

# Sumit Woods Ltd.



**Investor Presentation**  
November 2018



# EXECUTIVE SUMMARY

## Company Overview



- Sumit Woods Ltd. is the flagship company of Sumit Group, which was incorporated in the year 1997.
- It is a real estate company operating in Mumbai, Thane and Goa with three decades of experience.
- The company is focused on development and re-development of residential and commercial buildings.
- The focus lies in providing housing units to the mid-income and low-income community with high quality living spaces and great value for money.
- The company has a track record of completing projects on a timely basis with all necessary approvals in place.

## Business Highlights



Completed more than 50 residential and commercial projects.

Focus on Budget housing for mid income and low income group.

10 on going projects across Mumbai, Goa, Vasai/Virar and Thane.

Successfully completed 9 re-development projects.

Handed over more than 4,500 units.

5 projects in the pipeline.

2,48,970 Total Unsold carpet area of ongoing projects

2,42,041 Total saleable area of projects in pipeline

## Consolidated Financial Highlights

	Total Revenue*	EBITDA	PAT	PAT Margin	EBITDA Margin	Total Inventory Value
<b>FY18</b>	INR 343 Mn	INR 169 Mn	INR 77 Mn	22.45%	49.27%	INR 673 Mn
<b>H1-FY19</b>	INR 258 Mn	INR 95 Mn	INR 45 Mn	17.44%	36.82 %	INR 658 Mn

\* Includes other income

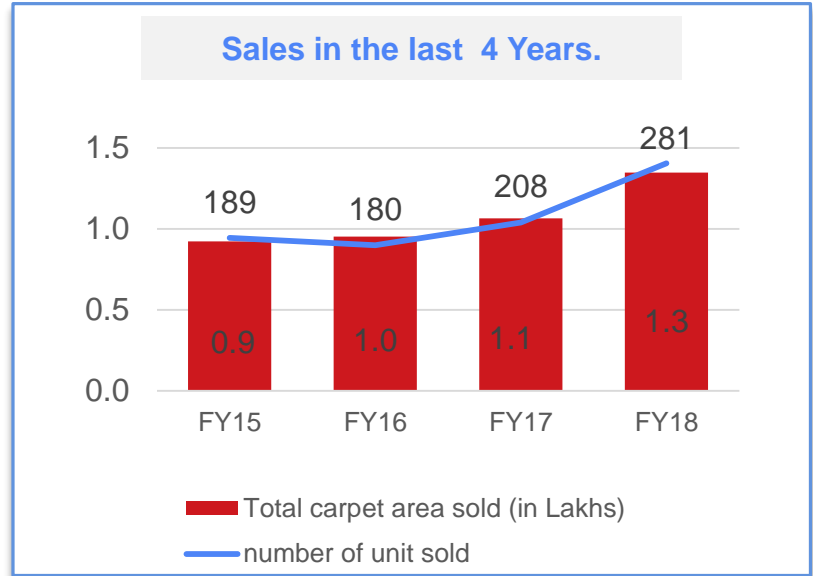
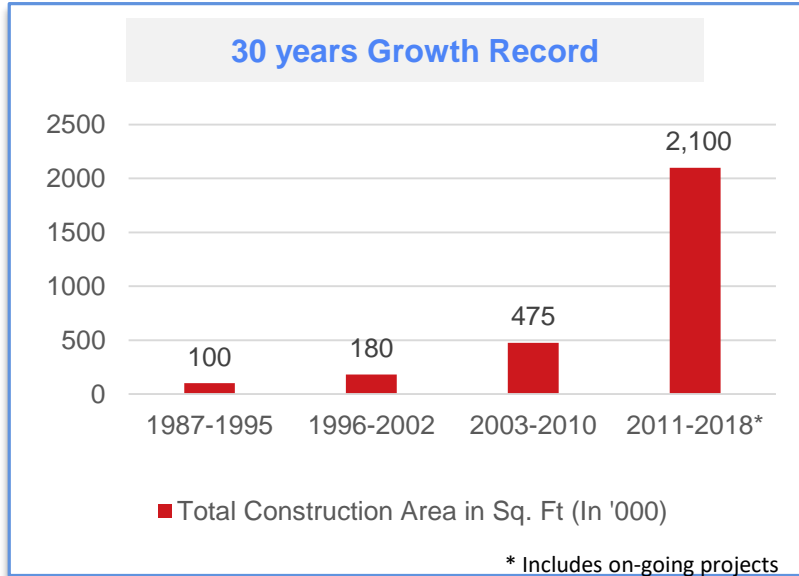
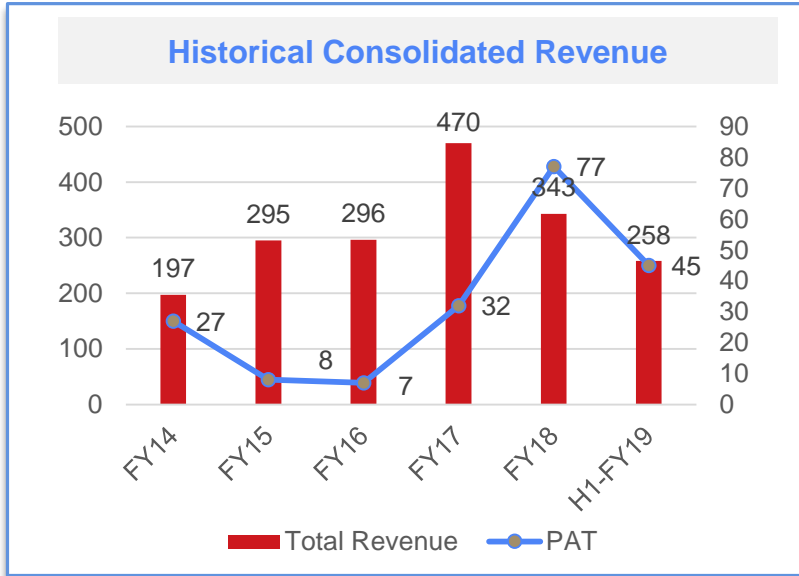


# COMPANY OVERVIEW

# ABOUT US



- Shri Subodh Nemlekar and Shri Mitaram Jangid worked as part of the same contract construction company for residential and commercial buildings in the early 1980's.
- The promoters have successfully completed projects for Modern Bread, Railway Officers, and Government Holiday Homes under Gharkul construction.
- Later on, Shri Subodh Nemlekar and Shri Mitaram Jangid formed a new partnership firm under the name and style of 'Sumit Construction' in 1994.
- Sumit Woods was incorporated as a private limited company on January 09, 1997.
- The first project under the banner of Sumit Woods Ltd. was Mitnayan CHS, Kandivali in the year 2003 with a built-up area of 26,000 Sq. ft. and completed in 2004.
- The company is also a member of MCHI CREDAI, Mumbai.
- With more than 50 projects delivered and 4,500 happy customers, Sumit Group is one of the most trusted real estate developers in the city.



# KEY MILESTONES

- The first project under Sumit Woods Pvt. Ltd. was "Kandivali Mitnayan Co-Op Housing Society" in Mumbai.
- 15 projects completed with a total area of **3,70,000 sq. ft.**

Launched 2 of the company's biggest projects: "Sumit Greendale" with a total carpet area of **5,41,000** & "Sumit Greendale NX" with a total carpet area of **1,50,260**.

- Completed a total of 7 projects along with full OC despite various unfavourable conditions in Real Estate Sector.
- Received "Iconic Developer - Western Award" for our Project "Sumit Greendale".

1986-2003

2003-2011

2011-2012

2012 – 2014

2014-2016

2016-2017

2017-2018

- Started their first project.
- Completed 4 projects with a total built-up area of **80,000 sq. ft.**
- A new firm "Sumit Constructions" was formed and completed 15 projects with a total built-up area of **3,50,000 sq. ft.**
- New Company "Sumit Woods Private Ltd" was incorporated in Goa on January 09, 1997.

Completed 4 Projects in Mumbai & Goa.

- Launched 5 new projects and completed a project called "Sumit Bhoomi"
- Received Special Recognition as a Best Stall Design award.
- Celebrated our completion of 30 years in the real estate business.
- Nominated for CNBC Awaaz - Real Estate Awards.

- Started taking projects in development management model.
- The Company was converted into a Public Limited Company with the name "Sumit Woods Limited".
- Sumit Group of Companies was awarded "The Developer of the year in the residential category" by "DNA Real Estate & Infrastructure Awards 2017."
- Sumit Bells at Goa was awarded "The Iconic Planned Project Award by Mid-Day Real Estate Icons Award."

# BOARD OF DIRECTORS



## Shri Mitaram Jangid (Promoter, Managing Director)

- Is on board since inception.
- Has over 30 years of experience in the real estate industry.
- Heads the Department of Design Development and is involved in the formulation of corporate strategy.



## Shri Subodh Nemlekar (Promoter, Joint Managing Director)

- On board since inception
- Holds a bachelor's degree in economics.
- He worked earlier in the Vigilance branch – DIG's Office, Western Railway, Churchgate.
- Involved in the business development activities of our company.



## Shri Bhushan Nemlekar (Promoter, Director of Finance)

- Is an MBA from Harvard Business School, Boston, USA
- Is on board since 2002
- Has over 15 years of experience in real estate industry.
- Heads Sales and Project Financing.



## Mrs. Kavita Bhushan Nemlekar (Director)

- Holds a Diploma in Architecture from Maharashtra State Board of Technical Education.
- Has over 10 years of experience in the field of designing and architecture.
- Is also associated with M/s. S. L. Format as a consulting architect.

# KEY MANAGEMENT



## BOARD OF DIRECTORS

**PROMOTER AND DIRECTOR (HEAD OF DESIGN AND DEVELOPMENT)**

**Head of Project Execution**

**Mr. Clint P Dos Santos:** He is responsible for the execution, monitoring, control and completion of projects and comes with 20 years of experience.

**Head of Purchase**

**Mr. Kunal Sonawan:** His core job specifications are to develop Purchasing Policy and Planning, Procurement and comes with 7 years of experience.

**Head of Legal**

**Mr. Ramesh Sharma:** His role is handling all Litigation, Legal proceedings and Documentations and comes with 17 years of experience.

**Head of Design & Development**

**Mr Swapnil Ambre:** His core job is to look after the feasibility, planning and designing of projects as well as coordination with various consultants. He has 8 years of experience in the field.

**PROMOTER AND WHOLE TIME DIRECTOR (HEAD OF SALES AND MARKETING)**

**Head of Accounts and Finance**

**Ms. Priyanka Waghela:** Her core job specifications are overseeing the Finances, compliance of the Company along with supervision and she comes with an experience of 8 years.

**Company Secretary and Compliance Officer**

**Ms. Rekha Dhekale:** her core job specifications are to handle all the compliance matters relating to the Company and she has 3 years of experience.

**Head of HR & Admin Department**

**Mrs. Karishma Panchal:** She coordinates the administrative functions of an organization and has a total 6 years of experience.

**Manager-Marketing & Branding Operations**

**Ms. Amruta Mitaram Jangid:** She leads in the development, implementation and execution of a comprehensive brand management plan and also looks after the compliance of the company with RERA.

# AWARDS AND ACCOLADES



2014 - MCHI – excellence in design (Sumit Group)



2016 – ABCI (Silver) – Publication Award ( Sumit Woods Ltd)



2016 - Mid Day – Iconic Township, Palghar, Dist., ( Sumit Greendale and NX, Virar)



2017- Mid Day – Iconic Planned Project, (Sumit Bells, Goa)



2017 - DNA – Developer of the Year, Residential

2013 – ABCI (Bronze) – Corporate Headline (Sumit Woods Ltd)



2015 - MCHI – Participation Award, (Sumit Group)



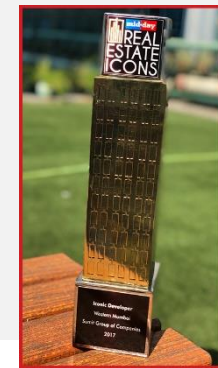
2016 – ABCI (Bronze) – External Magazine (Sumit Woods Ltd)



2016-ABCI (Silver) – Brochure Design (Sumit Woods Ltd)



2017-Mid Day – Iconic Developer –Western Mumbai



# KEY STRENGTHS

## Experienced Promoters with well trained employee base

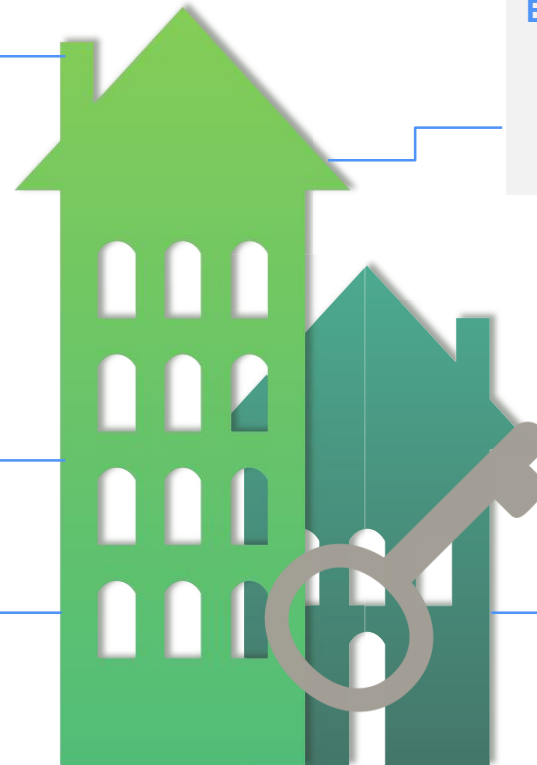
- 3 decades of experience in the real estate industry.
- Promoters, with significant experience, have been instrumental for the company's significant growth.
- A dedicated team of professionals for efficient management of projects.

## The company has a customer centric approach

- Delighting customers through timely delivery and execution.
- Selling what is promised as per the specification.
- Treating real estate as a consumption business - selling large volumes of a product, which is a basic human necessity through a strong sales and marketing network, leveraging strong brand presence and replenishing inventory which is utilized.

## Financial Strength

- The net worth of the company has been continuously increasing.
- The company has a track record of completing a project within 3-4 years after all approvals, with nearly all units sold.
- The company is following financial discipline and financial prudence for the last 30 years in RERA spirit.



## Established Brand Name

- Over the year, the company has established themselves as a reliable brand in Mumbai and Goa.
- Quality, Consistency and Continuous Performance has built trust amongst home buyers.

## Projects in Prime Locations

- The management has continuously been able to identify prime locations across Mumbai and Goa.
- Has been able to provide housing in prime locations at a reasonable rate.



# BUSINESS OVERVIEW

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## Re-development

- During the period 2012-17, the company was mainly in the business activities of redevelopment of Old Buildings, (CESS Building Redevelopment / MHADA Redevelopment), and residential projects in Mumbai and in the state of Goa.
- With limited availability of open land parcels in Mumbai, major developers are now looking at venturing into the re-development space.
- Over 20,000 housing societies, 17,000 cessed buildings and over 3,000 MHADA structures are waiting for redevelopment proposals.

## Development

- Land is a very durable product but it is also a very scarce product. Therefore land ownership and acquisition are important steps in urban land development.
- Land developers purchase tracts of land for the construction of commercial, industrial, or residential projects. The company works with local governments to acquire permits and ensures that the development complies with the regulations. The company then manages the building of the project, labour, budget, and sales.

## Mumbai Development plan 2034

Type of Project	FSI In Island City		FSI In Suburbs	
	New	Old	New	Old
Residential	3	1.33	2.5	2
Commercial	5	1.33	5	2.5

- The Proposed Mumbai Development Plan 2034 approved by the Maharashtra government increased the floor space index
- According to the new rules in the DP plan, salt-pan land is no longer defined as a wetland. This means salt-pan land will now be available for construction and development. This comes as a major relief for the Maharashtra government, in the hopes of using the land parcels in building affordable housing.

## Redevelopment

## Development

Total Projects completed	9	40
Total saleable carpet area (sq. ft.)	3,76,611	15,37,512
On-Going Projects	3	7
Total saleable carpet area (sq. ft.)	44,431	4,52,345

# BUSINESS MODEL

## Project Feasibility

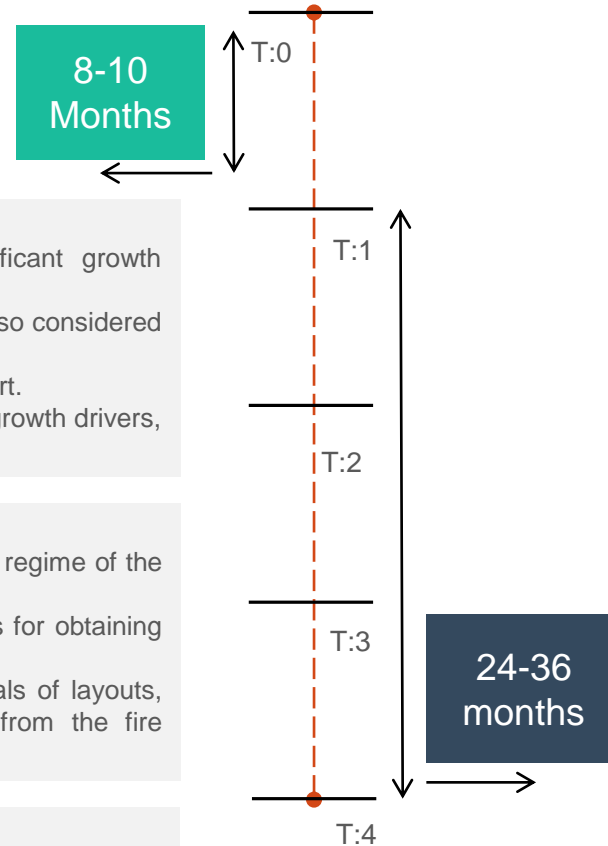
- The company identifies appropriate projects with significant growth potentials.
- The views of a local real estate marketing professional is also considered and collected.
- After an initial survey, the company makes a feasibility report.
- The report includes certain criteria like standards of living, growth drivers, disposable income, financial liability, etc.

## Evaluating law and obtaining approvals.

- Post the feasibility report, the company evaluates the legal regime of the particular state.
- The company evaluates the factors that affect the process for obtaining the necessary approvals.
- Generally required approvals are:- building plans, approvals of layouts, approvals for certain infrastructure facilities, approvals from the fire authority, etc.

## Obtaining development rights or Land Acquisition

- Negotiation with the land owners to acquire development rights or outright buys the properties rights.
- The Company may enter into joint ventures or similar arrangements. On occasions, the company acquires the right to develop properties through collaboration with other entities that hold development rights.



## Planning, Design and Approval phase.

- Planning and Conceptualisation is completed either in-house or via reputable architects and structural consultants engaged by the company.
- Project estimates are always developed by the in-house planning team.
- Preparation of the Plan.
- Obtaining the necessary statutory approvals.

## Project Execution

- Construction outsourced to reputed international and domestic contractors.
- Internal project monitoring teams to ensure on-time, on-spec and on-budget execution with high standards of quality and safety.

## Sales and Marketing

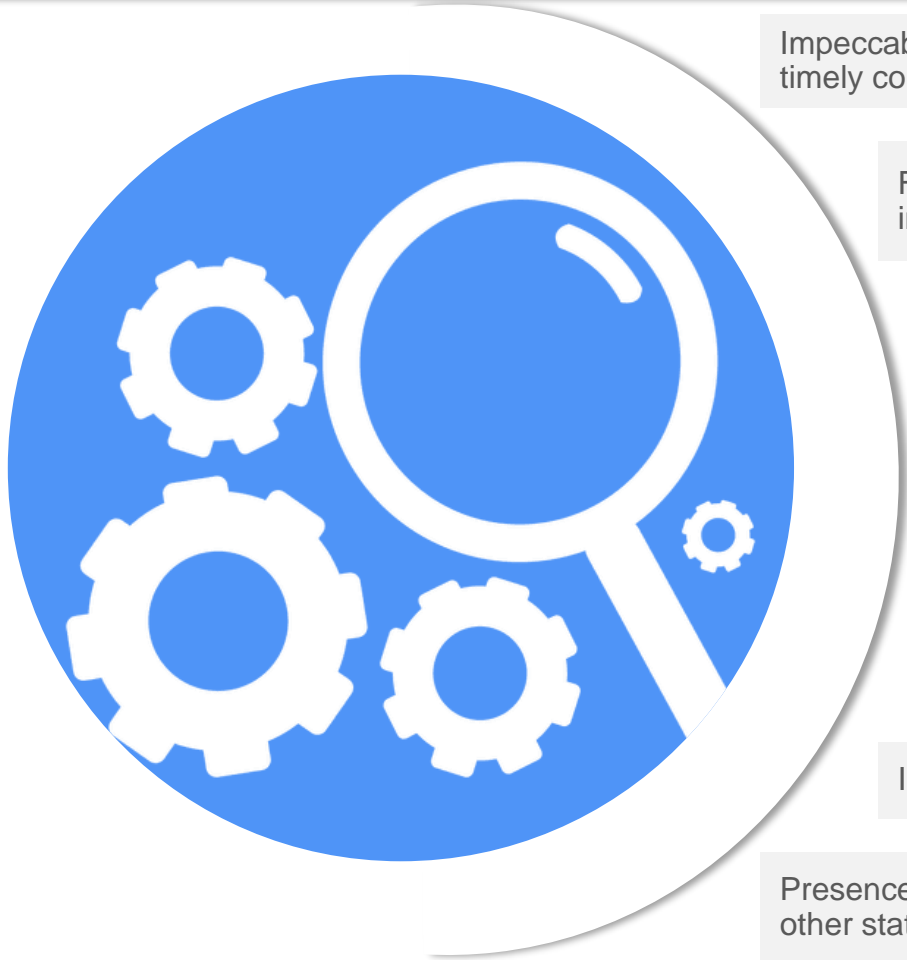
- Direct sales through the sales executives of the company.
- Indirect sales through a broker network.

## Completion and handover of Project

- The projects are completed on a timely basis.
- The company ensures the entire construction is paid for before handing over of the units to the home buyers.

# BUSINESS STRATEGIES

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



Impeccable record of planning and execution of projects backed by a professional management along with timely construction of all projects with an Occupation Certificate.

Focus on budget housing for the mid-income and low-income group in Mumbai and mid and upper mid income group in Goa.

Expansion of business through Joint Ventures/Joint Development Projects/Developer Management Models.

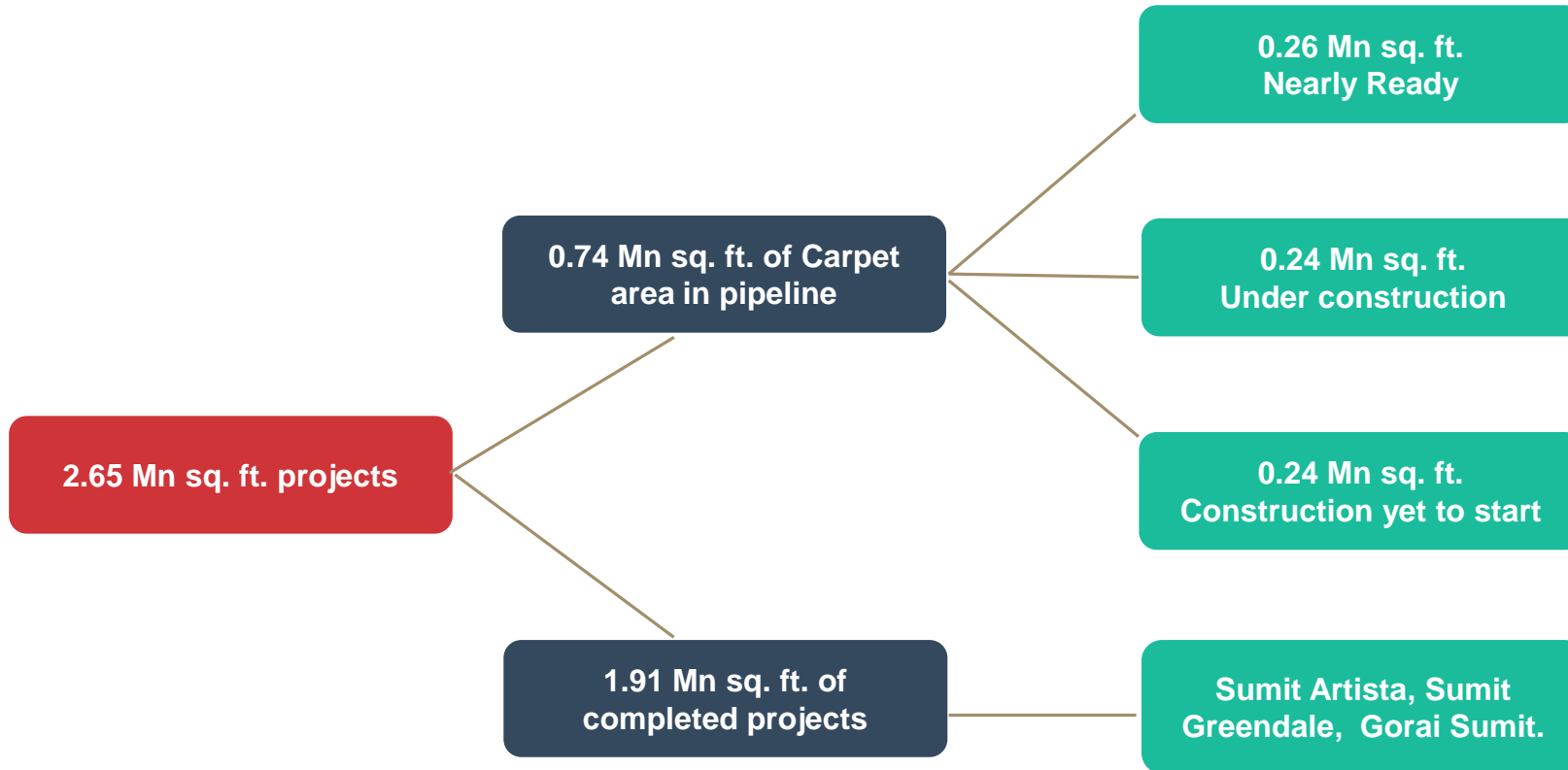
Improving functional efficiency. Proven ability to predict growth areas and establish presence ahead of the curve.

Mumbai being a land-locked city makes re-development the most preferred mode of development going forward which also represents a huge opportunity.

Improve sales turnaround time.

Presence in Goa also gives the company a geographical diversification. The company also intends to expand to other states in the future.

# ROBUST PROJECT



~Projects commence construction only after all approvals are in place.

# RECENTLY COMPLETED PROJECTS

Sr.No	Name of the Project	Location	Type of Project	Year of Commencement	Year of Completion
1	Sumit Samarth Arcade-Wing A	Borivali, Mumbai	Residential		2018
2	Sharda Sahaniwas	Borivali, Mumbai	Residential	2013	2018
3	Sumit Mount Building 3	Ponda, Goa	Residential	2013	2018
4	Gorai Mitasu	Borivali, Mumbai	Residential	2007	2017
5	Sumit Hendre Residency	Byculla, Mumbai	Residential	2015	2017
6	Sumit Artista	Santacruz East, Mumbai	Residential	2014	2017
7	Sumit Greendale (B2)	Virar	Residential	2013	2017
8	Sun Sumit Enclave	Borivali, Mumbai,	Residential	2013	2016
9	Sumit Abode -II	Mahim, Mumbai,	Residential	2013	2016
10	Sumit Bells - Plot B	Salcete, Goa	Residential	2012	2016
11	Sumit Mount Building 1 & 2	Ponda, Goa	Residential	2012	2016
12	Sumit Bhoomi Avenue - B Wing	Parel, Mumbai,	Residential	2012	2015



Sumit Bhoomi Avenue  
Carpet Area (sq. ft.): 70,000



Sumit Artista  
Carpet Area (sq. ft.): 99,261



Sun Sumit Enclave  
Carpet Area (sq. ft.): 33,900



Sumit Abode-II  
Carpet Area (sq. ft.): 24,000

# ON-GOING PROJECTS

Name of the Project	Location	Carpet area	Sold area (sq. ft.)	% Area Sold	Total units	Units Sold	% Unit Sold	Project Status	Avg. Selling rate	Value of sold area (INR Mn)	Amount received (INR Mn)	Balance receivable (INR Mn)	Economic Interest
Sumit Garden Grove	Borivali (W), Mumbai	57,300	21,866	36%	67	25	37.31%	10th Slab completed	15,243	342.76	100.27	242.49	12.50%
Sumit Lata	Sion (W), Mumbai	19,167	8,568	45%	20	11	55.00%	completed 18th Slab	30,311	246.92	202.47	44.45	30%
Sumit Greendale Nx	Virar (W), Virar	1,50,260	1,25,170	83%	386	323	83.68%	Applied for OC	6,137	776.51	685.03	91.48	35%
Span Trident - Tower C	Bhayandar (W), Thane	51,927	3,772	7%	80	7	8.75%	Plinth Completed	6,341	29.81	7.05	22.76	25%
Sai Prasad	Vile Parle, Mumbai	4,218	2,093	50%	6	3	50.00%	Applied for OC	13,889	46.83	41.12	5.71	50%
Sudamapuri	Borivali (W), Mumbai	25,500	Approval Process & Plans are finalize		<u>Flats: 21</u> Shops : 4	-	-	-	-	-	-	-	100%
Sumit Province-II	Ponda, Goa	89,742	75,226	84%	54	26	48%	Wing A, B, D & E: 100% wing C: 25%	2,946	221.65	221.65	-	50%
Daag Plot	Ponda, Goa	49,742	Plans are finalized and put for approval		<u>Flats: 30</u> Shop : 8	-	-	-	-	-	-	-	100%
Sumit Bells-Plot C	Salcete, Goa	33,907	Sales will start in H2-FY19		18	-	-	-	-	-	-	-	100%

## Projects in pipeline

Name of the Project	Location	Carpet area	Project Status	Economic Interest
Sumit Shrinath Icon	Mulund (W), Mumbai	95,000	Early Planning and Execution stage	100% (Proposed)

# ON-GOING PROJECTS



**Sumit-Greendale**  
Maha Rera No: P99000004678  
Carpet Area (sq. ft.): - 1,50,260



**Sumit Sai Prasad**  
Maha Rera Number : P51800010933  
Carpet Area (sq. ft.): 4,218



**Span Trident- Tower C**  
MahaRERA No. – P51700008468  
Carpet Area (sq. ft.): - 51,927



**Sumit Garden Grove**  
Maha Rera No: P51800009864  
Carpet Area (sq. ft.): 57,300



**Sumit Lata**  
Maha Rera Number : P51900012481  
Carpet Area (sq. ft.): 19,167



**Sumit Province-II**  
Applied for Goa RERA  
Carpet Area (sq. ft.): 89,742



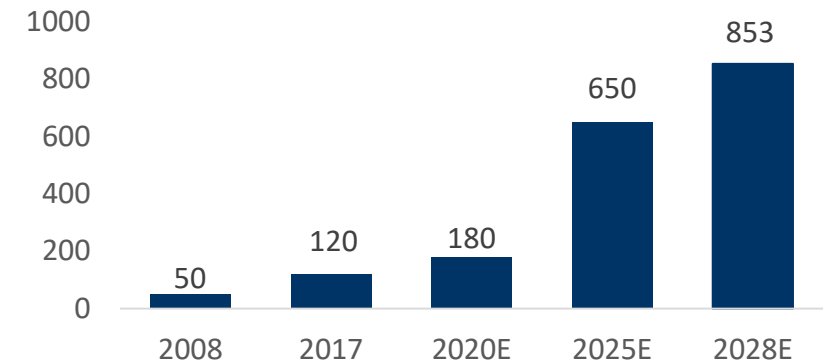
# INDUSTRY OVERVIEW

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- The real estate sector in India is expected to reach a market size of US\$ 180 billion by 2020. The housing sector is expected to contribute around 11 per cent to India's GDP by 2020.
- Mumbai and Bengaluru have been rated as the top real investment destinations in Asia.
- Rapid urbanisation bodes well for the sector. The number of Indians living in urban areas is expected to reach 543 million by 2025. More than 70 per cent of India's GDP will be contributed by the urban areas by 2020.
- Construction is the fourth largest sector in terms of FDI inflows. FDI in the sector stood at USD 24.83 Bn from April 2000 to March 2018.

Indian real estate - Market size (USD Billion)



## Maharashtra RERA Financial Discipline & Compliance

70% of the funds collected from allottees need to be deposited in the project account.

Developers to share the details of the projects on MahaRERA website, launched in the last 5 years with the status and reasons for the delay.

Provisions for MahaRERA to freeze project bank accounts upon non-compliance.

Promoters to compensate buyers for any false or incorrect statements along with a full refund of the property cost with interest.

Withdrawals, to cover construction and land cost, to be in proportion to the percentage of completion of project.

Withdrawals to be certified by the Engineer, Architect and CA.

Project Accounts to be audited annually and a copy to be put up on the MahaRERA website.

Maximum of 1 year of extension in case of delays due to no fault of the developer. Unbiased Interest on delays.

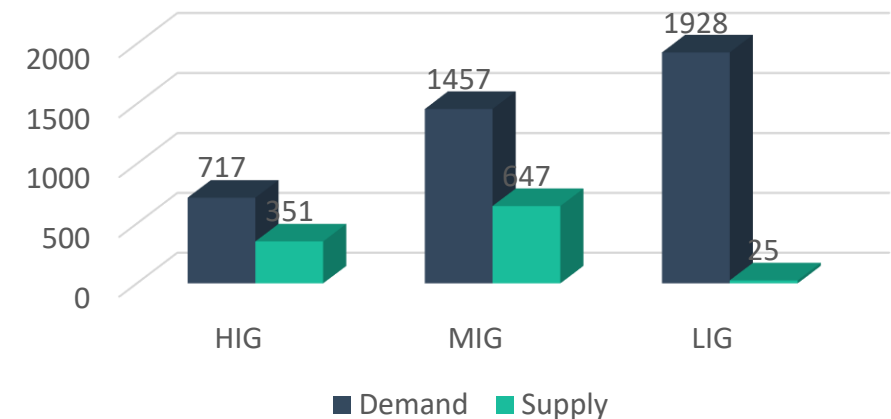
## Affordable housing, housing for all

- The housing shortage in India stood at 63 million units in 2012. While the overall demand continues to swell, affordable housing has emerged as a trigger for the sector's overall growth, driven by the Central Government.
- The government has taken an aggressive stance to promote affordable housing in the country.
- It launched an initiative, 'Housing for All by 2022', or Pradhan Mantri Awas Yojana (PMAY, Urban and Grameen) with a goal of building 20 million affordable houses by 31 March 2022 for urban poor through financial assistance of INR2 trillion (USD29 billion)<sup>21</sup>.

## Who are the buyers

- Economically Weaker Section (EWS) and Lower Income Group (LIG) households with an annual income of upto INR0.6 million<sup>23</sup>
  - Along with encouragement to private investments and PPP projects, the government is expected to inject approximately INR1 trillion in affordable housing projects over the next three to four years.

Cumulative Housing Demand-Supply in top 8 Cities('000) 2016-20



# REGULATORY REFORMS

## RERA

- RERA will improve the buyers' confidence and boost the demand for real estate.
- Delays in handover of projects are likely to decline as RERA mandates commitment from developers to complete projects as per the schedule.
- RERA has mandatory disclosure clauses, which would provide clarity on the project standards and timelines for completion.
- RERA protects the buyers against project delays by requiring developers to refund the amount paid along with the interest in the event of a delay.
- RERA mandates the developers to deposit 70% of the amount realized from the allottees in an escrow account to cover the construction costs.

## GST

- A single amalgamated tax code across India.
- Standardised environment for organised players.
- Enhanced consolidation opportunities.

## RERA

- Shielding Stakeholders Interests.
- Organized developers gain market share.
- A increase in customer confidence due to a well-regulated market.
- Transparency in the operating environment.

## Demonetization

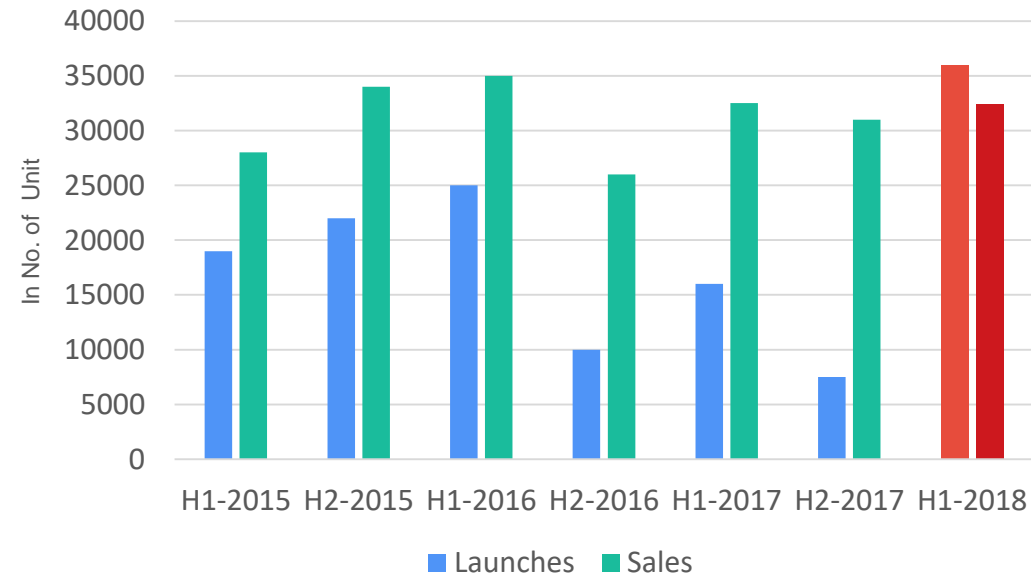
- Move towards a formal economy.
- Developers benefitting from solid execution track record and brand recognition.

# MUMBAI REAL ESTATE SECTOR

- A significant portion of the populace is salaried and for most of them owning a house remains a distant dream. In response to this disconnect, developers are now launching smaller sized units to be able to bring down the ticket size. In this way, houses become affordable for the populace and developers benefit from the increased number of transactions.
- Launch of the 'Housing for All by 2022' has given a further boost to projects with smaller ticket sizes, as eligible consumers can now avail the various incentives offered under this scheme.
- A strong momentum in launches can also be expected in H2 2018 and H1 2019 as a large number of developers are expediting the process of taking approvals of new project launches and are preparing a launch pipeline for the next 6-12 months.
- More than 70% of the total sales volume came from the low to mid segment markets like Peripheral Central Suburbs, Western Suburbs, Thane and Navi Mumbai.
- The highest sales were observed in the Peripheral Central Suburbs with sales of 9,200 units out of the total 35,974 units sold in H1 2018 in MMR.
- Home buyers are opting to make the purchase only in Occupation Certificate (OC) received projects. This helps them avoid the 12% GST. As a result, it makes sense for the buyers to postpone their purchase till the project is complete, as GST is not applicable on OC-ready projects.

## Mumbai Metropolitan Region(MMR) Snapshot

Parameter	H1-2018	Change YoY
Launches (Housing Units)	35,974	128%
Sales (Housing Units)	32,412	1%
Price (Weighted Average)	INR 7,333/sq.ft.	-9%
Unsold Inventory (Housing unit)	1,19,526	-14%
Quarter to Sell	8	
Age of Unsold Inventory(in quarters)	15	



Source: Frank Knight Report



# FINANCIAL OVERVIEW

# STANDALONE INCOME STATEMENT

Standalone	FY15	FY16	FY17	FY18	H1-FY19
<b>Total Revenue*</b>	<b>200</b>	<b>229</b>	<b>390</b>	<b>211</b>	<b>93</b>
Total Expenses	94	153	291	86	50
<b>EBITDA</b>	<b>106</b>	<b>76</b>	<b>99</b>	<b>125</b>	<b>43</b>
<b>EBITDA Margin (%)</b>	<b>53.00%</b>	<b>33.19%</b>	<b>25.38%</b>	<b>59.24%</b>	<b>46.24%</b>
Finance Cost	83	60	58	48	19
Depreciation	11	9	10	7	3
<b>PBT</b>	<b>12</b>	<b>7</b>	<b>31</b>	<b>70</b>	<b>21</b>
Tax Expense	2	1	5	13	5
<b>PAT</b>	<b>10</b>	<b>6</b>	<b>26</b>	<b>57</b>	<b>16</b>
<b>PAT Margin (%)</b>	<b>5.00%</b>	<b>2.62%</b>	<b>6.67%</b>	<b>27.01%</b>	<b>17.20%</b>
Basic EPS (INR)	0.92	0.51	3.38	5.29	1.05

\* Included Other Income

# STANDALONE BALANCE SHEET

Particulars (INR Mn)	FY17	FY18	H1-FY19	Particulars (INR Mn)	FY17	FY18	H1-FY19
<b>EQUITY &amp; LIABILITIES</b>				<b>ASSETS</b>			
<b>Shareholder's Funds</b>				<b>Non-Current Assets</b>			
(A) Share Capital	78	108	153	(A) Tangible Assets	82	76	74
(B) Reserves & Surplus	313	355	527	(B) Intangible Assets	1	-	-
				(C) Non-Current Investments	230	299	325
				(D) Deferred Tax Assets	-	1	2
				(E) Long Term Loans and Advances	9	20	23
<b>Non-Current Liabilities</b>				<b>Current Assets</b>			
(A) Long term borrowing	394	296	202	(A) Current Investments	-	-	-
(B) Deferred Tax Liability	-	-	-	(B) Inventories	463	446	456
(C) Long Term Provisions	3	2	3	(C) Trade Receivables	161	74	8
<b>Current Liabilities</b>				(D) Cash & Cash Equivalents	9	15	9
(A) Short Term Borrowings	74	69	34	(E) Short Term Loans & Advances	51	14	63
(B) Trade Payables	45	37	20	(F) Other Current Assets	5	5	11
(C) Other Current Liabilities	104	83	32				
(D) Short Term Provisions	-	-	-				
<b>Total</b>	<b>1,011</b>	<b>950</b>	<b>971</b>	<b>Total</b>	<b>1,011</b>	<b>950</b>	<b>971</b>

# CONSOLIDATED INCOME STATEMENT

Particulars (INR Mn)	FY15	FY16	FY17	FY18	H1-FY19
<b>Total Revenue*</b>	<b>295</b>	<b>296</b>	<b>470</b>	<b>343</b>	<b>258</b>
Total Expenses	185	209	355	174	163
<b>EBITDA</b>	<b>110</b>	<b>87</b>	<b>115</b>	<b>169</b>	<b>95</b>
<b>EBITDA Margin (%)</b>	<b>37.29%</b>	<b>29.39%</b>	<b>24.47%</b>	<b>49.27%</b>	<b>36.82%</b>
Finance Cost	89	69	65	61	25
Depreciation	11	9	10	7	3
<b>PBT</b>	<b>10</b>	<b>9</b>	<b>40</b>	<b>101</b>	<b>67</b>
Tax Expense	2	2	8	24	22
<b>PAT</b>	<b>8</b>	<b>7</b>	<b>32</b>	<b>77</b>	<b>45</b>
<b>PAT Margin (%)</b>	<b>2.71%</b>	<b>2.36%</b>	<b>6.81%</b>	<b>22.45%</b>	<b>17.44%</b>
EPS	0.81	0.71	4.06	9.98	2.97

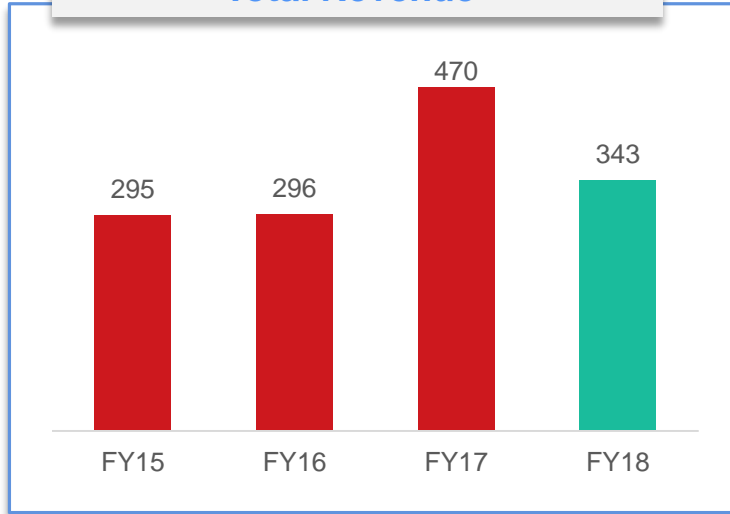
\* Included Other Income

# CONSOLIDATED BALANCE SHEET

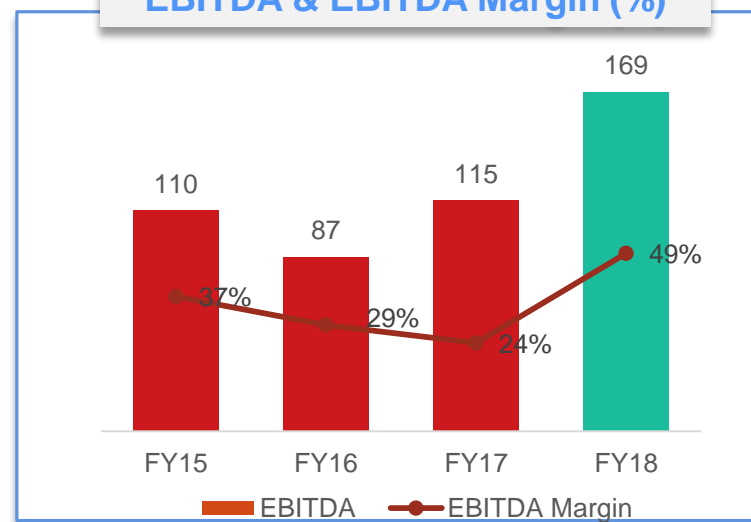
Particulars (INR Mn)	FY17	FY18	H1-FY19	Particulars (INR Mn)	FY17	FY18	H1-FY19
<b>EQUITY &amp; LIABILITIES</b>				<b>ASSETS</b>			
<b>Shareholder's Funds</b>				<b>Non-Current Assets</b>			
(A) Share Capital	78	108	153	(A) Tangible Assets	82	76	74
(B) Reserves & Surplus	327	387	588	(B) Intangible Assets	1	-	-
				(C) Non-Current Investments	173	218	252
				(D) Deferred Tax Assets	-	1	2
				(E) Long Term Loans and Advances	9	20	23
<b>Non-Current Liabilities</b>				<b>Current Assets</b>			
(A) Long term borrowing	480	404	306	(A) Current Investments	-	-	-
(B) Deferred Tax Liability	-	-	-	(B) Inventories	680	673	658
(C) Long Term Provisions	-	2	3	(C) Trade Receivables	161	88	18
<b>Current Liabilities</b>				(D) Cash & Cash Equivalents	16	30	20
(A) Short Term Borrowings	74	68	34	(E) Short Term Loans & Advances	57	22	101
(B) Trade Payables	67	56	31	(F) Other Current Assets	45	47	58
(C) Other Current Liabilities	197	128	73				
(D) Short Term Provisions	1	22	18				
<b>Total</b>	<b>1,224</b>	<b>1,175</b>	<b>1,206</b>	<b>Total</b>	<b>1,224</b>	<b>1,175</b>	<b>1,206</b>

# KEY FINANCIAL HIGHLIGHTS

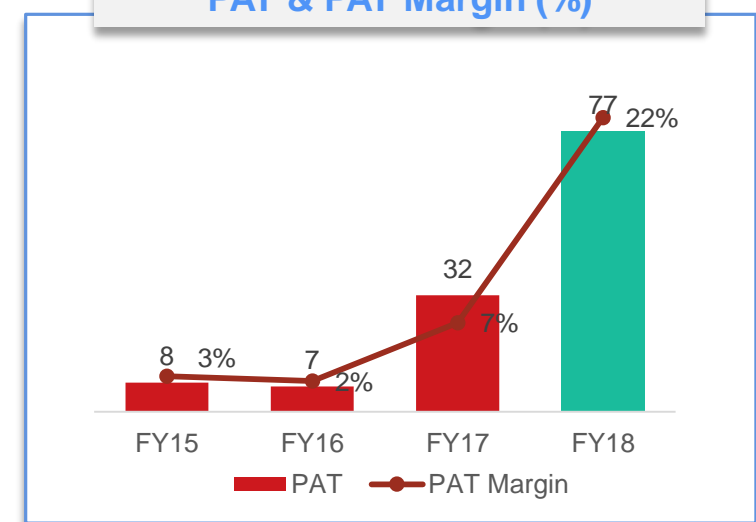
### Total Revenue\*



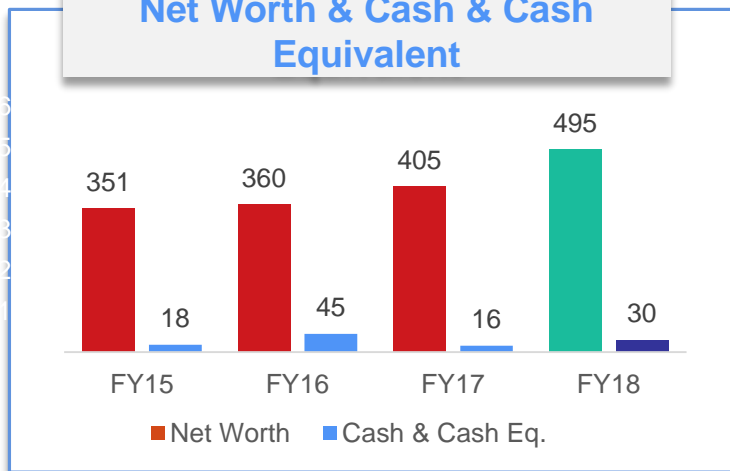
### EBITDA & EBITDA Margin (%)



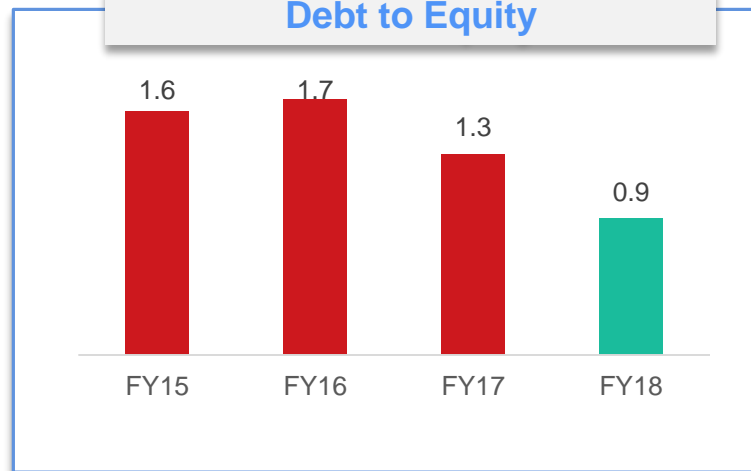
### PAT & PAT Margin (%)



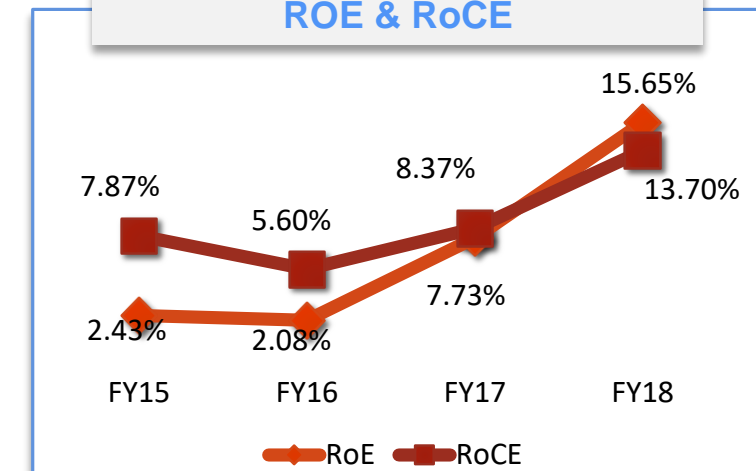
### Net Worth & Cash & Cash Equivalent



### Debt to Equity



### ROE & RoCE



\* Included Other Income

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# THANK YOU

# ANNEXURE- GROSS TOTAL SALES

Details of Gross Total Sales for the last five years ( In INR Mn)

Sr No.	Name of Entity	Economic interest	FY18	FY17	FY16	FY15	FY14
1	Sumit Chetna Venture	67%	170.82	9.65	26.08	91.88	-
2	Sumit Snehashish Venutre	30%	36.89	152.51	-	-	-
3	Sumit Snehashish Joint Venutre	50%	-	-	-	-	-
4	Sumit Pragati Shelters LLP	35%	448.33	360.19	393.68	267.50	370.25
5	Sumit Pragati Ventures LLP	50%	13.29	4.91	145.04	-	-
6	Sumit Star Land Developers LLP	25%	-	-	-	-	-
7	Milestone Construction & Developers LLP	50%	61.41	215.60	-	-	-
8	Sumit Realty Private Limited	35%	647.20	129.23	202.83	528.01	-
9	Sumit Woods Private Limited	100%	191.33	389.95	224.83	193.76	138.82
10	Sumit Pramukh Venutre	60%	0.31	0.23	-	-	-
11	Sun Sumit Venture	25%	25.17	75.50	-	-	-
12	Sumit Kundil Joint Venture	50%	12.29	16.75	81.80	27.55	11.43
13	Sumit Garden Grove Construction LLP	12.50%	-	-	-	-	-
<b>Total</b>			<b>1,607</b>	<b>1,355</b>	<b>1,074</b>	<b>1,109</b>	<b>520</b>

# ANNEXURE- CASE STUDY

## Sumit Artista – Joint Venture Model (Located at Kalina, Santacruz East, Mumbai, Maharashtra)

- Was an open plot and out right buy with the help of financial institution like india infoline, India bulls, Bajaj finance.
- The company did a market survey before survey before buying the plot.
- The plot had proximity to BKC, commercial hub of Mumbai and there was huge demand for middle class and upper middle class housing in the micro market
- Along with the residential demand there was also a requirement for shopping line in the area.
- Height restriction due to aviation after survey the company decided to target upper middle class housing and looking at the requirement designed compact 2 BHK in 555 carpet area. Approx. value of unit of INR 20 Mn.
- Three wings were designed with minimum wastage along with two basement for car park.
- Completed the project in three and half years' time.
- As on today all units are sold and society is formed as on date

**Plot Size :**  
25000 sq. ft.

**Total Carpet area :**  
99,261 sq. ft.

**Total construction area:**  
1,70,000 sq ft.

**Total no of units planned:**  
112

**Residential :**  
101

**Ground floor shops :**  
11

**Price range - INR**  
16,000 to INR 23,000  
(on built up)

**Approval of plans:**  
17 Dec 2013

**Commencement Certificate :**  
2 Jan 2014

**Building completed with Occupation Certificate :**  
29 May 2017



# ANNEXURE- CASE STUDY

## Sumit Garden Grove – Joint Venture Model (Located at Chikuwadi Borivali (West), Mumbai, Maharashtra)

- Construction cost is being funded by Piramal Housing Finance Ltd.
- Sumit Woods Limited is the development Manager for this project because of the company's expertise in construction and execution of project.
- Expertise in planning and design as per requirement of micro market.
- 2BHK and 2.5BHK planned for upper middle class housing in borivali.
- Another advantage of the company is a well know brand in western sub of Mumbai.
- Possession date as per RERA : December 2020

**Plot Area :  
61,107 sq ft**

**Sumit Woods stake :  
12.50%**

**Approval of plan:  
29 Sept 2017 of 22  
stories**

**Further CC of 22  
Stories received on  
12 March 2018**

**Current status:  
Under construction:  
5<sup>th</sup> Slab completed**

**Two basement and  
plinth completed in  
January 2018**

**Further CC of 22  
Stories received on  
12 March 2018**

