



Sumit Atulyam



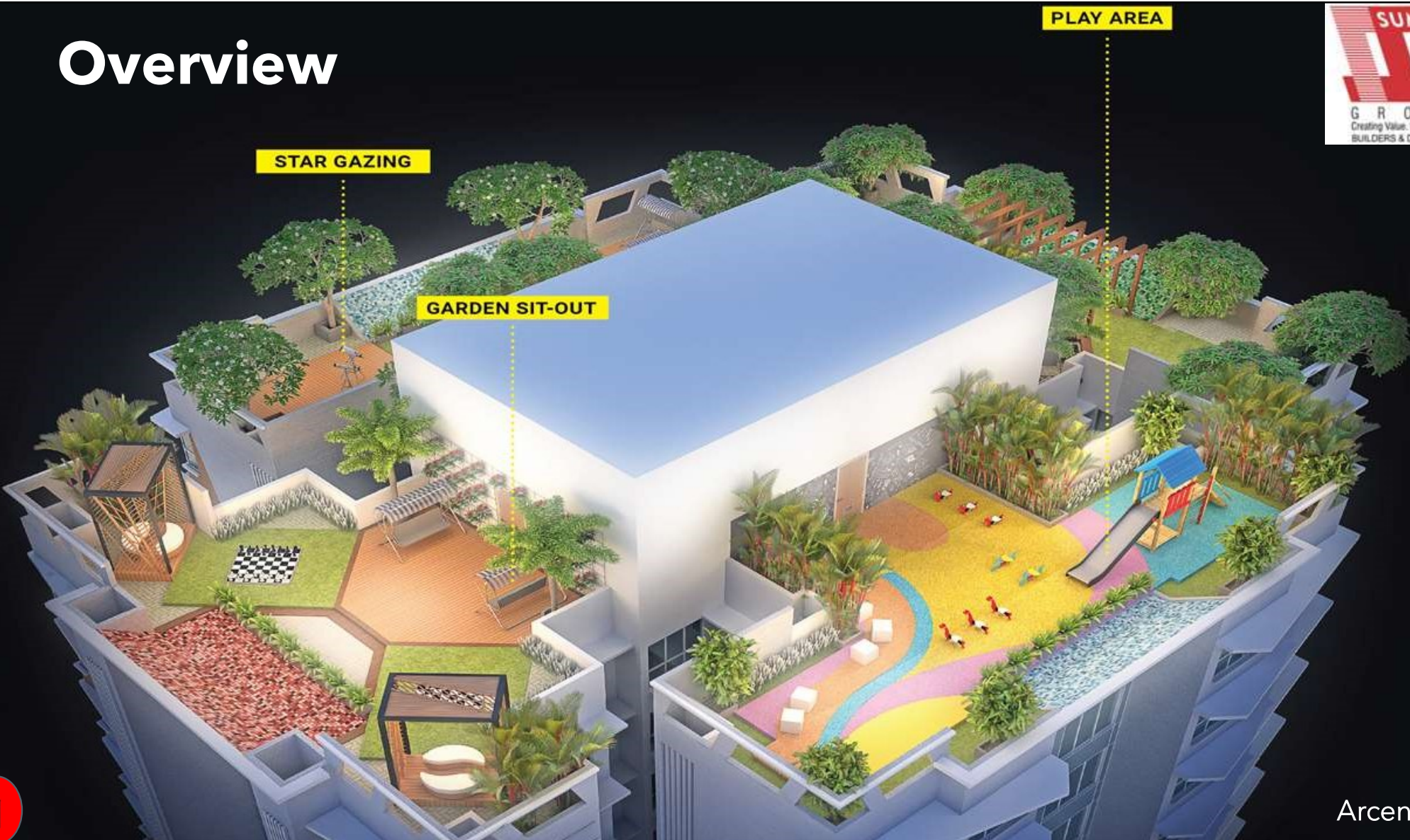
SUMIT WOODS LIMITED

Quarter 1 Review (FY 2023-24)

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Overview



Sumit Woods Limited

- Constant 100% delivery rate.
- Successfully completed 60+ projects.
- Employment of cost and time effective construction methods.
- 10+ Lac sq ft area under construction



Sumit
One





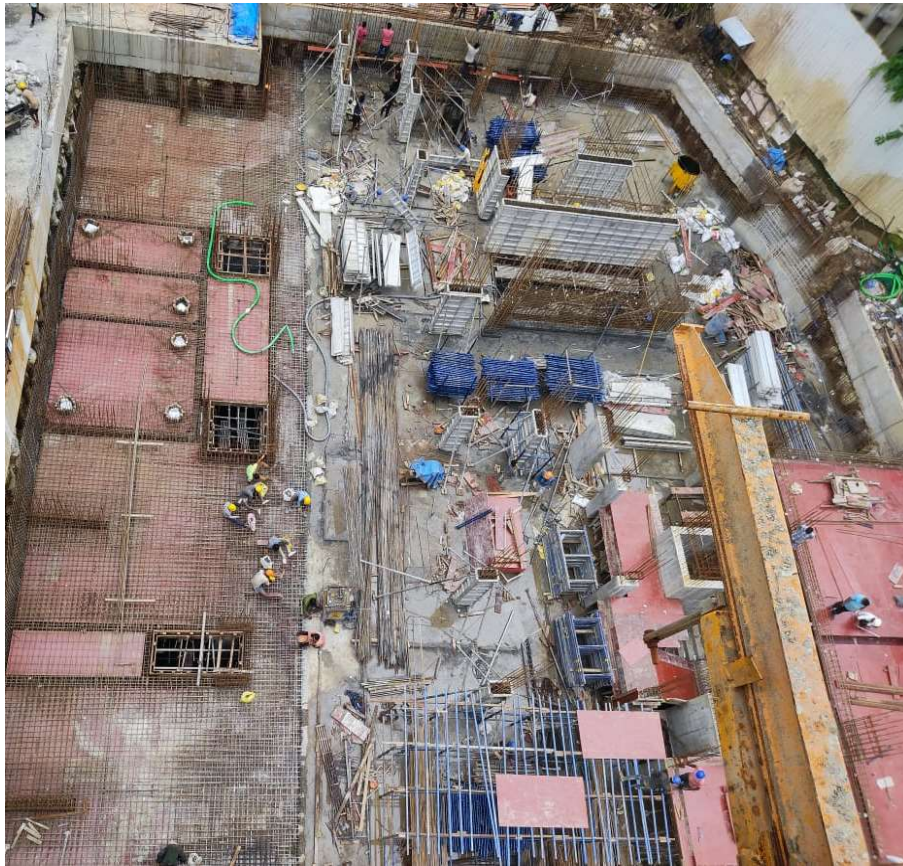
Sumit Atulyam - Podium Garden

Ongoing Projects

Sumit Gurukrishna

Vile Parle (East)

1st Basement slab completed



Sumit Gurukrishna

Vile Parle (East)

1st Basement slab completed



Sumit Atulyam

Matunga (West)

All slabs of the A - Wing building completed



All slabs of B-Wing building completed



All the slabs were completed in a record time of 15 months only

Sumit One

Borivali (West)

External Painting work in progress ,Internal & External Finishing work in progress



Arcenciel

Mulund (West)

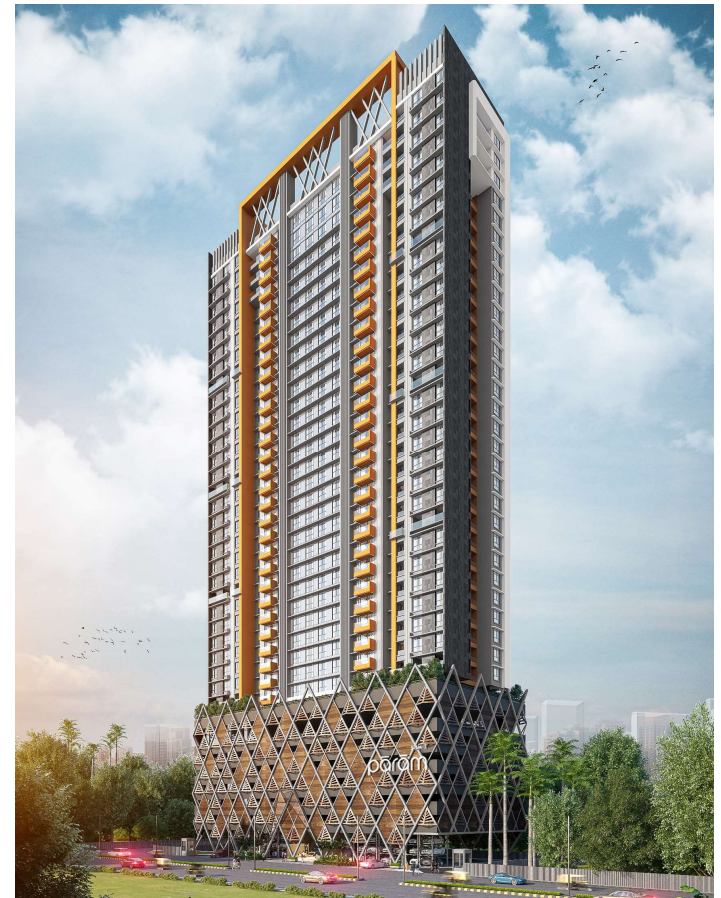
External Painting Double Coat work in progress,
Internal & External Finishing work in progress



Sumit Param

Borivali (West)

I.O.D. Received



(Tentative Elevation Image)

Sun Sumit Deepshal

(Borivali West)

Plinth work nearing completion



Sun Sumit Jeevan Mangal

(Borivali West)

9th Slab Work in Progress



Sumit Bells Plot A

Nuven, Goa

Row House No. 1, Tiling, Plumbing & Electrical work completed.

Row House No. 2, 3, 4, 5, 6 - external plastering completed, Internal work in progress.

Row House No. 7, 8, 9, 10, 11 & 12 - external masonry & roof slab completed.

Front wall completed, Side compound wall work in progress.



Sumit Mount 4

Ponda, Goa
O.C. Received



Sumit Plumeria

Ponda, Goa
Applied for part Occupancy certificate

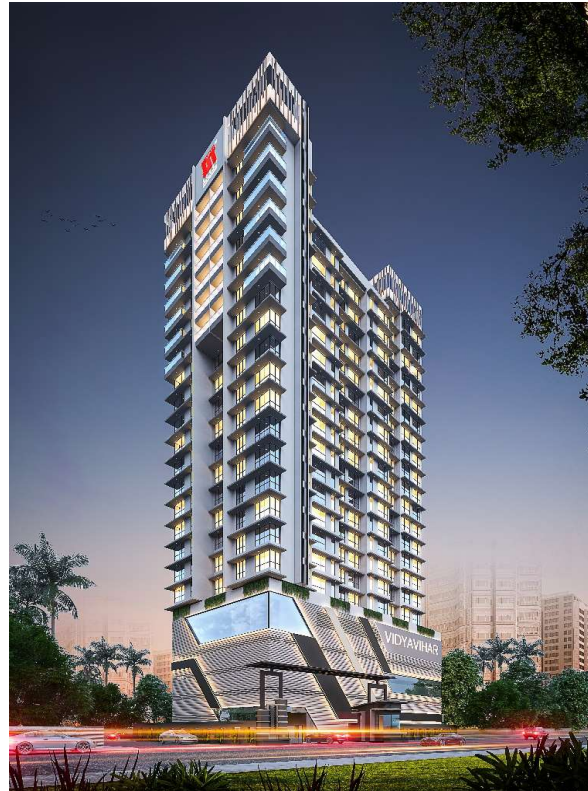


Upcoming Projects



Dattani Trade Centre

COMMERCIAL HUB AT PRIME
LOCATION CHANDAWARKAR ROAD,
BORIVALI WEST



Vidyavihar
UPCOMING RESIDENTIAL PROJECT

Kalina
UPCOMING RESIDENTIAL
PROJECT IN SANTACRUZ



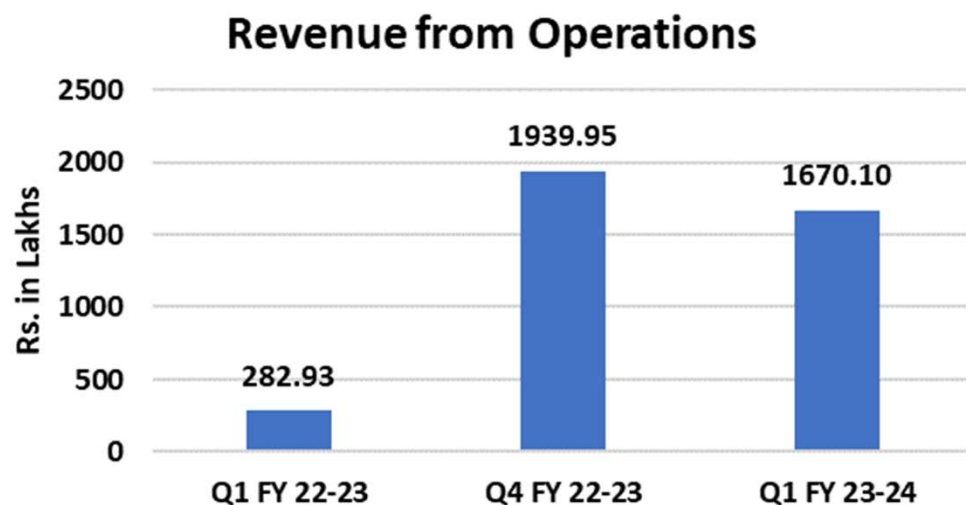
Upcoming Projects

Project Name	Location	Status	Approx. B.U.A (in SQ FT)	Approx Revenue Expected (In Crores) *
Sumit Param	Borivali	Concession approved, I.O.D. Received	2,30,000	350
Miranda	Santacruz	I.O.D Received	10,400	35
Vidyavihar	Dadar	Appointed as developer	67,000	125
Brothers	Mahim	Agreement for sale done	1,70,000	600
Dattani	Borivali	Appointed as developer	2,00,000	300
Total upcoming area			6,77,400	1410

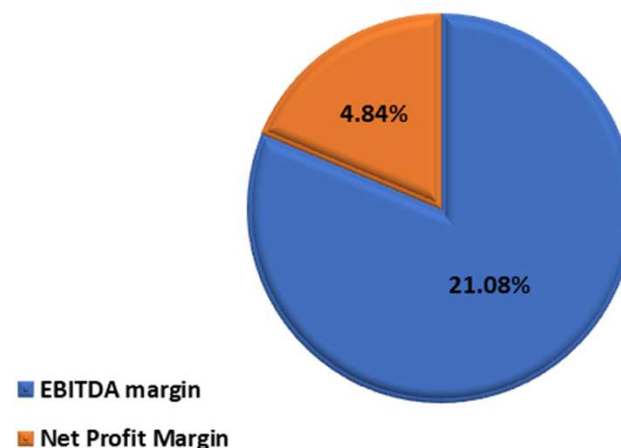
* Expected Revenue figures are the approximate amount that we will recognise in 3 to 5 years. Actual figures may vary.

Standalone Financials

Our standalone revenue from operation came in at Rs. 1670.10 Lakhs for Q1 of FY 2023-24, Growing 490.29 % YoY.



Standalone Results for the Quarter ended June 30, 2023

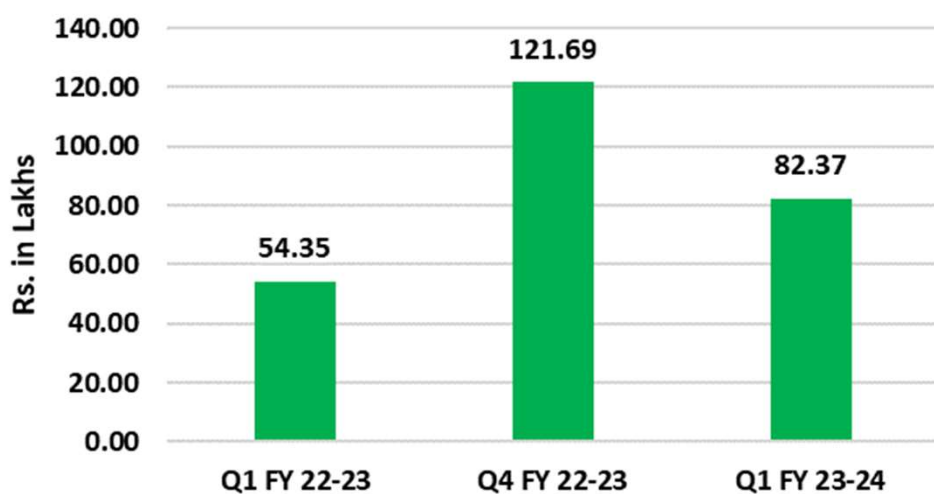


Our EBITDA margin came at 21.08%, and Net Profit Margin at 4.84% on standalone basis for Quarter ended June 30, 2023.

Note : Net Profit Margin = Net Profit / (Loss) for the period ÷ Total income

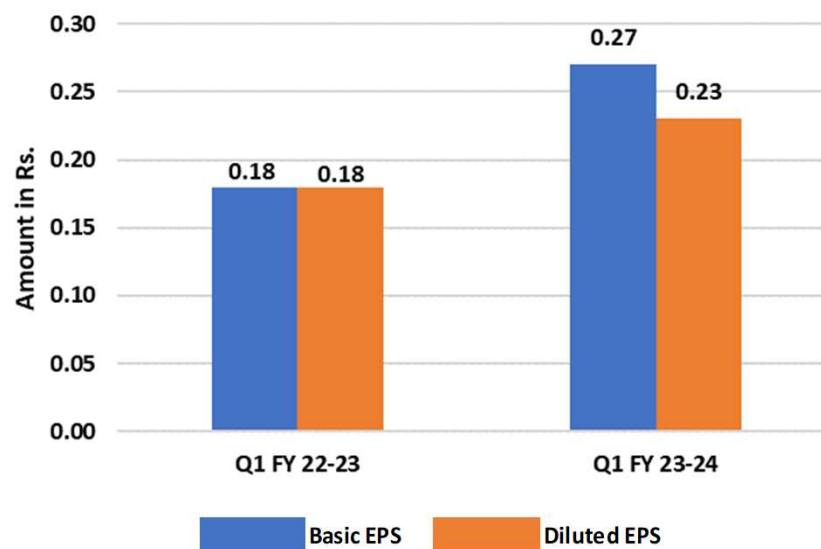
Standalone Financials results for the Quarter ended June 30, 2023

Standalone Profit/(Loss) After Tax



Profit after tax has increased 51.55% YoY basis

Standalone Earning Per Share

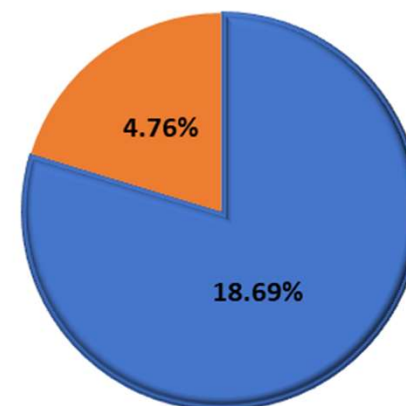
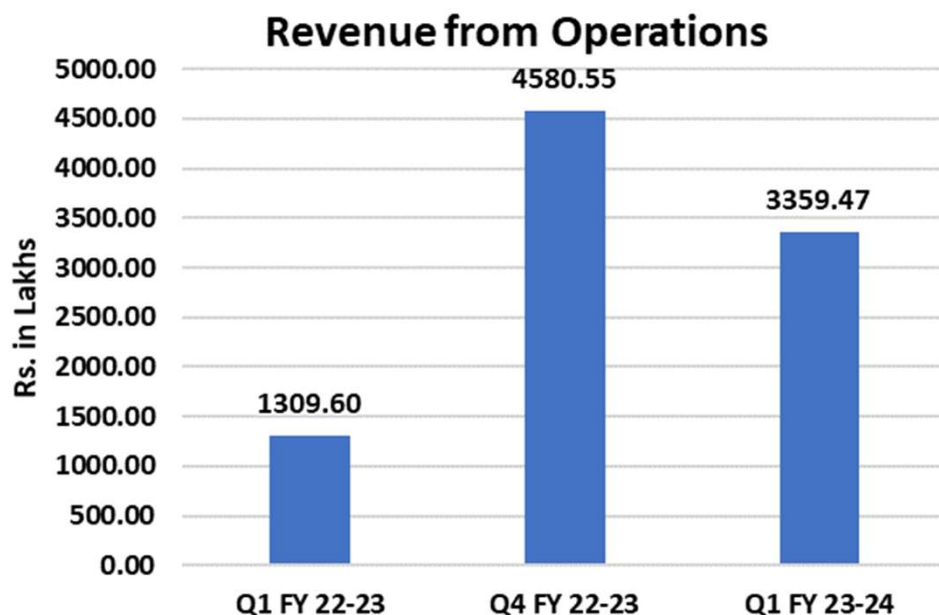


Increase in EPS

Consolidated Financials

Consolidated Revenue from operations is up by 156.53% YoY Basis.

Consolidated Results for the Quarter ended June 30, 2023



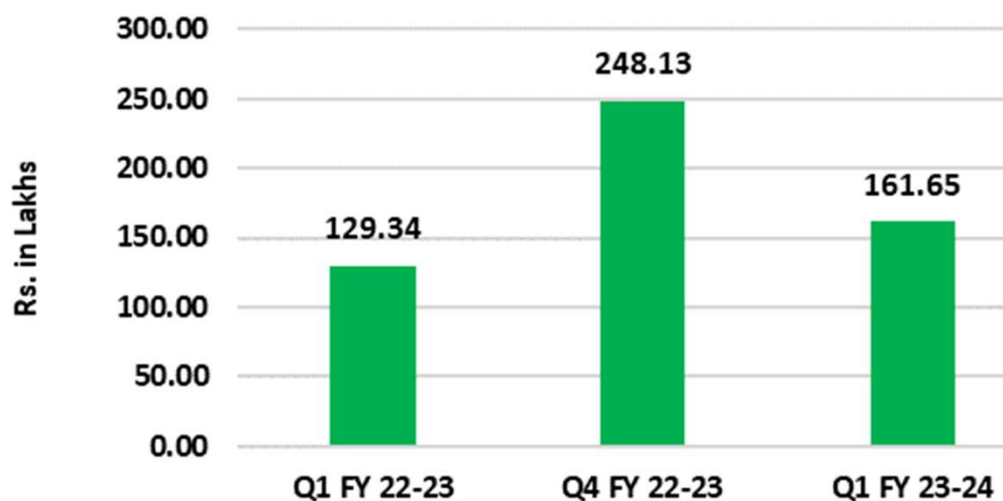
■ EBITDA margin
■ Net Profit Margin

Our EBITDA margin came in at 18.69%, and Net Profit Margin, stood at 4.76% on consolidated basis for the Quarter ended June, 2023.

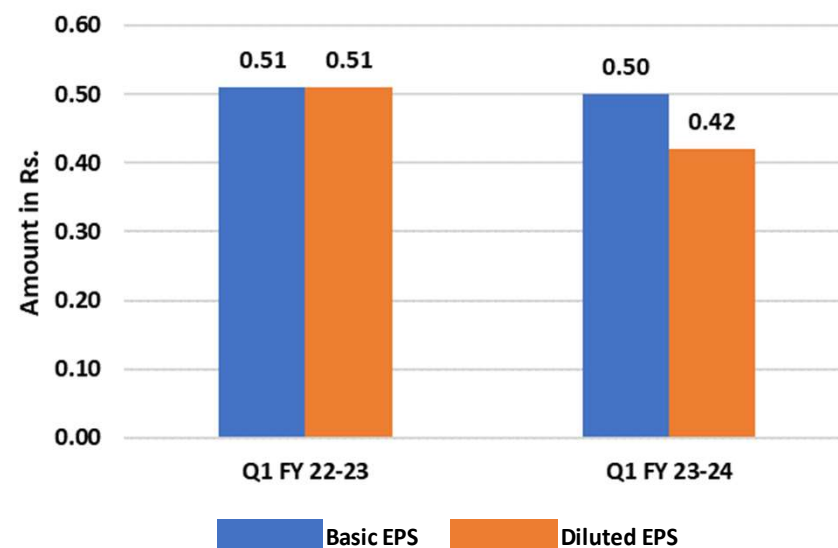
Note : Net Profit Margin = Profit / (Loss) for the period ÷ Total income

Consolidated Financials results for the Quarter ended June 30, 2023

Consolidated Profit/(Loss) After Tax



Consolidated Earning Per Share



Our Profit after Tax has increased by 24.98% YoY

Management Notes :

- The revenue is recognised based on the percentage-of-completion method ('POC method') of accounting with the cost of construction incurred for the respective projects determining the degree of completion of the performance obligation.
- Upon project completion, the highest amount of revenue is recognized and recorded within the company's financial records. This is attributed to the practice of booking 100% of revenue for the apartments that have been sold & agreement registered after the issuance of the Occupancy Certificate.
- The real estate sector exhibits inherent seasonality, resulting in fluctuating figures from one quarter to another. Hence the financial figures from quarter to quarter can vary.
- The company's business is focused on a capital-light , low-risk Model. The company is currently focused on the Mumbai/MMR Region, for redevelopment. The Company is evaluating other areas carefully and will venture there when a low-risk opportunity arises.

Sales (Project start date to June 2023)

Project	Total area (in Sq. Ft)	Area booked till date (including allotted) (In Sq. Ft)	Unsold Inventory (In Sq. Ft)	Project completion % (including approval cost)	Booking value (in Cr)	Revenue (in Cr)
Sumit one	20,342	16,468	3,874	88.50%	39.15	28.88
Sumit Plumeria	31,494	22,343	9,151	99.89%	12.25	12.23
Sumit Atulyam	35,298	20,764	14,534	64.00%	70.39	25.12
Arcenciel	57,362	50,557	6,805	96.33%	97.44	91.14
Sumit Bells A	17,823	-	17,823	37.50%	-	-
Sumit Mount 4	7,398	6,576	822	100%	3.98	1.98
Sumit Mount 5	15,103	12,643	2,460	100%	4.99	4.99
Sumit Gurukrishna	37,054	14,756	22,298	43.04%	46.85	12.80

Thank You

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