

Rustomjee®

Date: 9th Jan 2025

The General Manager Listing Department, Bombay Stock Exchange Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001,	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 Code: 543669	Scrip Symbol: RUSTOMJEE

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 Q3FY25:

Operational Performance Matrix (QoQ)	Q3 FY25	Q2 FY25	QoQ Growth (%)	Q3 FY24	YoY Growth (%)
Pre-Sales (In Rs. bn)	8.63	7.00	23%	6.16	40%
Collection (In Rs. bn)	5.42	5.52	- 2%	4.52	20%
Area (In Mn Sqft)	0.41	0.46	- 11%	0.37	10%

Operational Performance Matrix	YTD FY25	YTD FY24	YTD Growth (%)	FY24
Pre-Sales (In Rs. bn)	21.74	14.23	53%	22.66
Collection (In Rs. bn)	15.79	15.33	3%	22.03
Area (In Mn Sqft)	1.11	0.82	35%	1.20

- Pre-Sales:** Pre-Sales of **INR 8.63 bn** in Q3FY25 as compared to **INR 6.16 bn** in Q3FY24, showing a quarterly growth of **40%** YoY basis. Pre-Sales for YTD FY25 is **INR 21.74 bn** as compared to **INR 14.23 bn**, showing a growth of **53%** YTD basis.
- Collections:** Collections are at **INR 5.42 bn** in Q3FY25 as compared to **INR 4.52 bn** in Q3FY24 showing a quarterly growth of **20%** YoY basis. Collection for YTD FY25 stood at **INR 15.79 bn** as compared to **INR 15.33 bn** YTD FY24
- Business Development:** We have added **2 Projects** in Q3FY25 with a GDV of **INR 9.8 bn**. These strategic additions align with our goal to maintain and strengthen our leadership in the redevelopment space. **With this, we have added a total of 6 projects**

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in YTD FY25 with an estimated GDV of INR 32.97 bn thereby achieving ~ 82% of our annual guidance for FY25.

- d) **Completions:** During Q3FY25, company has completed 1 RERA project ("Wing H" at Global City Virar) with total construction area of 0.08 mn sqft.

Commenting on the Company's operational performance for Q3FY25, Mr. Boman Irani, CMD of Keystone Realtors Limited, said

"As we successfully close the third quarter of FY25, I am excited to share that we are at a crucial juncture in our company's journey. In Q3FY25, we saw impressive growth across key business indicators. Pre-sales achieved in Q3FY25 is INR 8.63 billion, reflecting a 40% YoY increase compared to INR 6.16 billion in Q3FY24. Pre-sales for YTD FY25 stand at INR 21.74 billion, representing a 53% increase over the same period last year. With this, we have almost achieved the Pre-sales of FY24 in just 3 quarters of FY25, putting us in a strong position to achieve the full year Pre-sales guidance given by us. Our collections also grew, reaching INR 5.42 billion in Q3FY25, a 20% quarterly rise YoY basis. YTD collections for FY25 are now INR 15.79 billion. On the business development front, we successfully added 2 projects in Q3FY25, with a GDV of INR 9.8 billion. This brings the total additions for YTD FY25 to 6 projects with a GDV of INR 32.97 billion, achieving approximately 82% of our FY25 guidance. I am confident that we are well-positioned to not only secure new projects but also execute them efficiently. The redevelopment opportunities in Mumbai are significant, and as the leading player in this space, we are strategically poised to leverage the current momentum. With a strong balance sheet, we are fully capitalized and prepared to seize these opportunities. Together, we are embarking on an exciting path towards significant growth and value creation for all our stakeholders. Let's seize the opportunities ahead and continue our 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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