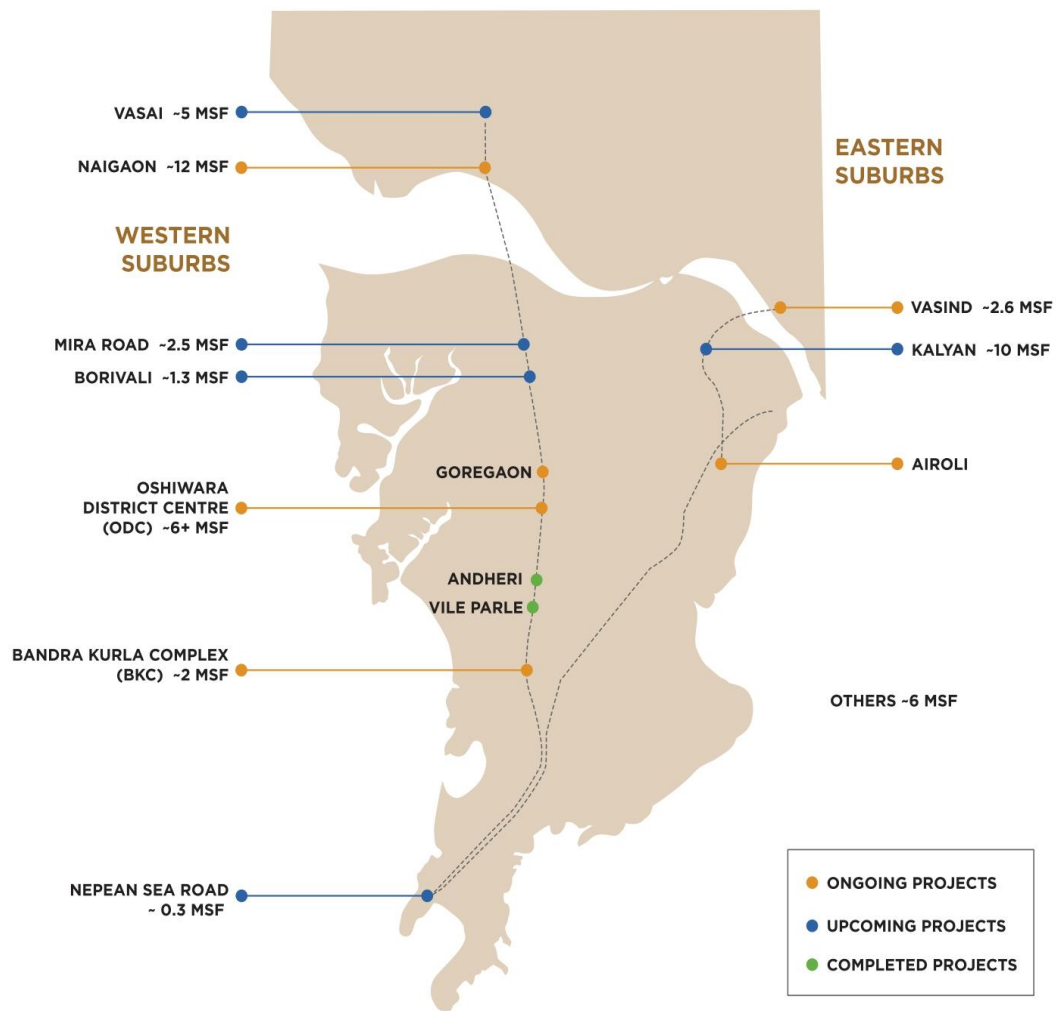
Well-timed capital allocation with JDA & outright model

1

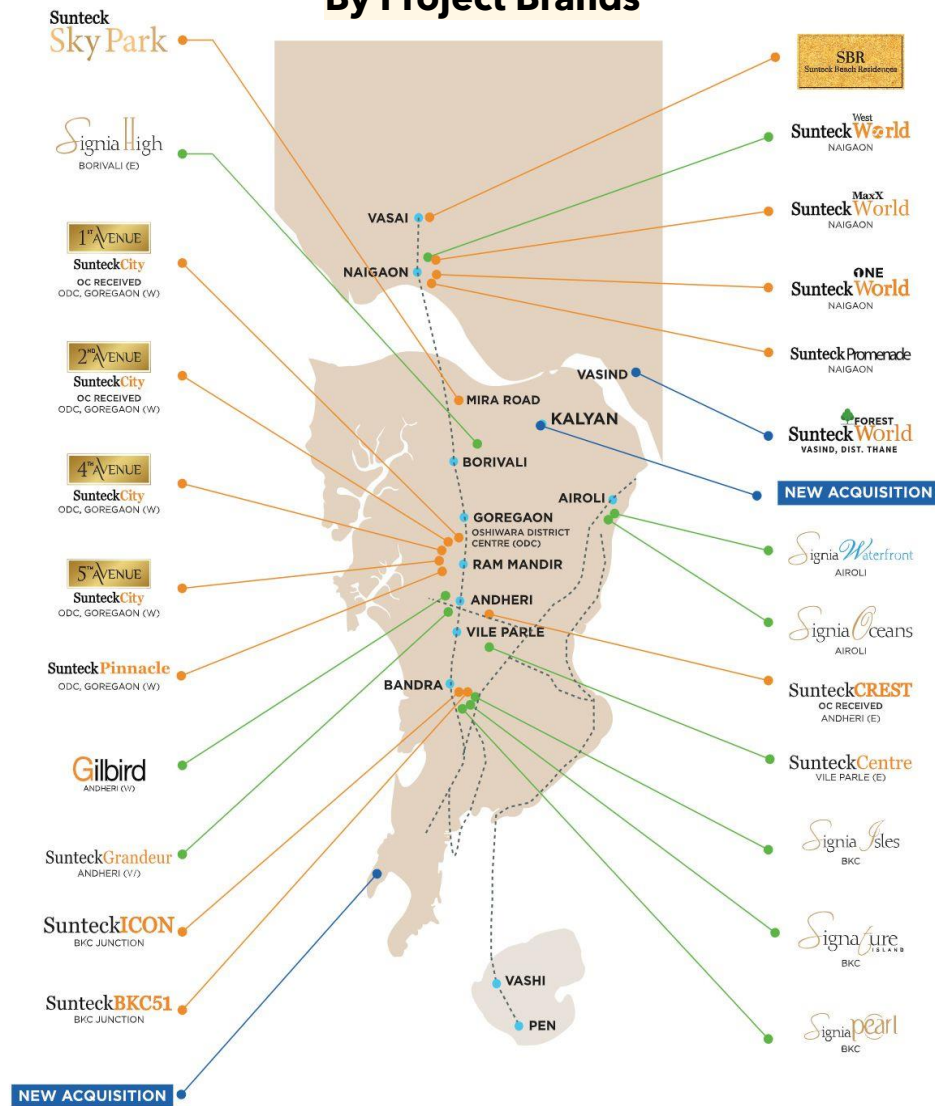
Strong Foothold in MMR Market – largest & fastest growing in India

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

By Location Volume



By Project Brands

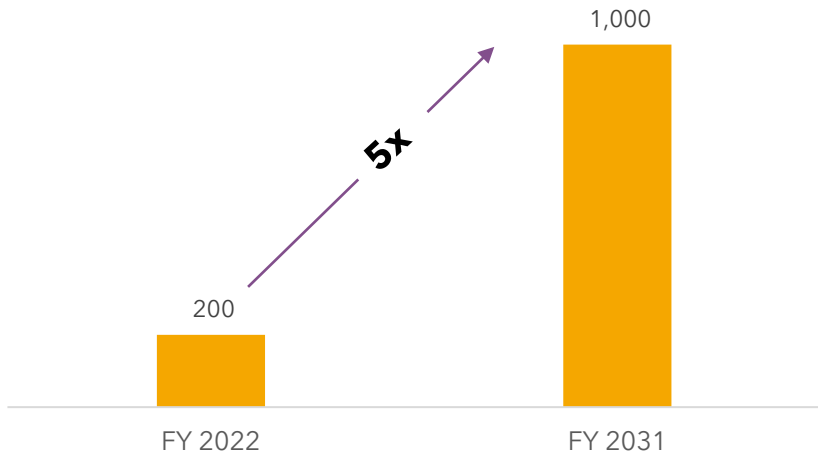


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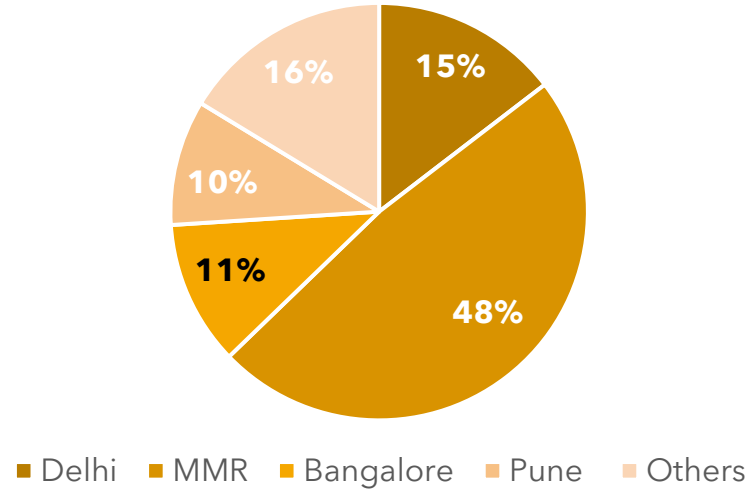
Strong Foothold in MMR market – largest & fastest growing in India

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

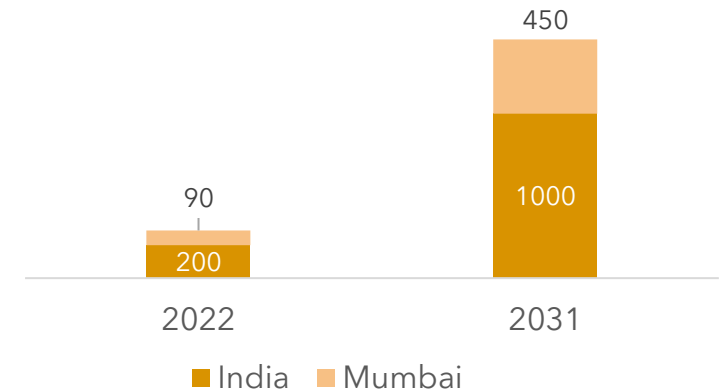
Indian Real Estate Market is Growing



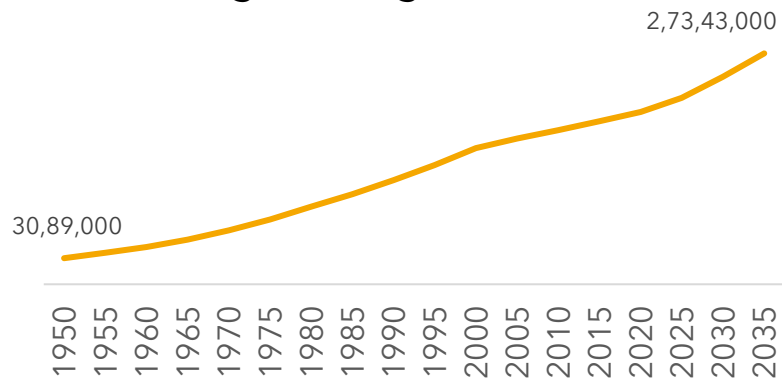
MMR commands 45%+ market share among 7 key macro markets



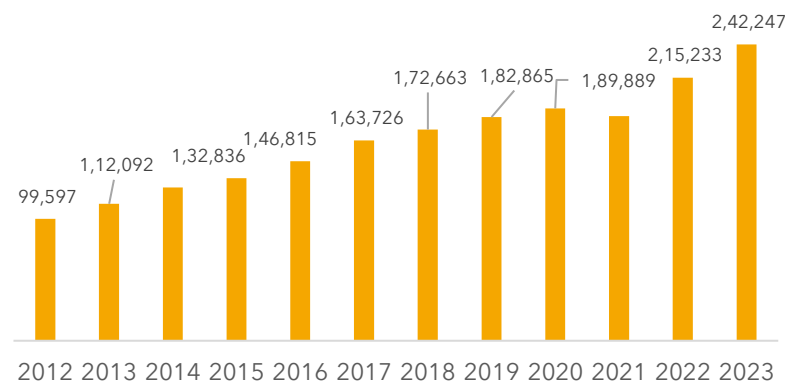
MMR RE Market expected to grow at 20%+ in next decade



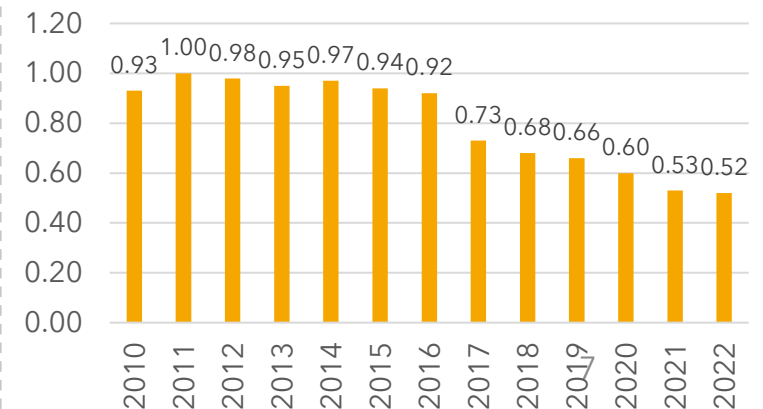
Increasing MMR population will mean high housing demand



Increasing Per Capita Income in MMR to aid future demand



Improving Mumbai Affordability Index



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

3

Well-timed Capital Allocation for acquisitions

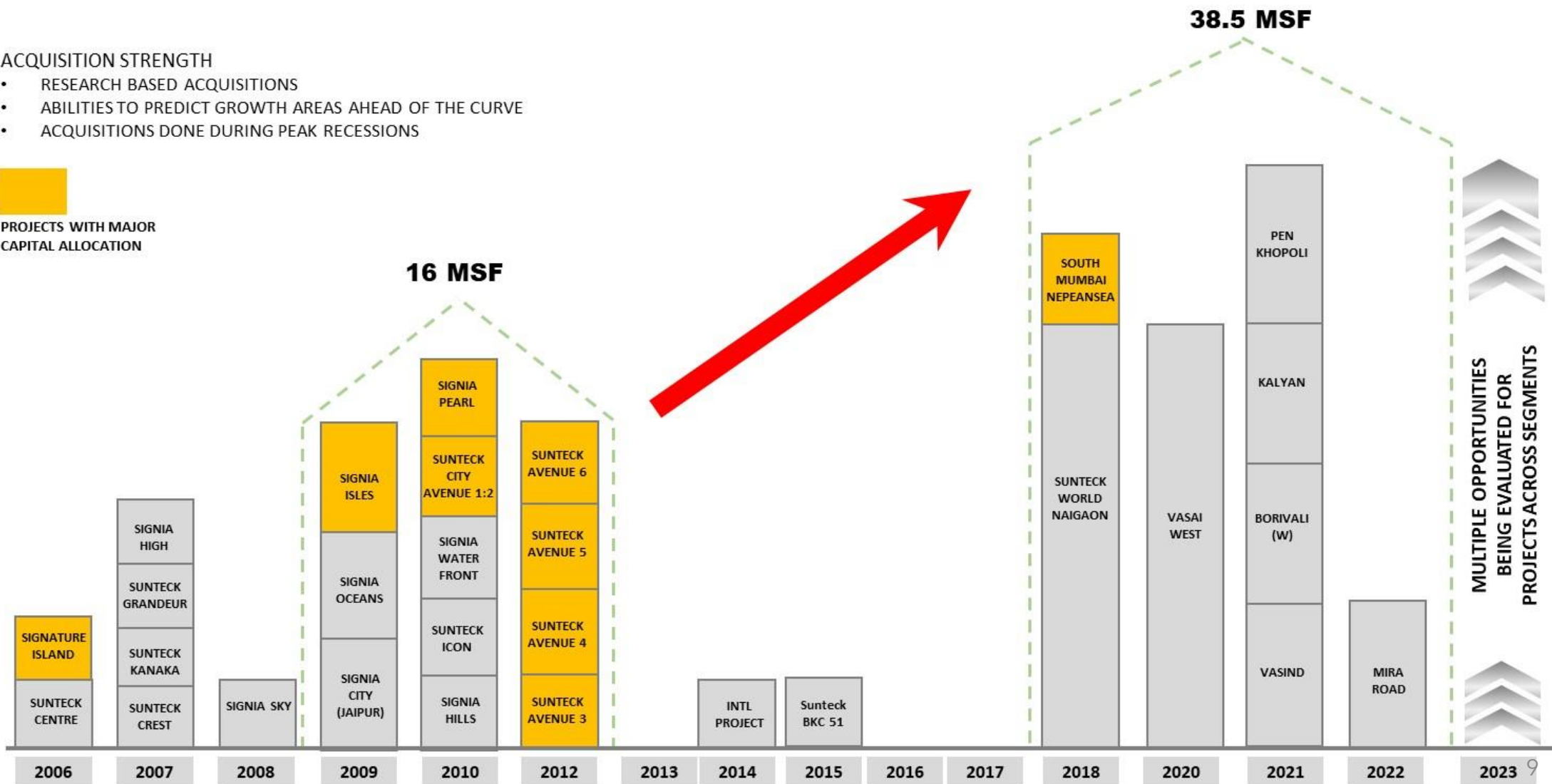
Acquired more than ~50 mn sq ft & GDV of ~Rs 30,100 cr (1/2)

ACQUISITION STRENGTH

- RESEARCH BASED ACQUISITIONS
- ABILITIES TO PREDICT GROWTH AREAS AHEAD OF THE CURVE
- ACQUISITIONS DONE DURING PEAK RECESSIONS



PROJECTS WITH MAJOR CAPITAL ALLOCATION



3

Well-timed Capital Allocation for acquisitions

Acquired more than ~50 mn sq ft & GDV of ~Rs 30,100 cr (2/2)

Total GDV of ~Rs 30,100 cr across 7 large projects

Extended Western Suburbs
SBR
 Sunteck Beach Residences
Area : ~3.6 MSF
GDV : ~Rs. 4,000 Crs

Extended Western Suburbs
SunteckWorld
Area : ~7.0 MSF
GDV : Rs. 5,000 Crs

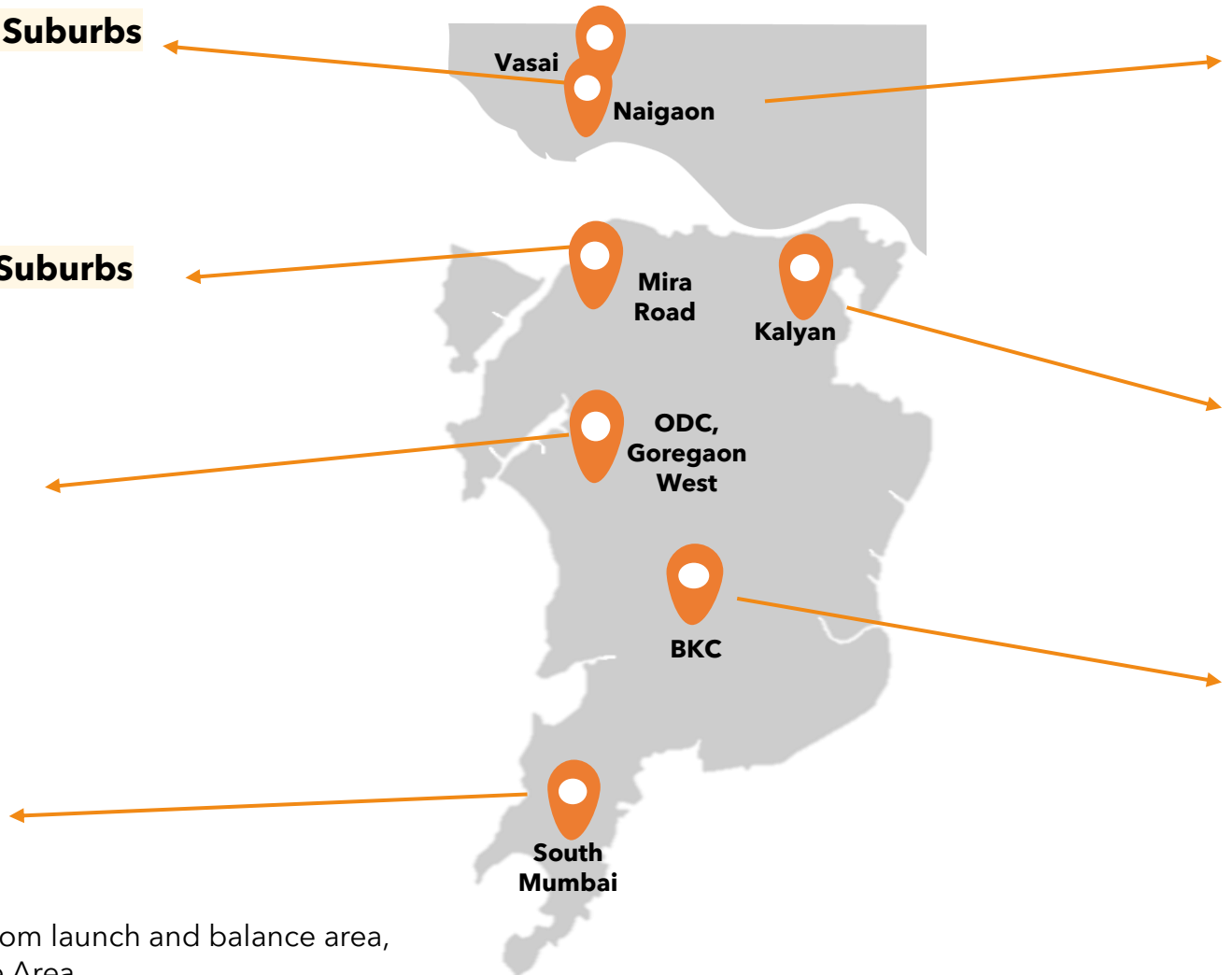
Extended Western Suburbs
Sunteck Sky Park
Area : ~1.6 MSF
GDV : ~Rs. 2,100 Crs

Extended Eastern Suburbs
Area : ~10.0 MSF
GDV : Rs. 9,000 Crs

Western Suburbs
SunteckCity
Area : ~3.2 MSF
GDV : ~Rs. 6,000 Crs

Bandra-Kurla Complex
Signature Signia
Area : ~0.3 MSF
GDV : Rs. 1,500 Crs

South Mumbai
Area : ~0.25 MSF
GDV : ~Rs. 2,500 Crs



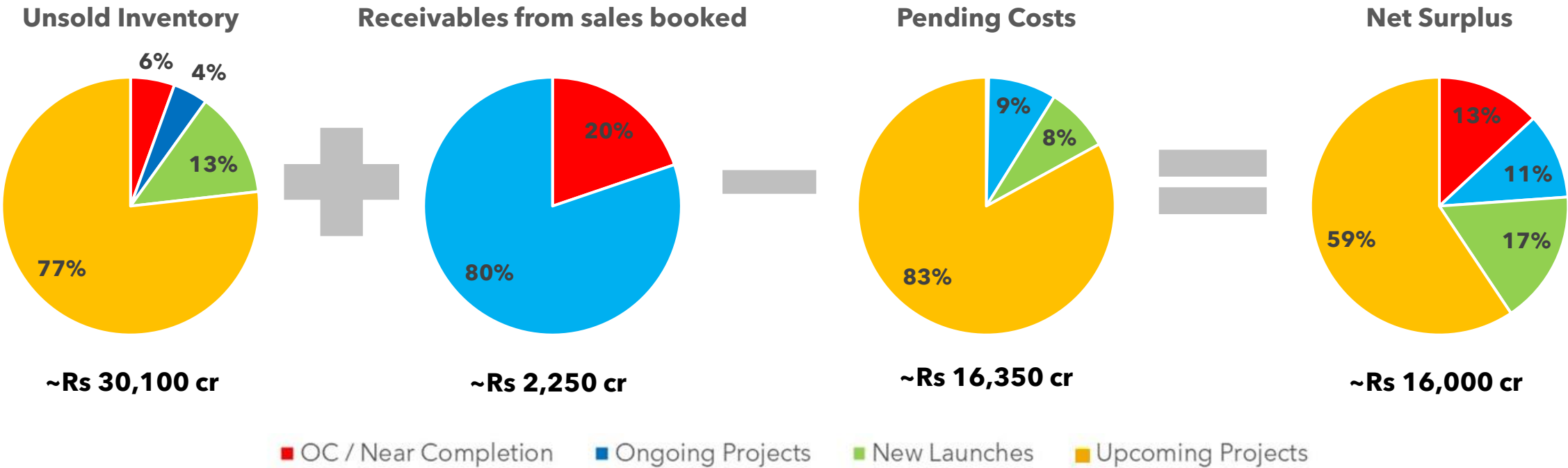
*GDV includes unsold from launch and balance area, Area pertains to Balance Area

4

Strong Operational Cash Flow Visibility

US\$ 3.6 bn of GDV to be generated from the projects pipeline (1/2)

~Rs 16,000 cr of net surplus to be generated from 7 large projects



*Pending costs includes construction plus, JDA share

4 Strong Operational Cash Flow Visibility

High revenue & profits visibility (2/2)

Follows **Project Completion Method of Accounting** wherein P&L recognition happens once the project is delivered

2 large projects will get delivered in the coming years leading to strong revenue recognition in P&L

Key Target	FY24 E	FY25 E
Projects to be delivered	Sunteck Maxx World, Naigaon	Sunteck City 4 th Avenue, ODC, Goregaon W
Revenue to be recognised	Approx. Rs 750 - 850 cr	Approx. Rs 950 - 1,050 cr

*Subject to variances on account of various market factors

Robust Financial Performance

Amongst industry best financials



0.09x Net Debt to Equity Ratio



~22% 5-year Pre-sales CAGR



~20%+ Operating Cashflow Surplus Yield



AA- Long term credit rating from **Fitch** and **CARE**



INR 750 cr partnership with **IFC - World Bank Group**

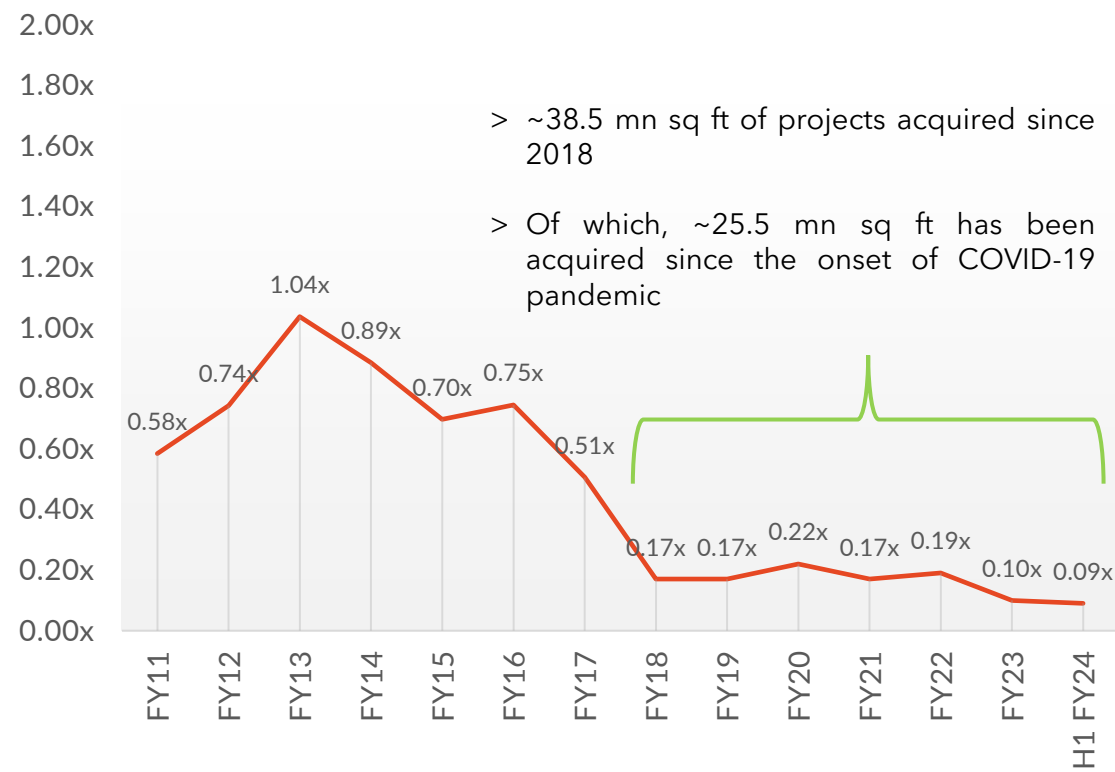
5

Robust Financial Performance

Net Debt to Equity @ 0.09x

Sunteck's Long-Term Credit Rating is AA- with Positive Outlook from FITCH & CARE

Particulars (~Rs cr)	As on 30 th Sep, 23 [#]
Total Debt	537
Less: Cash, Bank, Liquid Investments	97
Less: Loans to JDA partners	181
Net Debt	259
Net Worth	2,748
Net Debt / Equity	0.09x
Quasi-Equity and Others*	89
Adjusted Net Debt	348
Adj. Net Debt / Equity	0.13x



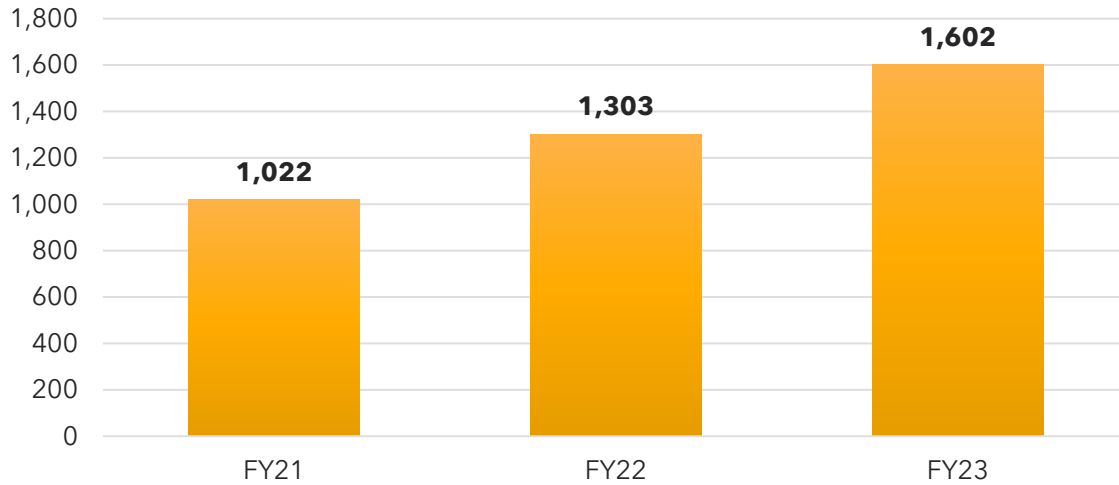
*With effect from 9th March, 2020, Starlight Systems (I) LLP became a wholly owned subsidiary of SRL pursuant to the retirement of PDL Realty Private Limited (Retired Partner). The Retired Partner's balance of current capital and fixed capital in the SSILLP, aggregating to ~910 mn have been converted 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. #30th June, 23 is Provisional.

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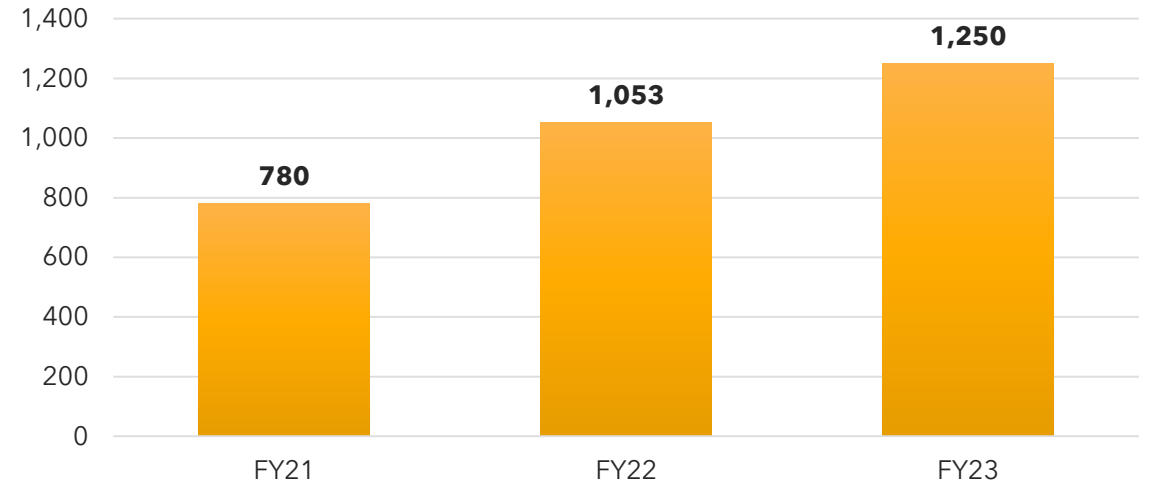
Robust Financial Performance

Strong Operational Growth

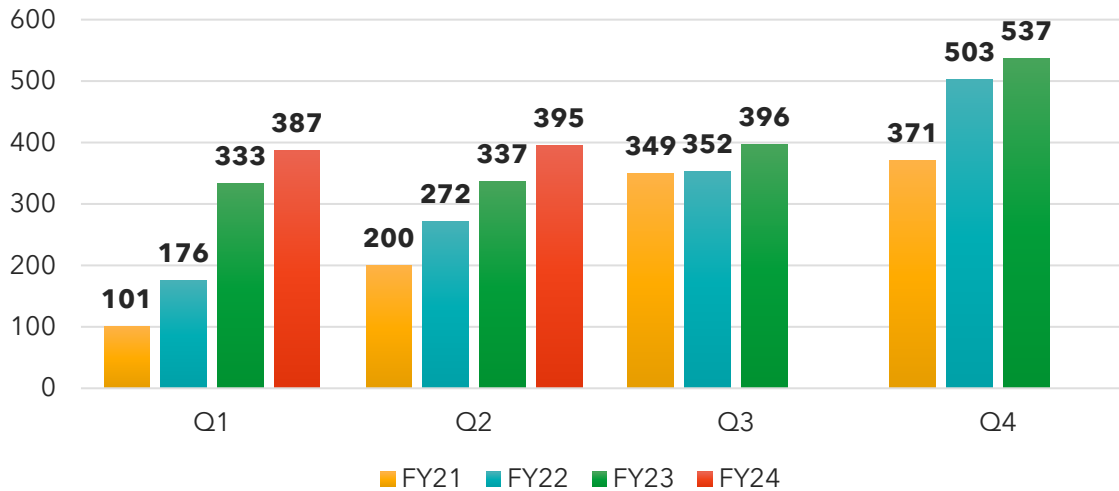
Yearly Pre-sales (~Rs cr)



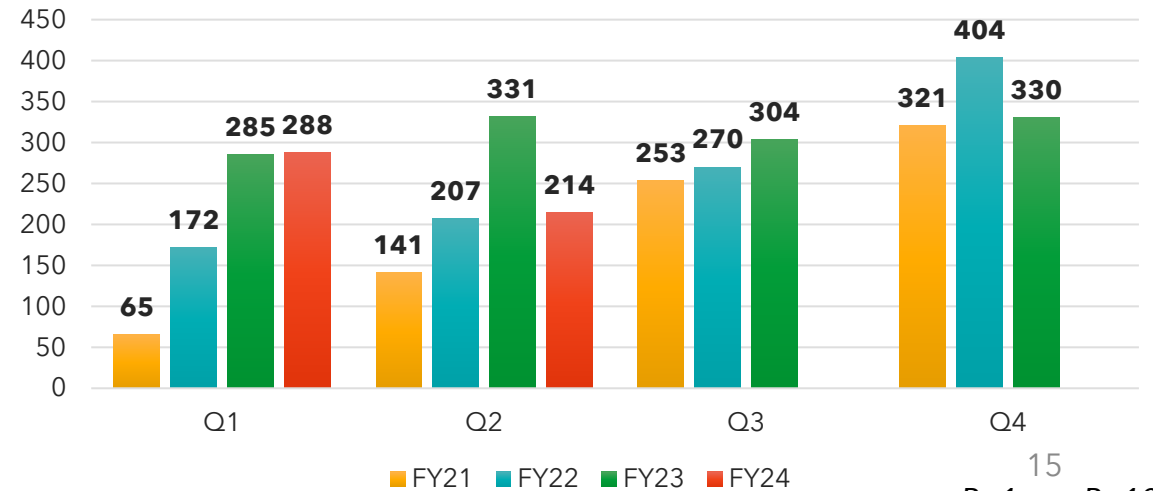
Yearly Collections (~Rs cr)



Quarterly Pre-sales (~Rs cr)



Quarterly Collections (~Rs cr)

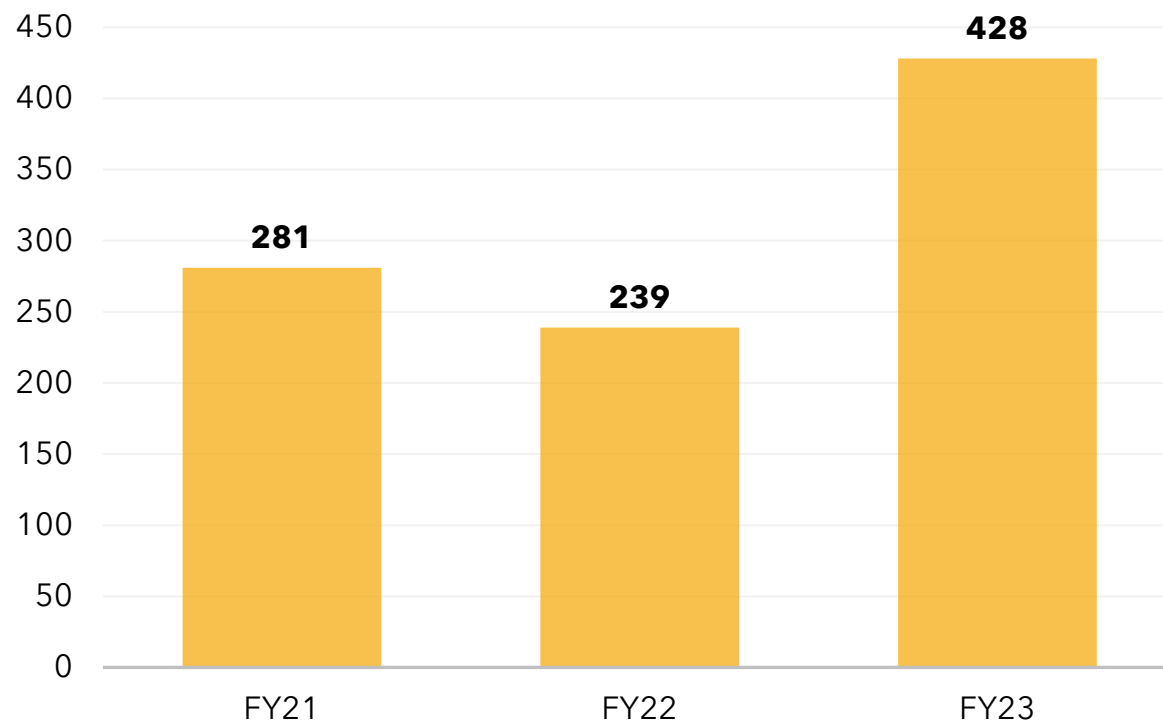


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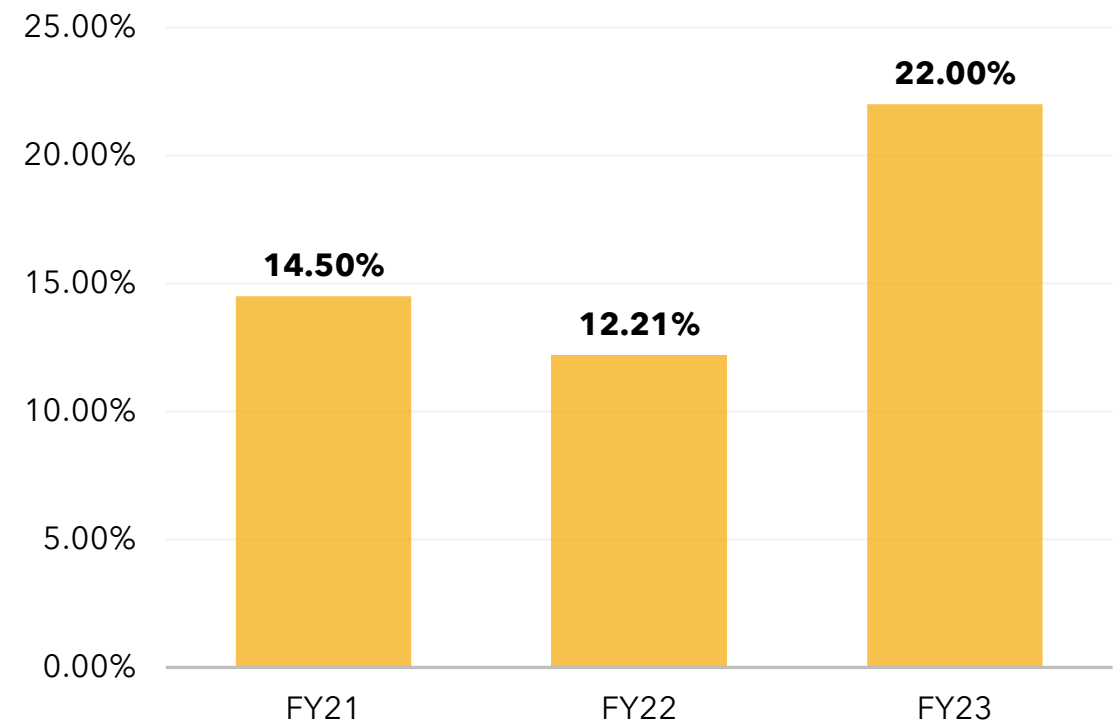
Robust Financial Performance

OCF Surplus Yield @~22%

Net OCF Surplus (~Rs cr)



Net OCF Surplus Yield



As the company follows Project Completion Method of Accounting, **OCF Surplus Yield** (Net OCF Surplus / Adjusted Network) is considered

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**

GDV - 7 Growth Engines to drive Pre-sales growth

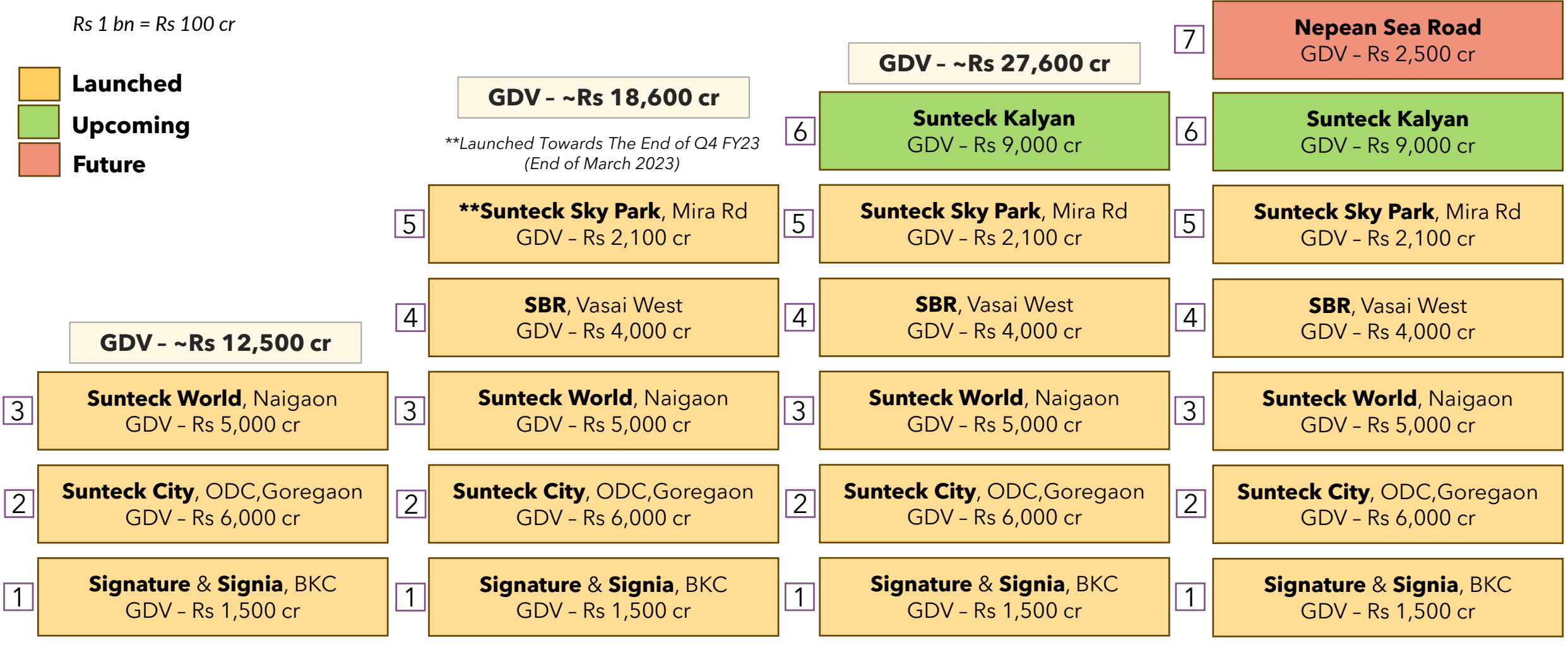
Achieved pre-sales growth of ~25% between FY21 and FY23

GDV - Gross Development Value excluding cash flows from completed & ongoing launched projects/phases

GDV - ~Rs 30,100 cr

Rs 1 bn = Rs 100 cr

- Launched**
- Upcoming**
- Future**



**Launched Towards The End of Q4 FY23
(End of March 2023)

FY2022
Pre-sales: ~Rs 1,303 cr

FY2023
Pre-sales: ~Rs 1,602 cr

FY2024E
~6 Growth Engines

FY2025E
~7 Growth Engines ¹⁸



ESG

2023 GRESB Development Benchmark Report

Sunteck Realty Ltd.

GRESB Rating



Participation & Score



Rank



Asia-Pacific | Diversified -
Office/Residential



G R E S B
★ ★ ★ ★ ★ 2023

- > **Sunteck Realty** has received the **prestigious 5-star rating** from **GRESB** (Global Real Estate Sustainability Benchmark) in its second year of submission with a **strong score of 95**
- > **Sunteck Realty** has been **ranked 3rd** rank in Asia-pacific Diversified Office/ Residential Peer comparison

ESG Highlights

>90%

Of our properties are green building pre-certified (**EDGE IFC**)

Sunteck Head office is **LEED** Existing building Gold certified

31% Women Representation in organization

4.3 times

Increase in employee trainings hours

Zero Waste to landfill

& Plastic neutrality at Signature Island, Signia Isles, BKC

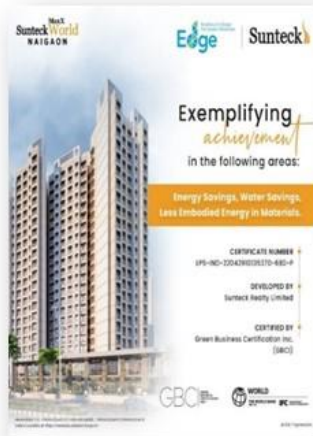
32%

Recycled materials used for construction

ISO


9001:2015, 14001:2015 & 45001:2018 Certified

Green Building Initiatives



- **Four** projects, **4th 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



Q2 & H1 FY24 Highlights

Quarterly & Half Yearly Results

Strong Operational Performance

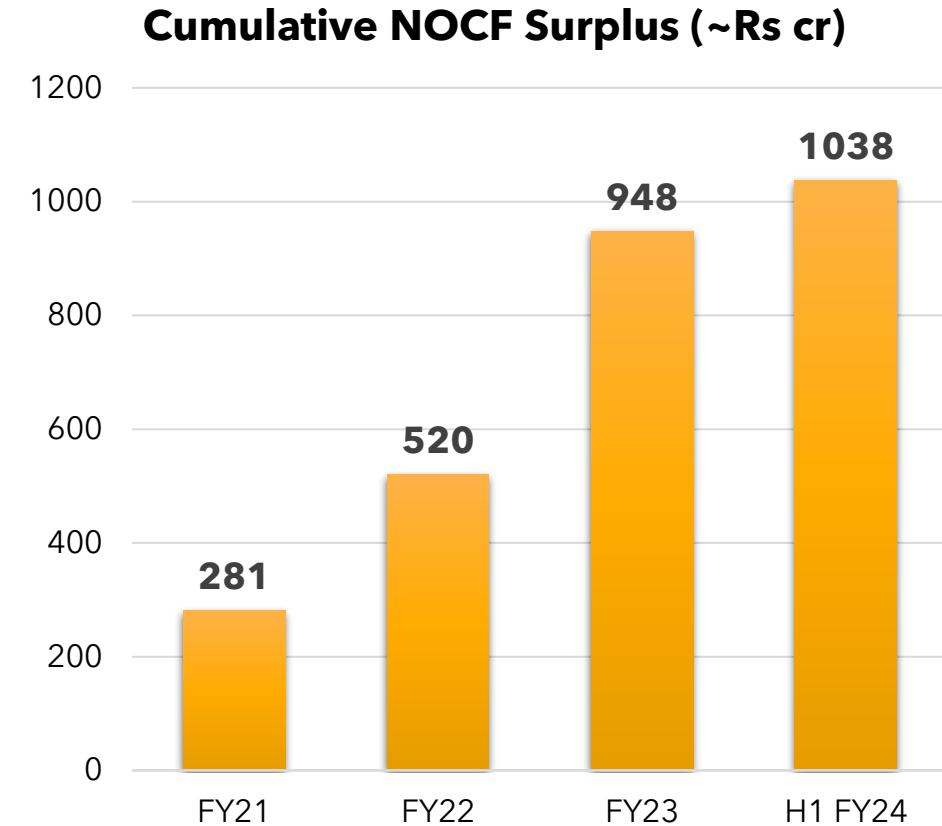
- **Pre-sales** grew by 17.2% YoY to **~Rs 395 cr** in Q2 FY24
- **Collections** remained strong at **~Rs 214 cr** in Q2 FY24
- **Pre-sales** grew by 16.7% YoY to **~Rs 782 cr** in H1 FY24
- **Collections** remained strong at **~Rs 502 cr** in H1 FY24
- **Net Debt** stands at **strong level** at **~Rs 259 cr**
- **Net Debt / Equity** has remained **negligible as ever** at **~0.09x**
- **The already-launched 5 growth engines** are firing all cylinders – Sunteck Sky Park, *Mira Road launch has been one of the fastest monetization - **just ~6 months!***
- **Gearing up to launch** project at **Kalyan in the coming months**
- **Uber-luxury project** coming up at **Nepean sea road**

Operational Performance Break-up

Segment	Projects	Q2 FY24		H1 FY24	
		Pre-sales (~Rs cr)	Collections (~Rs cr)	Pre-sales (~Rs cr)	Collections (~Rs cr)
Uber Luxury	Signature, Signia	45	8	45	55
High Mid-income	Sunteck City, SBR, Sky Park	188	132	489	244
Low Mid-Income	Sunteck World	96	55	147	109
Others	Sunteck	66	19	100	94
Total		395	214	782	502

Strong Net OCF crosses Rs 1,000 cr in 3.5 years

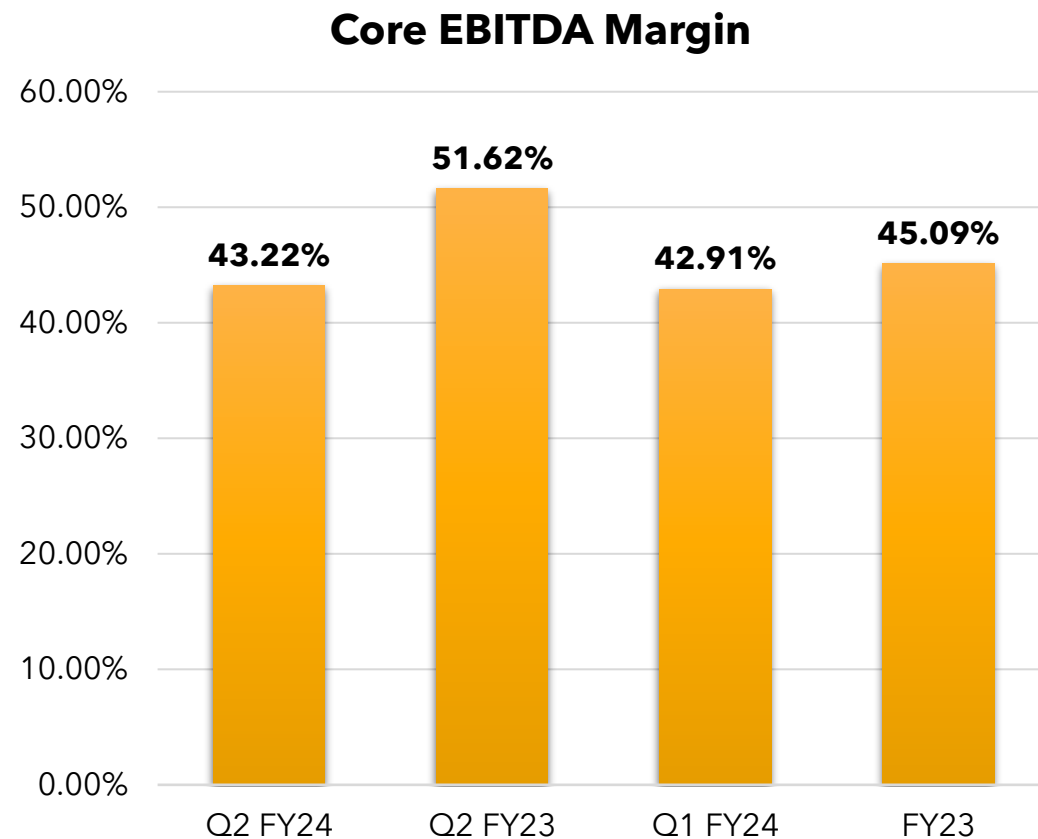
Particulars (~Rs cr)	H1 FY24
Gross Customer Collections	502
Less: Project Expenses	300
Less: JDA Revenue Share	47
Gross Operating Cash Flow Surplus	155
Less: Other Expenses	65
Net Operating Cash Flow Surplus	90
Amount spent on BD/LO/JDA Cost	64
NOCF Surplus post capex	26



Strong Core EBITDA margin in P&L

- SRL follows **Project Completion Method of Accounting** – **Direct (Attributable) Costs** pertains to projects from which revenue has been recognized in respective quarter
- **Indirect (Non-attributable) Costs** pertains to expenses from which revenue recognition has not started, but booked in P&L as per accounting standards

Particulars (~Rs cr)	Q2 FY24	Q2 FY23	Q1 FY24	FY 2023
Revenue	25	81	71	362
Less: Direct Costs	14	39	40	199
Core EBITDA	11	42	30	163
- Core EBITDA Margin	43.2%	51.6%	42.9%	45.1%
Add: Other Income	11	7	18	28
Less: Indirect Costs	25	32	40	101
Less: Finance Costs	16	18	17	86
PBT	(19)	(1)	(9)	4
Less: Taxes	(6)	(1)	(3)	3
Reported PAT	(12)	0	(7)	1.4





Appendix

Experience Leadership

200+ years of combined experience across RE, banking & finance, law & compliance



Kamal Khetan

Chairman & MD

~3 decades of experience in the Real Estate industry. Formulate corporate strategy, acquisition, execution & diversification plans.



Atul Poopal

Executive Director

>3 decades of experience in the field of civil engineering, development regulations and project assessments.



Rachana Hingrajia

Director

~2 decades of experience in corporate law compliances. Additionally, Company Secretary of Sunteck Realty.



V P Shetty

Independent Director

Has held C&MD position in UCO, Canara and IDBI Bank. Over 4 decades of experience in Banking.



Mukesh Jain

Independent Director

>4 decades of experience in Banking, Real Estate and Insolvency. Presently, practicing law. (Practicing legal consultant)



Chaitanya Dalal

Independent Director

>3 decades of experience in audits including Statutory and CAG audits. Practicing CA. (Prominent in financial markets)



Sandhya Malhotra

Independent Director

~2 decades of experience in corporate law compliances. Active involvement in human rights and CSR matters.

Case Study

Sunteck projects have delivered disciplined return on invested capital (1/2)



Signature & Signia, BKC

- Initial Investment - **~Rs 157 cr**
- ~4 acres land parcel
- Total GDV (Sold+Unsold Inventory) - **~Rs 5,300 cr**
- Implied Project IRRs - **~30% range**
- Operating Margins - **~40%+**
- **~80%** sold out of launched inventory
- Launch price - **~Rs 15,000/sq ft**, current selling price is **~90,000/sq ft**



Sunteck City, ODC, Goregaon W

- Investment - **~Rs 450 cr**
- ~23 acres land parcel
- Total GDV (Sold+Unsold Inventory) - **~Rs 9,000 cr**
- Implied Project IRRs - **~22% range**
- Operating Margins - **~30% - 35%+**
- **~85%** sold out of launched inventory
- Launch price - **~Rs 12,500/sq ft**, current selling price is **~Rs 30,000/sq ft**

Case Study (2/2)

Sunteck projects have delivered disciplined return on invested capital (2/2)



Sunteck World, Naigaon

Sunteck World, Naigaon

- Investment - **~Rs 50 cr**
- ~150 acres land parcel
- Total GDV (Sold+Unsold Inventory) - **~Rs 8,000 cr**
- Operating Margins - **~30%** range
- **~90%** sold out of launched inventory
- Launch price - **~Rs 5,000/sq ft**, current selling price is **~Rs 10,500/sq ft**



Sunteck BKC 51, BKC Jn. (Comm.)

- **Pre-leased commercial project Sunteck BKC 51** at BKC Junction
- Average rental - **~Rs 66 cr per year** during the lease tenure
- Sunteck share - **~Rs 36 cr per year**
- Investment - **~Rs 125 cr**
- Average RoIC - **~30%**
- Capital Value - **~Rs 525 cr**
- **Similar strategy** to be adopted for **Sunteck Icon** at **BKC Junction**, which is nearing completion.

Thank you
ir@sunteckindia.com
