

Sunteck Realty Limited announces 4Q FY2019 results

- ↑ Pre-sales grows by 105% yoy during FY2019
- ↑ Pre-sales grows by 55% yoy during 4Q FY2019
- ↑ Collections grows by 25% yoy during FY2019
- ↑ Collections grows by 34% yoy during 4Q FY2019

Mumbai, May 2, 2019: Sunteck Realty Limited, Mumbai's premium real estate developer announced its financial results today for the quarter ended March 31, 2019.

Operational Highlights:

Operational Data	4QFY19	3QFY19	Change qoq	4QFY18	Change yoy	FY19	FY18	Change
Pre-sales (new bookings)	2,890	3,106	(7%)	1,860	55%	12,023	5,876	105%
Collections	2,065	1,529	35%	1,542	34%	6,609	5,308	25%

All figures are in Rs. Million

Financial Highlights

P&L (consolidated)	4QFY19	3QFY19	Change qoq	4QFY18	Change yoy	FY19	FY18	Change
Revenue from Operations	2,697	1,947	38%	2,067	30%	8,568	8,883	(4%)
EBITDA	888	852	4%	1,074	(17%)	3,780	3,722	2%
Operating Margin	33%	44%		52%		44%	42%	
Net Profit	634	490	29%	616	3%	2,411	2,240	8%
Net Profit Margin	24%	25%		30%		28%	25%	

All figures are in Rs. Million

Commenting on the 4Q FY2019 performance, Mr. Kamal Khetan, Chairman and Managing Director, Sunteck Realty Ltd. said: “Aggressive sales strategy and strong brand recall has led to success across our various sub-brands and pricing spectrum, enabling us to double our pre-sales from FY18 to INR 1,202 crores in FY19. In addition, we have been focused on augmenting our construction execution across board, which has further complemented our sales momentum.

This has reiterated our confidence that ongoing reforms in India’s real estate sector are setting the stage for sustainable growth of organized developers such as Sunteck Realty.

With our proven balance sheet strength and prudent cash flow management, we are well positioned to scaling up our business while maintaining attractive RoEs.”

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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