

Rustomjee®

Date: August 5, 2024

The General Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001	The Vice President Listing Department, National Stock Exchange of India Limited "Exchange Planza", Bandra Kurla Complex, Bandra East, Mumbai - 400 051
Scrip Code: 543669	Scrip Symbol: RUSTOMJEE

Sub: Investor Presentation

We enclose herewith Investor's presentation on the Unaudited Financial Results - Limited Reviewed for the quarter ended June 30, 2024.

This is also being uploaded on the Company's website at www.rustomjee.in.

You are requested to inform your members accordingly.

Yours faithfully,
For Keystone Realtors Limited

Bimal K Nanda
Company Secretary and Compliance Officer
ACS - 11578

KEYSTONE REALTORS LIMITED

Rustomjee®

Quarterly Update

Q1 FY-25

Keystone Realtors Limited





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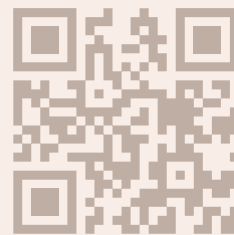
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Management Structure



Know more about the
www.rustomjee.com

A Snapshot RUSTOMJEE - Leading Developer in MMR



28+
Years of
existence



2
Mega
Townships



25+ msf
Constructio
n Area
developed



300+
Completed
Buildings



43+ msf
Construction
Area in
pipeline



17,000+
Homes
Delivered



1

**MMR
Focused**

2

**Prominent
Redevelopment Player**

3

**Asset Light
Model**

Company Overview
Performance Highlights
Management Structure

*Recent Accolades and
Industry recognition awards*

2024

India's Top Builders Category
S.W.O.T. CWAB Awards

Green Crusader Award
Bhamla Foundation

**Integrated Township of the year - Rustomjee Uptown
Urbania**
Realty+ Excellence Awards 2023

Design Project of the year - Rustomjee Parishram
Realty+ Excellence Awards 2023

**Best Residential Project (Ultra Luxury Segment) -
Rustomjee Elements**
CNBC - Awaaz Real Estate Awards 2023

Iconic Real Estate Marketing Innovation & Campaign- Seasons
Times Real Estate Conclave Awards

Silver Rating for sustainable practices- Crown
Indian Green Building Council

Featured on Spotlight wall- Crown
iDAC Expo Mumbai

A Snapshot (Contd.)



25+ Million Sq. Ft. delivered

Prominent MMR Real Estate developer with 25+ Million Sq. Ft. construction area delivered and a pipeline of 43+ Million Sq. Ft. construction area of ongoing and forthcoming projects across all price points catering to all segments of the population from Affordable to Super Premium



Capabilities and Experience

Capability and experience in developing standalone buildings, gated communities and fully integrated townships. Greenfield & brownfield developments / redevelopments by partnering with societies, land-owners and developers for residential, retail & commercial



Asset Light Approach

Asset-light approach focused on optimizing the upfront capital expenditure; achieving better return on equity and capital employed. Investment in acquisition of land only when it meets return expectations



Consumer Satisfaction

Continued focus on consumer satisfaction leading to a high level of brand loyalty and engagement

A Snapshot (Contd.)



End to End Project Management Capabilities

End-to-end project capabilities with in-house expertise across Business Development, Architecture, Approvals, Construction Management, Sales & Marketing and Property Management Services



Sustainable Development

Strong focus on sustainability in all our developments



Experienced Management

Experienced promoters and management possessing multi-decade experience in the real estate business

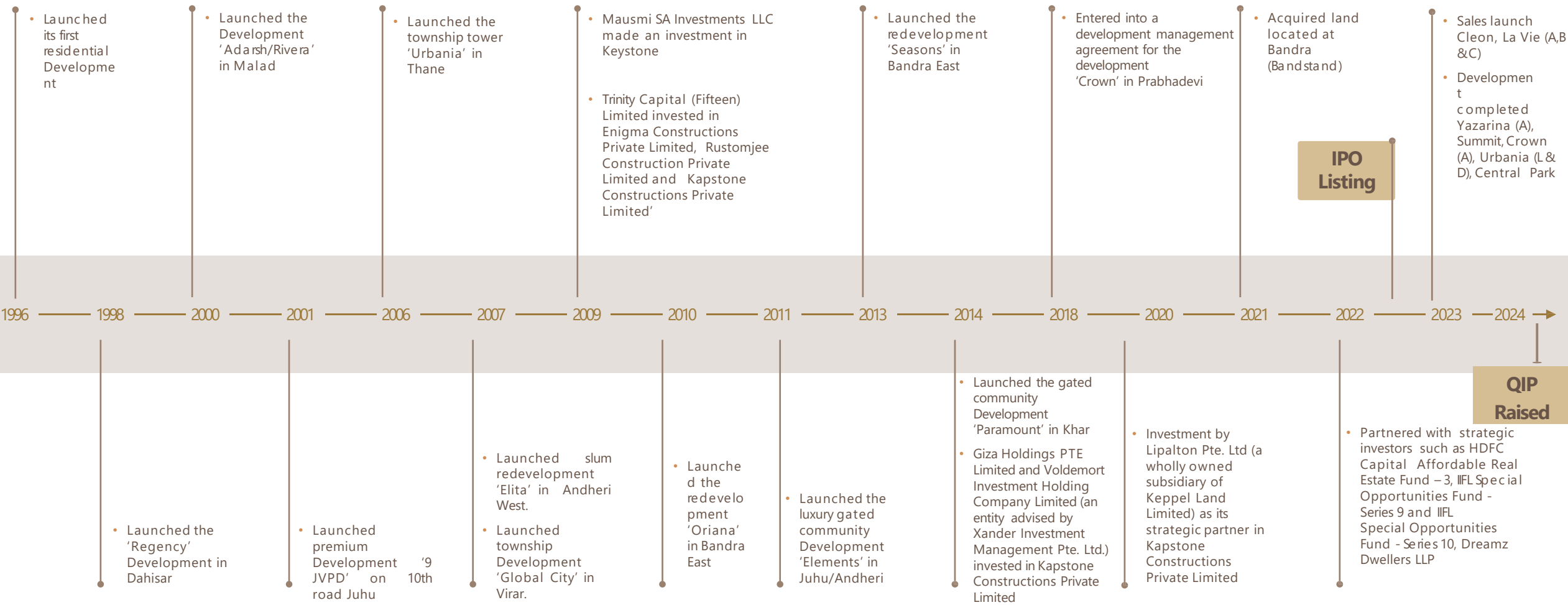


Execution Track Record

Proven expertise in executing greenfield, brownfield, development/redevelopment projects in residential & commercial segments. Envious track record across all housing segments - affordable, mid mass, aspiration, premium and super premium. Pioneer and leading developer of large-scale redevelopment in Mumbai



Our Journey over Two Decades



Our Ecosystem

Mt. K Kapital Category II – AIF¹



- Mt. K Kapital is a real estate focused fund management company, having SEBI approved Category II Alternative Investment Fund license.
- Its first fund, MT K Resi Development Fund is an ESG impact fund with a focus of developing residential real estate in MMR. The target fund raise is ~USD 100 mn
- The Fund is backed by State Bank of India and Famy Group as anchor investor

CREST – Property Management Services²



- Provides services post purchase of a residential and commercial assets.
- Crest provides integrated property management services including:
 - Facility Management
 - Staffing Solutions
 - Leasing Services
 - Development Management Consultancy
 - CAM Estimates and Budgeting

Fifth Wall Designs³



- Provides interior design services to residential clients.

Technology in Planning, Execution, Sales & Marketing



Project planning & Execution

- Combined implementation of ERP and BIM systems maximizes productivity and cost estimation.
- Automated and digitized invoice settlement process boosts transparency between all stakeholders.
- Smart management measures through detailed status monitoring of execution.



Sales & Customer Experience

- Helps better understand customer preferences and expedite customer purchase decisions resulting in greater efficiency and reduced manpower costs.
- CRM platform supports automation in marketing campaigns and personalized communications through intelligent chatbots.



Recent Developments

- Automated and transparent system built-into execution flow: Reduced margin of error for contractors & vendors.
- Vendor Management System launched for centralized procurement of Marketing Collaterals through SAP.
- Virtual Assistant Chatbot: Integrated, AI-driven, self-learning virtual assistant.

Ongoing Projects

Townships

1. Global City (H/K Wing), Virar (W) (Affordable)
2. La Vie, La Familia - Urbania, Thane (W)* (Mid and Mass)

Residential Projects

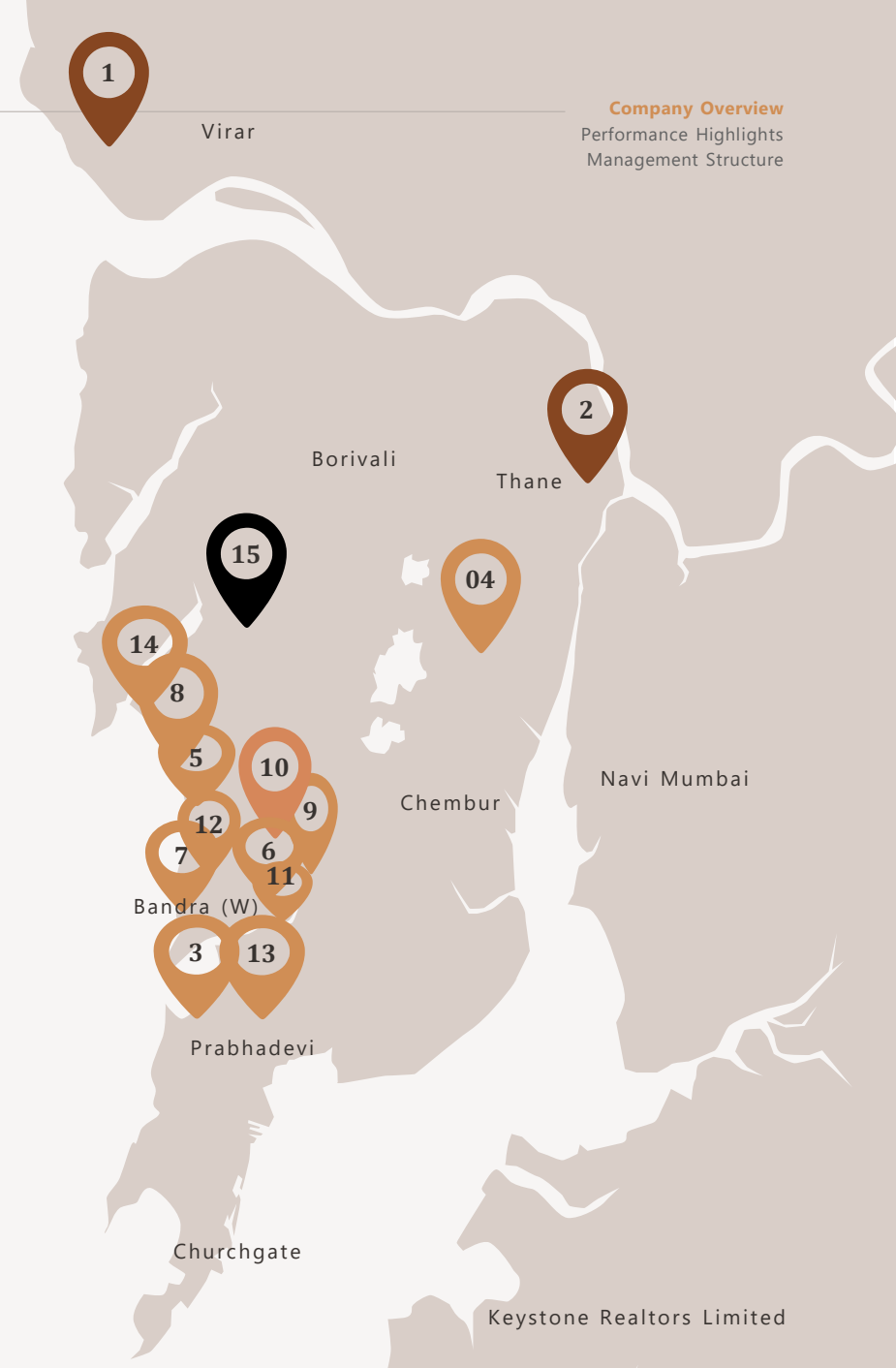
3. Crown- C, Prabhadevi (Super Premium/Premium)
4. Bella, Bhandup (W)* (Mid and Mass)
5. Paramount, Khar (W) (Aspirational)
6. Erika, Bandra (E) (Mid and Mass)
7. Parishram, Pali Hill (Super Premium/Premium)
8. Ashiana, Juhu (Super Premium/Premium)
9. Aden, Bandra (E) (Aspirational)
10. Cleon, Bandra (E) (Mid and Mass)
11. Stella, Bandra (E) (Mid and Mass)
12. Panorama, Pali Hill ** (Super Premium/Premium)
13. 180 Bayview (Jariwala), Matunga West * (Aspirational)
14. Ocean Vista (Sagar Tarang), Versova,** (Super Premium / Premium)

Commercial

15. Eaze Zone, Goregaon (W)

*Note: 1) Urbania, our economic interest is 51%. 2) Bella, our economic interest is 58%. 3) 180 BayView (Jariwala) is a project with fee of 17% of the project revenue + Incentive fee. Category classification (by ticket size): Super Premium: > INR 150 mn, Premium: ₹70-150 Mn, Aspirational: ₹30-70 Mn, Mid & Mass: ₹10-30 Mn, Affordable: < ₹10 Mn

**Note: Project having investment from Mt K Kapital



Forthcoming Projects



Townships

1. Global City, Virar (W) (Affordable)
2. Urbania, Thane (W)* (Mid and Mass)



Residential Projects

3. MHADA Reclamation, Bandra W (Aspirational)
4. Charkop, Kandivali (W)* (Mid and Mass)
5. Ozone (Phase II), Goregaon (W) (Affordable)
6. Dombivli (Affordable)
7. Dnyaneshwar Nagar, Sewri (Mid and Mass)
8. Ambedkar Nagar, Khar (W) (Aspirational)
9. Jyotirling, Goregaon (E)* (Mid and Mass)
10. Cliff Tower, Bandra (W)** (Super Premium / Premium)
11. Bandstand, Bandra (W) (Super Premium / Premium)
12. Vivekanand CHSL, Bandra (E) (Aspirational)
13. Basant Park, Chembur (Aspirational)
14. Dhuruvadi, Prabhadevi (Aspirational)
15. Majithia Nagar, Kandivali (W) (Mid and Mass)
16. Crescent Apartments, Pali Hill ** (Super premium/Premium)
17. Haren Textiles, Dahisar E (Mid and Mass)
18. Veenanagar and NeelKamal, Malad W (Mid and Mass)
19. Khernagar 7, Bandra E (Mid and Mass)
20. Garden Estate, Thane (W) (Mid and Mass)
21. New JV, Goregaon E (Mid & Mass)



Commercial

22. Urbania Commercial
23. OB12 + 13, Bandra (E)
24. New Kamal Kunj, Bandra (W)



Plotted Development

25. Manori*



Under planning

26. Naigaon



New Additions (FY25)

27. Avinash Towers, Versova (Aspirational)

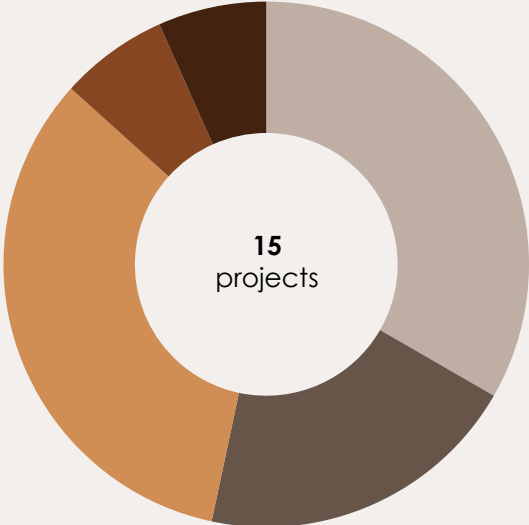


*Note: 1) Urbania - Our economic interest is 51%. 2) Charkop - our economic Interest is 73%.
3) Jyotirling - Our Economic interest is 33.33%. 4) Manori - Our Economic Interest is 73%. 5) New Kamal Kunj - Our Economic interest is 50% 6) New JV - Our Economic interest is 50%

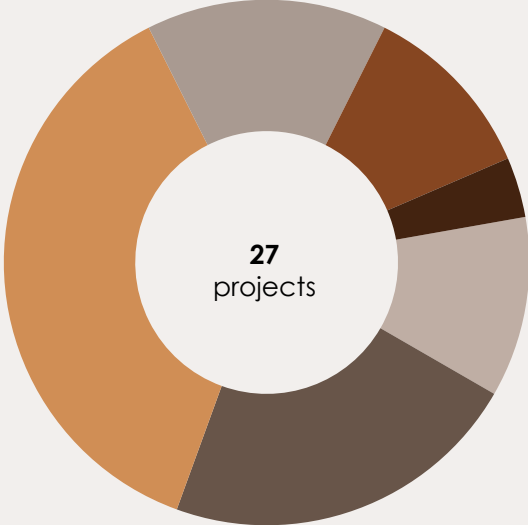
**Note: Project having investment from Mt K Kapital

Strong residential project pipeline in place for future growth

Ongoing Projects



Forthcoming Projects



Super Premium/Premium	5
Aspirational	3
Mid & Mass	5
Affordable	1
Commercial	1

Super Premium/Premium	3
Aspirational	6
Mid & Mass	10
Affordable	4
Commercial	3
Under Planning	1

15 Ongoing
~4.97 msf saleable

27 Forthcoming
~27.04 msf saleable



Category	Price Range
Affordable	Below ₹ 10 million
Mid and Mass	₹ 10 – 30 million
Aspirational	₹ 30 - 70 million
Premium	₹ 70 - 150 million
Super Premium	₹ 150 million and above

Growth Drivers



Continue to build an **asset light business model**



Leverage our leadership position in the **redevelopment space** and micro markets that we operate in



Grow our presence in the **mid/mass and aspirational category**



Focus on growth areas in proximity of **upcoming infrastructure projects**



Leverage **technology** to improve operational efficiency

Performance Highlights

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Performance Snapshot (Q1 FY-25)



Pre-Sales Value

₹ 6.11 Bn

Collections

₹ 4.85 Bn

Area Sold

0.24 Mn Sq.Ft.

Projects Launched – 2

₹ 20.17 Bn

GDV

Projects Added – 1

₹ 9.84 Bn

GDV

OCF

₹ 1.08 Bn

Revenue

₹ 4.22 Bn

EBITDA

₹ 0.58 Bn

PAT

₹ 0.26 Bn

Pre-Sales is INR 6.11 bn in Q1FY25, showing a growth of 22% YoY basis

Operational Highlights

PARTICULARS	Q1 FY25	Q4 FY24	QoQ Growth (%)	Q1 FY24	YoY Growth (%)
Pre-Sales Value (₹ Bn)	6.11	8.43	-28%	5.02	22%
Collection (₹ Bn)	4.85	6.70	-28%	4.95	-2%
Area Sold (Mn Sq. Ft.)	0.24	0.38	-36%	0.29	-16%

The Area Sold reduced by 16% YoY as the Premium/Super Premium Category contributed higher Sales in Q1FY25 as compared to Q1FY24
Average Realization rate has gone up from ~INR 17,367/- PSF to ~INR 25,164/- PSF YoY basis

Pre-Sales

- Pre-Sales of **INR 6.11 bn** in Q1FY25 as compared to INR 5.02 bn in Q1FY24, showing a **growth of 22% YoY basis**.

Collections

- Collections are at **INR 4.85 bn** in Q1FY25 as compared to INR 4.95 bn in Q1FY24

Launches

- Launched **2 projects** (180 Bayview in Matunga West & Ocean Vista in Versova) in Q1FY25 having saleable area of 0.63 mn sq ft and estimated **GDV of INR 20.17 bn** in line with our guidance of launching 2 projects a quarter.

Business Development

- We added **1 Project** in Q1FY25 having saleable Area of 0.35 mn sq ft and estimated **GDV of INR 9.84 bn**. This is a redevelopment project.

Guidance Vs Actual

PARTICULARS	FY24 GUIDANCE	FY24 ACTUALS	Achievement over Guidance	FY 25 GUIDANCE
Pre-Sales (INR Bn)	25% growth (INR 20.00 Bn)	41% growth. (INR 22.66 Bn)	113%	33% growth. (INR 30.00 Bn)
Launches (No.of Project with GDV)	4 Projects to be launched in FY24	6 Projects launched in FY24	150%	2 Projects per Quarter
Project Additions (No.of Project with GDV)	2x Presales of FY23 INR 32.00 Bn	~6x Presales of FY23 INR 94.39 Bn	295%	> INR 40.00 Bn
Gross Debt / Equity Ratio	1:1	0.43:1	On Track	< 1:1

Completed Projects as on 30th Jun 2024

SR. NO.	NAME OF PROJECT	TOTAL SALEABLE AREA (MN SQ FT)	UNSOLD SALEABLE AREA (MN SQ FT)	SOLD RECEIVABLE (INR BN)	EST UNSOLD INVENTORY (INR BN)	COST TO COMPLETE* (INR BN)
1	Seasons Wing D	0.34	0.06	0.09	1.96	0.88
2	Elements Wing C	0.14	-	0.88	-	0.26
3	Global City Phase 2	0.79	0.02	0.19	0.11	0.18
4	Urbania	1.55	0.06	0.13	0.63	0.61
5	Crown Tower A & B	0.84	0.06	1.78	2.33	2.71
	Total	3.65	0.19	3.08	5.03	4.64

95% of the Inventory already sold

**Represent hard cost (Land, Construction, FSI & Approval) | *In addition, there is S&M, HR, Admin cost ~10% of Sales*

Ongoing Projects as on 30th Jun 2024

CATEGORY	NO. OF PROJECTS	TOTAL SALEABLE AREA (MN SQ FT)	UNSOLD SALEABLE AREA (MN SQ FT)	GDV (INR BN)	% SHARE	SOLD RECEIVABLE (INR BN)	EST UNSOLD INVENTORY (INR BN)	COST TO COMPLETE* (INR BN)
Residential (A)	14	4.82	2.22	99.96	100%	22.35	54.98	42.27
Super Premium/Premium	5	0.94	0.37	34.88	35%	7.57	18.16	10.78
Aspirational	3	0.62	0.48	17.46	18%	2.38	13.65	8.34
Mid & Mass	5	3.05	1.33	46.43	46%	11.85	22.99	22.85
Affordable	1	0.22	0.03	1.20	1%	0.54	0.18	0.30
Commercial (B)	1	0.15	0.03	-	-	-	0.29	-
Total (A+B)	15	4.97	2.24	99.96	-	22.35	55.27	42.27

55% of the Inventory already sold

Mid/Mass & Aspirational Segment represent 65% of the Ongoing Residential Project Portfolio

*Represent hard cost (Land, Construction, FSI & Approval) | *In addition, there is S&M, HR, Admin cost ~10% of Sales

Forthcoming Projects as on 30th Jun 2024

CATEGORY	NO. OF PROJECTS	SALEABLE AREA (MN SQ FT)	EST. GDV (₹ BN)	COST TO COMPLETE* (₹ BN)
Residential (A)	23	21.82	346.87	214.14
Super Premium/Premium	3	0.73	38.27	19.67
Aspirational	6	1.66	53.17	34.07
Mid & Mass	10	11.13	195.09	125.78
Affordable	4	8.30	60.34	34.62
Commercial (B)	3	5.22	72.00	47.70
Total (A+B)	26	27.04	418.87	261.84

*Represent hard cost (Land, Construction, FSI & Approval) | *In addition, there is S&M, HR, Admin cost ~10% of Sales

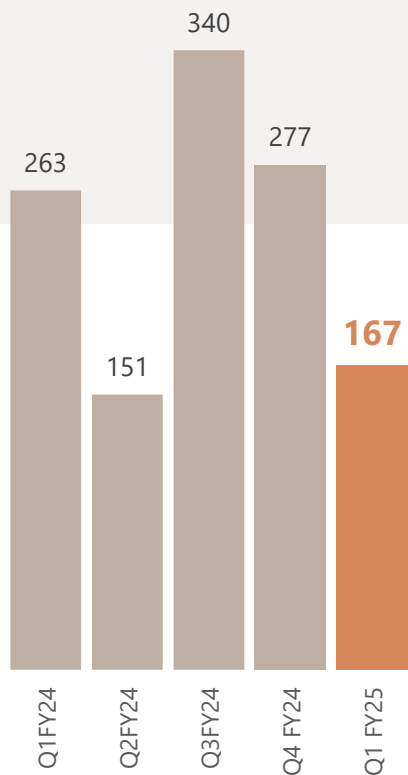
Category-wise Performance for Q1 FY-25

CATEGORY	PRE-SALES (₹ BN)			COLLECTIONS (₹ BN)		
	Q1 FY-25	Q1 FY-24	% CHANGE	Q1 FY-25	Q1 FY-24	% CHANGE
Super premium / Premium	2.42	1.14	113%	1.79	0.90	99%
Aspirational	2.16	0.80	171%	1.04	0.95	10%
Mid & Mass	1.45	3.00	(52%)	1.54	2.81	(45%)
Affordable	0.05	0.08	(39%)	0.41	0.30	38%
Commercial	0.03	0	0%	0.05	0	-
Total	6.11	5.02	22%	4.85	4.95	(2%)

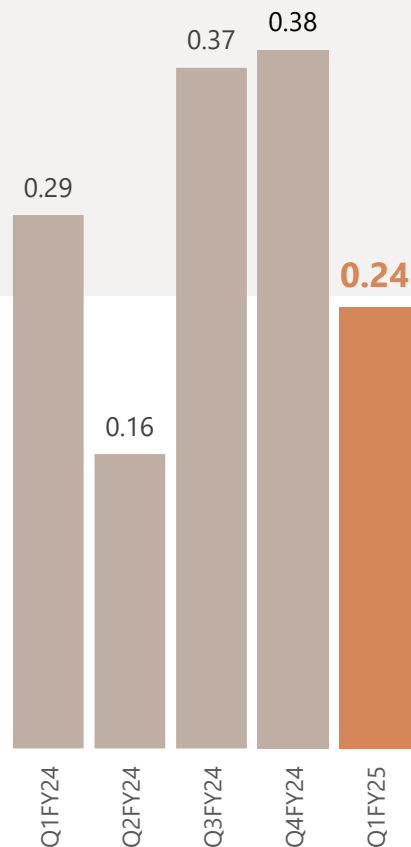
Pre-Sales is INR 6.11 bn in Q1FY25, showing a growth of 22% YoY basis
Pre-Sales from New Launches in Q1FY25 – INR 2.54 Bn (42% of Q1FY25 Pre-Sales)
Avg Realization has gone up from ~ INR 17,367/- PSF to ~ INR 25,164/- PSF YoY basis

Historical Operational Performance (Last 5 Quarters)

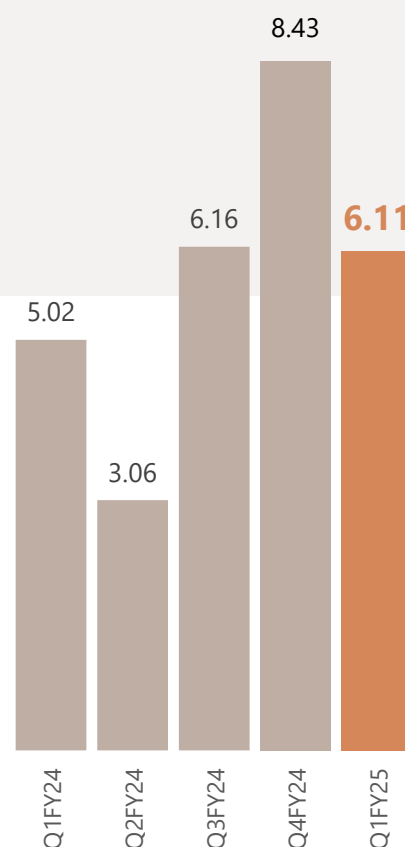
Pre-Sales
 (NO. OF UNITS)



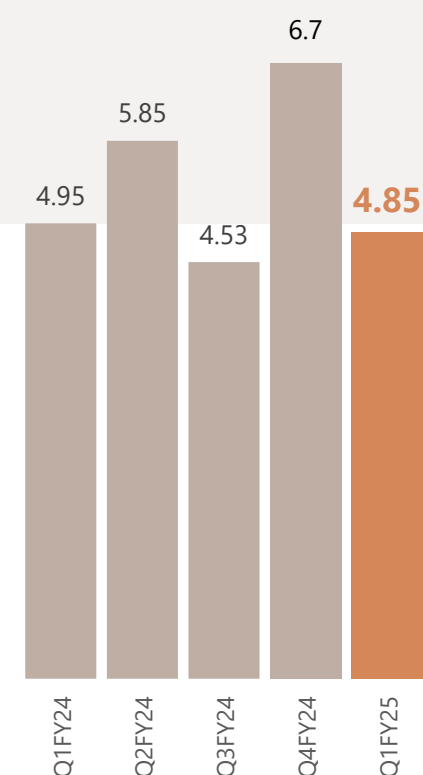
Area Sold
 (MN SQ.FT.)



Pre-Sales
 (₹ BN)



Collections
 (₹ BN)



New Launches in FY-25

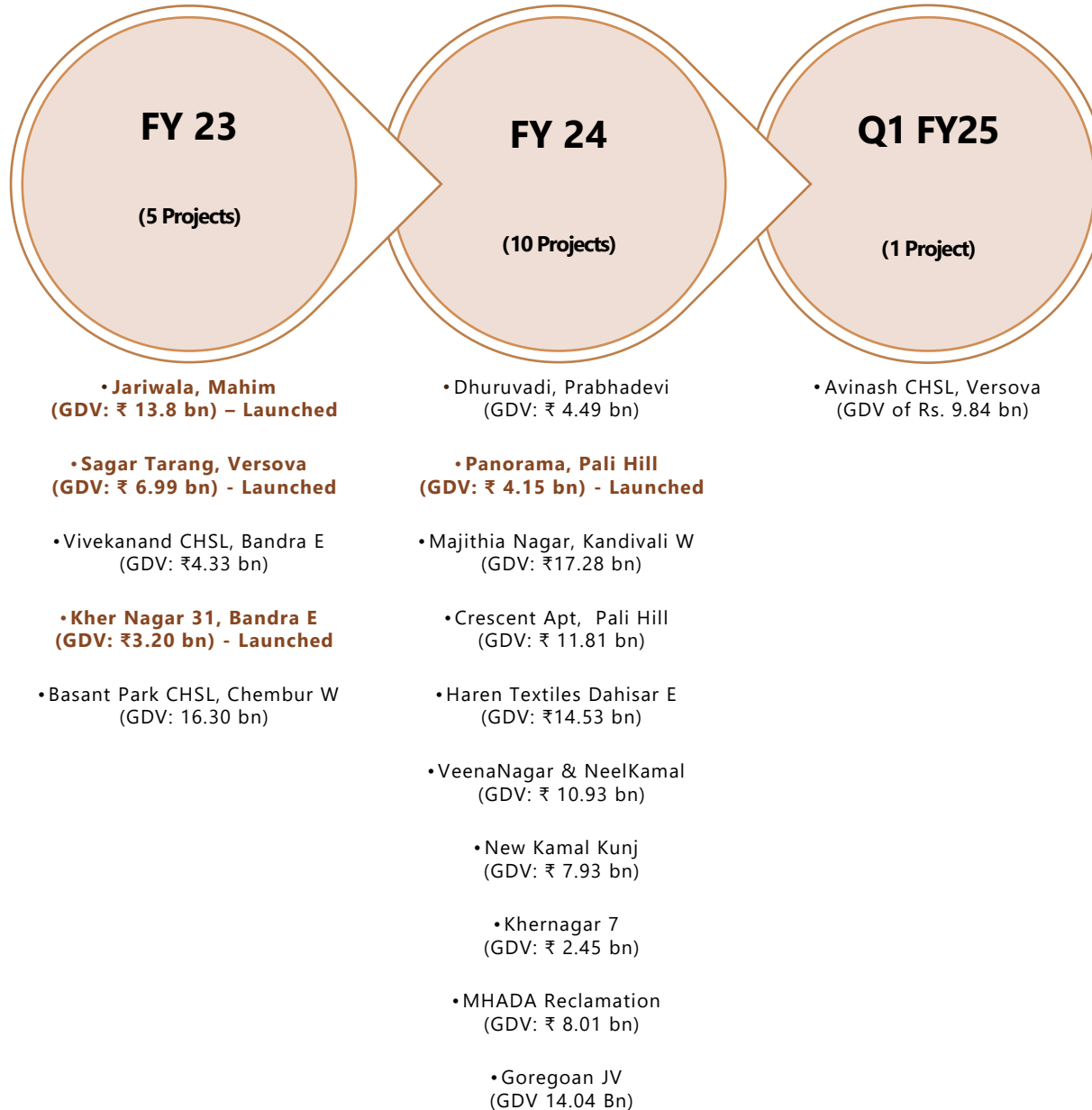
PROJECT NAME	LAUNCH QUARTER	LOCATION	CATEGORY	NATURE OF DEVELOPMENT	RERA COMPLETION DATES	SALEABLE AREA (MN SQ. FT)	EST GDV (₹ BN)
180 Bayview (Jariwala)	Q1 FY25	Matunga (W)	Aspirational	DM	Dec-29	0.48	13.18
Ocean Vista (Sagar Tarang)	Q1 FY25	Versova	Super Premium / Premium	Redevelopment	May-29	0.15	6.99
Total						0.63	20.17

Launched 2 Projects in Q1FY25 in line with our guidance

New Project Additions in FY-25

PROJECT NAME	QUARTER OF ACQUISITION	LOCATION	CATEGORY	NATURE OF DEVELOPMENT	SALEABLE AREA (MN SQ. FT)	EST GDV (₹ BN)	CURRENT STATUS
1. Avinash Towers CHSL	Q1 FY25	Versova	Aspirational	Redevelopment	0.35	9.84	LOI Received.
Total					0.35	9.84	

Project Additions from FY23 onwards



Added 16 Projects from FY23 having estimated GDV of INR 149.45 Bn

Entered New Micro Markets – Chembur, Mahim, Versova, Dombivili

13 out of 16 Projects are Redevelopment

12 out of 16 Project are in Mid/Mass and Aspirational Segment (80% in terms of total GDV Added)

4 Project Already launched having estimated GDV of INR 27.50 Bn

Cash Flows

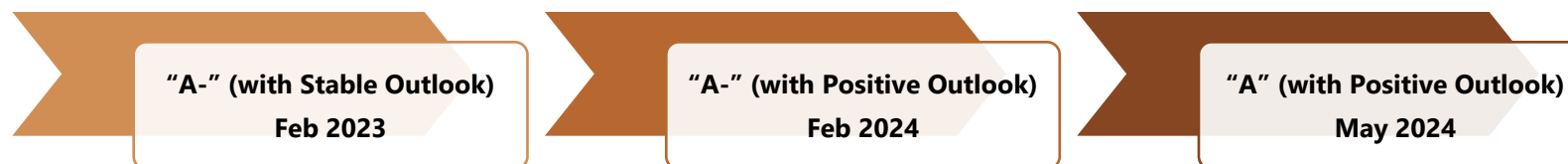
PARTICULARS (₹ Mn)	Q1 FY-25	Q4 FY-24	Q1 FY-24	FY-24
Operating Activities				
Net Collections	3,590	5,595	2,241	13,844
Receipts from DM / JV Projects	(0)	29	321	629
Construction Cost	(1,263)	(1,492)	(769)	(4,435)
Land and Approval Payments	(504)	(352)	(164)	(1,083)
Employee and Admin Expenses	(687)	(846)	(347)	(2,256)
Statutory Payments	(53)	(49)	(176)	(267)
NET CASH FLOW FROM OPERATING ACTIVITIES (A)	1,083	2,885	1,107	6,432
Investment Activities				
Investment in New Projects	(1,583)	(1,321)	(304)	(3,890)
Inflow from Investment Activities	380	456	(23)	433
Other Investments (FD & Mutual Fund)	0	133	66	0
NET CASH FLOW FROM INVESTMENT ACTIVITIES (B)	(1,203)	(732)	(261)	(3,457)
Financing Activities				
Debt Drawdown	140	231	90	7,823
Proceeds from QIP (net of expenses)	7,987	(62)	(22)	(85)
Repayments	(3,209)	(1,518)	(472)	(10,341)
Others	71	(53)	0	(447)
Finance Costs	(173)	(245)	(78)	(655)
NET CASH FLOW FROM FINANCING ACTIVITIES (C)	4,816	(1,648)	(482)	(3,706)
Net Cash Flows for the Period (A+B+C)	4,696	506	364	(731)

**Investment in New Projects in Q1FY25 is INR 1.58 bn showing a growth of 20% QoQ & ~4x YoY
Raised QIP of INR 8 Bn in May 2024**

Financial Summary – Debt Movement

DEBT MOVEMENT (₹ MN)	FY-25	FY-24
Gross Debt	4,577	7,652
Less: Cash and Cash Equivalents	8,803	4,061
Net Debt	(4,226)	3,591
Equity	26,089	17,978
Gross Debt to Equity Ratio	0.18	0.43
Net Debt to Equity Ratio	-	0.20
Debt in JV Co.- KRL Share	752	652

ICRA has upgraded and assigned a rating of "A" with positive outlook



Financial Summary – Profit & Loss

CONSOLIDATED RESULTS (₹ Mn)	Q1 FY-25	Q4 FY-24	Q1 FY-24	FY-24
Revenue from Ops	4,222	8,116	2,720	5,207
Other Income	150	146	109	126
Total Income	4,372	8,262	2,828	5,333
EBITDA*	582	667	742	212
PBT	390	444	663	124
PAT	274	328	461	87
Share of Profit / (Loss) from JVs / Associates	(17)	(21)	4	212
PAT after Share of Profits	256	307	465	299
PAT after Non controlling Interest	258	309	470	302
EBITDA Margin %	13.3%	8.1%	26.2%	4.0%
PBT %	8.9%	5.4%	23.4%	2.3%
PAT after Non controlling Interest %	5.9%	3.7%	16.6%	5.7%
Adjusted EBITDA**	879	1,470	859	574
Adjusted EBITDA %	20.1%	17.8%	30.4%	10.8%

Revenue for Q1FY25 is up 55% YoY basis

*EBITDA and Adjusted EBITDA include Other income | **Adjusted EBITDA is after grossing up of finance cost included in cost of sales

ESG (Environment, Social and Governance)



Environmental Initiatives

- E-waste and Hazardous waste management have been complied with at all project sites
- Engaging with our external stakeholders - value chain partners on ESG requirements
- Cascading EHS and sustainability policy across the organization
- Continuous monitoring of water withdrawal from various sources, consumption and recycling
- Ensuring regular compliance proactively and adapting and complying with new regulations (e.g. Environmental Acts)
- Calculating Scope 1 & Scope 2 carbon emissions, energy and water intensity across projects
- Consolidating data on Environment and social indicators for our BRSR report
- Digitised our data collection process



Social Initiatives

- Awarded A+ Grade by the Government of Maharashtra and title of the Best Vocational Training Provider by the UK India British Council & FICCI
- Rustomjee Educate a child initiative: Every time a family buys a Rustomjee home, a child is educated for a year (More than 1,000 children educated)
- Labour welfare compliance by contractors improved to 80%
- Awareness and training on Health and Safety at sites for employees and workers
- Zero fatalities and NIL high Consequence incidents (injury / illness) reported
- Engaging virtually with our key suppliers on their ESG practices & material issues
- Training on use of software to make the process effective and seamless
- All ongoing project sites were audited (internally) by the ESG team for compliance



Governance

Policies Implemented:

- Anti bribery and anti corruption policy
- EHS policy
- Sustainability policy
- Diversity and Inclusion
- Information Security
- Grievance management

Update for Q1 FY25:

- Data verification and validation for all projects for BRSR REPORT - Principle 6
- Data Verification and validation Health and Safety for ongoing projects Principle 5
- DATA inputs from all departments for BRSR report on digitized platform
- Scope 3 calculations (value based) for Purchased goods and services for FY 22-23 and FY 23-24 for Critical Suppliers - Steel, Cement, AAC blocks, aggregates
- Exploring possibility of Net zero Projects at Rustomjee with external consultants

Management Structure

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Experienced Promoters and Directors



Boman Irani
CHAIRMAN & MANAGING
DIRECTOR

- 28+ years of Real Estate experience
- President of CREDAI



Chandresh Mehta
EXECUTIVE DIRECTOR

- 28+ years of Real Estate Experience
- Directs the redevelopment initiatives for the Group



Percy Chowdhry
EXECUTIVE DIRECTOR

- 25+ years of Real Estate Experience
- Directs Sales, Marketing and HR functions

Independent Directors



Ramesh Tainwala
NON-EXECUTIVE INDEPENDENT
DIRECTOR

- Previously associated with Samsonite International as CEO



Rahul Divan
NON-EXECUTIVE INDEPENDENT
DIRECTOR

- Founding partner of Rahul Gautam Divan & Associates



Seema Mohapatra
NON-EXECUTIVE INDEPENDENT
DIRECTOR

- Was associated with BBC World Service Trust India as a trustee

Backed by a Professional and Reinforced Management Team



Sajal Gupta
(GROUP CFO & HEAD
CORPORATE STRATEGY)



Rakesh Setia
(GROUP HEAD – SALES
AND MARKETING)



Venkatraman B.
(TECHNICAL ADVISOR TO
THE BOARD)



Manish Sawant
(GROUP HEAD – LIAISONING)



Bimal Nanda
(GROUP CS AND
COMPLIANCE OFFICER)



Atul Date
(GROUP HEAD - PLANNING
& ARCHITECTURE)



Mahesh Gera
(GROUP CHIEF HUMAN
RESOURCES OFFICER)



Vinayak Bhosale
(CHIEF OPERATING OFFICER)



Aradhana P
(GROUP HEAD LEGAL)



Rahul Mahajan
(CHIEF INFORMATION
OFFICER)



Rohit Prasad
(GROUP HEAD BUSINESS
DEVELOPMENT)



Binitha Dalal
(CO FOUNDER – MT. K
KAPITAL)



Anupam Verma
(CEO - KAPSTONE
CONSTRUCTIONS)



Harsh Chandra
(PROJECT CEO)



Jennifer Sanjana
(PROJECT CEO)



Parag Saraiya
(PROJECT CEO)



Manish Randev
(PROJECT CEO)



Vineet Mehta
(PROJECT CEO)



Vishal Bafna
(PROJECT CEO)



Madhusudan Thakur
(HEAD – COMMERCIAL
DEVELOPMENT)

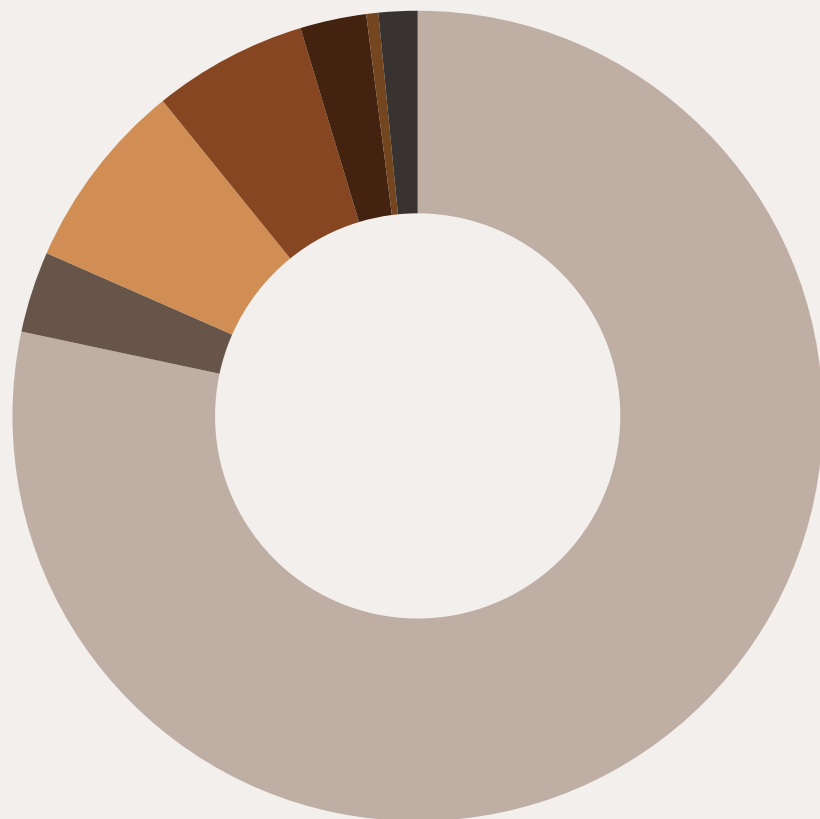


Siddharth Bhatt
(CEO, CREST PROPERTY
SOLUTIONS)



Sreedharan Veede
(HEAD - SPECIAL PROJECTS)

Shareholding Pattern as on 30th Jun '24



Promoter	78.34%
FPI	3.24%
Mutual Funds	7.59%
Insurance	6.16%
AIF	2.64%
Bodies Corporate	0.48%
Others	1.55%

FPIs

Abu Dhabi Investment Authority Monsoon
Morgan Stanley India
Tata Indian Opportunities Fund

Mutual Funds

Tata Mutual Fund
Quant Mutual Fund
Bhandan Small Cap Fund

AIF

HDFC Capital
Ananta Capital

Insurance

SBI Life Insurance
Aditya Birla Sun Life Insurance
SBI General Insurance
ICICI Pru Life Insurance
Bajaj Allianz Life Insurance

Completed Projects

Townships

1. Global City, Virar (W) Phase 1
2. Global City, Virar (W) Phase 2
3. Urbania, Thane (W)

Residential Projects

4. Elements Off Juhu Circle
5. Seasons, Bandra (E)
6. Meridian, Kandivali (W)
7. Elanza, Malad (W)
8. Elita, Andheri (W)
9. Paramount, Khar (W)
10. Ozone, Goregaon (W)
11. Oriana, Bandra (E)
12. Acres, Dahisar (W)
13. Adarsh, Malad (W)
14. Yazarina, Dadar Parsi Colony
15. Ciroc, Juhu
16. Raag, Goregaon (E)
17. Shimmer, Juhu
18. 7 JVPD, Juhu

Residential Projects (Contd.)

19. 9 JVPD, Juhu
20. Central Park, Andheri (E)
21. Buena Vista, Bandra (W)
22. La Sonrisa, Matunga (E)
23. La Solita, Bandra (W)
24. La Roche, Bandra (W)
25. Orva, Bandra (W)
26. Riviera, Malad (W)
27. Meadows, Mahim (E)
28. Gagan, Goregaon (E)
29. Summit & Pinnacle, Borivali (E)
30. Crown, Tower A & B, Prabhadevi

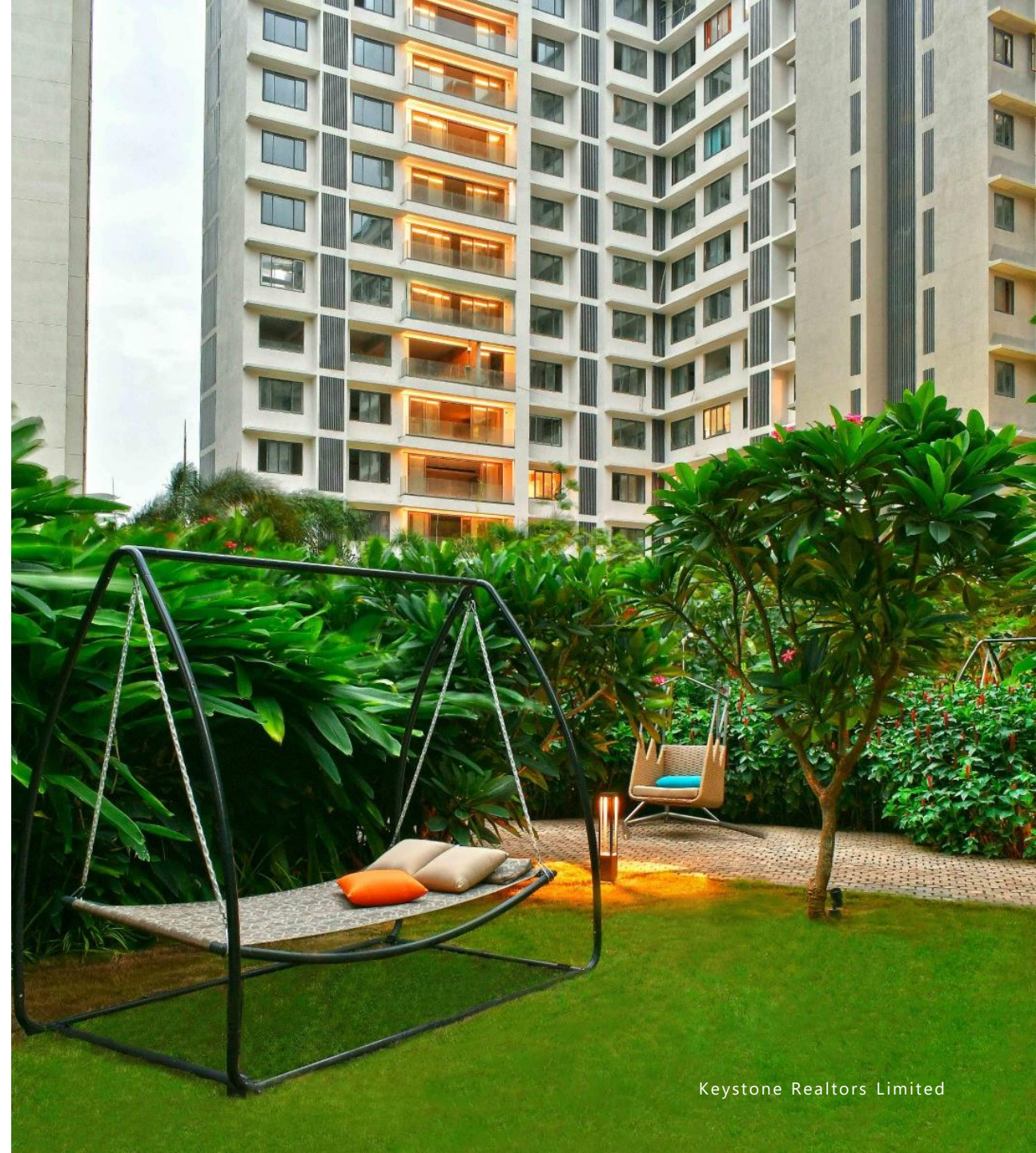
Commercial

31. Sangam, Santracruz (W)
32. Natraj, Andheri (E)
33. Aspiree, Sion (E)
34. Central Park, Andheri (E)



Disclaimer

Some of the statements in this presentation may be 'forward-looking statements' within the meaning of applicable laws and regulations. Actual results might differ substantially from those expressed or implied. Important developments that could affect the company's operations include changes in the industry structure, significant changes in the political and economic environment in India and overseas, receipt of approvals, tax laws, duties, litigation and labor relations.



Balance Sheet

Balance Sheet (In INR Mn)	As at 31 st Mar 2024	As at 31 st Mar 2023
Assets		
Non Current Assets		
PPE, Investment Property, ROU	368	236
Goodwill	3,182	158
Investments	3,504	5,475
Financial Assets	1,215	1,191
Tax Assets	991	1,070
Other Non Current Assets	90	76
Current Assets		
Inventories	37,104	25,703
Debtors	1,049	616
Cash & Bank	3,664	4,122
Other Financial Assets	4,378	4,266
Other Current Assets	3,781	2,237
Total Assets	59,325	45,152
Equity & Liabilities		
Equity Share Capital	1,139	1,139
Other Equity	16,842	15,555
Non- Controlling Interest	(32)	173
Total Equity	17,949	16,867
Non Current Liabilities		
Borrowings	6,093	1,027
Other Financial Liabilities	1,901	1,876
Trade Payables	44	84
Current Liabilities		
Borrowings	4,754	9,214
Trade Payables	6,424	3,529
Other Financial Liabilities	2,316	787
Tax Liabilities	61	68
Other Current Liabilities	19,783	11,699
Total Liabilities	59,325	45,152

Thank You

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Head – Fund Raising & Investor Relations
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Mr. Kanav Khanna
EY (IR Practices)
Kanav.Khanna@in.ey.com

Company Secretary & Compliance

Mr. Bimal Nanda - Group Company Secretary & Compliance Officer
bimalnanda@rustomjee.com

