# Sunteck Realty Ltd.



SRL/SE/72/20-21

The Manager, Listing Department
National Stock Exchange of India Ltd
Exchange Plaza,
Plot no. C/1, G Block,
Bandra-Kurla Complex
Bandra (East), Mumbai- 400 051
Scrip Code: SUNTECK

Date: 3rd March, 2021

The Secretary, Listing Department,
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Tower,
Dalal Street,
Mumbai – 400 001
Scrip Code: 512179

Dear Sir,

Sub: Updates

Pursuant to provisions of the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015, please find attached copy of Company's presentation. Further, the copy of the aforesaid shall be available on website of the Company.

Kindly take the same on record.

Thanking You,

For Sunteck Realty Limited

Rachana Hingarajia

**Company Secretary** 



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# **Sunteck's Approach and Intrinsic Value**



- Sunteck's projects appear to be all over the map. Our bets are opportunistic and at the heart of the strategy is maximizing shareholder value.
- Sunteck's intrinsic value is not a precise number. Different people analyzing Sunteck would come up with various valuations.

  We are providing you the data we would like if our roles were reversed.
- We believe the intrinsic value of Sunteck is a function of all the embedded value from all the deals and execution so far (1st component) plus all the deals and execution to be done in the future (2nd component) discounted to present value at a reasonable interest rate.
- Sunteck is not only a real estate development company it has over the years invested in growth ideas, which has led to creation of intangible value for the company (refer Case Studies #1, 2, 6, 7, 11 & 12).

With a promise to deliver more value to all of its key stakeholders, Sunteck excels on its true strength from its successful track record of execution capabilities, robust sales and a strong brand recall in MMR backed by new project launches across the pricing spectrum

# **Sunteck's Approach and Intrinsic Value**



- We are presenting here the salient data from the past to help you figure out the 1st component of intrinsic value. This same data can tell you something about Sunteck's DNA to help you figure out the 2<sup>nd</sup> component of intrinsic value.
- The diligent reader will note that we have made mistakes in the past as we have taken unique calls, most of them have succeeded and resulted in high IRRs. Few of our calls have failed and turned out to be blunders but that's how we have grown the company from strength to strength. We will continue to make mistakes, but without risking company's financials, as we take more and more unique calls to grow the company exponentially.
- Similar to our recent acquisitions, we will continue to expand with our asset light development model a prudent risk mitigation strategy with minimal capital exposure to tackle unforeseen market risks.

All data is as of December - 2020 and project related numbers are basis revenue recognition and operational performance excl. overheads for completed and ongoing projects respectively

# **Completed Projects**



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# Case Study #1.1: Signature Island



- ☐ Approx. 2 acres of residential land acquired in 2006 from MMRDA in BKC for ~Rs. 140 crores
  - Rs. 7 crores equity from Sunteck
  - Rs. 70 crores debt; Rs. 63 crores equity from Private Equity Investor
  - Private Equity Investor exited >20% IRR on investment
- ☐ Completed in FY2014
- 64 apartments
- Success Factors:
  - Well researched view of demand for high end residential in core CBD, typically dominated by commercial developments in large global cities
  - First mover advantage
  - Ultra-luxury apartments in BKC attracted premium clientele and pricing
  - World-class architecture and timely execution
  - Credible funding partners and network effect of early buyers



Signature Island

# Case Study #1.2: Signia Isles & Signia Pearl (BKC)

Sunteck

- 2 acres of land acquired in 2009 from MMRDA in BKC for ~ Rs. 520 crores
  - Success of Sunteck's Signature Island increased the BKC price by ~3x in 3 years

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- Sunteck invested ~Rs. 150 crores
- Partners invested ~Rs. 250 crores for an equity stake of 50%
- Sunteck increased stake to 93.5% within 36 months of acquisition
- ~Rs. 109 crores of investment made by private equity investor
- Private equity investor exited > 20% IRR on investment
- ☐ Signia Isles
  - 76 apartments
  - Completed in FY2016
- Signia Pearl
  - 80 apartments
  - Completed in FY2017



<u>Signia Isles</u>



Signia Pearl

### Case Study #1.2: Signia Isles & Signia Pearl (BKC)

# Sunteck

### Success Factors:

- Retained residential presence in sought after CBD of BKC
- Complementary product to Signature Island
- Well researched
- Network effect of previous buyers
- Execution and delivery timelines



Signia Isles



Signia Pearl

### Case Study #1.1 & 1.2: BKC residential projects





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~80% sold across the 3 BKC residential projects

Particulars	Till Date	Additional (Estimated)	Total
Revenue / Bookings	~Rs. 3,500 cr	~Rs. 1,800 cr	~Rs. 5,300 cr
Project Operating Margin	~Rs. 1,950 cr	~Rs. 1,300 cr	~Rs. 3,250 cr

### Case Study #2: Signia High, Borivali

Sunteck

- High-end luxury residential development in Borivali, a western suburb of Mumbai
  - Bought ~2 acres land in 2007 for ~Rs. 53 crores
  - Developed premium high-end residences, targeting large families in the micro-market
  - No comparable product in the vicinity at the time
- Investment in land: ~ Rs. 53 crores
- 81 apartments; ~90% sold
- Completed in FY2018

Particulars	Till Date	Additional (Estimated)	Total
Revenue / Bookings	~Rs. 260 cr	~Rs. 30 cr	~Rs. 290 cr
Project Operating Margin	~Rs. 100 cr	~Rs. 10 cr	~Rs. 110 cr

- Success Factors
  - Unique premium luxury product
  - Thorough research to identify appropriate product design for the micro-market
  - Strong brand recall post successful presence in BKC and ODC
- Lessons Learned
  - Large format apartments: Ticket size too large for the micro-market
  - COVID-19 made the larger apartments attractive; >30 units sold in last 6 months



### Case Study #3A: Sunteck Centre #3B: Sunteck Grandeur



### **4A: Sunteck Centre**

- Joint Development Agreement (JDA) in 2006 (Sunteck stake: 50%)
- Land brought in by the landowners; construction cost incurred by Sunteck
- Investment in construction: ~Rs. 20 crores
- Potential equity value: ~Rs. 130 crores
- Completed in FY2009
- Leased Model (occupied primarily by Sunteck)
- 0.75 lakh sq ft (Sunteck's area)

### **4B: Sunteck Grandeur**

- Land acquisition in 2007
- Investment in land: ~Rs. 13 crores
- Project Operating Margin: ~Rs. 55 crores
- Completed in FY2015
- 100% of project sold
- Total Sales / Bookings: ~Rs. 90 crores
- ~0.70 lakh sq ft

#### **Success Factors:**

- First to envision and execute commercial project in an emerging location of Vile Parle
- Superior connectivity
- Close proximity to Andheri & Ville Parle stations, Western Express Highway, Airports as well as commercial hubs such as SEEPZ, MIDC & Bandra-Kurla Complex

### Case Study #4: Sunteck Kanaka Goa Corporate Park



- ☐ JV in 2007 to build commercial office park in Goa
  - Sunteck invested Rs. 5 crores for 50% equity stake
  - 1.1 lakh sq ft (total area)
  - Sunteck was responsible for development and construction
  - Landowner was responsible for sales and marketing
- Completed in FY2015
- Dispute with landowners due to his wrong practices; Court receiver appointed on the premises at the behest of SRL
- Sunteck has retired as a partner
- Maximum estimated loss of receivables: ~Rs. 15 crores
- Learnings:
  - Partnership with an unknown partner
    - For future projects, a potential partner's past track record, compliance and ethics to be key criteria for selection
    - Sunteck will only deal with blue chip partners when responsibilities are shared
  - Sunteck will not give up complete control of Financial Accounts and / or Sales & Marketing



# Case Study #5: Signia Skys



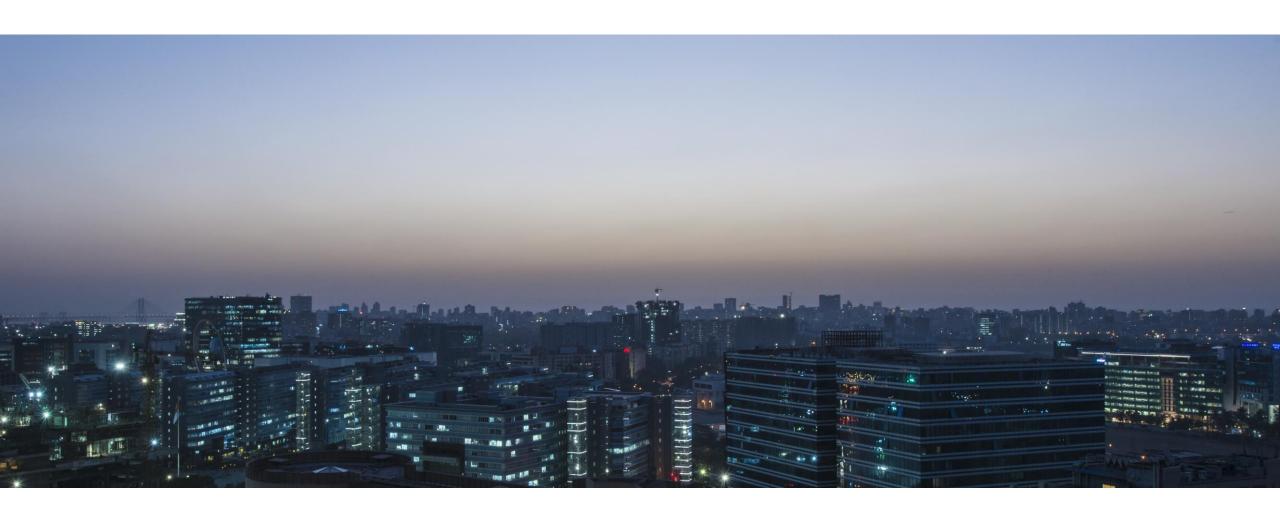
Premium residential property situated in the city-center area of Chhaoni in Nagpur. 36 luxurious 4BHK flats with all the amenities

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- Land bought under JV model for Signia Skys in 2008
- ☐ 36 apartments; ~65% sold
- Completed in FY2015
- Sunteck's share:
  - Investment in land: ~Rs. 7 crores
  - Revenue / Bookings to date: ~Rs. 23 crores
  - Unsold Inventory value: ~Rs. 14 crores
  - Total Project Operating Margin: ~Rs. 9 crores (~Rs. 4 crores till date)
- Learnings:
  - To be selective in acquisitions outside Mumbai Metropolitan Region (MMR)
  - Premium residential market still nascent in Tier 2 cities
  - Ticket size is too large for Nagpur



# **Ongoing Projects**



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# Case Study #6: Sunteck City ODC

Sunteck

- ☐ Integrated development in Oshiwara District Centre (Mumbai) evolved and refined CBD vision of BKC
  - Sunteck identified the next growth destination within Goregaon (W) planned and being developed as a CBD by MMRDA, the same planning authority which delivered BKC successfully
  - Research identified under valued potential of ODC, Goregaon (W) discounted prices compared to neighboring micro-markets such as Goregaon (East) & Lokhandwala (Andheri West); also surrounded by prominent commercial developments like Nirlon, Nesco, Mind Space, etc.
  - MMRDA undertook significant infrastructure improvement: improved East West connectivity, inclusion of Ram Mandir station on Western railway line and development of various 90 ft roads
  - Value creation through acquisition of 23 acre land for only ~Rs. 425 crores (fully paid for) at <Rs1,000 / sq. ft.
  - Proposition of well designed apartments along with multiple amenities at attractive pricing in a strategic location



Avenue 1



Avenue 2

# Case Study #6: Sunteck City ODC



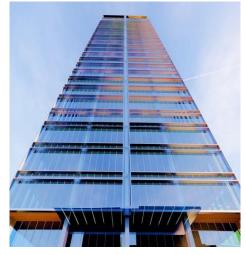
- ~65% of the launched inventory sold
- Avenue 1 completed in FY2021; Avenue 2 completion expected in FY2022; 4<sup>th</sup> Avenue completion expected by FY2024 and future phases

Particulars	Till Date	Additional (Estimated)	Total
Revenue / Bookings	~Rs. 1,700 cr	~Rs. 2,900 cr	~Rs. 4,650 cr
Project Operating Margin	~Rs. 700 cr	~Rs. 1,500 cr	~Rs. 2,200 cr

- Potential equity value from commercial and retail project (5<sup>th</sup> Avenue): ~Rs. 5,250 crores
  - Potential annual rental income based on current expectations: ~Rs. 425 crores
  - Emerging micro-market with limited commercial supply; multiple pre-lease enquiries
- Success Factors:
  - Early entrant in a planned CBD, with Sunteck's research based on MMRDA future blueprints
  - Focus on integrated development
  - Diversification into rent-yielding commercial assets with potential of ~Rs. 425 crores annual rental income



Avenue 4



5th Avenue

# Case Study #7: Sunteck World, Naigaon



- Aspirational Luxury residential development in Naigaon(MMR)
  - Sunteck capitalised on its strong brand by acquiring a project in the aspirational segment, under the asset light JDA model
  - Potential development of ~150 acres at Naigaon an emerging western suburb between Borivali and Virar
  - Introduction of a new "World" brand offering aspirational luxury homes in sub Rs. 1 crore bracket
  - Portfolio diversification with an entry into affordable segment
  - ~Rs. 50 crores upfront refundable deposit in 2018
  - Sunteck controls development, construction, marketing and sales





**NAIGAON** 





# Case Study #7: Sunteck World, Naigaon

Sunteck

- Sunteck WestWorld (Phase 1)
  - Record sales of 1,500+ apartments;
  - ☐ Launched in FY2018; delivery targeted by early FY2022
- Sunteck MaxxWorld (Phase 2)
  - Record sales of 1,800+ apartments;
  - Launched in FY2020; completion targeted by FY2023
- Expected project completion: 7 years



Sunteck MaxxWorld

Particulars	Till Date	Additional (Estimated)	Total
Revenue / Bookings	~Rs. 1,050 cr	~Rs. 3,350 cr	~Rs. 4,400 cr
Project Operating Margin	~Rs. 375 cr	~Rs. 1,300 cr	~Rs. 1,675 cr

Above numbers are SRL's share only (net of JDA partner's share)

- Success Factors:
  - Well researched acquisition and product configurations
  - Asset light model with minimal upfront capital commitment
  - Expedited execution post acquisition

### Case Study #8A: Sunteck Icon, #8B: Sunteck BKC 51

Sunteck

**#8C: Sunteck Crest** 

### 8A: Sunteck Icon

- JDA done in 2010
- ~2 lakh sq ft investment grade commercial development
- Asset light model with minimal upfront capital commitment
- Sunteck's area share: ~56.5%
- Project Operating Margin: ~Rs. 160 crores
- RERA date for completion FY2023
- Completion of project expected by FY2022

### 8B: Sunteck BKC 51

- JDA was done in 2015
- ~2 lakh sq ft investment grade commercial development
- Asset light model with minimalupfront capital commitment
- Sunteck's area share: ~55%
- Project Operating Margin: ~Rs. 175 crores
- RERA date for completion FY2023
- Completion of project expected by FY2022

### **8C: Sunteck Crest**

- Commercial project at Andheri
- ~1 lakh sq ft investment grade commercial development
- Project Operating Margin: ~Rs. 150 crores
- RERA date for completion FY2022
- Completion of project expected by FY2022

#### **Success Factors:**

- Entry into investment grade commercial offices enhanced Sunteck's brand in BKC CBD and Andheri commercial hub
- Asset light model; low risk in capital-intensive BKC CBD
- End-to-end control by Sunteck

# Case Study #9: Signia Oceans & Signia Waterfront



- Premium landmark projects nestled in the financial hub of Navi Mumbai Airoli offering uninterrupted waterfront views
- □ Land bought under JV model for Signia Oceans in 2009 and for Signia Waterfront (Airoli) in 2010 from CIDCO for ~Rs. 116 crores

### Sunteck's share

- Land investment: ~Rs. 58 crores
- Signia Oceans
  - Sold out
  - Completed in FY2015
- Signia Waterfront
  - ~65% sold
  - Expected completion by FY2021

Particulars	Till Date	Additional (Estimated)	Total
Revenue / Bookings	~Rs. 160 cr	~Rs. 65 cr	~Rs. 225 cr
Project Operating Margin	~Rs. 45 cr	~Rs. 25 cr	~Rs. 70 cr

Above numbers are SRL's share only (net of JV partner's share)

#### **Success Factors**

- Well researched location
- Superior connectivity to prominent areas like Vashi, Mulund, Powai & Eastern expressway
- Established micro-market with world class social infrastructure, i.e., malls, international schools, hospitals and close proximity to proposed Panvel airport

### Case Study #10: Gilbird Hill



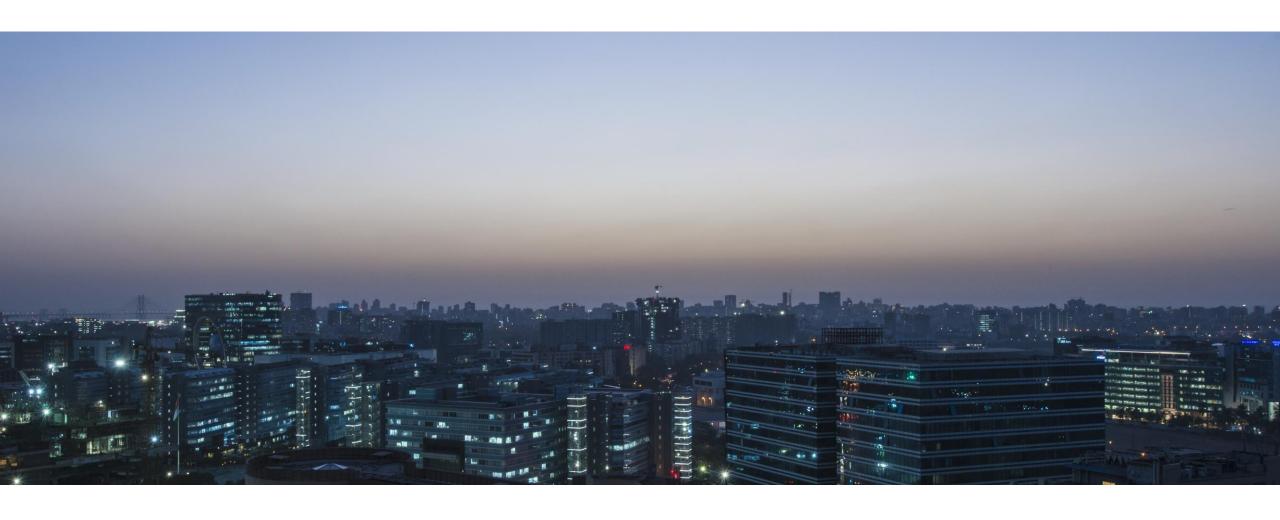
- Sunteck entered into a redevelopment agreement with the society located in Andheri (W) in 2013. Standalone premium residential tower comprising of mostly 2 & 3 BHK apartments.
  - Sunteck development potential: ~0.5 lakh sqft
  - 47 apartments; ~90% sold
  - Expected completion by FY2021

Particulars	Till Date	Additional (Estimated)	Total
Revenue / Bookings	~Rs. 68 cr	~Rs. 8 cr	~Rs. 76 cr
Project Operating Margin	~Rs. 21 cr	~Rs. 2 cr	~Rs. 23 cr

#### **Success Factors**

- Superior connectivity to International Educational Institute, medical facilities, local train stations, domestic and international Airports
- Upmarket residential micro-market with significant demand
- Asset light model
- Redevelopment will be huge in Mumbai over several decades as the city's housing stock is mostly very old and dilapidated with invaluable land

# **Near Future Projects**



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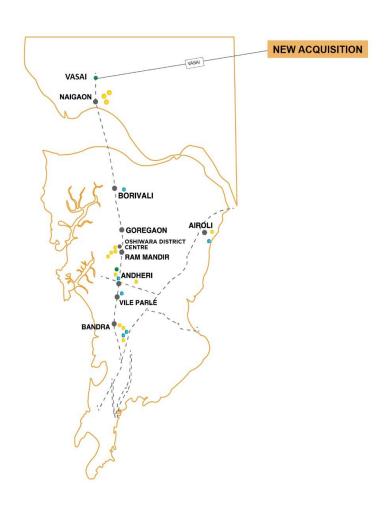
# Case Study #11: New Acquisition in Vasai (West)

Sunteck

- ☐ In FY2021, Sunteck Realty acquired a new residential project under its asset light strategy with minimal upfront capital commitment in a strategic location with of Vasai with untapped demand
  - ~45 lakh sq ft of saleable area of residential development
  - Sunteck's revenue share: ~74%
  - Sunteck's expected Sales: ~Rs. 3,500 crores (net of JDA partner's share)
  - Sunteck's Project Operating Margin: ~Rs. 2,250 crores
  - Project targeted to commence by FY2022

#### **Success Factors**

- Unique opportunity to develop apartments offering unobstructed sea views
- Minimal upfront capital commitment
- Well established social and civic infrastructure



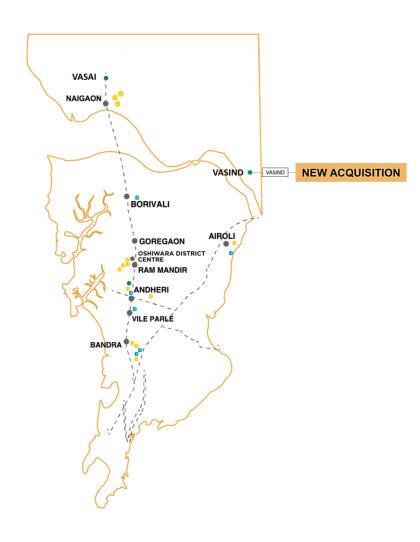
### Case Study #12: New Acquisition in Vasind

Sunteck

- In FY2021, Sunteck Realty added another project on JDA model with minimal upfront capital commitment in emerging location of Vasind
  - ~26 lakh sq ft of saleable area affordable residential development
  - Sunteck's revenue share: ~80%
  - Sunteck's expected Sales: ~Rs.950 crores (net of JDA partner's share)
  - Sunteck's Project Operating Margin: ~Rs. 400 crores
  - Project targeted to commence by FY2022

#### **Success Factors**

- Nominal upfront capital commitment
- Second transaction with landowners basis strongrelationship
- Expansion of Sunteck's 'World' brand portfolio
- Superior connectivity as project located along a National Highway



# **Future Projects**



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### **Case Study #13: Future Projects**



### **Sunteck Crest Sion, Central Mumbai**

- ☐ 5 Acres of land acquired in 2007 under JV cum JDA model for ~Rs. 40 crores in Sion Central Mumbai
  - JV partner includes Ajay Piramal Group
  - Sunteck's share of JV: 50%
  - Sunteck's total expected Sales from this project: ~Rs. 480 crores (net of JV Partner's share)
  - Ongoing discussions with Partners for way forward; Project targeted to commence by FY2025
  - Expected Project Operating Margin:~30%

### **South Mumbai**

- Acquired residential project in Nepean Sea Road, Mumbai for ~Rs. 35 cr in 2018
  - Redevelopment project
  - Total area: ~2.5 lakh sq ft;
  - Total expected Sales: ~Rs. 3,000 crores
  - Project targeted to commence by FY2025
  - Expected Project Operating Margin: >~45%

### **Case Study #14: Future Projects**



### **Sunteck Dubai**

- ☐ In 2015-16, Sunteck Realty entered into JV with Dubai-based conglomerate company to develop branded residences in Dubai
  - 2.28 acres land; Sunteck invested ~Rs. 140 crores for 50% stake in JV and no subsequent investment required by Sunteck
  - Project located in Downtown Dubai, close to Burj Khalifa Tower and Dubai Mall most sought after addresses in Dubai
  - Potential development area: ~8.3 lakh sq ft; Sunteck's expected Sales: ~Rs. 1,700 crores
  - Adjusted profit share of Sunteck: > ~ Rs. 1,000 crores
  - COVID has hit Dubai hard; Launch dependent on Dubai recovery/bounce back and expected to commence by FY'24 '26

#### **Success Factors**

- Opportunistic investment with minimal capital commitment
- Dubai emerging as a strong global contender for second home options
- 15% of real estate buyers in Dubai areIndian

### **Case Study #15: Future Projects**



### Signia City: Jaipur

- 81 Acres of land acquired in 2009 under JV cum JDA model in a prominent location near Bani Park and Railway station of Jaipur with an investment of ~Rs. 11 crores by Sunteck
  - JV partner includes Ajay Piramal Group; Sunteck's share of JV: 50%
  - Sunteck's total expected Sales: ~Rs. 2,400 crores (net of JV Partner's share)
  - Project targeted to commence by FY2026
  - Expected Project Operating Margin: ~20-25%

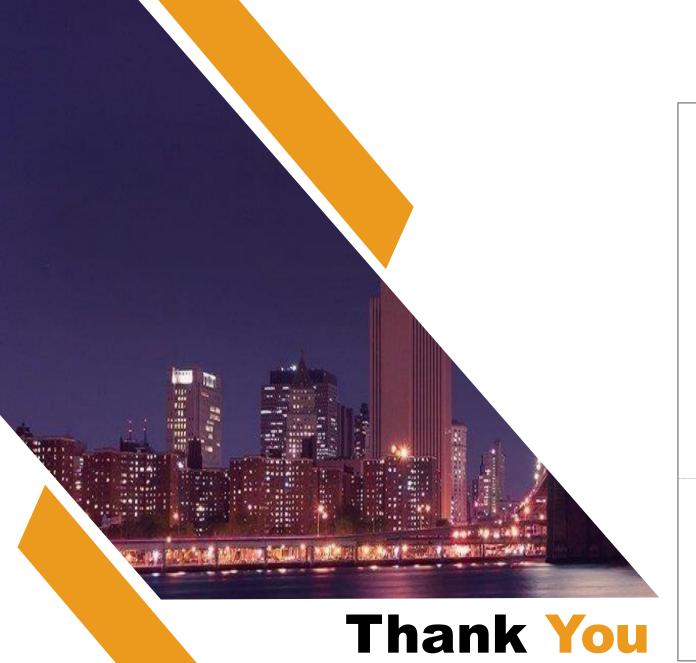
### **Summary: Project Wise Project Operating Margin Breakup**



S.No.	Project Name	Project Operating Margin		
3.140.	Project Name	~Till Date	~Expected (Estimated)	~Total
		Rs. Cr	Rs. Cr	Rs. Cr
Completed				
1	Signature Island, Signia Isles & Signia Pearl BKC	1,950	1,300	3,250
2	Signia High, Borivali	100	10	110
3	Signia Oceans & Signia Waterfront <sup>1</sup> , Airoli	45	25	70
4	Others <sup>2</sup>	59	5	64
	Total	2,154	1,340	3,494
Ongoing				
5	Sunteck City, Goregaon (W) – Residential <sup>3</sup>	700	1,500	2,200
6	Sunteck World, Naigaon	375	1,300	1,675
7	Sunteck Icon, BKC	-	160	160
8	Sunteck BKC51, BKC	-	175	175
9	Sunteck Crest, Andheri	-	150	150
10	Gilbird Hill	21	2	23
	Total	1096	3,287	4,383
Near Future	2			
11	Vasai – New Acquisition	-	2,250	2,250
12	Vasind – New Acquisition	-	400	400
13	Sunteck City, Goregaon (W) – Commercial	-	3,000	3,000
	Total		5,650	5,650
<u>Future</u>				
14	Sunteck Crest, Sion	-	150	150
15	South Mumbai Project	-	>1,350	>1,350
16	Dubai Project	-	>1,000	>1,000
17	Signia City, Jaipur	-	>500	>500
	Total		>3,000	>3,000
	Total	3,250	>13,250	>16,500

<sup>&</sup>lt;sup>1</sup>Signia Waterfront is nearing completion; <sup>2</sup>Includes Signia Skys, Sunteck Centre & Sunteck Grandeur; <sup>3</sup>Avenue 1 is completed & Avenue 2 is nearing completion Please note above table is only for Sunteck's share and on the basis of revenue recognition & bookings;

As of Q3 FY21, Sunteck's Secured Debt is Rs. 672 crs and Net D/E 0.24x. The overheads for the company including SG&A, employee, finance and other costs is approximately ~Rs. 12-15 crs / month



# Contact US

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