



Sumit Woods Limited

FY25 Investor Presentation



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39 Years Of Building Trust & Transforming Spaces: Company Overview

Established in 1986 by industry visionaries Mr. Subodh Nemlekar and Mr. Mitaram Jangid, Sumit Group has become a symbol of precision and excellence in real estate development. With nearly four decades of experience, the company has established itself as one of Mumbai and Goa's most trusted developers, delivering quality projects that meet the highest design and construction standards.

Over the years, Sumit Group has completed 65+ projects, encompassing a total built-up area of more than 50 lakh square feet approx, while rehabilitating thousands of families.

Since its inception, Sumit Group has steadfastly committed to enhancing urban living spaces.

The company's journey is marked by remarkable residential and commercial real estate achievements, with its projects extending across Mumbai—from Virar to Churchgate—and Goa.

Sumit Group's expertise spans diverse development segments, including:

- *Open Plots/Freehold Land
- *Society Redevelopment
- *SRA (Slum Rehabilitation Authority) Projects
- *MHADA (Maharashtra Housing and Area Development Authority) Developments
- *Collector's Land Projects
- *Amenity Plots
- *Projects developed under various DCPR schemes, like 33-5, 33-7, 33-9, 33-11, and 33-12 schemes.

Currently, the group is actively engaged in key projects, namely, Sumit KMR Param (Borivali West), Sumit Star Exclusif (Bhayandar), Hedavkar Wadi No. 1 (Prabhadevi) and Bhakti Sudha (Santacruz), each reflecting the company's commitment to excellence. Backed by a team of experienced professionals.



Actual image - Sumit Atulyam, Matunga West

Every Milestone, A Story Of Progress : Key Highlights



39+
Years Of Real Estate
Excellence



50+
Lakh Sq Ft Space
Delivered



7,000+
Happy Families



65+
Projects Delivered
with OCs



2
Townships



15+ Lakh Sq Ft
Under Construction



4
Ongoing Projects



6
Upcoming Projects



MEMBER of
CREDAI-MCHI,
NAREDCO & BDA

2018
NSE Listing

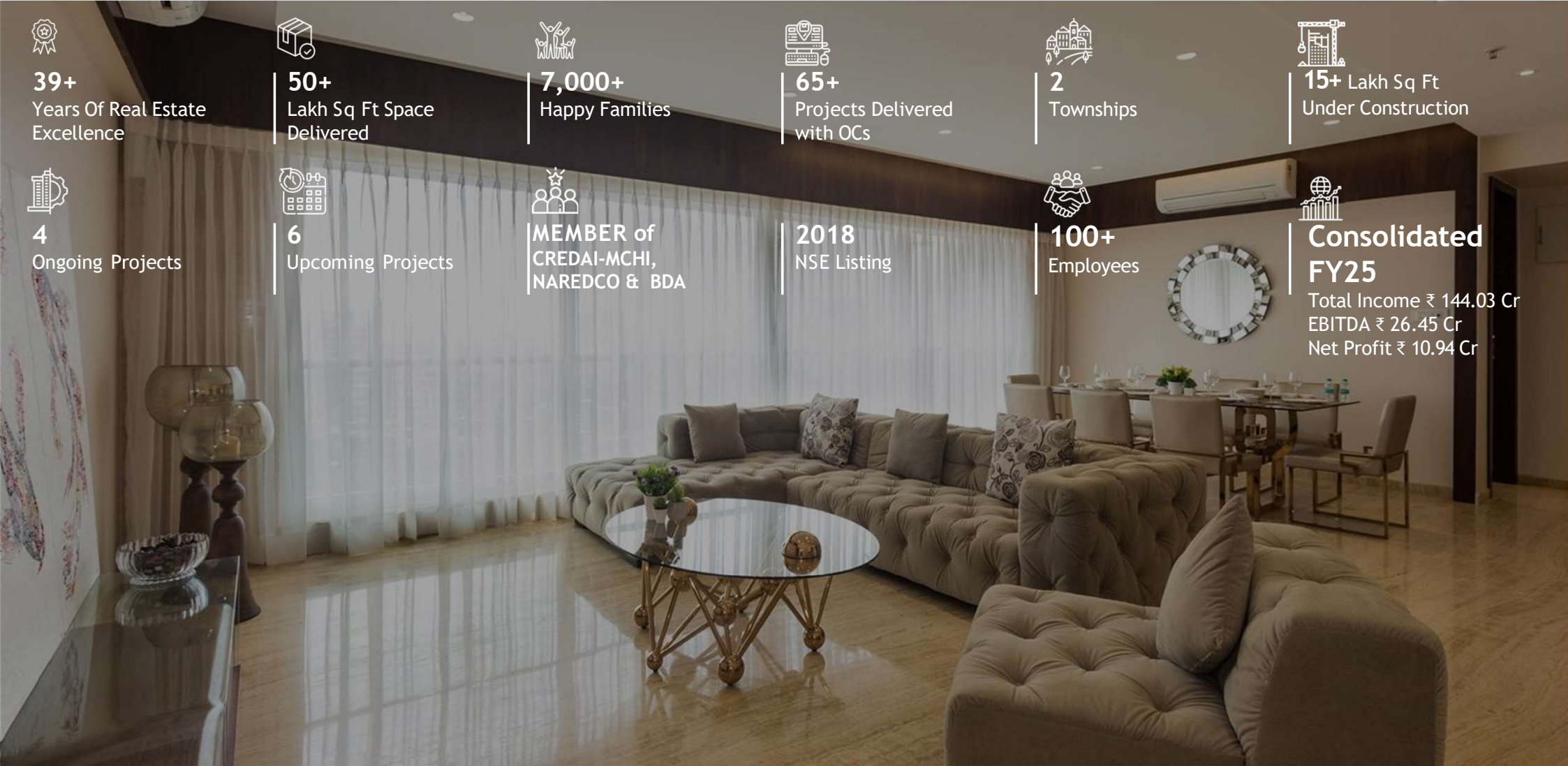


100+
Employees



Consolidated
FY25

Total Income ₹ 144.03 Cr
EBITDA ₹ 26.45 Cr
Net Profit ₹ 10.94 Cr



Actual image, sample flat -Sumit Lata, Sion

Guiding Principles For Sustainable Growth



Mission

To set new standards in eco-friendly living, providing comfort and convenience to the entire community. By focusing on sustainable development, we aim to create lifestyle-enhancing benchmarks that not only meet the needs of today but also ensure a greener and more harmonious future for all.



Vision

To create lifestyle enhancing, eco-friendly benchmarks that provide comfort and convenience to the community at large.



Values

Innovation
Trust
Quality
Customers Centricity
Teamwork
Social Responsibility



Milestones Of Success & Recognition



Excellence in Customer Service at Times Real Estate Conclave & Awards 2023-24



Iconic Promising Developer at Times Real Estate Conclave & Awards 2024-25



Most Trusted Developer of the Year, Mumbai at Lokmat Real Estate Conclave 2024



Developer of the Year Redevelopment at AdSync Excellence Awards 2024



Excellence in Delivery at AdSync Real Estate and Business Excellence Awards 2023-2024



Iconic Real Estate Brand of the Year, Mumbai at Mid-Day Real Estate Awards 2024



Iconic Trusted Developer of the Year at Times Real Estate Conclave & Awards 2023-24



Iconic Luxury Residential Project of the Year - Sumit KMR Param at Times Real Estate Conclave & Awards 2024-2025



Distinguished Redevelopment Project - Sumit One, Borivali (W) at Times Redevelopment Awards 2024



Trailblazers In Business Excellence: Core Leadership Team



Bhushan Nemlekar,
Whole-Time Director & CFO
A Harvard-certified leader with 18+ years of experience, Mr. Nemlekar focuses on project financing, sales, and strategy. His dynamic approach drives Sumit Group's expansion and success.



Amruta Jangid,
Head - Marketing & Branding Operations
She manages RERA compliance for all Sumit Group projects, contributes to marketing, and oversees interior design and amenity concepts.

Subodh Nemlekar,
Co-Founder & Non-Executive Director
A visionary with deep expertise in marketing and public relations, Mr. Nemlekar has been pivotal in establishing Sumit Group's reputation as a trusted name in real estate.

Mitaram Jangid,
Co-Founder & Managing Director
With 40+ years in construction, Mr. Jangid ensures every project is designed for maximum utility and value. His hands-on approach and vision have been instrumental in creating spaces that enrich lives.

Total Projects Delivered In Mumbai

- **Matunga**
- Sumit Abode - I
- Sumit Abode - II
- Sumit Atulyam

- **Lalbaug**
- Sumit Bhoomi Avenue
- Om Sumit
- Sumit Bhavan

- **Sion**
- Sumit Lata

- **Byculla**
- Sumit Hendre Residency

- **Ville Parle**
- Sumit Sai Prasad
- Sumit Gurukrishna

- **Andheri West**
- Juhu Omkar

- **Jawhar**
- Sunset Point & Holiday Homes (Govt. Contract)

- **Goregaon West**
- Sumit Samarth Arcade (Commercial & Residential Project)
- Yamunabai Pada

- **Malad East**
- Sumit Pramukh Enclave
- Yamunabai Pada (SRA)

- **Borivali West**
- Sumit Garden Grove
- Manan
- Sumit Enclave
- Mitasu Enclave
- Sun Sumit
- Mitasu Apartment
- Sumit One

- **Borivali East**
- Sumit Proxima
- Sharda Sahaniwas

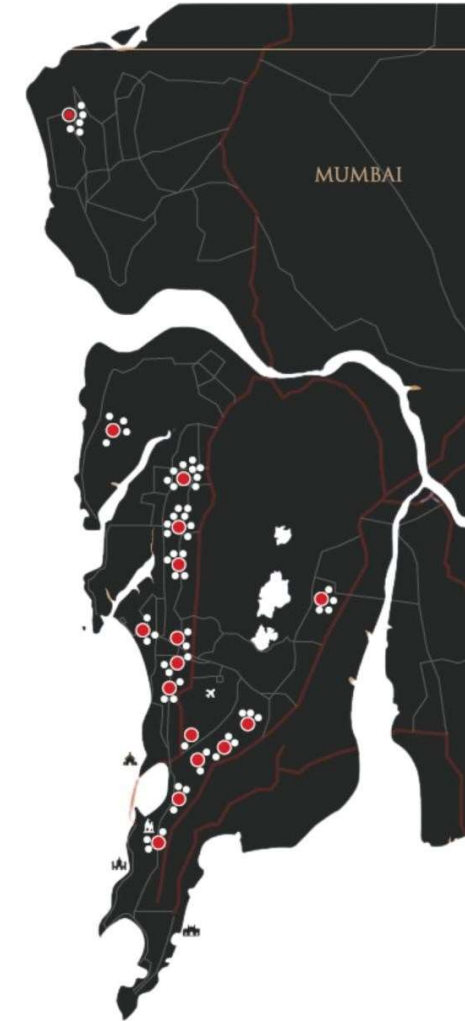
- **Virar West**
- Sumit Greendale (Township)
- Sumit Greendale Nx (Township)

- **Gorai**
- Gorai Sumit
- Vishwakarma
- Jay
- Gorai Mitasu

- **Kandivali West**
- Gaurav Jamuna
- Railmitra
- Sarovar
- Dattataray
- Charkop Mitasu
- Vaishali
- Kedarnath
- Sun-n-shell
- Amruta
- Gharkul
- Mitnayan
- Sai Sumit
- Dhwani

- **Mulund**
- Arcenciel

- **Bandra**
- Siddhant (Govt. Contract)



Total Projects Delivered In Goa

- PONDA
- Casa Mitasu
- Mitasu Manor
- Mitasu Mansion
- Mitasu Marvel
- Mitasu Residency
- Nirmala Residency
- Sumit Classic
- Sumit Garden
- Sumit Hill Clave
- Sumit Mount 1
- Sumit Mount 2
- Sumit Mount 3
- Sumit Mount 4
- Sumit Mount 5
- Sai Santoshi
- Sumit Residency
- Sumit Province I
- Sumit Province II
- Sumit Plumeria
- NUVEM
- Sumit Bells I
- Sumit Bells II
- Sumit Bells III



Redevelopment: Sumit Wood's Core Strength

Sumit Woods Limited specializes in redevelopment projects, which is a core focus of our business strategy and expertise. While the company has experience in brand-new projects involving land acquisition, redevelopment remains Sumit Wood's distinguishing strength

Why Focus On Redevelopment



Addressing Urban Challenges:

Redevelopment caters to the pressing need for upgrading old and dilapidated structures in densely populated cities like Mumbai.



Efficient Land Utilization:

Unlike new projects that require extensive land acquisition, redevelopment maximizes the use of existing land and infrastructure



Community Focus:

Redevelopment provides residents with larger, well-designed homes, modern amenities, and improved living conditions at no additional cost, fostering customer satisfaction



Scaling Up With Asset Light Business Model



Enhanced Asset Efficiency & Profitability:

By prioritizing partnerships, joint ventures, and strategic collaborations, Sumit Woods executes more projects with a smaller fixed asset base. This directly improves the asset turnover ratio, demonstrating efficient capital utilization and driving higher revenue generation.



Agile Operations & Optimized Cash Flow:

Minimizing upfront investments in land and infrastructure allows for quicker project initiation, reduced financial strain, and optimized cash flow management. This translates to greater operational efficiency and faster project cycles.



Scalable Growth & Diversified Risk:

The asset-light approach facilitates both geographic and project diversification without overextending the balance sheet. This mitigates financial risk, enhances responsiveness to market opportunities, and supports sustainable, profitable growth.



Increased Project Capacity:

Collaborations for land acquisition and development empower Sumit Woods to manage a greater volume of projects concurrently, significantly scaling business operations.



Strategic Resource Deployment:

Reduced reliance on fixed assets frees up resources for strategic investments in innovation, marketing, and customer experience, further enhancing scalability and competitive advantage.



A Network Of Financial Powerhouses: Strategic Alliances



Delivering Excellence: 2024 Portfolio



Sumit One, Borivali West
Delivered Jan 2024



Arcenciel, Mulund West
Delivered April 2024



Sumit Atulyam, Matunga West
Delivered July 2024



Sumit Gurukrishna
Delivered March 2025



Sumit Bells I, Nuvem
Delivered September 2024

Progress In Motion: Current Developments

Sumit KMR Param

Location	Borivali
No of Units	152 Units
Total Saleable Area	1,28,992 Sq Ft
Current Stage	7th Slab Complete
Expected Completion	March 2029



Progress In Motion: Current Developments

Sumit Star Exclusif

Location	Bhayandar
No of Units	78 Units
Total Saleable Area	93,184 Sq Ft
Current Stage	7 th Slab Complete
Expected Completion	June, 2027



Progress In Motion: Current Developments

Bhakti Sudha

Location	Santacruz
No of Units	40 Units (Approx)
Total Saleable Area	64,000 Sq Ft (Approx)
Current Stage	DA Registered
Expected Completion	June 2028



*Tentative Elevation

Progress In Motion: Current Developments

Hedavkarwadi (Phase I)

Location	Prabhadevi
No of Units	70 Units (Approx)
Total Saleable Area	95,000 Sq Ft (Approx)
Current Stage	DA Registered
Expected Completion	Year 2030



Our Ventures: Ongoing & Upcoming Projects



Sr. No	Name of Firm	Project Name	Location	Land Area Sq mtr	Type of Project	Category	Usage Type	Free Sale FSI Approx		Est. Project Sales Cr	Est. Sales of Sumit Woods Limited Cr	Sumit Woods Ltd. Sharing in %
								RERA Carpet Sq Ft	Total Est. Project Sales Cr			
Details of Ongoing Projects:												
1	Sumit Woods Limited	Sumit KMR Param	Borivali	8,000	Open Development	Premium	Residential	1,28,992	425	425	100	
2	Sumit Woods Limited	Hedavkar Wadi (Phase I)	Prabhadevi	3,000	Re-development	Premium	Residential	95,000	500	500	100	
3	Sumit Star Land Developers LLP	Sumit Star Exclusif	Bhayandar	2,000	Open Development	Aspirational	Residential	93,184	76	19	25	
4	Sumit Pragati Venture LLP	Bhakti Sudha	Santacruz	3,600	Re-development	Aspirational	Residential	64,000	100	98	98	
Total A								3,81,176	1,101	1,042		
Details of Upcoming Projects:												
1	Sumit Woods Limited	Vidhyavihar	Dadar	1,100	Re-development	Aspirational	Residential	40,000	160	160	100	
2	Sumit Woods Limited	Dattani Trade centre	Borivali	3,100	Re-development	Boutique A Category	Commercial	1,50,000	450	450	100	
3	Sumit Woods Limited	Jai Shivam CHSL	Malad	5,000	Re-development	Premium	Residential	75,000	230	230	100	
4	Sumit Hills Private Limited	Brothers Society	Mahim	6,600	Re-development	Super Premium	Residential	1,70,000	1010	737	73	
5	Sumit Luxe Ventures LLP	Makwana Society	Vile Parle	922	Re-development	Premium	Residential	20,000	85	43	51	
6	Sumit Woods Limited	Station Plaza	Bhandup	6,550	Re-development	Boutique A Category	Commercial	2,00,000	700	700	100	
Total B								6,55,000	2,635	2,320		
Total (A + B)								10,36,176	3,736	3,362		

Eco-innovation: Sustainability At The Core



Green Construction

Practices Using eco-friendly materials and energy-efficient designs to minimize environmental impact



Sustainable Living Spaces

Incorporating rainwater harvesting, solar energy, and waste management systems in our projects.



Focus on Long-Term Value

Designing developments that balance environmental responsibility with economic efficiency.



Contributing to Urban Resilience

Creating spaces that adapt to climate challenges while enhancing the quality of life for communities.



At Sumit Group, sustainability is not an add-on—it's the foundation of every project we undertake.

Key Growth Drivers for the Real Estate Industry

- **Urbanization and Population Growth:**

Increasing urban migration fuels demand for residential, commercial, and redevelopment projects in high-density areas.

- **Rising Incomes and Preferences:**

Growth in disposable income and shifting consumer demand for luxury housing and smart homes drive sales.

- **Favorable Financing:**

Low interest rates and accessible home loans encourage real estate investments. (1)

- **Government Initiatives:**

Policies like PMAY, Smart Cities Mission, and infrastructure development (metros, highways) enhance market opportunities.

- **Sustainability Trends:**

Rising demand for eco-friendly buildings with green certifications and energy-efficient technologies.

- **Technological Advancements:**

Tools like BIM, 3D printing, and automation enable cost-efficient, timely project delivery.

- **Redevelopment Opportunities:**

Urban renewal projects in cities like Mumbai offer significant growth potential. 10%-20% of Mumbai's

property registrations now stem from redevelopment projects, signalling a major growth driver.

- **FDI and Reforms:**

Policies like RERA and REITs attract foreign investments, boosting transparency and confidence.

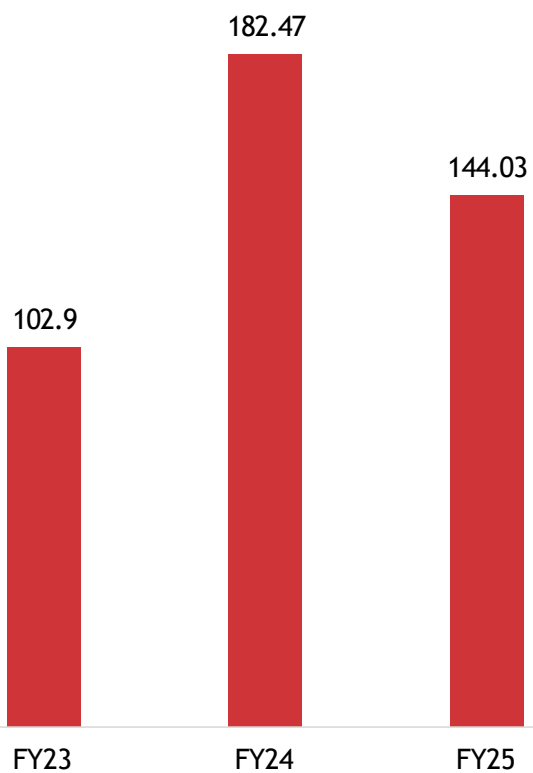
- **Post-Pandemic Shift:**

Demand for larger, suburban homes grows as hybrid work models gain traction. These drivers collectively shape the real estate industry, offering immense opportunities for growth and innovation.

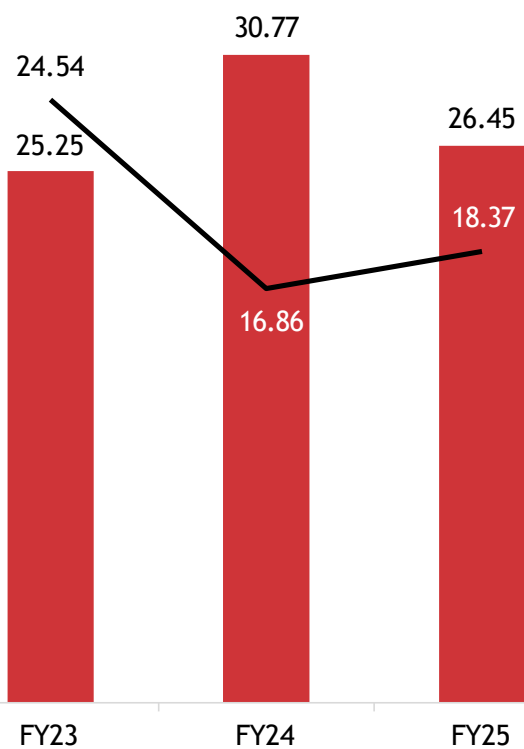
Source: IBEF, BS (1), ET

Key Consolidated Financial Highlights

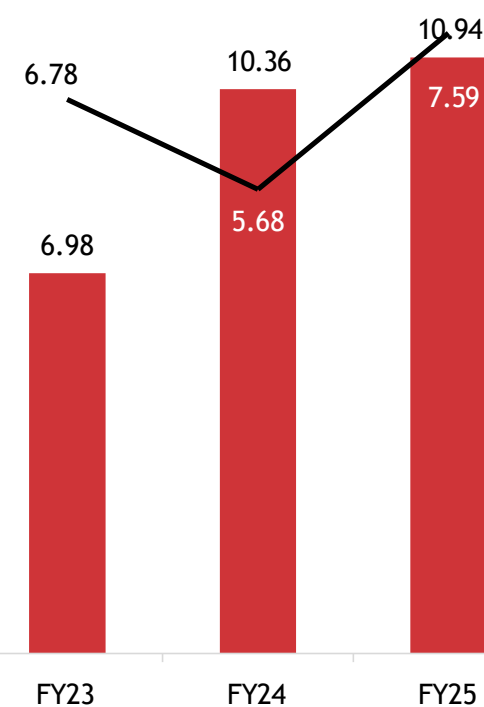
Total Income



EBITDA — EBITDA Margin (%)



Net Profit — Net Profit Margin%



All Amount in ₹ Cr & Margin in %

Consolidated Profit & Loss Statement

Particulars	FY23	FY24	FY25
Net Sales	101.44	180.46	140.83
Other Income	1.46	2.01	3.20
Total Income	102.90	182.47	144.03
Expenses			
Changes in Inventories	-29.79	30.81	-30.52
Employee Cost	10.93	13.89	13.91
Other Expenses	96.56	106.93	133.84
Total Expenditure	77.71	151.63	117.23
EBIDTA	25.19	30.84	26.80
Interest	15.39	17.32	10.56
Depreciation	0.71	0.60	0.60
PBT	9.10	12.92	15.64
Share of P/L in Associate & JV	0.06	-0.07	-0.35
PBT after exceptional item	9.15	12.85	15.30
Tax	2.17	2.48	4.36
Net Profit	6.98	10.36	10.94
Reported Net Profit	6.98	10.36	10.94
Other Comprehensive Income	-0.24	-0.09	0.15
Total Comprehensive Income	6.74	10.28	11.09
Diluted EPS	2.31	2.44	2.72

Consolidated Balance sheet

(In ₹ Cr)

Equities & Liabilities	FY23	FY24	FY25
Equity	30.59	30.59	45.27
Other Equity	36.53	45.43	113.87
Net Worth	67.12	76.02	159.14
Non Controlling Interests	21.23	24.77	29.87
Non Current Liabilities			
Non Current Borrowings	125.00	103.16	52.83
Deferred Tax Liability	0.59	0.32	0.35
Long Term Provision	0.36	0.48	0.46
Total Non Current Liabilities	125.95	103.96	53.64
Current Liabilities			
Current Borrowings	13.39	16.27	11.48
Trade Payables	10.96	11.84	8.76
Current Tax Liabilities (Net)	1.47	1.67	2.20
Short Term Provisions	0.18	0.28	0.57
Other Current Liabilities	33.49	33.57	49.15
Total Current Liabilities	59.50	63.62	72.16
Total Liabilities	273.78	268.37	314.81

Assets	FY23	FY24	FY25
Non Current Assets			
Fixed assets	7.31	6.73	8.30
Non Current Investments	14.19	8.86	8.36
Other Non Current Financial Assets	13.50	18.98	22.68
Deferred Tax Assets (Net)	1.90	2.27	1.64
Other Non Current Assets	5.31	5.64	6.08
Total Non Current Assets	42.22	42.48	47.06
Current Assets			
Inventories	188.99	170.22	215.89
Trade receivables	25.23	38.70	11.63
Cash & Bank Balance	5.50	4.08	28.40
Other Current Financial Assets	5.65	6.07	7.21
Current Tax Assets (Net)	0.17	0.43	0.91
Other Current Assets	6.02	6.39	3.71
Total Current Assets	231.56	225.89	267.75
Total Assets	273.78	268.37	314.81

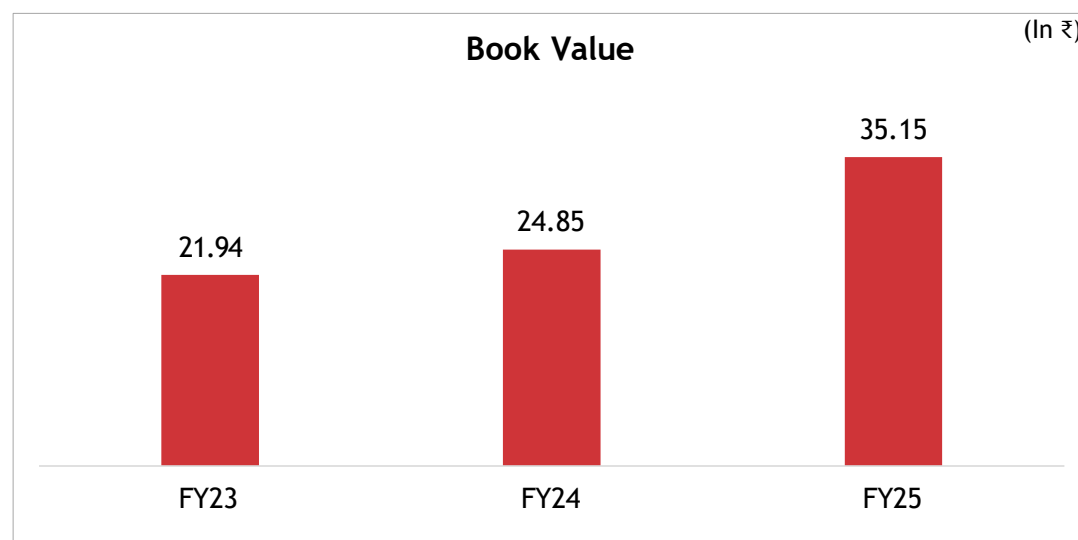
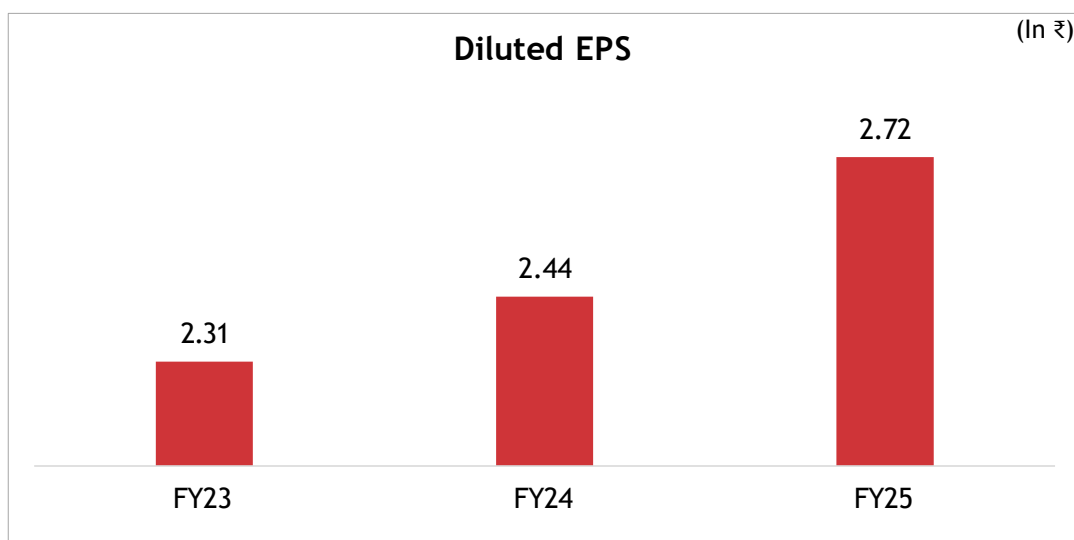
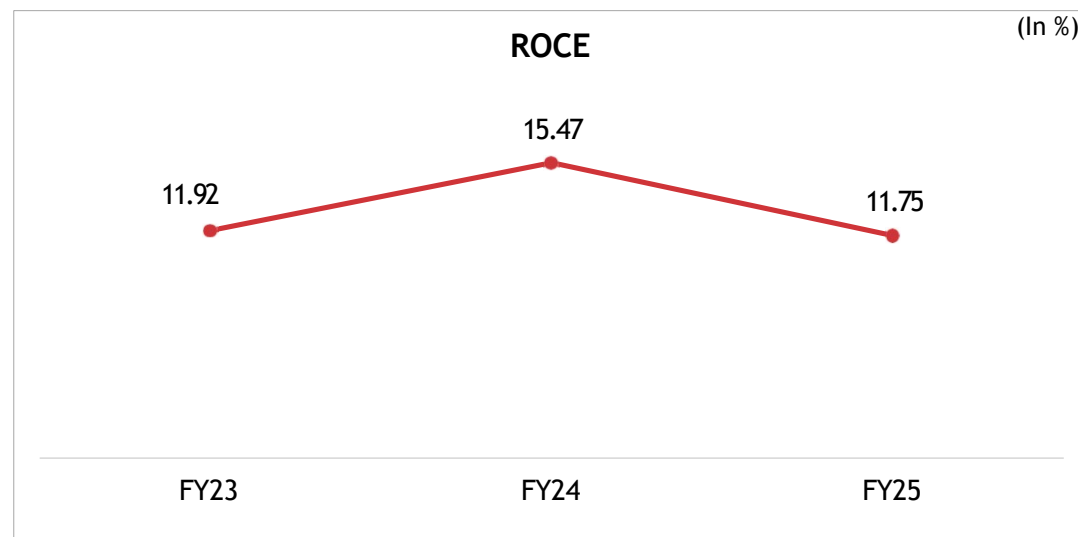
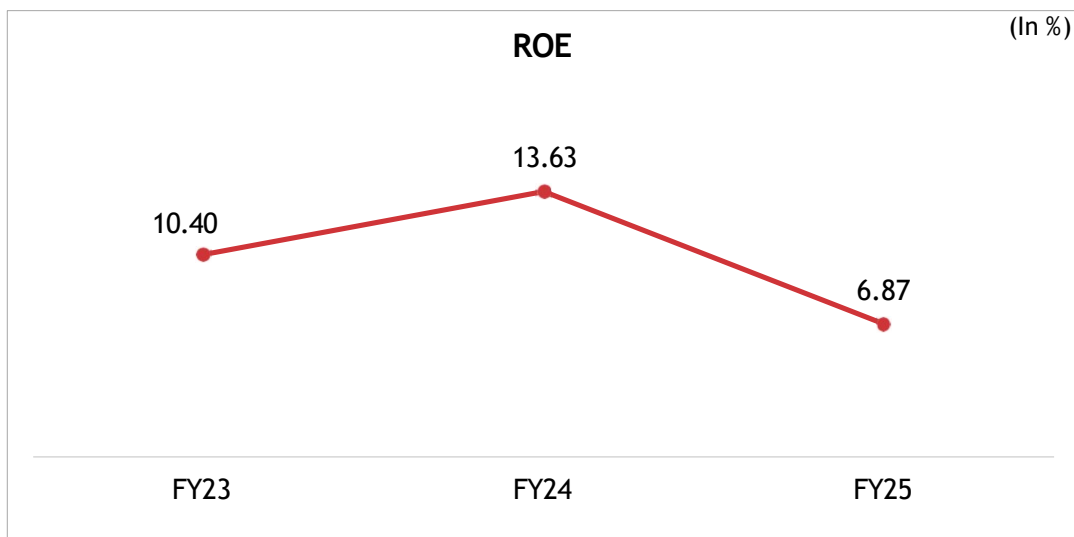
Consolidated Cashflow Statement



(In ₹ Cr)

Particulars	FY23	FY24	FY25
Cashflow From Operations	-15.18	35.99	23.26
Cashflow From Investments	-4.17	-5.13	-12.05
Cashflow From Financing	17.79	-32.24	7.05
Net Cash Flow	-1.56	-1.38	18.25
Opening Cash Balance	7.01	5.46	4.07
Closing Cash Balance	5.46	4.07	22.33

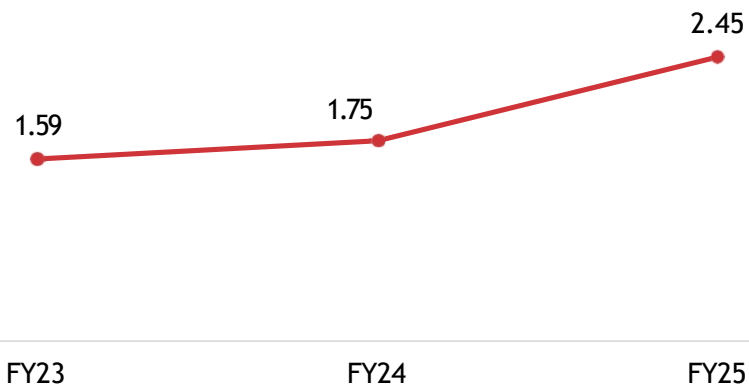
Key Consolidated Ratios



Key Consolidated Ratios

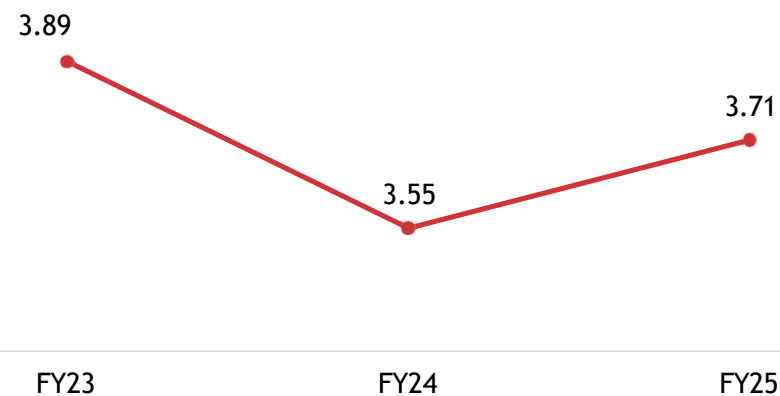
Interest Coverage Ratio

(In Times)



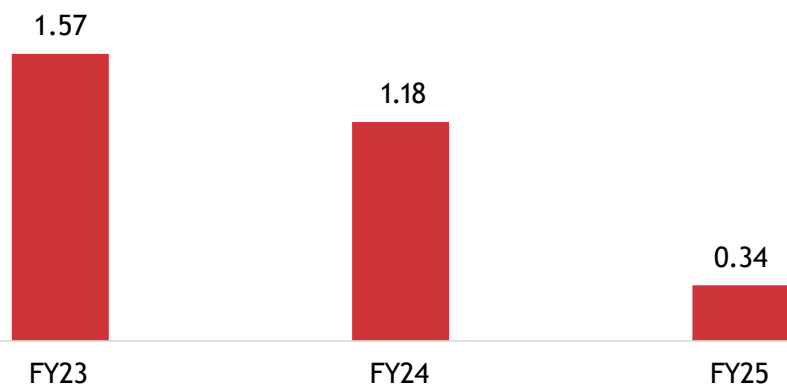
Current Ratio

(In Times)



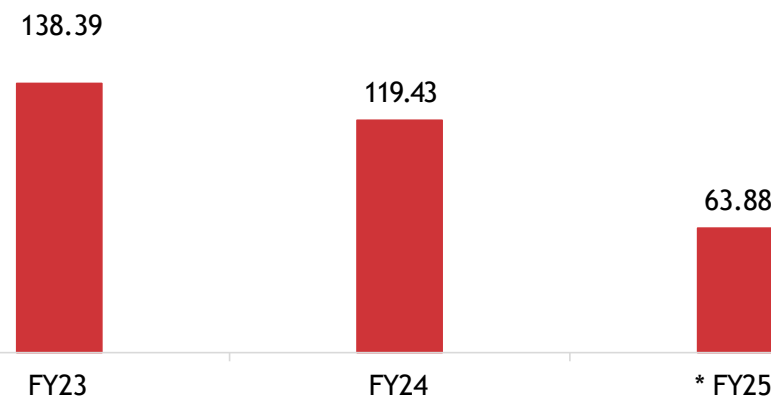
Debt to Equity

(In Times)



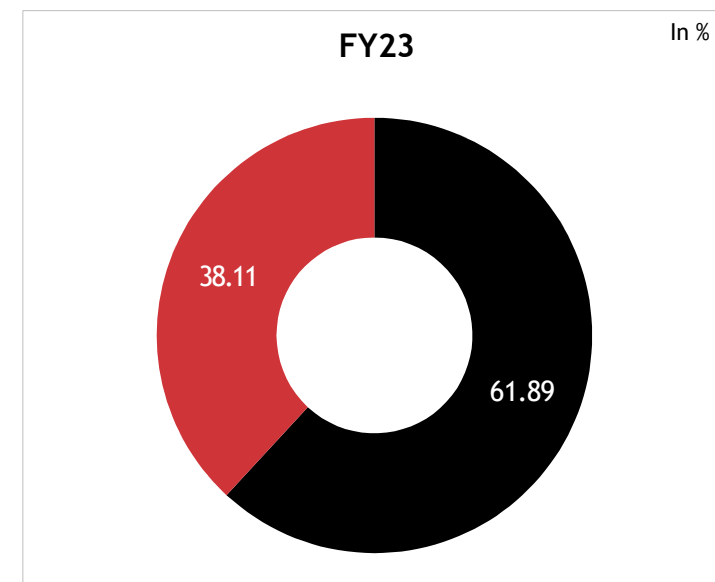
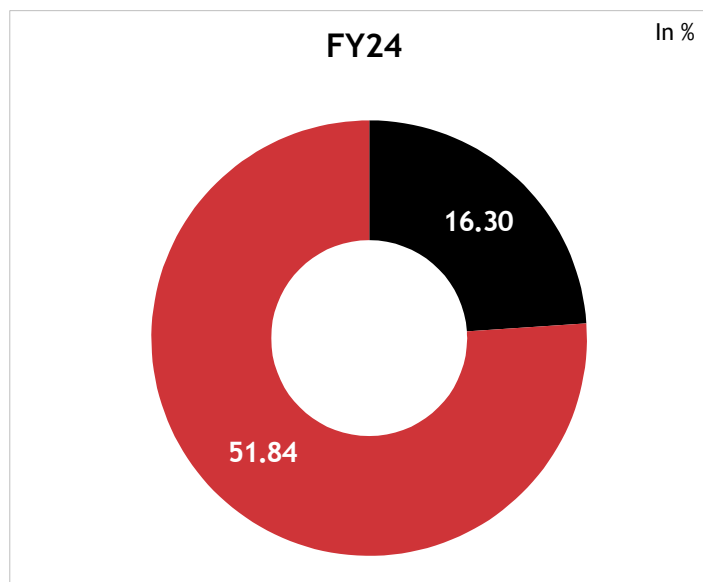
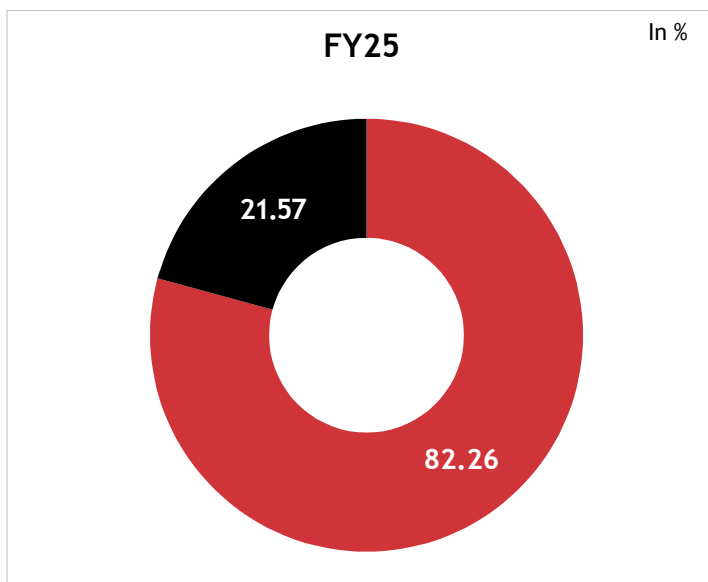
Borrowing

(In ₹ Cr)



*The Company has re-paid 46.51% borrowing in FY24-25

Revenue Bifurcation Data Required



■ Redevelopment ■ Open Land

(In ₹ Cr)

Particulars	FY25	FY24	FY23
Open Land	23.01	28.58	60.87
Redevelopment	106.68	146.79	37.48
Total (From Sale of Units)	129.69	175.37	98.35

Stock Data

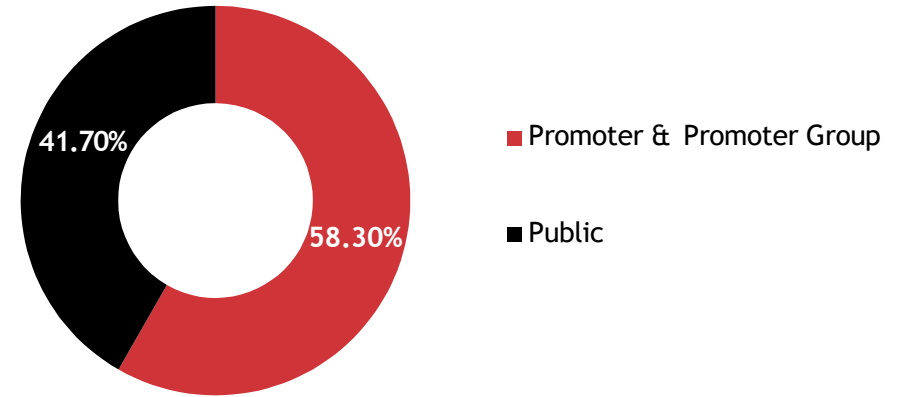


NSE: SUMIT

Source NSE	As on 23-06-2025
Share Price (₹)	95.45
Market Capitalization (₹ Cr)	432.09
No. of Shares Outstanding	4,52,68,753
Face Value (₹)	10
52 Week High	157.75
52 Week High-Low (₹)	65.40

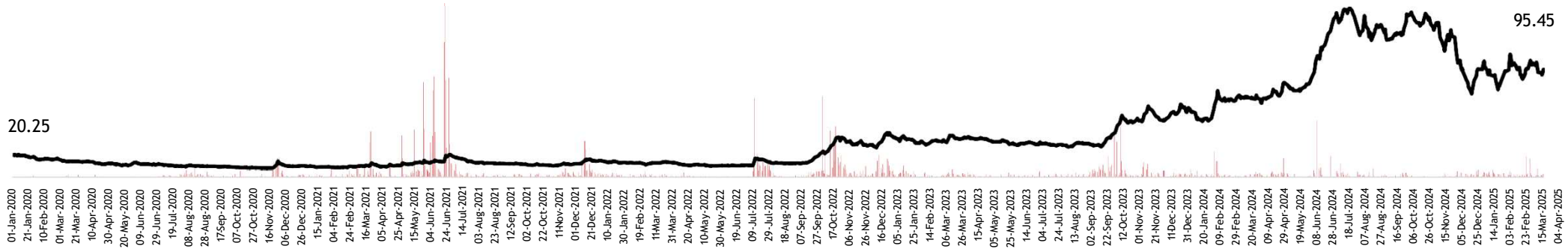
Share Holding Pattern

As on 31-03-2025



Share Performance From 1st January 2020 Till Date

Volume Price

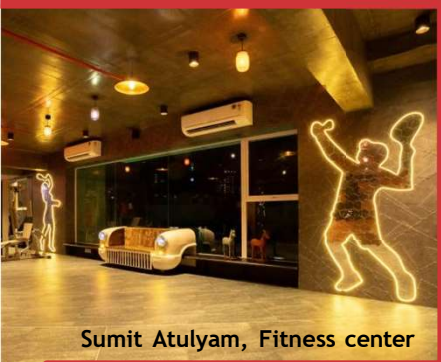


The Sumit Edge: Investment Rational

Sumit Gurukrishna, sample flat



Sumit Atulyam, sample flat



Sumit Atulyam, Fitness center



Sumit KMR Param, rendered image



Sumit Bells I, rendered image



Long-Standing Experience:

Active since 1986, with a 39+ year legacy of delivering high-quality real estate projects in Mumbai and Goa. Successfully completed 65+ projects, covering over 50 lakh sq. ft., with 15 lakh sq. ft. under construction.



Expertise in Redevelopment:

Specialization in redevelopment projects, including open plots, SRA, MHADA, and collector land, under diverse DCPR 2034 schemes (33-5/7/9/11/12). Recognized for delivering award-winning projects like Sumit One, Borivali (W).



Financial Growth and Resilience:

5.54% YoY growth in consolidated net profit for FY 2024-25, showcasing operational efficiency and profitability. Steady improvement in debt-to-equity ratio, reflecting prudent financial management.



Strategic Project Portfolio:

Ongoing and upcoming projects in prime urban locations, targeting aspirational and premium residential and commercial segments. Notable projects: Sumit Arcenciel (Mulund), Sumit Atulyam (Matunga), and Sumit Param (Borivali).



Recognized and Trusted Brand:

Member of CREDAI-MCHI, NAREDCO, and BDA, reflecting credibility and adherence to industry standards. Accolades include "Developer of the Year - Redevelopment" at AdSync Excellence Awards 2024. "Distinguished Redevelopment Project" at Times Redevelopment Awards 2024.



Sustainability and Innovation:

Commitment to eco-friendly developments and lifestyle-enhancing benchmarks. Focus on modern designs, sustainability, and community-centric living spaces.

Thank You



Sumit Woods Limited

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Website: www.sumitwoods.com

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(Sumit KMR Param) This project is registered under Maharera No. P51800076840. And available on the website <https://maharera.mahaonline.gov.in/>



(Sumit Star Exclusif) This project is registered under Maharera No. P51700008468. And available on the website <https://maharera.mahaonline.gov.in/>