

## Sunteck Realty Limited announces 3QFY2019 results

- ↑ Pre-sales grows by 199% yoy during 3QFY2019
- ↑ Collections grows by 52% yoy during 3QFY2019

**Mumbai, January 24, 2019:** Sunteck Realty Limited, Mumbai's premium real estate developer announced its financial results today for the quarter ended December 31, 2018.

### Operational Highlights:

Operational Data – INR million	3QFY19	3QFY18	% change yoy	9MFY19	9MFY18	% change yoy
Pre-sales (new bookings)	<b>3,106</b>	1,040	<b>199%</b>	<b>9,133</b>	4,016	<b>127%</b>
Collections	<b>1,529</b>	1,006	<b>52%</b>	<b>4,544</b>	3,766	<b>21%</b>

### Financial Highlights

P&L (consolidated)- INR million	3QFY19	3QFY18	9MFY19	9MFY18
Revenue from Operations	<b>1,947</b>	2,015	<b>5,861</b>	6,816
EBITDA	<b>814</b>	891	<b>2,710</b>	2,610
Operating Margin	<b>42%</b>	44%	<b>46%</b>	38%
Net Profit	<b>490</b>	585	<b>1,777</b>	1,624
Net Profit Margin	<b>25%</b>	29%	<b>30%</b>	24%

**Commenting on the 3QFY2019 performance, Mr. Kamal Khetan, Chairman and Managing Director, Sunteck Realty Ltd. said:** “Sunteck has delivered strong operational performance and doubled its pre-sales year on year for first 9 months of FY19. The positive momentum has been achieved across all our product segments from uber luxury, ultra luxury, premium luxury and aspiration luxury homes. Strong execution across all our projects has further strengthened our collections and cash flows. We will continue to see strong cash flows given the pre-sales and execution momentum.

Overall, the real estate industry has continued to consolidate towards a healthy systemic transformation. The lending crisis that emerged in the last few months has only added positive velocity to this consolidation and opened up many opportunities for us to make larger impact in the MMR region. With our proven balance sheet strength and prudent cash flow management, we are now geared up to create more landmarks like we have done in Bandra Kurla Complex (BKC), Oshiwara District Centre (ODC) and Naigaon.”

## **About Sunteck Realty**

**Sunteck Realty Limited (SRL)** is one of the fastest growing Mumbai-based luxury real estate development company. SRL focuses on a city centric development portfolio of about 30 million square feet spread across 25 projects. Sunteck Realty has differentiated its projects under five brands:

- 1) **‘Signature’**: Uber luxury residences
- 2) **‘Signia’**: Ultra luxury residences
- 3) **‘Sunteck City’**: Premium luxury residences
- 4) **‘Sunteck World’**: Aspirational luxury residences
- 5) **‘Sunteck’**: Commercial & Retail developments

The Company has been a trendsetter in creating iconic destinations - The flagship project Signature Island at Bandra Kurla Complex (BKC) is home to some of the head honchos of leading global conglomerates. Sunteck City in Oshiwara District Centre (ODC), Goregaon is a well-planned 23 acres mixed-use development and Sunteck Westworld at Naigaon is the largest township of MMR’s western Suburbs spread across 150 acres.

## 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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