

## Sunteck Realty Limited announces Q1 FY2019 results

- ↑ PAT grows by 67%yoy during Q1FY2019
- ↑ Pre-sales grows by 42%yoy during Q1FY2019
- ↑ Collections grows by 23%yoy during Q1FY2019

**Mumbai, August 13, 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 ended June 30, 2018.

### Financial Highlights:

P&L (consolidated) - Rs million	Q1 FY2019	Q1 FY2018	% change yoy	Q4 FY2018	% change qoq
Revenue from Operations	2,111	1,334	58%	2,067	2%
EBITDA	1,116	707	58%	1,074	4%
<b>Operating Margin</b>	<b>52.9%</b>	<b>53.0%</b>	-	<b>52.0%</b>	-
Profit after tax	589	352	67%	560	5%
<b>Net Profit Margin</b>	<b>27.9%</b>	<b>26.4%</b>	-	<b>27.1%</b>	-

### Operational Highlights:

Operational Data - Rs million	Q1 FY2019	Q1 FY2018	% change yoy	Q4 FY2018	% change qoq
Pre-sales (new bookings)	1,816	1,278	42%	1,860	-2%
Collections	1,610	1,305	23%	1,542	4%

**Commenting on the Q1FY2019 performance, Mr. Kamal Khetan, Chairman and Managing Director, Sunteck Realty Ltd. said:** "Sunteck has delivered a robust financial performance during the first quarter of FY2019. The improvement in market sentiments with increased traction for our BKC and ODC, Goregaon West projects has led to strong growth in the operational performance as well. With ODC, Goregaon West, continuing to witness significant improvement in infrastructure, we believe our project Sunteck City within this zone will create significant value for its stakeholders, just like our ultra-luxury residences have done in BKC.

In the forthcoming quarter, Sunteck will capitalize on its brand and realize its objective of being present across the pricing spectrum in the residential segment, by launching the first phase of aspirational luxury project at Naigaon under the asset light JDA model. This project will be a major breakthrough for homebuyers as it will provide the experience of luxury in

aspirational homes segment with a new brand under a completely new division. This project will further augment the sales potential of the company.

Our prudent financial management philosophy and balance sheet strength gives us an edge to look at distressed opportunities within MMR and create significant value for the stakeholders going forward. We are motivated to grow and excited about the times ahead. We believe India's real estate sector will throw-up unique growth opportunities thereby allowing us to scale up our business while maintaining attractive and sustainable 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, FII 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.*

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