

# Rustomjee®

Date: 9<sup>th</sup> Jan 2024

The General Manager Listing Department, Bombay Stock Exchange Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001, Scrip Code: 543669	The Manager, Listing & Compliance Department, National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra East, Mumbai - 400 051. Scrip Symbol: RUSTOMJEE
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**Sub: Disclosure pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“the Regulations”)**

Dear Sir / Madam,

Please find below our Key Operational Updates for Q3 FY24:

Quarter On Quarter (QoQ)	Q3 FY24	Q2 FY24	QoQ Growth (%)	Q3 FY23	YoY Growth (%)
Area (In Mn Sqft)	0.37	0.16	132%	0.27	40%
Pre-Sales (In Rs. bn)	6.16	3.06	101%	4.33	42%
Collection (In Rs. bn)	4.52	5.85	-23%	4.16	9%

YTD Dec (YoY)	YTD FY24	YTD FY23	YTD Growth (%)	FY23	
Area (In Mn Sqft)	0.82	0.75	9%	1.03	
Pre-Sales (In Rs. bn)	14.23	11.31	26%	16.04	
Collection (In Rs. bn)	15.33	11.63	32%	18.62	

**a) Pre-Sales:**

- Pre-Sales for Q3 FY24 stood at INR 6.16 Bn showing a growth of 101% QoQ and 42% YoY.
- Pre-Sales for YTD-FY24 stood INR 14.23 Bn showing a growth of 26% YoY on YTD basis.

**b) Collections:**

- Collection for Q3 FY24 stood at INR 4.52 Bn showing a growth 9% YoY.
- Collection for YTD-FY24 stood INR 15.33 Bn showing a growth of 32% YoY on YTD basis

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**c) Launches:**

- During Q3FY24, launched 2 Towers in Urbania, Thane having GDV of INR 13.48 Bn.
- For the period YTD-FY24, Company launched a total of 4 projects with an estimated GDV of INR 22.38 Bn

**d) Business Development:**

- During Q3FY24, company added one more project with an estimated GDV of INR 14.53 Bn.
- For the period YTD-FY24, Company added a total of 5 projects with an estimated GDV of ~INR 51 Bn

**Commenting on the Company's operational performance for Q3FY24, Mr. Boman Irani, CMD of Keystone Realtors Limited, said "Q3FY24 has been an eventful quarter for the company with substantial performance across all Key Performance metrics such as Pre-Sales, Collections, Launches, and New Project Additions. This positions our company for a significant leap forward, aligning with our ambitious goals. All our performance metrics are in harmony with our guidance. I'm pleased to announce our sustained and robust performance and we maintain our confidence in meeting our targets for Pre-Sales growth and New Launches, positioning us strongly to generate substantial value to all our stakeholders".**

Please note that aforesaid nos. are provisional and subject to audit. This is for the information of all concerned. Request you to kindly disseminate the above information on your respective websites.

Thanking you

Yours Faithfully

**For Keystone Realtors Limited**

**Bimal Nanda**  
Company Secretary

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