

Safe Harbor



This presentation has been prepared by and is the sole responsibility of Suraj Estate Developers **Limited** (the "Company"). By accessing this presentation, you are agreeing to be bound by the trailing restrictions.

This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer or recommendation to purchase or subscribe for, any securities of the Company, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment thereof. In particular, this presentation is not intended to be a prospectus or offer document under the applicable laws of any jurisdiction, including India. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. There is no obligation to update, modify or amend this communication or to otherwise notify the recipient if the information, opinion, projection, forecast or estimate set forth herein, changes or subsequently becomes inaccurate.

Certain statements contained in this presentation that are not statements of historical fact constitute "forward-looking statements." You can generally identify forward looking statements by terminology such as "aim", "anticipate", "believe", "continue", "could", "estimate", "expect", "intend", "may", "objective", "goal", "plan", "potential", "project", "pursue", "shall", "should", "will", "would", or other words or phrases of similar import. These forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company's actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or other projections. Important factors that could cause actual results, performance or achievements to differ materially include, among others: (a) our ability to successfully implement our strategy, (b) our growth and expansion plans, (c) changes in regulatory norms applicable to the Company, (d) technological changes, (e) investment income, (f) cash flow projections, and (g) other risks.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes.



Message From The Executive Director





Commenting on the performance, Mr. Rahul Thomas, Executive Director, Suraj Estate Developers, said, "A key indicator of economic vitality, the real estate sector, has displayed resilience with increased sales volumes across key demand markets and segments. With interest rates increasing by over 200 basis points from the lows of 2021, the sector has seen expansion in property values, emphasizing the robustness of demand in the housing cycle. Stabilizing interest rates will further improve affordability criteria. This also showcases the intrinsic need for people to own their homes supported by expanding affordability paradiams.

Amid this economic landscape, we have strategically positioned ourselves to capitalize on the burgeoning opportunities. We have been delivering progressively expanding operating milestones over the last few years and are continuing the momentum in FY24. Positive visibility emanates from sustained customer traction across projects.

We are delighted to add another landmark project to our portfolio of redevelopment projects in South central Mumbai market, which has been integral to company's history. Over the years, we have successfully completed 42 projects and have provided better quality homes to 1,000+ tenants. Suraj Lumina will mark another set of happy tenants and customers.

On the operation front Q3FY24 was a strong quarter wherein we have had pre-sales of 35,537 sq ft of area translating to a sales value of ~Rs 143 crores. Our effective cost control measures led to a growth of 10% in our EBITDA thereby improving our margins by ~400 bps. We have repaid high- cost debt to the tune of Rs 285 crores in the month of December 2023 using the IPO proceeds. An additional Rs 23.5 crores of unsecured debt is repaid from gross collection proceeds, resulting in lower interest costs and strengthened balance sheet. We shall see this benefit of reduced interest costs Q4FY24 onwards"





Q3 & 9MFY24 Financial and Operational Highlights

Q3FY24 Operational & Financial Performance



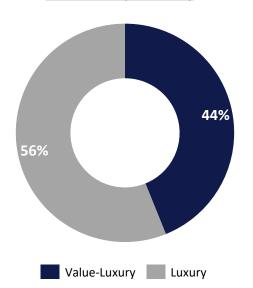
Total Income*
Rs 106.1 crs

EBITDA **Rs 69.7 crs**

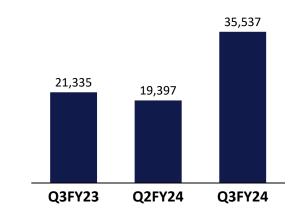
EBITDA Margin **65.8%**

PAT **Rs 16.5 crs**

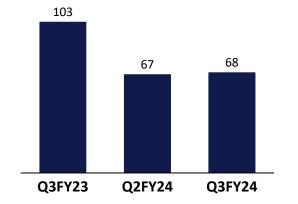
Sales Mix (Q3FY24)



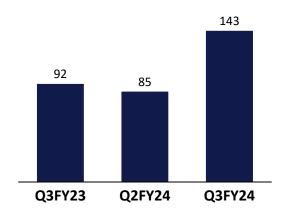
Sales Area (Sq Ft)



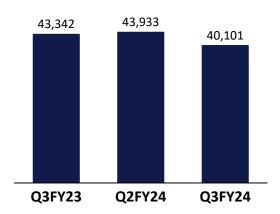
Collections (Rs cr)



Sales Value (Rs cr)



Average Realisation (Rs/Sq ft)





Key Performance Indicators

S U R A J

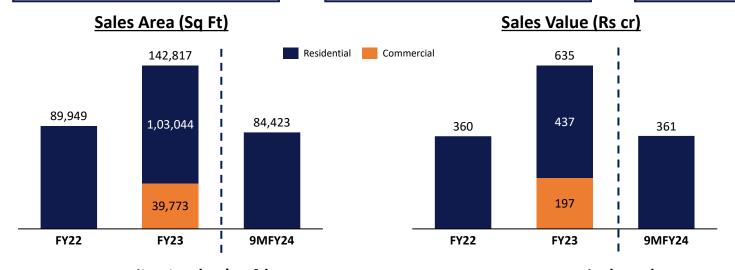
9MFY24 Performance Indicators

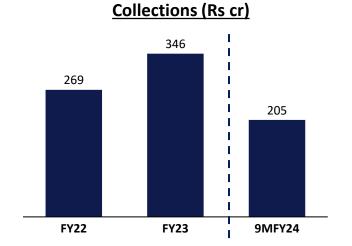
Total Income Rs 312.7 crs

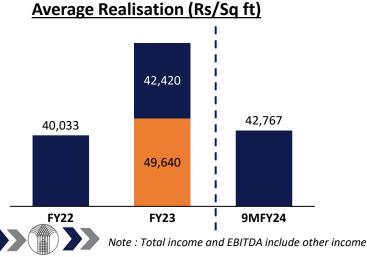
EBITDA Rs 180.3 crs

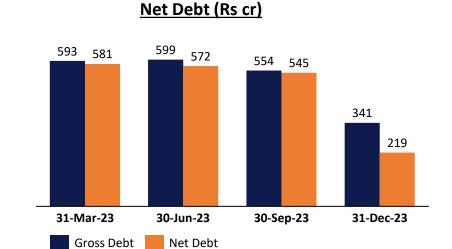
EBITDA Margin **57.8%**

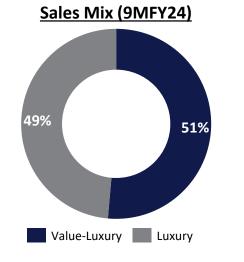
PAT **Rs 48.0 crs**







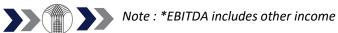




Consolidated Profit & Loss Statement



Particulars	Q3FY24	Q2FY24	Q-o-Q (%)	9MFY24	FY23
Revenue from operations	106.0	103.5		311.9	305.7
Other income	0.2	0.2		0.8	2.1
Total income	106.1	103.7	2.4%	312.7	307.9
Expenses					
Operating and project expenses	71.1	43.2		142.3	166.0
Changes in Inventory of CWIP	-39.7	-15.9		-37.5	-31.3
Employee benefit expenses	3.3	3.3		10.0	11.6
Other expenses	1.7	9.8		17.6	8.4
Total expenses	36.4	40.4	-9.9%	132.4	154.7
EBITDA*	69.7	63.32	10.2%	180.3	153.1
EBITDA Margins (%)	65.8%	61.2%		57.8%	50.1%
Finance costs	47.0	39.7		113.9	107.4
Depreciation and amortisation	0.6	0.8		2.0	2.6
РВТ	22.1	22.8	-3.2%	64.3	43.2
Tax expense:					
- Current tax	5.7	7.0		21.5	13.6
- Deferred tax charge/ (credit)	-0.2	-1.1		-5.1	-2.4
Total tax expense	5.5	6.0	-7.3%	16.3	11.1
Profit after tax	16.5	16.8	-1.7%	48.0	32.1
EPS	5.0	5.3		15.0	10.1



Consolidated Cash Flow Statement



Particulars	9MFY24	FY23
CASH FLOW FROM OPERATING ACTIVITIES		
Profit before taxes	64.3	43.2
Adjustments for Interest expenses/income, depreciation	74.8	106.7
Operating profit / (loss) before working capital changes	139.2	149.9
Changes in Working Capital	40.4	45.0
Direct Taxes (Paid)/Refund Received	-5.9	-6.4
Net Cash Generated / (Used) in Operating Activities	34.4	188.5
Net Cash Generated / (Used) in Investing Activities	8.5	-27.1
Net Cash Generated / (Used) in Financing Activities	65.9	-155.7
Cash and cash equivalents at beginning of the period/year	11.8	6.1
Cash and cash equivalents at end of the period/year	120.7	11.8
Net Increase/ (Decrease) in cash and cash equivalents	108.9	5.7





Suraj Estate Developers Limited was listed on the Stock Exchanges on 26th December, 2023

Objects Of The Issue



Utilization Of IPO Proceeds

IPO Proceeds

Rs 400 Crs

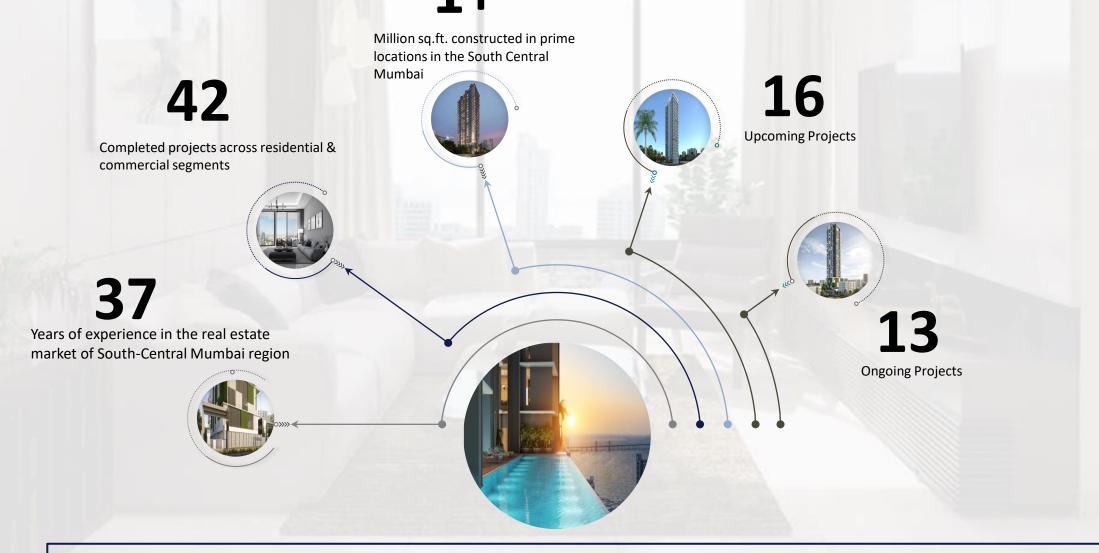
Particulars	Amount (Rs cr)
Repayment / prepayment of aggregate outstanding borrowings of the Company and Subsidiaries	285
Acquisition of land or land development rights	35
Issue Expenses	35
General corporate purposes	45

Repaid high-cost debt to the tune of Rs. 285 crores in month of December 2023 using the IPO proceeds. An additional Rs. 23.50 crores of unsecured debt is repaid from gross collection proceeds, resulting in lower interest costs and strengthened balance sheet



'Suraj'- Leading Real Estate Developer in South Central Mumbai (SCM)



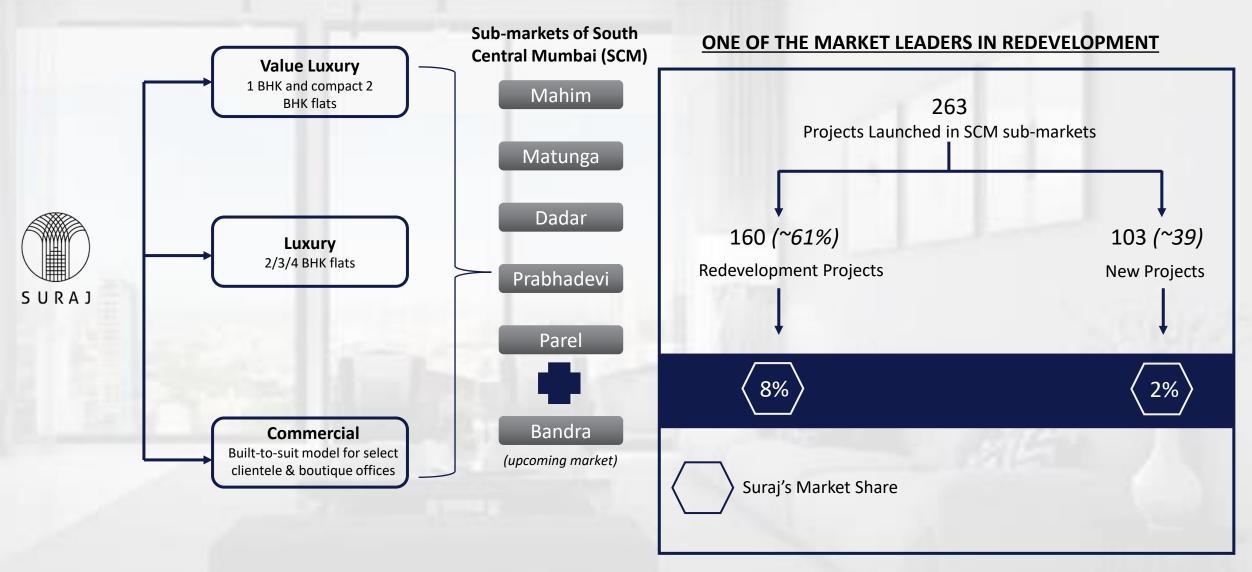


Leading player in redevelopment scheme 33 (7). This allows to build scale in capital light business model



One of the Market Leaders in Redevelopment Projects in SCM*







Redevelopment Expertise



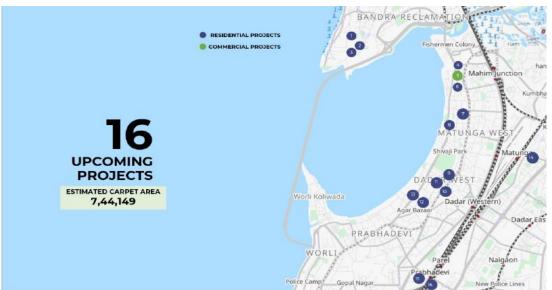
Step 0	Timelines	Identification Of Land Bank (Plot Size, Title, Location, Tenant Density& FSI Scheme)
Step 1	Zero Date	Acquisition of land by way of Conveyance / Development Rights / JDA
Step 2	4-6 Months	Obtaining 51% consent of tenants for redevelopment
Step 3	3 Months	Obtaining IOD for the project
Step 4	3 Months	Site vacation and demolition of old structure
Step 5	3 Months	Obtaining CC and RERA registration
Step 6	3-4 Years	Construction time period – 3 years for G+22 Storey Building and upto 4-5 years for high rise development from G+40 to 50 Storey
Step 7	3 Months	OC and Handover of Possession



SCM: A Lucrative Micro Market In Mumbai







Dynamics of SCM Market



Large pool of old/dilapidated buildings



Close proximity to key locations such as BKC, Worli sea link, Lower Parel, etc



One of the few locations which allows residential + commercial projects to be constructed

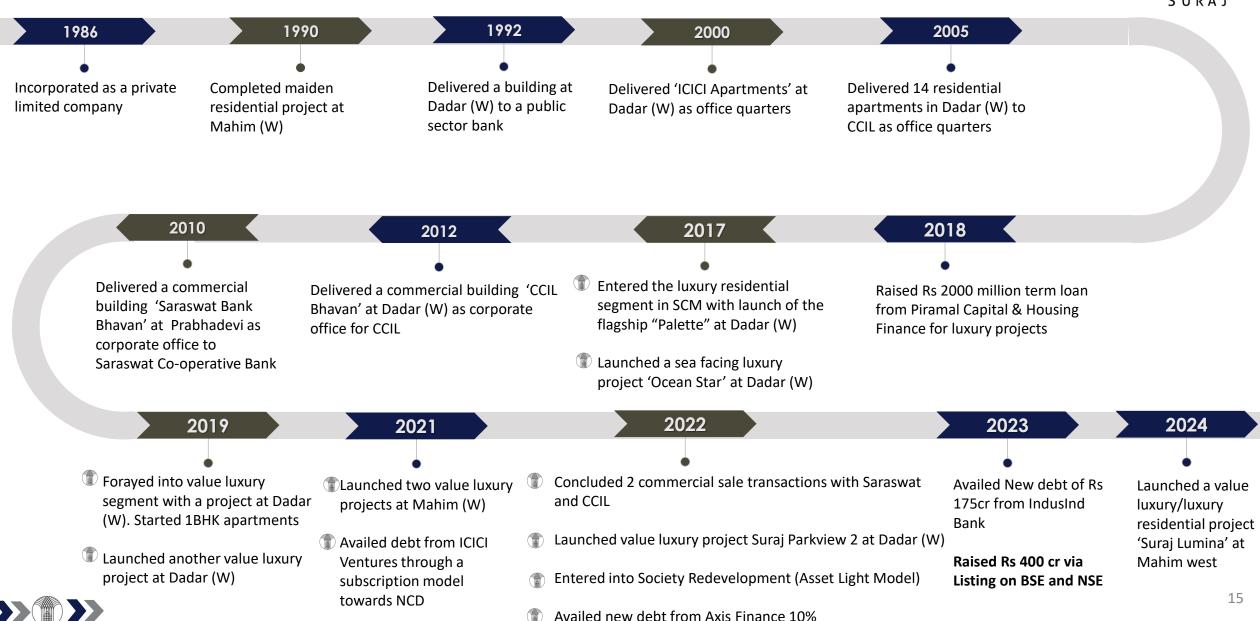


Improving infrastructure via multiple government projects



Our Journey Spanning Over 37 Years

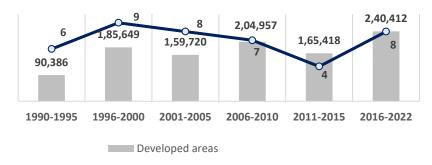




Proven Track Record Of Delivering Residential And Commercial Projects



Timeline of completed projects



Consultant and Contractor Relationships

Architects and Structural Consultants











Civil Contractors









Residential and Commercial Projects







CCIL Bhavan Phase I: Upto 6th floor



Tranquil Bay, Dadar



Saraswat Bank Bhavan Phase I: Upto 7th floor



Comparison Of Various Business Models In MMR Region



Parameters	Redevelopment of Tenanted Properties (Conveyance/ DA) Under DCPR 33(7)A		Vacant Land- Normal Development
Land Status	Conveyance / DA	DA	Conveyance / JDA
Upfront Capital Requirement	Moderate	Low	High
FSI	Inherent FSI of 3.00 +35% Fungible. No TDR / Additional FSI Cost. Also has FSI Upside of Clubbing Scheme notified under 33(7)	Inherent FSI of 1.33 +35% Fungible and Additional FSI of up to 1.67 + 35% Fungible by way of Payment of TDR / Additional FSI Premium depending on Road Width	Inherent FSI of I.33 +35% Fungible and Additional FSI of up to 1.67 + 35% Fungible by way of Payment of TDR / Additional FSJ Premium dependingon Road Width
Land Cost	Moderate	Negligible	High
Approval Cost	Lower Cost due to Concessions	High Approval Cost	High Approval Cost
Availability of Plots in MMR Region	High	High	Low
Tenant Consent for Redevelopment	51%	51%	Not Applicable
Project Turnaround Time & Litigation Risk	Moderate	Moderate	Low
Mortgage of Land for Project Finance	Yes	No	Yes
Project Turnaround Time	Moderate	Moderate	Low
Property Maintenance Cost	Low	Moderate	High
EBIDTA Margins	High	Low	Moderate
ROE / ROCE	Moderate	High	Low
Sacalability	High	High	Low
No of Ongoing & Upcoming Projects Under Each Category	22 Projects	3 Projects	4 Projects





COMPETITIVE STRENGTHS

Competitive Strengths



Diversified Portfolio Across Value Luxury And Luxury Segments

Present Across Price Points, Unit Sizes And Sub-Markets In The SCM

Marketing & Sales Strategy

High Engagement Levels Through The Customer Lifecycle Create Network Effect

Experienced Board Of Directors With A Proficient Team Committed To The Brand's Philosophy











Established Real Estate Brand In SCM

Leading Market Position & Ability To Sell During Construction Phase

Strong Expertise In Tenant Settlement In Redevelopment Projects

Redeveloped houses for 1,011 tenants free-of-cost

Freed up considerable FSI for commercial development

Strong Project Pipeline and Cashflows

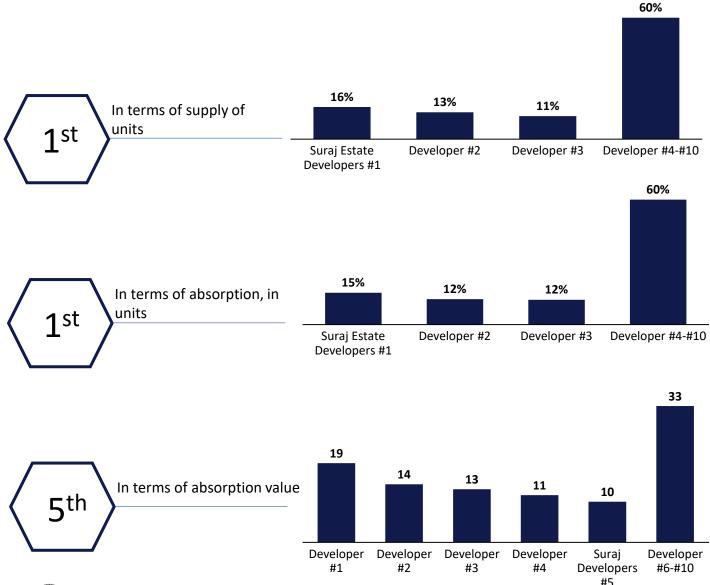
Market Opportunity



Established Residential Real Estate Brand in SCM



Leading Market Position & Ability To Sell During Construction Phase



Ongoing Residential Projects

Sr. No.	Project Segment	Project Developa ble Area (lakhs Sq ft)	Sale Carpet Area (lakhs Sq ft)	Area Sold (lakhs Sq ft)	Unsol d Area (Lakhs Sq ft)	Sales Achieved (Rs cr)	Avg Realisa tion (Rs cr)	Collecti ons Receive d (Rs cr)	% of area sold
1	Luxury	8.11	2.69	2.04	0.65	848.25	41,581	589.05	75.8%
2	Value Luxury	7.31	1.87	1.38	0.48	547.32	39,661	292.21	73.8%
3	Value Luxury / Luxury	4.26	1.13	0.84	0.29	175.04	20,838	96.15	74.3%
	Total	19.68	5.69	4.26	1.42	1570.61		977.41	

Note: Does not include Mestry House

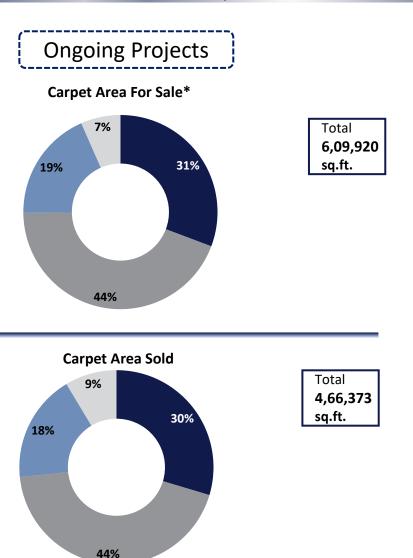


Source: Company Commissioned Anarock Report

Diversified Portfolio Across Value Luxury And Luxury Segments (1/2)



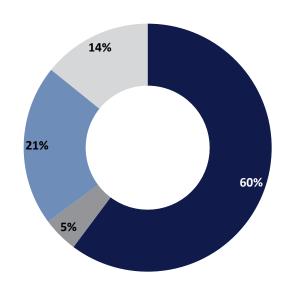
Present Across Price Points, Unit Sizes And Sub-Markets In The SCM



Upcoming Projects

Estimated Carpet Area For Sale

Total **7,44,149 sq.ft.**





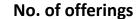
Source: Company

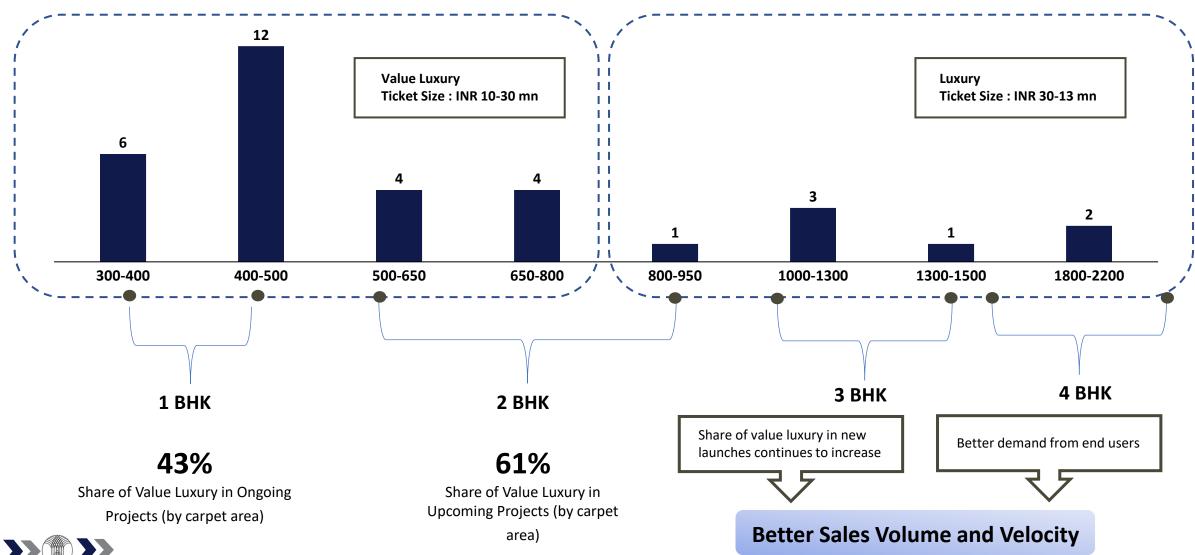
Note: * Total Carpet Area for Sale reflects Accord Estates' share of carpet area in project Nirvana (JDA with Runwal Realty Pvt Ltd)

Diversified Portfolio Across Value Luxury And Luxury Segments (2/2)



Ongoing Projects: Presence across unit sizes and price points







Strong Expertise In Tenant Settlement In Redevelopment Projects



Strong Track Record Of Tenant Settlement

Redeveloped houses for 1,011 tenants free-of-cost



Freed up considerable FSI for commercial development



Tenant Building – Ave Maria

Preferred Redevelopment Developer

As most land parcels in SCM are in the nature of redevelopment projects, **tenant settlement is key to unlock value**

13 out of **15** residential projects launched by Suraj are redevelopment projects

18 out of **21** upcoming projects are redevelopments



Marketing & Sales Strategies



High Engagement Levels Through The Customer Lifecycle Create Network Effect

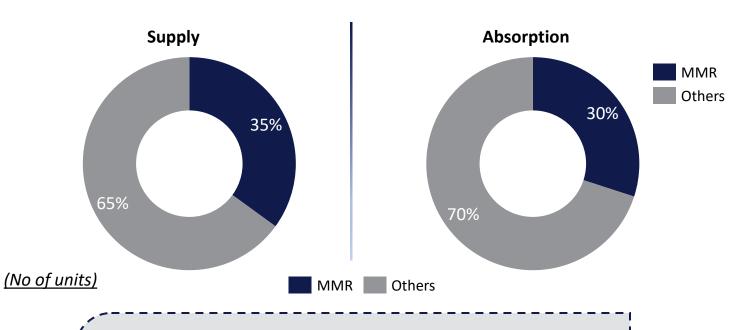
Marketing Team Sourcing Team Customer Centric Approach Continuous customer engagement during Identifies target market groups Interacts with channel and after sale and delivery strengthens and uses promotional tools to partners to drive walk-ins attract them at the site the brand, creating goodwill **Customer Goodwill** Customer goodwill translates into significant customer referrals, expanding sales network **Sales Closing Team Customer Care Team** Dedicated team focusing Assists customers **Increasing Sales** on deal closure throughout initial A stronger brand and wider sales network booking to handover of their homes drive sales growth



Market Opportunity (1/2)



MMR is the top performer* in overall residential real estate activity

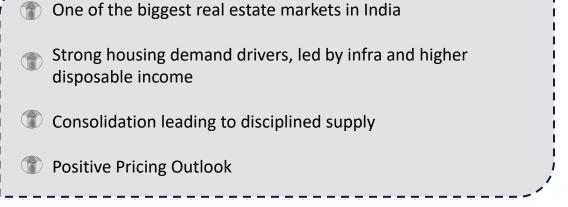


(10%)

CAGR in value terms over a longer term



New launches in 2024 are likely to be almost 2 times as compared to 2021 levels and are expected to gradually increase year-on-year post 2023





Unsold units overhang

Source: Company Commissioned Anarock Report. *Among Top Seven Indian Markets in 2022

Note : 1. * MMR – Mumbai Metropolitan Region

^{2.} Supply and absorption data for 2022; others include NCR, Bengaluru, Pune, Hyderabad, Chennai, Kolkata

Market Opportunity (2/2)



Redevelopment is a large, ongoing opportunity in SCM

52,000 units

Supply from redevelopment projects** from 2017 to Q1 2023 in MMR, majorly in SCM

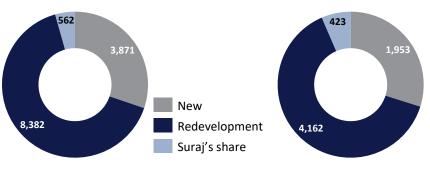
19,642

Cessed buildings buildings more than 50 years old that need redevelopment in SCM

16,502

Buildings that are more than 80 years old and need development in SCM

SCM Supply* (In units)



87%

Share of redevelopment projects in Suraj's portfolio

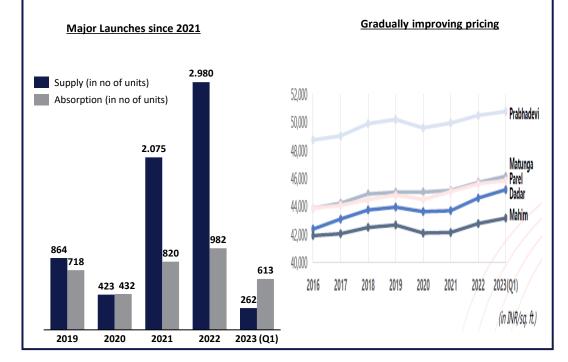
8%

SCM Absorption* (In units)

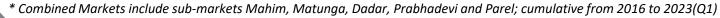
Suraj's market share in redevelopment project launches

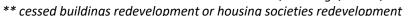
SCM is an attractive real estate market

- High income, discerning customer base
- Aspirational value/premium product positioning
- o High demand across multiple segments and price points
- Family expansion/nuclear family trends have generated demand for housing in the same and neighbouring submarkets
- Benefiting from expanding segment of young, upwardly mobile professionals with a preference for living in the island city of Mumbai



Source: Company Commissioned Anarock Report. MHADA





Experienced Board Of Directors...



Rajan Meenathakonil Thomas

PROMOTER, CHAIRPERSON & MD

Education: B.A.

Experience: 36 Years of experience in various

aspects of real estate business

Sujatha R. Thomas

NON-EXECUTIVE DIRECTOR

Education: B.A.

Experience: 30 Years of experience in various

aspects of real estate business

Rahul Rajan Jesu Thomas

WHOLE - TIME DIRECTOR

Education: B.Com, Corporate Finance certificate from

Harvard University

Experience: 16 Years of experience in various aspects

of real estate business

Sunil Pant

INDEPENDANT DIRECTOR

Education: B.Sc.,LLB, M.Sc (Physics),member of the Indian Institute Of Bankers and All India Management Association

Experience: 36+ years of experience in banking

Previous Stint: Chief General Manager at SBI and

consultant at Gerson Lehrman Group

Mrutyunjay Mahapatra

INDEPENDANT DIRECTOR

Education: B.Sc.(Physics), M.Sc (Physics)

Previous Stint: Deputy Managing Director of SBI, Managing Director and Chief Executive Officer of Syndicate Bank and member of governing council of Reserve Bank Innovation Hub (RBIH)

Dr. Satyendra Shridhar Nayak

INDEPENDANT DIRECTOR

Education: M.Com, Doctor Of Philosophy

Experience: Experience in Consulting

Previous Stint : President at Unit Trust Of India; served on the board of Bharat Wire Ropes Limited



Experienced Board Of Directors...



Shreepal Shah

CHIEF FINANCIAL OFFICER

Education: B.E, MBA

Previous Stint: Kotak Investment Banking, P. Raj

& Co.

Shivil Kapoor

COMPANY SECRETARY, COMPLIANCE OFFICER

Education: B.Com, LLB, CS

Previous Stint : Svantantra Microfin Private Limited and Ajcon Global Services Limited

Dipen Seth

VICE PRESIDENT - SALES

Education: B.Com

Previous Stint: Kanakia Spaces Private Limited and

Oasis Lifespaces Private Limited

Gopal Barve

CHIEF ENGINEER OF SUBSIDIARY OF THE COMPANY, ACCORD ESTATES PRIVATE LIMITED

Education: B.E., associate member of The Institute Of Engineers (India)

Previous Stint: Siddhivinayak Builders, Abhay Raut, Architect & Interior Designer & Others

Madanlal Jain

CHIEF ENGINEER

Education: B.E (Civil), Chartered Engineer Degree

Previous Stint : General Manager (Projects) at International Knowledge Park Private Limited





KEY BUSINESS STRATEGIES

Key Business Strategies



1. Enhance Market Leading Position in SCM

Upcoming projects to consolidate our positioning in SCM and expand in to Bandra sub-market

240,412 sq. ft.

Developable area completed from 2016 to Q3FY23

6,09,928 sq. ft.

Sale carpet area under Ongoing Projects (2023-2026)

7,44,149 sq. ft.

Carpet area under Upcoming Projects

Source: Company Commissioned Anarock Report **Note:** Upcoming and ongoing projects as of May 31,2023

2. Continue to pursue our differential product offerings in value luxury segment

Strengthen presence in value luxury segment, currently witnessing a strong demand trend, resulting in better sales volume and velocity

3. Expand Land Reserves in SCM and Other MMR Sub-markets

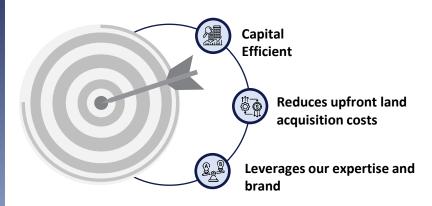
- Follow flexible land acquisition strategies (outright purchase, JVs, JDs, and development management) to benefit from emerging consolidation opportunities
- Land parcels situated at Bandra (West) and Santacruz (East) for future development
- o FSI potential of more than index 2.0
- Consolidation in the real estate industry creating opportunities

4. Selectively develop commercial projects in the SCM region

Take advantage of increasing demand for smaller independent offices and develop commercial spaces to create value through complimentary asset classes

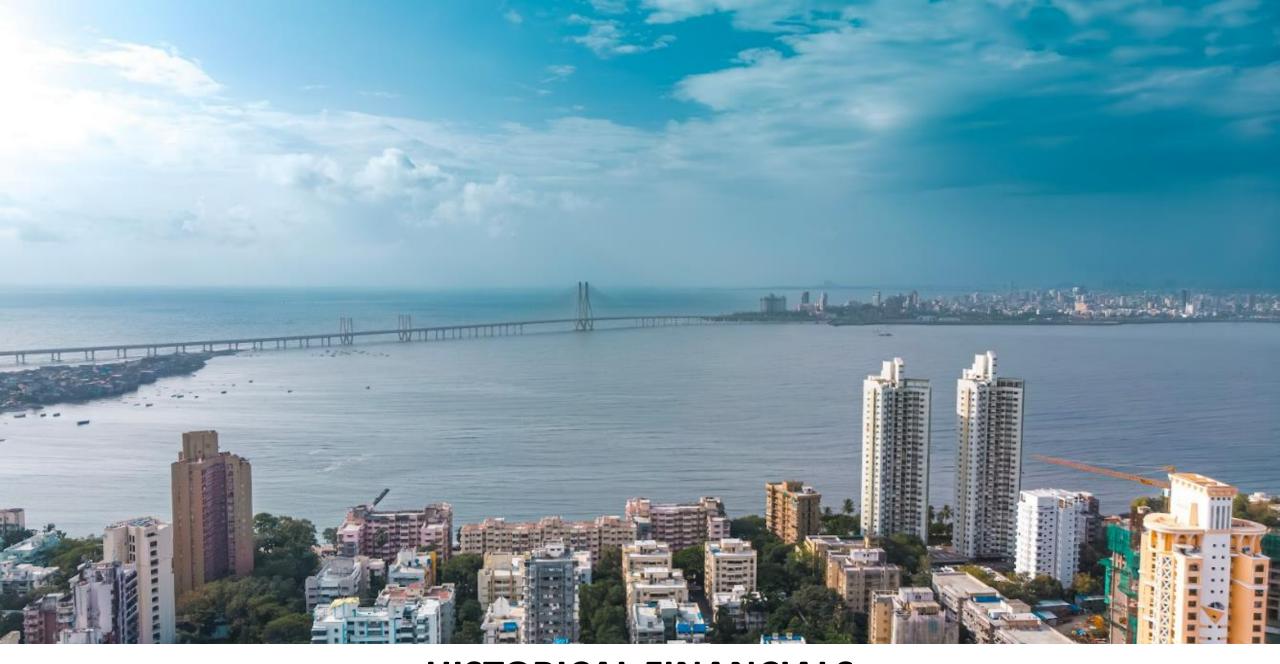
5. Continue to focus on redevelopment projects through asset light model

Follow asset light strategy to reduce upfront land acquisition costs



- Asset light model for redevelopment of co-operating housing society buildings under DPCR 33(7)(B)
- Focus on SCM
- Suraj has concluded agreements for redevelopment schemes with two co-operative societies in the recent past
- Opens up significant opportunity to expand into other micro-markets in MMR





HISTORICAL FINANCIALS

Consolidated Profit & Loss Statement



Particulars	FY23	FY22	FY21
Revenue from operations	305.7	272.7	240
Other income	2.1	1.2	4
Total income	307.9	273.9	244
Expenses			
Operating and project expenses	166	180.7	164.2
Changes in inventories of construction work in progress	-31.3	-55.7	-22.3
Employee benefit expenses	11.6	9.7	7.6
Other expenses	8.4	6.2	3.9
Total expenses	154.7	141	153.4
*EBITDA	153.1	132.9	90.6
EBITDA Margin (%)	49.7%	48.5%	37.1%
Finance costs	107.4	93.1	79.2
Depreciation and amortisation	2.6	3.7	2.4
РВТ	43.2	36.2	9
Tax expense:			
- Current tax	13.6	10	2.8
- Deferred tax charge/ (credit)	-2.4	-0.4	-0.1
Total tax expense	11.1	9.6	2.8
Profit after tax	32.1	26.5	6.3
EPS	1	0.8	0.2



Consolidated Balance Sheet



Particulars	FY23	FY22	FY21
ASSETS			
Non-current assets			
a) Property, plant and equipment	3.4	3.8	4.9
b) Intangible assets	12.1	12.7	14.2
c) Right-of-use-asset	0.3	1.2	2.0
d) Financial assets			
i) Investments	8.9	0.1	1.1
ii) Other financial assets	22.7	4.5	2.8
e) Deferred tax assets (Net)	3.5	1.1	0.8
Total Non-Current Assets	50.8	23.4	25.8
Current assets			
a) Inventories	652.3	621.0	565.3
b) Financial assets			
i) Trade receivables	113.1	93.2	80.7
ii) Cash and cash equivalents	12.1	7.7	6.8
iii) Bank balances	15.9	15.9	14.0
iv) Loans	8.2	24.1	23.6
v) Other financial assets	4.0	2.1	7.9
c) Other current assets	85.5	76.1	67.6
d) Current income tax assets (Net)	0.8	0.5	0.2
Total Current Assets	891.7	840.6	766.2
TOTAL ASSET	942.6	864.0	792.0

Particulars	FY23	FY22	FY21
EQUITY AND LIABILITIES			
Equity			
a) Equity share capital	15.9	15.9	6.4
b) Other equity			
- Other reserves	71.7	39.4	22.9
- Capital reserve related to business	-16.1	-16.1	-0.1
combination	-10.1	-10.1	-0.1
Total Share Capital	71.4	39.2	29.1
Non-Controlling Interest	0.1	0.2	0.2
Total Equity	71.5	39.4	29.4
Liabilities			
Non-current liabilities			
a) Financial liabilities			
i) Borrowings	345.7	396.6	464.0
ii) Lease liabilities	0.0	0.4	1.5
iii) Other financial liabilities	4.6	4.5	3.0
b) Provisions	1.1	1.0	0.9
Total Non-Current liabilities	351.4	402.5	469.5
Current liabilities			
a) Financial liabilities			
i) Short term borrowings	247.4	241.6	136.4
ii) Trade payables			
- Amount due to Micro and small enterprises	0.1	0.2	0.4
- Amount due to other than Micro and small enterprises	26.8	19.1	13.8
iii) Other financial liabilities	48.7	45.0	32.5
iv) Lease liabilities	0.4	1.0	0.8
b) Other current liabilities	182.0	108.2	108.0
c) Provisions	0.1	0.1	0.1
d) Current tax liabilities (Net)	14.1	6.8	1.2
Total Current liabilities	519.7	422.1	293.1
TOTAL LIABILITIES	942.6	864.0	792.0



Consolidated Cash Flow Statement



Particulars	FY23	FY22	FY21
CASH FLOW FROM OPERATING ACTIVITIES			
Profit before taxes	43.2	36.2	9.0
Adjustments for Interest expenses/income, depreciation	106.7	93.8	80.3
Operating profit / (loss) before working capital changes	149.9	130.0	89.4
Changes in Working Capital	45.0	-55.6	-103.1
Direct Taxes (Paid)/Refund Received	-6.4	-4.6	-1.2
Net Cash Generated / (Used) in Operating Activities	188.5	69.8	-14.9
Net Cash Generated / (Used) in Investing Activities	-27.1	-21.1	-12.3
Net Cash Generated / (Used) in Financing Activities	-155.7	-44.7	27.0
Cash and cash equivalents at beginning of the period/ year	6.1	2.1	2.4
Cash and cash equivalents at end of the period/year	11.8	6.1	2.1
Net Increase/ (Decrease) in cash and cash equivalents	5.7	4.0	-0.2





ANNEXURES

Ongoing Residential Projects

S U R A J

The Palette



- This project is in Luxury Segment and comprises of 2 BHK flats and 3 BHK flats which are sea facing apartments
- One of the main USP of this project is the floor to floor height of 12 feet 6 inches
- The development will include facilities and amenities such as clubhouse, swimming pool and landscaped garden, amongst others
- It is strategically located between Portuguese Church and Siddhivinayak Temple

Ocean Star-I



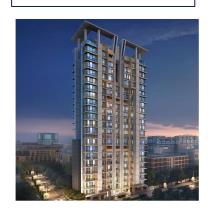
- This project is in the Luxury Segment and comprises of 3 BHK sea facing apartments with just 2 units per floor with floor to floor height is 12 feet 6 Inches
- It is strategically located in the close proximity of Dadar Beach

Vitalis



- This project is in the Value Luxury Segment
- It is a 38- storey tower and comprises of 1 BHK flats and 2 BHK sea facing apartments. This project has a dedicated 7level podium parking. It is strategically located at Lady Jamshedji Road, Mahim (West) and is in the close proximity of Mumbai's Shivaji Park
- This development will include a dedicated amenities floor admeasuring of a 1,000 square feet gymnasium, kids play area, banquet hall, jogging track, amongst others

Emmanuel



- This project is in the Value Luxury Segment and comprises of a Ground + 20 storey tower and having 1 BHK flats and compact 2 BHK boutique sea facing apartments
- It strategically located off Cadell Road and is in close proximity of commercial hubs at Lower Parel and Worli, malls, theatres and parks
- The development will include gymnasium and all other essential amenities

Suraj Eterna



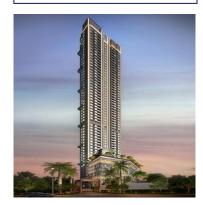
- This project is in the Value Luxury Segment. It is a 20storey tower and comprises of 1 BHK flats and 2 BHK sea facing apartments
- This project has a separate mechanized tower car parking. It is strategically located in between the Lady Jamshedji Road and Tulsi Pipe Road, Mahim (West) and is in the close proximity to the upcoming Sitladevi Metro Station
- This development will include gymnasium, kids play area, yoga / meditation area amongst others



Ongoing Residential Projects



Nirvana



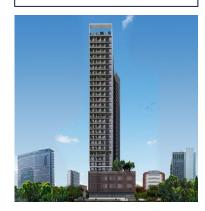
- A value luxury/luxury project with Top-of-the-line amenities, excellent connectivity, posh location, and peaceful homes, Nirvana has it all
- At Nirvana, all the amenities come together to provide the residents with a blissful experience and an extraordinary lifestyle.
- A ground plus 54 storey tower at G D Ambedkar Marg near Haffkine's Institute, Parel.
- This project is a Joint venture with Runwal Group

Louisandra



- A Value luxury standalone tower with compact units of 1&2 BHK
- The project is within minutes from the upcoming Dadar Metro Station
- Easy to invoke Lord Ganesha's blessings at Mumbai's iconic Siddhivinayak Temple
- It is a ground plus 22 storey tower

Ave Maria



- A 24-storey value luxury residential tower in Dadar West, it is one of the city's most coveted addresses, making it a place to live and grow
- It is surrounded by a unique confluence of history and innovation, with the city's finest business hubs and entertainment spots and places of worship
- Ave Maria has 1 and 2 BHK apartments that are thoughtfully designed to add value to your lives

Park View



- A value luxury project with round the clock security, elevators, mechanized tower parking, elegant interiors and more
- Project is in the verdant Shivaji Park neighbourhood

Suraj Lumina



- The project comprises of both 2BHK and 3BHK configurations
- It provides facilities, such as mechanized tower car parking, 24/7 security fire safety provisions, open sky garden, fitness center, rainwater harvesting system, among others. The apartments in the project have sea view
- It has close proximity to some of the key landmarks such as Shivaji Park, Hinduja Hospital and Bombay Scottish School
- Additionally, the project extends right blend of opportunities and offerings, be it drive to Bandra Kurla Complex for work or Palladium with friends, it is just minutes away.



Summary Of Ongoing Projects



Particulars	Remarks
Area Sold (Sq Ft)	4.66
Average Realisation Achieved (Rs per sq ft)	37,910
Collections Received (Rs Cr)	1,060.35
Balance Receivable (Rs cr)	707.69

Particulars	Remarks
Total Unsold Area (Sq Ft)	1.44
Average Estimated Realisation Of Unsold Area (Rs Per Sq Ft)	52,083
Estimated GDV of unsold area (Rs cr)	~750

Receivables from Ongoing Projects ~Rs 1,458 cr

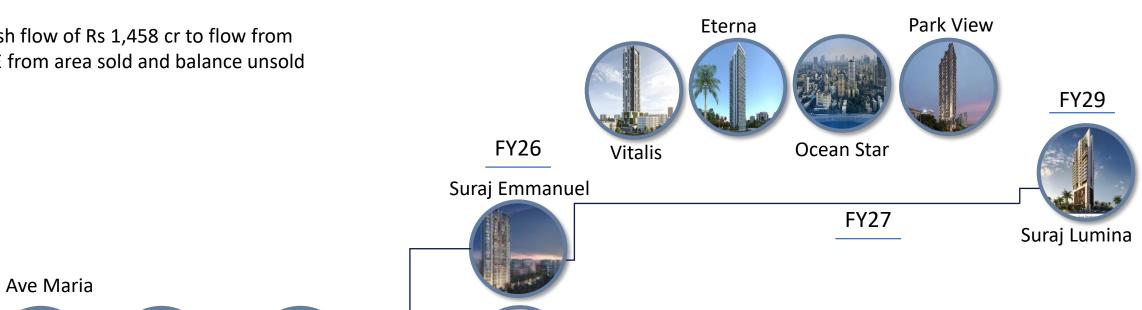


Completion Targets For Ongoing Projects



GDV of Rs 708 cr from ongoing projects

Balance Cash flow of Rs 1,458 cr to flow from FY25-FY29E from area sold and balance unsold area



Louisandra





Nirvana







The Palette

FY25



Ongoing Projects



Sr. No.	Project Name	Location	Туре	Status	Completion Date (As Filed with RERA)	Project Developable Area (lakhs Sq ft)	Sale Carpet Area (lakhs Sq ft)	Area Sold (lakhs Sq ft)	Unsold Area (Lakhs Sq ft)	Sales Achieved (Rs cr)	Avg Realisation (Rs cr)	Collections Received (Rs cr)
1	Louisandra	Dadar (W)	Residential	Ongoing	30-06-2024	0.63	0.29	0.29	-	99.16	34,430	84.36
2	Ave Maria	Dadar (W)	Residential	Ongoing	30-12-2024	1.77	0.23	0.22	0.01	84.9	38,009	73.98
3	Vitalis	Mahim (W)	Residential	Ongoing	31-12-2026	3.49	0.81	0.51	0.3	204.72	39,850	100.92
4	Suraj Eterna	Mahim (W)	Residential	Ongoing	31-12-2026	0.61	0.33	0.2	0.14	72.94	37,081	36.98
5	Palette	Dadar (W)	Residential	Ongoing	29-06-2024	4.96	1.8	1.33	0.47	571.76	42,991	394.43
6	Ocean Star-I	Dadar (W)	Residential	Ongoing	30-06-2026	2.52	0.6	0.42	0.18	177.33	41,876	110.27
7	CCIL Bhavan (Phase-II-Additional 2.5 floors)	Dadar (W)	Commercial	Ongoing	30-12-2024	0.27	0.22	0.22	-	89.78	40,062	8.98
8	Suraj Parkview 2	Dadar (W)	Residential	Ongoing	31-12-2026	0.64	0.21	0.17	0.04	75.6	44,379	18.35
9	Saraswat Bank Bhavan (Additional 2.5 Floors)	Prabhadevi	Commercial	Ongoing	Not Applicable	0.22	0.17	0.17	-	107.65	61,999	73.96
10	Mestry House	Mahim (W)	Residential	Ongoing	Not Applicable	0.17	0.01	-	0.01	-	-	-
11	Nirvana**	Parel (East)	Residential	Ongoing	30-12-2024	3.22	0.91	0.84	0.07	175.04	20,751	96.15
12	Emmanuel	Dadar (W)	Residential	Ongoing	30-12-2025	0.79	0.28	0.28	0	109.16	39,417	61.97
13	Suraj Lumina	Mahim (W)	Residential	Ongoing	31-12-2028	1.04	0.22	-	0.22	-	-	-
	Total					20.34	6.1	4.66	1.44	1,768.03		1,060.35



Strong Project Pipeline and Cash Flow Trends



Sr. No.	Project Name	Location	Туре	Segment	Estimated Carpet Area for sale (sq.ft)
1	Kowliwadi & Kripasiddhi Building	Prabhadevi	Residential	Value Luxury	23,887
2	Madonna Wing B	Dadar (W)	Residential	Value Luxury	13,660
3	Gudekar House & Irani Building	Dadar (W)	Residential	Value Luxury	22,919
4	Lucky Chawl	Mahim (W)	Residential	Value Luxury	15,351
5	Ambavat Bhawan	Lower Parel	Residential	Value Luxury	17,010
6	Marinagar Phase -2	Mahim (W)	Residential	Value Luxury	54,747
7	Norman House	Dadar (W)	Residential	Value Luxury	7,074
8	Nanabhai Manzil	Mahim (W)	Residential	Value Luxury	20,150
9	Lumiere Phase 2	Dadar (W)	Residential	Value Luxury	19,672
10	Girgaonkarwadi	Mahim (W)	Residential	Value Luxury	2,00,489
11	Suraj Parkview 1	Dadar (W)	Residential	Value Luxury	53,053
12	Bandra Project 3	Bandra (W)	Residential	Luxury	34,585
13	JRU Property	Byculla (E)	Residential	Value Luxury/Luxury	21,144
14	Bandra Project 1	Bandra (W)	Residential	Value Luxury/Luxury	45,566
15	Bandra Project 2	Bandra (W)	Residential	Value Luxury/Luxury	89,283
16	Final Plot No 426-B	Mahim (W)	Commercial	Commercial	1,05,559
	Total				7,44,149



Land Reserves



Sr. No.	Location	Name of company/entity that is	Company's /Entity's effective stake in the	Leased/ Owned/Developmen	Plot Area
31. 140.	Location	the developer of the project	project (%)	t Rights	Square Meters
1	C.T.S.No.918 Mount Mary, Hill Road, Bandra (W)	Accord Estates Pvt. Ltd.	100	Leasehold Rights	1,173.57
2	C.T.S.No.930 Mount Mary, Hill Road, Bandra (W)	Accord Estates Pvt. Ltd.	100	Owned	364.21
3	C.T.S. No 917 Mount Mary, Hill Road, Bandra (W)	Accord Estates Pvt. Ltd.	100	Development Rights	3,884.91
4	C.T.S. No 929 Mount Mary, Hill Road, Bandra (W)	Accord Estates Pvt. Ltd.	100	Development Rights	1,740.12
5	C.T.S. No 931 Mount Mary, Hill Road, Bandra (W)	Accord Estates Pvt. Ltd	100	Development Rights	890.29
6	C.T.S. No 916 Mount Mary, Hill Road, Bandra (W)	Accord Estates Pvt. Ltd	100	Development Rights	1,578.25
			Total Bandra (W)		9,631.35
7	CS No 3429, 3430 and 3262 - Kole Kalyan Property, Santacruz (E)	Suraj Estate Developers Ltd.	100	Development Rights	728.42
			Total Santacruz (E)		728.42
	Total				10,359.77



Completed Projects



Sr. No	Project Name	Location	Type and configuration	Name of company/entity that is the developer of the project	Company's / respective entity's stake in project	ı	Developed Area	Date of Occupation certificate	Occupation certificate for all floors
					(%)	(square meter)	(square feet)		Yes/ No
1	Tranquil Bay-II	Dadar (W)	Residential	Suraj Estate Developers	100	2,756.27	29,668.49	13-03-2019/17-10-2022	Yes
2	Tranquil Bay-I	Dadar (W)	Residential	Suraj Estate Developers	100	356.22	3,834.35	15-10-2011	Yes
						(FSI area)	(FSI area)	13-10-2011	Tes
3	Ocean Star-II	Dadar (W)	Residential	Suraj Estate Developers	100	1,038.86	11,182.29	26-02-2019	Yes (Except for 4 Flats)
						(FSI area)	(FSI area)	20-02-2019	res (Except for 4 flats)
4	Mon Desir	Dadar (W)	Commercial / Residential	Suraj Estate Developers	100	2,749.03	29,590.56	27-08-2019	Yes
5	Mangirish	Dadar (W)	Residential	Accord Estates	100	5,850	62,973	06-12-2021	Yes
6	St Anthony Apartments	Mahim (W)	Residential	Suraj Estate Developers	100	1,839.62	19,801.67	27-08-2021/29-04-2022	Yes
7	Brahmsidhhi CHS	Prabhadevi	Residential	Suraj Estate Developers	100	8,402.50	90,444.51	22-03-2006	Yes
8	Saraswat Bank Bhavan (Phase- 1-upto 7th floor	Prabhadevi	Commercial	Suraj Estate Developers	100	3,986.24	42,907.89	16-10-2010	Yes
9	Suraj Height -I,II,III	Goregaon (E)	Commercial / Residential	Suraj Estate Developers	100	5,882.07	63,314.60	08-02-1996	Yes
						(FSI area)	(FSI area)		
10	Christina Apartments	Santacruz (E)	Commercial / Residential	Suraj Estate Developers	100	408.8	4,400.32	23-04-2003	Yes
						(FSI area)	(FSI area)		
11	Suraj Muktiyash	Dadar (W)	Residential	Suraj Estate Developers	100	1,441.67	15,518.14	12-03-1996	Yes
						(FSI area)	(FSI area)		
12	Suraj Sadan	Mahim (W)	Residential	Suraj Estate Developers	100	499.69	5,378.66	19-01-1994	Yes
						(FSI area)	(FSI area)		
13	CCIL Bhavan (Phase-I-up to 6th floor	Dadar (W)	Commercial	Suraj Estate Developers	100	5,949.68	64,042.35	13-02-2012	Yes
						(FSI area)	(FSI area)	-	
14	Godavari Sadan	Dadar (W)	Residential	Accord Estates	100	773.50	8,325.95	21-07-2003	Yes
		,				(FSI area)	(FSI area)		
15	Rahul-1	Dadar (W)	Residential	Suraj Estate Developers	100	1,562.51	16,818.85	14-07-1997	Yes
						(FSI area)	(FSI area)		



Completed Projects



Sr. No	Project Name	Location Type and configuration		Location Type and configuration		Location Type and configuration		Name of company/entity that is the developer of the	Company's / respective entity's stake in project		Developed Area	Date of Occupation certificate	Occupation certificate for all floors
				project	(%)	(square meter)	(square feet)	certificate	Yes/ No				
16	Rahul-11	Dadar (W)	Residential	Suraj Estate Developers	100	1,278.07	13,757.15	20-04-1993	Yes				
						(FSI area)	(FSI area)						
17	Vinayak Darshan	Dadar (W)	Residential	Suraj Estate Developers	100	866.25	9,324.32	03-12-1992	Yes				
						(FSI area)	(FSI area)						
18	Bobby Apartments	Mahim (W)	Residential	Suraj Estate Developers	100	373.75	4,023.05	22-05-2003	Yes				
						(FSI area)	(FSI area)						
19	Suraj Venture-A	Mahim (W)	Residential	Suraj Estate Developers	100	1,250	13,455	03-11-1990	Yes				
						(FSI area)	(FSI area)						
20	Suraj Venture-B	Mahim (W)	Residential	Suraj Estate Developers	100	1,909.89	20,558.05	14-01-1992	Yes				
						(FSI area)	(FSI area)						
21	Hallmark	Wadala (E)	Residential	Suraj Estate Developers	100	450.8	4,852.41	30-11-2016	Yes				
						(FSI area)	(FSI area)						
22	Harmony	Dadar (W)	Commercial / Residential	Suraj Estate Developers	100	370.09	3,983.65 1	06-04-2010	Yes (Except for 4 Flats)				
						(FSI area)	(FSI area)						
23	Neat House	Dadar (W)	Residential	Suraj Estate Developers	100	1,812.95	19,514.59	18-09-2000	Yes				
						(FSI area)	(FSI area)						
24	Madonna Wing A	Dadar (W)	Residential	Suraj Estate Developers	100	995.3	10,713.40	07-08-1999	Yes				
						(FSI area)	(FSI area)						
25	Our Lady of Vailankanni & OurLady of Perpetual Succour	Mahim (W)	Residential	Suraj Estate Developers	100	7,025.43	75,621.72	15-11-2003	Yes				
						(FSI area)	(FSI area)						
26	Our Lady of Lourdes	Mahim (W)	Residential	Suraj Estate Developers	100	1,680.48	18,088.69	07-10-1996	Yes				
						(FSI area)	(FSI area)						
27	Jacob Apartments	Dadar (W)	Commercial/ Residential	Suraj Estate Developers	100	1,087.69	11,707.90	16-03-2006	Yes (Excep for 4 Flats)				



Completed Projects



Sr. No	Project Name	Location	Type and configuration	Name of company/entity that is the developer of the project	Company's / respective entity's stake in project	Develo	oed Area	Date of Occupation certificate	Occupation certificate for all floors
					(%)	(square meter)	(square feet)		Yes/ No
28	Gloriosa Apartments	Dadar (W)	Residential	Suraj Estate Developers	100	3,343.56	35,990.08	01-04-2005	Yes (Except for 4 Flats)
						(FSI area)	(FSI area)		
29	Lavanya Apartments	Dadar (W)	Residential	Suraj Estate Developers	100	1,610.80	17,338.65	12-03-2003	Yes
						(FSI area)	(FSI area)		
30	Shweta Apartments	Dadar (W)	Residential	Suraj Estate Developers	100	1,265.26	13,619.26	25.04.1006	Vac
						(FSI area)	(FSI area)	25-04-1996	Yes
31	Sujatha Apartments	Dadar (W)	Residential	Suraj Estate Developers	100	800.15	8,612.81	27.04.2004	V
						(FSI area)	(FSI area)	27-04-2001	Yes
32	Suraj Eleganza -1	Mahim (W)	Residential	Suraj Estate Developers	100	1,302.47	14,019.79	25 07 2005	Vac
						(FSI area)	(FSI area)	25-07-2005	Yes
33	Suraj Eleganza -11	Mahim (W)	Residential	Suraj Estate Developers	100	1,635.36	17,603.01	02.04.2007	.,
						(FSI area)	(FSI area)	03-01-2007	Yes
34	Eternity Apartments	Mahim (W)	Residential	Suraj Estate Developers	100	552	5,941.73	22.04.2040	.,
						(FSI area)	(FSI area)	22-04-2010	Yes
35	ICICI Apartments	Dadar (W)	Residential	Suraj Estate Developers	100	1,333.57	14,354.54	24.00.000	.,
	·			,		(FSI area)	(FSI area)	31-03-2000	Yes
36	ICICI Apartments	Prabhadevi	Residential	Suraj Estate Developers	100	1,631.48	17,561.25		
	'			,		(FSI area)	(FSI area)	30-03-2007	Yes
37	Diomizia Apartments	Dadar NJ)	Residential	Suraj Estate Developers	100	1,375.61	14,807.06		
-		,		,		(FSI area)	(FSI area)	14-02-2011	Yes
38	Elizabeth Apartment	Dadar NJ)	Commercial/ Residential	Suraj Estate Developers	100	3,769.84	40,578.56	27-03-2020	Yes
39	Lumiere	Dadar NJ)	Commercial/ Residential	New Siddharth Enterprises	100	3,880.06	41,764.97	30-12-2020/29-09-2022	
40	Mahadevachiwadi CHS	Parel	Commercial/ Residential	Accord Estates	100	9,061.85	97,541.75	27-10-20 15	Yes
						(FSI area)	(FSI area)		
41	Suraj Vista	Dadar (W)	Residential	Suraj Estate Developers	100	473.3	5,094.60	10.00.1006	,,
		, ,		,		(FSI area)	(FSI area)	18-09-1996	Yes
42	Elizabeth Apartment	Elphinstone Road	Residential	Suraj Estate Developers	100	2,593.20	27,913.20	23-10-1992	Yes
						(FSI area)	(FSI area)		
	Total					97,225.31	10,46,543.20		





For further information, please contact



$SGA \underline{^{Strategic\ Growth\ Advisors}}$

Company:	Investor Relations Advisors :
Suraj Estate Developers Limited CIN - L15142DL1974PLC007349	Strategic Growth Advisors Pvt. Ltd. CIN - U74140MH2010PTC204285
	Mr. Rahul Agarwal/Ms. Brinkle Shah Jariwala rahul.agarwal@sgapl.net /brinkle.shah@sgapl.net
www.surajestate.com	+91- 9821438864 /+91-96193 85544 <u>www.sgapl.net</u>

