

Sunteck Realty Limited

Sunteck Realty Announces Q3 & 9MFY16 Results

Sunteck's pre-sales booking grows by ~47% to ~INR 209 crores in Q3FY16

Sunteck's customer collections grows by ~58% to ~INR 194 crores in Q3FY16

Particulars	UOM	Q3FY16	Q3FY15	y-o-y	9MFY16	9MFY15	y-o-y
Pre-Sales	INR Cr	209	142	47%	441	346	28%
Collections	INR Cr	194	123	58%	359	367	-2%

Mumbai, 12 February, 2016: 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 ended December 31, 2015.

Business Highlights during Q3 & 9MFY16

- ✓ Sunteck City Avenue 2 work commenced.
- ✓ SRL raises INR 550 mn through its maiden NCD issuance @ 11.15% monthly rate of interest payable annually. The NCD has been rated 'A+' by **FITCH**.
- ✓ SRL has given exit to Kotak Realty Fund from its Goregaon 16 acres project.
- ✓ Mahesh Sheregar has been appointed as Executive Director on the board of the company.

Awards & Accolades

- ✓ CMD, Mr. Kamal Khetan awarded the Young Entrepreneur of the Year 2015 by Construction Week India
- ✓ CMD, Mr. Kamal Khetan awarded the Most Enterprising CXO of the Year 2015 by Realty Plus India

Financial Highlights (Consolidated)

*(Observing **Project Completion Method** of accounting for revenue recognition)*

Q3FY16

- ✓ Total Revenue recognized stood at ~Rs. 10 Cr
- ✓ Operating profit stood at ~Rs. 5 Cr
- ✓ Adjusted Net Profit stood at ~Rs. 1.4 Cr

9MFY16

- ✓ Total Revenue recognized stood at Rs. 53 Cr
- ✓ Operating profit stood at ~Rs. 24 Cr
- ✓ Adjusted Net Profit stood at ~Rs. 3.5 Cr

Commenting on the performance, Mr. Kamal Khetan, Chairman and Managing Director said: *"We are pleased to inform that both sales and collections have been strong in the current quarter despite a challenging environment. Our premium brand positioning, selective city-centric acquisitions and differentiated & niche product offerings in every micro-market of Mumbai have enabled us to monetize our projects at a brisk pace, thus, leading to strong cash flows and command premium pricing. Our prudent cash flow management and balance sheet strength has facilitated us to attract new strategic partners, with whom, we will implement a more integrated growth model by identifying new core assets which are available at attractive valuations; offers good IRR and near-term cash flows. We currently continue to pursue our strategy of speedy execution of existing as well as upcoming projects."*

About Sunteck Realty

Sunteck Realty Limited (SRL) is a Mumbai-based real estate development company, catering to the premium ultra-luxury and luxury residential segment. SRL boasts of a city centric development portfolio of about 25 million square feet spread across 24 projects and 4 rented assets. Sunteck's flagship projects at Bandra Kurla Complex (BKC) 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. Another key project of Sunteck is a 23 acre township known as Sunteck city, a mixed-used development in Goregaon (W). Sunteck also has projects in Sion, Borivali, Andheri, Airoli (Navi Mumbai) amongst other locations in Mumbai. Sunteck is 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. Sunteck today enjoys one of the strongest balance sheets with negligible debt levels and visible cash flows. For more information about the company visit www.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.

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