

SRL/SE/7/18-19

Date: 23<sup>rd</sup> May, 2018

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

**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**

**Sub: Press Release on financial results for quarter and year ended 31<sup>st</sup> March, 2018**

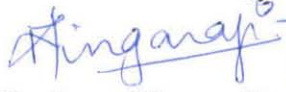
Sir,

Please find enclosed herewith Press Release with regard to Audited Financial Results for the quarter and year ended 31<sup>st</sup> March, 2018.

The copy of the same is enclosed herewith for your records. The same will also be placed on the Company's website.

This is for your information and records.

Thanking You,  
**For Sunteck Realty Limited**

  
**Rachana Hingarajia**  
**Company Secretary**  
**Encl: a/a**



**Sunteck Realty Limited announces Q4 and full year FY2018 results.**

- ↑ EBITDA grows by 48%yoy to Rs107cr during Q4FY2018
- ↑ PAT grows by 65%yoy to Rs56cr during Q4FY2018
- ↑ PAT margins increase to 27% (+252bps yoy) during Q4FY2018

**Mumbai, May 23, 2018:** Sunteck Realty Limited, Mumbai’s premium real estate developer catering to the premium and ultra-premium segment today announced its financial results for the quarter and full year ended March 31, 2018.

**Financial Highlights:**

P&L (consolidated) - Rs million	Q4 FY2018	Q4 FY2017	% change yoy	Q3 FY2018	% change qoq
Revenue from Operations	2,067	1,379	50%	2,015	3%
EBITDA	1,074	725	48%	891	21%
<b>Operating Margin</b>	<b>52.0%</b>	<b>52.5%</b>	-	<b>44.2%</b>	-
Profit after tax	560	339	65%	602	-7%
<b>Net Profit Margin</b>	<b>27.1%</b>	<b>24.5%</b>	-	<b>29.9%</b>	-

**Operational Highlights:**

Operational Data - Rs million	Q4 FY2018	Q4 FY2017	% change yoy	Q3 FY2018	% change qoq
Pre-sales (new bookings)	1,860	1,754	6%	1,040	79%
Collections	1,542	1,119	38%	1,006	53%

**Commenting on the Q4 & full year FY2018 performance, Mr. Kamal Khetan, Chairman and Managing Director, Sunteck Realty Ltd. said:** “The year gone by has been an eventful one for us. The highly successful capital raise put us in an enviable position to take the company to the next level of growth. The strengthened balance sheet helped us improve our long term credit rating from A+ to AA-. We forayed into the aspirational homes segment with the acquisition of 100acres in the western suburbs of MMR under the JDA model. This allows us to be present in the entire spectrum of real estate industry from super luxury for ultra-HNIs to aspirational homes under the affordable segment. At our projects Sunteck City Avenue 1 and Avenue 2 in Oshiwara District Centre (ODC), Goregaon (W) – regular sales activations have been receiving an encouraging response and helped us achieve good sales. The strong traction at our flagship BKC projects continue to register robust price growth, margin improvement and increased inquiry levels.

The year gone by has witnessed many positive changes taking shape in India's real estate sector. Reform measures like implementation of RERA and clarity on GST are structural changes which are providing long term growth and consolidation opportunities for organized developers like us. Additionally, our balance sheet strength gives us an edge to look at project acquisitions across the pricing spectrum, including distressed opportunities. We are excited about the times ahead and aim to benefit from the upcoming opportunity in India's real estate sector thereby scaling up our business while maintaining attractive RoEs."

## **About Sunteck Realty**

Sunteck Realty Limited (SRL) is the fastest growing Mumbai-based real estate development company, catering to the Uber premium, premium, ultra-luxury and luxury residential segment. The company has delivered residential and commercial developments totaling Rs5,900cr.

SRL focuses on a city-centric development portfolio of about 30 million square feet spread across 25 projects.

Sunteck Realty has four brand portfolio:

- 1) **'Signature'**: Uber luxury residences aimed at ultra HNIs
- 2) **'Signia'**: Super Premium residences in select suburban micro markets
- 3) **'Sunteck City'**: Large formats and mixed use developments
- 4) **'Sunteck'**: Commercial developments

The company is listed on BSE & NSE and is backed by respected strategic partners like Ajay Piramal and noted pension funds, FIIs and Private Equity. Sunteck today enjoys one of the strongest balance sheets with almost negligible debt levels and visible cash flows. Sunteck Realty Ltd is assigned with credit rating of AA- with stable outlook by CARE ratings.

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 renowned heads of leading global conglomerates. Another key project of Sunteck is a 23 acre township known as **Sunteck city**, a mixed-used development at Oshiwara District Centre (ODC) in Goregaon (W). Sunteck also has projects in Borivali, Andheri, Airoli (Navi Mumbai), Sion amongst other locations in Mumbai. The company has recently acquired 100 acres land under asset light joint development model in the Mumbai region for affordable housing.

The company has won many awards and recognitions, including the "Integrated Township of the Year" by ET Now Real Estate Awards 2018. "Ultra-Luxury Lifestyle Project of the Year" for Signature Island, BKC and "Innovative Marketing Campaign of the Year" for 'Offer of De Century' (ODC) at Realty Plus Excellence Awards 2017. The company also bagged four APREA (Asia Pacific Real Estate Association Limited) – Best Practices Awards for Listed Real Estate Companies.

**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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