

# Rustomjee®

Date: 8<sup>th</sup> Oct 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 Q2 FY25:

Operational Performance Matrix (QoQ)	Q2 FY25	Q1 FY25	QoQ Growth (%)	Q2 FY24	YoY Growth (%)
Pre-Sales (In Rs. bn)	7.00	6.11	15%	3.06	129%
Collection (In Rs. bn)	5.52	4.85	14%	5.85	-6%
Area (In Mn Sqft)	0.46	0.24	89%	0.16	184%

Operational Performance Matrix	YTD H1 FY25	YTD H1 FY24	YTD Growth (%)	FY24
Pre-Sales (In Rs. bn)	13.11	8.07	62%	22.66
Collection (In Rs. bn)	10.37	10.80	-4%	22.03
Area (In Mn Sqft)	0.70	0.45	56%	1.20

- Pre-Sales:** Pre-Sales of **INR 7 bn** in Q2 FY25 as compared to **INR 3.06 bn** in Q2FY24, showing a quarterly growth of **129%** YoY basis. Pre-Sales for H1 FY25 is **INR 13.11 bn** as compared to **INR 8.07 bn**, showing a growth of **62%** YoY half yearly basis.
- Collections:** Collections are at **INR 5.52 bn** in Q2FY25 as compared to **INR 5.85 bn** in Q2FY24. Collection for H1 FY25 stood at **INR 10.37 bn** as compared to **INR 10.80 bn** in H1 FY24
- New Launches:** Launched **3 RERA projects** in Q2FY25 (“Verdant Vistas ‘A’ Wing” - Urbania, “Verdant Vistas ‘B’ Wing” - Urbania and “Belle Vie” - Plotted Development at Kasara) having saleable area of 2.49 mn sq ft and estimated GDV of **INR 20.40 bn**. With this, we have launched a total of **5 projects in H1 FY25 with an estimated GDV of INR 40.57 bn** in line with our guidance of launching 2 projects a quarter.
- Business Development:** We have added **3 Projects** in Q2FY25 with a GDV of **INR 13.33 bn**. These strategic additions align with our goal to maintain and strengthen our leadership in the

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redevelopment space. **With this, we have added a total of 4 projects in H1 FY25 with an estimated GDV of INR 23.17 bn thereby achieving ~58% of our guidance for FY25.**

- e) **Completions:** During Q2FY25, company has completed **2 RERA projects** (“Erika” at Bandra East and “Bella C & D Wing” at Bhandup) with total construction area of **0.38 mn sqft.**

**Commenting on the Company’s operational performance for Q2FY25, Mr. Boman Irani, CMD of Keystone Realtors Limited, said “**

"As we successfully complete the second quarter of FY25, I am thrilled to share that we are at a pivotal moment for our Company. Building on the remarkable momentum from FY24, our Pre-Sales have soared to INR 7 billion in Q2FY25, marking a phenomenal quarterly growth of 129% on YoY basis, a testament to our resilience and strategic vision. We’ve successfully launched 3 RERA projects this quarter, totaling a GDV of INR 20.40 billion and also added 3 more new redevelopment projects contributing additional GDV of INR 13.33 billion in Q2FY25. With the festive season approaching, we’re excited about our strong pipeline of launches for the rest of FY25. I am confident that we are well-equipped to not only acquire new projects but also bring them to life efficiently. The redevelopment opportunity in Mumbai is immense, and as the most preferred redevelopment player, we are strategically positioned to ride on the current momentum. With strong balance sheet, we are sufficiently Capitalized and fully prepared to seize these opportunities. Together, we’re on an exciting journey toward substantial growth and value creation for all our stakeholders. Let’s embrace the opportunities ahead and continue this upward trajectory"

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 and Compliance Officer**  
**ACS - 11578**

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