

# Sunteck Realty

Estimate change

TP change

Rating change



Bloomberg	SRIN IN
Equity Shares (m)	146
M.Cap.(INRb)/(USDb)	54.8 / 0.6
52-Week Range (INR)	509 / 347
1, 6, 12 Rel. Per (%)	-5/-10/-31
12M Avg Val (INR M)	143

## Financials & Valuations (INR b)

Y/E Mar	FY26E	FY27E	FY28E
Sales	11.3	14.8	19.9
EBITDA	2.8	3.0	4.8
EBITDA (%)	25.0	20.2	24.2
PAT	1.6	2.1	3.5
EPS (INR)	19.1	24.5	40.7
EPS Gr. (%)	8.2	28.1	66.2
BV/Sh. (INR)	401.2	424.2	463.4

## Ratios

Net D/E	-0.1	-0.2	-0.1
RoE (%)	4.9	5.9	9.2
RoCE (%)	5.4	6.1	9.0
Payout (%)	7.8	6.1	3.7

## Valuations

P/E (x)	19.6	15.3	9.2
P/BV (x)	0.9	0.9	0.8
EV/EBITDA (x)	10.3	8.1	5.9
Div Yield (%)	0.4	0.4	0.4

## Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	63.3	63.3	63.2
DII	6.0	6.4	8.3
FII	19.7	19.4	19.8
Others	11.0	10.9	8.7

**CMP: INR374**

**TP: INR567 (+52%)**

**Buy**

## Miss on collections offset by strong financial performance

### Uber-luxury and premium segment drives 84% of sales in 3Q

- Sunteck Realty (SRIN) posted pre-sales of INR7.3b in 3QFY26, up 16%/5% YoY/QoQ (18% below our est.). In 9MFY26, pre-sales were INR20.9b, up 26% YoY.
- Collections were down 5% YoY / 4% QoQ to INR3.2b for 3QFY26 (54% below estimates). In 9MFY26, collections stood at INR10.0b, up 6% YoY.
- The net debt-to-equity ratio rose to 0.07x in the quarter from 0.04x QoQ.
- In 3QFY26, SRIN acquired a strategic 1.75-acre land parcel in Andheri, Mumbai, near the International Airport, with a GDV potential of ~INR25b. Overall, in 9MFY26, it added three projects with a GDV of INR50b.
- SRIN achieved a stellar score of 99 out of 100 in the 2025 Global Real Estate Sustainability Benchmark (GRESB), earning the prestigious Green 5-star rating.
- **P&L performance:** In 3QFY26, revenue was up 2x/36% YoY/QoQ to INR3.4b, which was in line with our estimates. In 9MFY26, revenue was up 21% YoY to INR7.8b.
- The company reported EBITDA of INR815m, up 68%/5% YoY/QoQ (in line with our estimates). EBITDA margin was down 622bp/715bp YoY/QoQ and came in at 24%. In 9MFY26, EBITDA was at INR2.1b, up 77% YoY. Margin in 9MFY26 stood at 26%.
- For 3QFY26, Adj. PAT stood at INR582m, up 37%/19% YoY/QoQ and was 19% above our estimates. PAT margin was at 17%. In 9MFY26, PAT stood at INR1.4b, up 41% YoY.

## Key highlights from the management commentary

- **Guidance on pre-sales and collection:** SRIN is confident of achieving the FY26 guidance of INR30b in pre-sales. The collection trajectory will go up once the construction of the Nepean Sea project begins.
- **Strong BD:** The company invested INR6.8b in 9MFY26 in BD compared to INR1.8b in full-year FY25.
- Operating cash flows stood at INR3.5b, up 12% YoY.
- **Launch pipeline:** One tower in Naigaon (INR4-5b) was launched in 3QFY26, while 4QFY26 saw the launch of the 5<sup>th</sup> Avenue ODC, where the company has started receiving EOIs. Other upcoming launches include:
  - Two towers in Sunteck Beach Residences, Vasai, with a GDV of ~INR5-6b in 4QFY26
  - One tower in Sunteck Skypark in Mira Road with a GDV of ~INR10b in 4Q
  - The project in Bandra West with a GDV of INR10b in FY27
  - Sunteck World, Naigaon (2-3 towers), with a GDV of INR5-10b in 4QFY26 or FY27
  - Newly added Andheri redevelopment in Western Express Highway with a GDV of INR11b in 4QFY26
  - Remaining from Nepean Sea Road with a GDV of INR54b in FY27
- **Nepean Sea project:** Groundwork for the project has commenced. Demolishing is done on a land parcel close to 1 acre. Construction is anticipated to commence very soon.

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**Investors are advised to refer through important disclosures made at the last page of the Research Report.**

Motilal Oswal research is available on [www.motilaloswal.com/Institutional-Equities](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

### Valuation and view

- We expect SRIN to deliver a healthy 21% presales CAGR over FY25-28E, fueled by a ramp-up in launches from both new and existing projects. Further, its sound balance sheet and strong cash flows would spur project additions and drive sustainable growth.
- However, we have cut collections for FY26, as construction milestones for Nepean Sea and other projects are expected to spill over to future quarters.
- We value its residential segment based on the NPV of existing pipelines and its commercial segment based on an 8% cap rate on FY26E EBITDA.
- **We reiterate our BUY rating on the stock with a revised TP of INR567, implying a 52% upside potential.**

### Quarterly performance

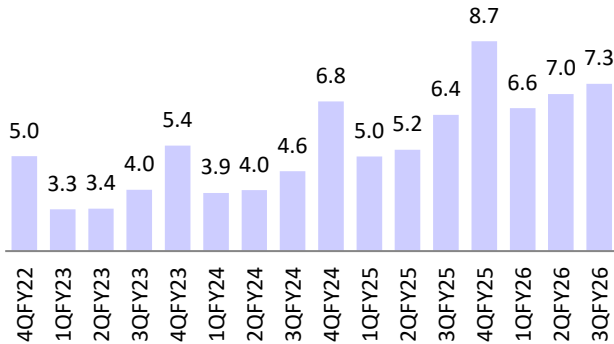
Y/E March	FY25				FY26E				FY25	FY26E	FY26E 3Q	Var (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE				
<b>Net Sales</b>	<b>3,163</b>	<b>1,690</b>	<b>1,618</b>	<b>2,060</b>	<b>1,883</b>	<b>2,524</b>	<b>3,441</b>	<b>3,415</b>	<b>8,531</b>	<b>11,263</b>	<b>3,379</b>	<b>2</b>
YoY Change (%)	348.2	577.3	281.1	-51.7	-40.5	49.3	112.7	65.7			108.9	
Total Expenditure	2,849	1,317	1,134	1,374	1,406	1,745	2,626	2,666	6,673	8,443	2,533	
<b>EBITDA</b>	<b>314</b>	<b>374</b>	<b>484</b>	<b>687</b>	<b>477</b>	<b>778</b>	<b>815</b>	<b>749</b>	<b>1,858</b>	<b>2,820</b>	<b>846</b>	<b>-4</b>
Margins (%)	9.9	22.1	29.9	33.3	25.4	30.8	23.7	21.9	21.8	25.0	25.0	-134.7
Depreciation	34	36	31	28	34	36	37	59	129	167	48	
Interest	103	99	87	119	149	194	117	232	409	693	194	
Other Income	117	130	130	118	132	98	119	156	495	505	136	
<b>PBT before EO expense</b>	<b>295</b>	<b>368</b>	<b>495</b>	<b>658</b>	<b>426</b>	<b>646</b>	<b>780</b>	<b>613</b>	<b>1,816</b>	<b>2,466</b>	<b>740</b>	<b>5</b>
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
<b>PBT</b>	<b>295</b>	<b>368</b>	<b>495</b>	<b>658</b>	<b>426</b>	<b>646</b>	<b>780</b>	<b>613</b>	<b>1,816</b>	<b>2,466</b>	<b>740</b>	<b>5</b>
Tax	70	22	69	170	92	159	212	395	331	857	257	
Rate (%)	23.9	5.9	13.9	25.9	21.6	24.5	27.1	64.4	18.2	34.8	34.8	
Minority Interest & Profit/Loss of Asso. Cos.	-3	1	1	-17	0	-2	-13	-2	-18	-18	-6	
<b>Reported PAT</b>	<b>228</b>	<b>346</b>	<b>425</b>	<b>504</b>	<b>334</b>	<b>490</b>	<b>582</b>	<b>220</b>	<b>1,503</b>	<b>1,627</b>	<b>488</b>	<b>19</b>
<b>Adj PAT</b>	<b>228</b>	<b>346</b>	<b>425</b>	<b>504</b>	<b>334</b>	<b>490</b>	<b>582</b>	<b>220</b>	<b>1,503</b>	<b>1,627</b>	<b>488</b>	<b>19</b>
YoY Change (%)	-438.0	-349.6	-537.1	-50.3	46.6	41.4	36.9	-56.3	111.9	8.2	14.8	
Margins (%)	7.2	20.5	26.3	24.5	17.8	19.4	16.9	6.5	17.6	14.4	14.4	
<b>Operational metrics</b>												
Presales	5,020	5,240	6,350	8,700	6,570	7,020	7,340	8,956	25,310	29,886	8,966	<b>-18</b>
Collections	3,420	2,670	3,360	3,100	3,510	3,310	3,190	8,261	12,550	18,271	6,978	<b>-54</b>

Source: Company, MOFSL

## Key exhibits

**Exhibit 1: Pre-sales increased 16% YoY to INR7.3b**

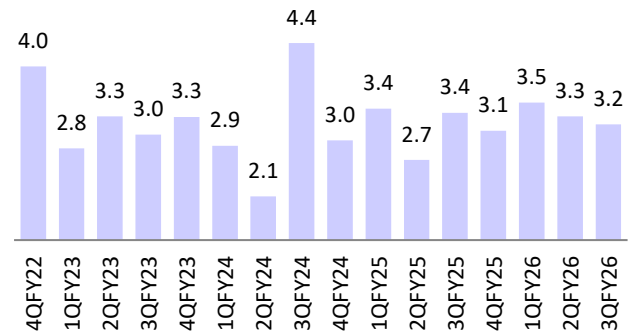
**Pre-sales (INRb)**



Source: Company, MOFSL

**Exhibit 2: Collections declined 5% YoY to INR3.2b**

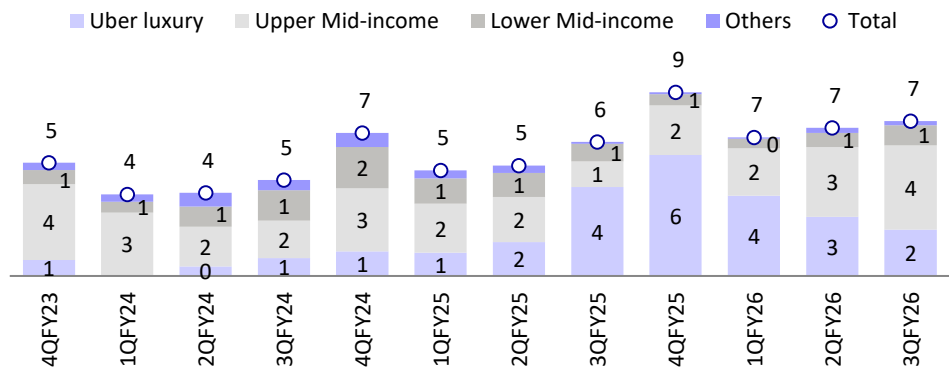
**Collections (INRb)**



Source: Company, MOFSL

**Exhibit 3: Pre-sales witnessing healthy traction across segments (INRb)**

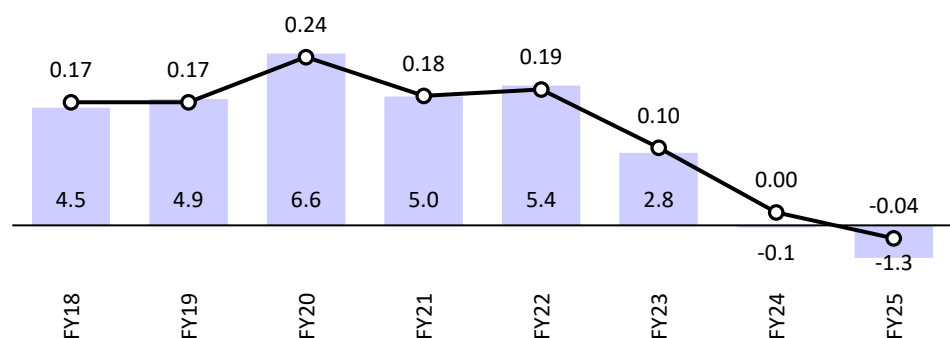
**Pre-sales (INRb)**



Source: Company, MOFSL

**Exhibit 4: SRIN is now a debt-free entity**

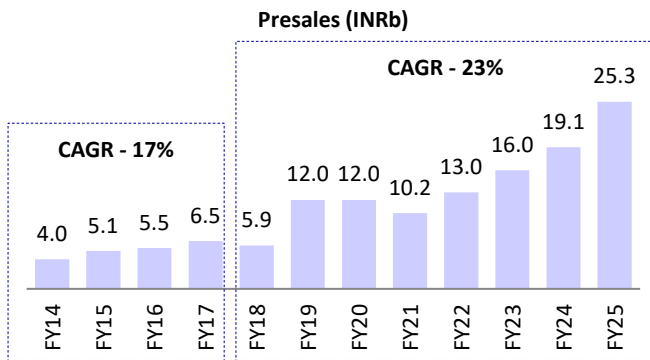
**Reported Net debt — D/E**



Source: Company, MOFSL

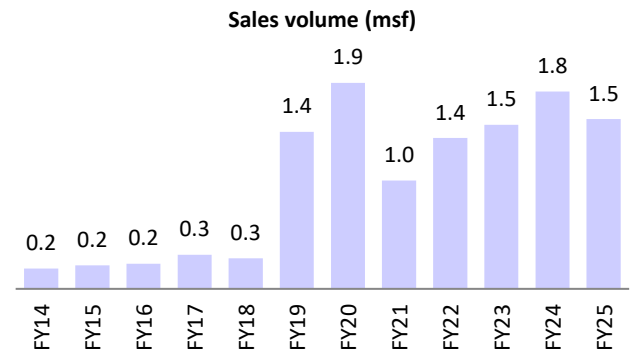
## Story in charts

**Exhibit 5: Pre-sales clocked 23% CAGR over FY18-25**



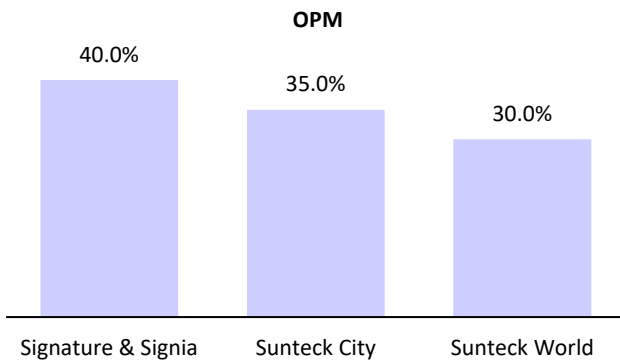
Source: Company, MOFSL

**Exhibit 6: Volume rose to 1.5msf in FY25 vs. 0.3msf in FY18**



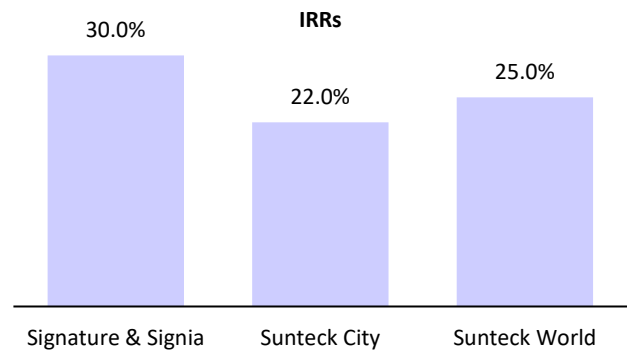
Source: Company, MOFSL

**Exhibit 7: Targets 30-40% OPM...**



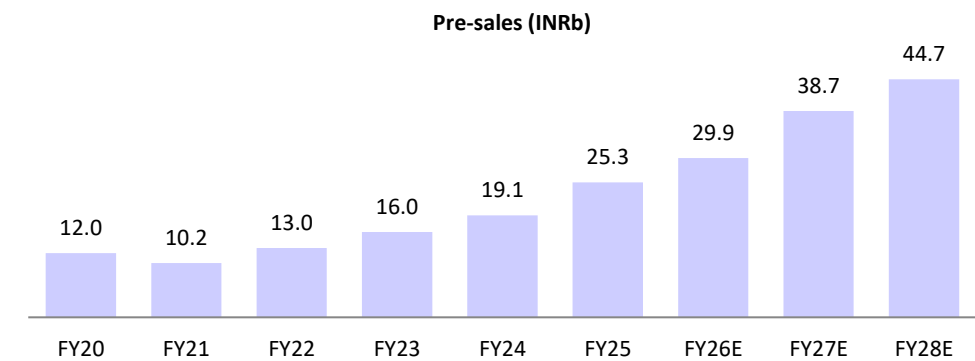
Source: Company, MOFSL

**Exhibit 8: ...and healthy IRRs in the future**



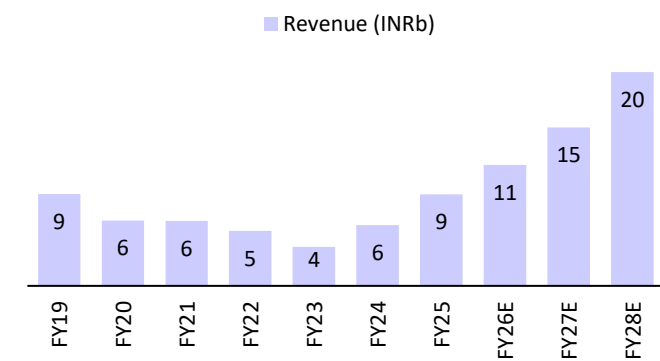
Source: Company, MOFSL

**Exhibit 9: We expect SRIN to post a 21% pre-sales CAGR over FY25-28**



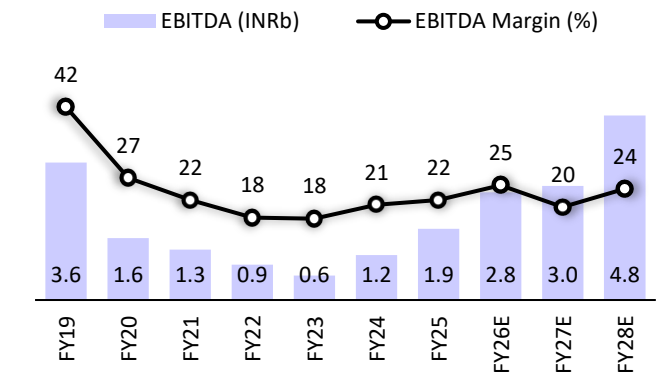
Source: MOFSL, Company

**Exhibit 10: Expect 33% revenue CAGR over FY25-28**



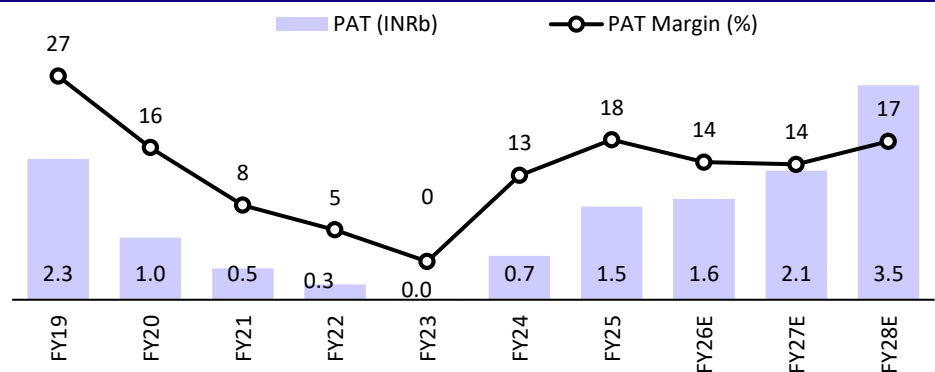
Source: Company, MOFSL

**Exhibit 11: EBITDA to clock 37% CAGR over FY25-28E**



Source: Company, MOFSL

**Exhibit 12: PAT to clock a 32% CAGR over FY25-28E**



Source: Company, MOFSL

**Exhibit 13: Revisions to our estimates**

(INR m)	Old			New			Change		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Revenue	11,263	14,759	19,930	11,263	14,759	19,930	0%	0%	0%
EBITDA	2,820	2,985	4,828	2,820	2,985	4,828	0%	0%	0%
Adj. PAT	1,627	2,084	3,464	1,627	2,084	3,464	0%	0%	0%
Pre-sales	29,886	38,740	44,715	29,886	38,740	44,715	0%	0%	0%
Collections	23,261	30,802	41,051	18,271	30,802	41,051	-21%	0%	0%

Source: MOFSL, Company

## Valuation and view

### We value SRIN on a DCF-based approach:

- Its residential business is valued by using DCF of expected cash flows over a project cycle with a WACC of 13.1%.
- Its operational commercial assets are valued at an 8% cap rate on FY26E EBITDA.

Based on the above approach, we arrive at a revised NAV of INR83b, or INR567/share, indicating an upside potential of 52%. **Reiterate BUY.**

### Exhibit 14: Our SoTP-based TP of INR567 indicates an upside potential of 52%

NAV Summary			INR b	Per Share	as % of NAV
Completed Projects	❖	INR10b of net cash surplus, excluding overheads discounted at a WACC of 13.1%	10	65	12%
Ongoing Projects	❖	INR30b of net cash surplus, excluding overheads discounted at a WACC of 13.1%	29	201	35%
Upcoming projects	❖	Around ~8msf of pipeline with GDV of INR~130b discounted at a WACC of 13.1%	33	227	40%
Commercial	❖	Operational assets valued at a cap rate of 8% and ongoing projects through DCF	5	37	7%
<b>Gross Asset Value</b>			<b>78</b>	<b>531</b>	<b>94%</b>
Net debt	❖	FY26E	5	36	6%
<b>Net Asset Value</b>			<b>83</b>	<b>567</b>	<b>100%</b>
No. of share			146		
<b>NAV per share</b>			<b>567</b>		
CMP			376		
<b>Upside Potential</b>			<b>52%</b>		

Source: MOFSL

## Financials and valuations

### Consolidated - Income Statement

(INR m)

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Total Income from Operations</b>	<b>5,132</b>	<b>3,624</b>	<b>5,648</b>	<b>8,531</b>	<b>11,263</b>	<b>14,759</b>	<b>19,930</b>
Change (%)	-15.1	-29.4	55.8	51.0	32.0	31.0	35.0
<b>Total Expenditure</b>	<b>4,211</b>	<b>2,982</b>	<b>4,476</b>	<b>6,673</b>	<b>8,443</b>	<b>11,773</b>	<b>15,101</b>
% of Sales	82.1	82.3	79.2	78.2	75.0	79.8	75.8
<b>EBITDA</b>	<b>921</b>	<b>642</b>	<b>1,173</b>	<b>1,858</b>	<b>2,820</b>	<b>2,985</b>	<b>4,828</b>
Margin (%)	17.9	17.7	20.8	21.8	25.0	20.2	24.2
Depreciation	73	92	95	129	167	172	177
<b>EBIT</b>	<b>848</b>	<b>550</b>	<b>1,078</b>	<b>1,730</b>	<b>2,653</b>	<b>2,814</b>	<b>4,651</b>
Int. and Finance Charges	778	859	684	409	693	564	564
Other Income	244	284	555	495	505	515	526
<b>PBT bef. EO Exp.</b>	<b>314</b>	<b>-24</b>	<b>949</b>	<b>1,816</b>	<b>2,466</b>	<b>2,765</b>	<b>4,613</b>
<b>PBT after EO Exp.</b>	<b>314</b>	<b>-24</b>	<b>949</b>	<b>1,816</b>	<b>2,466</b>	<b>2,765</b>	<b>4,613</b>
Total Tax	75	31	240	331	857	700	1,168
Tax Rate (%)	23.8	-125.6	25.3	18.2	34.8	25.3	25.3
Minority Interest	-12	-70	-1	-18	-18	-18	-18
<b>Reported PAT</b>	<b>251</b>	<b>15</b>	<b>710</b>	<b>1,503</b>	<b>1,627</b>	<b>2,084</b>	<b>3,464</b>
<b>Adjusted PAT</b>	<b>251</b>	<b>15</b>	<b>710</b>	<b>1,503</b>	<b>1,627</b>	<b>2,084</b>	<b>3,464</b>
Change (%)	-50.3	-94.1	4,699.7	111.9	8.2	28.1	66.2
Margin (%)	4.9	0.4	12.6	17.6	14.4	14.1	17.4

### Consolidated - Balance Sheet

(INR m)

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	140	140	146	146	146	146	146
Total Reserves	27,764	27,738	31,095	32,454	33,953	35,909	39,245
<b>Net Worth</b>	<b>27,904</b>	<b>27,878</b>	<b>31,242</b>	<b>32,600</b>	<b>34,099</b>	<b>36,055</b>	<b>39,392</b>
Total Loans	7,882	6,854	3,749	3,869	5,369	5,369	5,369
Deferred Tax Liabilities	7	9	59	42	42	42	42
<b>Capital Employed</b>	<b>35,793</b>	<b>34,741</b>	<b>35,050</b>	<b>36,512</b>	<b>39,511</b>	<b>41,467</b>	<b>44,803</b>
Gross Block	660	787	1,007	1,211	1,377	1,549	1,726
Less: Accum. Deprn.	186	264	360	488	655	827	1,004
<b>Net Fixed Assets</b>	<b>474</b>	<b>522</b>	<b>648</b>	<b>722</b>	<b>722</b>	<b>722</b>	<b>722</b>
<b>Investment Property</b>	<b>750</b>	<b>967</b>	<b>4,259</b>	<b>4,263</b>	<b>4,263</b>	<b>4,263</b>	<b>4,263</b>
Capital WIP	67	1,012	103	318	318	318	318
<b>Total Investments</b>	<b>17</b>	<b>99</b>	<b>2,375</b>	<b>2,355</b>	<b>2,373</b>	<b>2,391</b>	<b>2,410</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>53,681</b>	<b>69,985</b>	<b>71,851</b>	<b>75,607</b>	<b>61,840</b>	<b>73,057</b>	<b>90,103</b>
Inventory	40,419	57,251	59,663	62,064	46,287	50,543	68,252
Account Receivables	2,703	1,496	2,925	1,174	1,080	1,415	1,911
Cash and Bank Balance	970	1,582	1,058	2,025	8,301	13,012	9,020
Loans and Advances	9,589	9,656	8,205	10,343	6,172	8,087	10,920
<b>Curr. Liability &amp; Prov.</b>	<b>19,196</b>	<b>37,845</b>	<b>44,186</b>	<b>46,754</b>	<b>30,006</b>	<b>39,285</b>	<b>53,014</b>
Account Payables	1,936	2,114	2,916	2,782	3,673	4,813	6,499
Other Current Liabilities	17,214	35,679	41,205	43,868	26,229	34,369	46,411
Provisions	46	52	65	104	104	104	104
<b>Net Current Assets</b>	<b>34,485</b>	<b>32,141</b>	<b>27,665</b>	<b>28,853</b>	<b>31,834</b>	<b>33,772</b>	<b>37,089</b>
<b>Appl. of Funds</b>	<b>35,793</b>	<b>34,741</b>	<b>35,050</b>	<b>36,512</b>	<b>39,511</b>	<b>41,467</b>	<b>44,803</b>

E: MOFSL Estimates

## Financials and valuations

### Ratios

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Basic (INR)</b>							
<b>EPS</b>	<b>2.9</b>	<b>0.2</b>	<b>8.3</b>	<b>17.7</b>	<b>19.1</b>	<b>24.5</b>	<b>40.7</b>
Cash EPS	3.8	1.3	9.5	19.2	21.1	26.5	42.8
BV/Share	328.3	328.0	367.6	383.5	401.2	424.2	463.4
DPS	1.5	1.5	1.5	1.5	1.5	1.5	1.5
Payout (%)	50.9	862.5	18.0	8.5	7.8	6.1	3.7
<b>Valuation (x)</b>							
P/E	127.5	2,161.9	45.0	21.3	19.6	15.3	9.2
Cash P/E	98.8	298.9	39.7	19.6	17.8	14.2	8.8
P/BV	1.1	1.1	1.0	1.0	0.9	0.9	0.8
EV/Sales	7.6	10.3	6.1	4.0	2.6	1.6	1.4
EV/EBITDA	42.2	58.0	29.5	18.2	10.3	8.1	5.9
Dividend Yield (%)	0.4	0.4	0.4	0.4	0.4	0.4	0.4
FCF per share	-5.7	28.7	64.4	18.5	57.2	57.2	-45.3
<b>Return Ratios (%)</b>							
RoE	0.9	0.1	2.4	4.7	4.9	5.9	9.2
RoCE	2.4	1.8	3.5	5.1	5.4	6.1	9.0
RoIC	1.9	3.7	2.5	4.5	5.7	7.7	11.8
<b>Leverage Ratio (x)</b>							
Current Ratio	2.8	1.8	1.6	1.6	2.1	1.9	1.7
Interest Cover Ratio	1.1	0.6	1.6	4.2	3.8	5.0	8.2
Net Debt/Equity	0.2	0.2	0.1	0.1	-0.1	-0.2	-0.1

### Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	326	-24	949	1,835	2,466	2,765	4,613
Depreciation	73	92	95	129	167	172	177
Interest & Finance Charges	776	859	583	409	462	537	537
Direct Taxes Paid	-152	-68	-240	-556	-857	-700	-1,168
(Inc)/Dec in WC	-1,129	2,022	3,951	537	3,295	2,773	-7,310
<b>CF from Operations</b>	<b>-106</b>	<b>2,880</b>	<b>5,338</b>	<b>2,353</b>	<b>5,532</b>	<b>5,547</b>	<b>-3,151</b>
Others	-198	-260	-555	-454	-505	-515	-526
<b>CF from Operating incl EO</b>	<b>-305</b>	<b>2,620</b>	<b>4,783</b>	<b>1,898</b>	<b>5,026</b>	<b>5,032</b>	<b>-3,677</b>
(Inc)/Dec in FA	-183	-181	688	-325	-167	-172	-177
<b>Free Cash Flow</b>	<b>-487</b>	<b>2,439</b>	<b>5,471</b>	<b>1,573</b>	<b>4,860</b>	<b>4,860</b>	<b>-3,854</b>
(Pur)/Sale of Investments	248	7	-5,566	0	0	0	0
Others	115	12	555	-42	505	515	526
<b>CF from Investments</b>	<b>181</b>	<b>-162</b>	<b>-4,324</b>	<b>-367</b>	<b>339</b>	<b>344</b>	<b>349</b>
Issue of Shares	13	7	6	1	0	0	0
Inc/(Dec) in Debt	1,331	-1,647	-3,105	-444	1,500	0	0
Interest Paid	-743	-762	-583	-372	-462	-537	-537
Dividend Paid	-142	-211	-128	-220	-128	-128	-128
Others	0	0	0	0	0	0	0
<b>CF from Fin. Activity</b>	<b>459</b>	<b>-2,614</b>	<b>-3,809</b>	<b>-1,035</b>	<b>911</b>	<b>-664</b>	<b>-664</b>
<b>Inc/Dec of Cash</b>	<b>335</b>	<b>-156</b>	<b>-3,350</b>	<b>497</b>	<b>6,276</b>	<b>4,711</b>	<b>-3,992</b>
Opening Balance	103	438	282	356	853	7,129	11,840
<b>Closing Balance</b>	<b>438</b>	<b>282</b>	<b>-3,067</b>	<b>853</b>	<b>7,129</b>	<b>11,840</b>	<b>7,848</b>

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Explanation of Investment Rating	
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SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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