

# Rustomjee®

Date: July 09, 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 Q1 FY25:

Operational Performance Matrix (QoQ)	Q1 FY25	Q4 FY24	QoQ Growth (%)	Q1 FY24	YoY Growth (%)
Pre-Sales (In Rs. bn)	6.11	8.43	-28%	5.02	22%
Collection (In Rs. bn)	4.85	6.70	-28%	4.95	-2%
Area (In Mn Sqft)	0.24	0.38	-36%	0.29	-16%

- 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
- New 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 project 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. These strategic additions align with our goal to maintain and strengthen our leadership in the redevelopment space.

## KEYSTONE REALTORS LIMITED

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- e) Successfully completed the Fund raise of **INR 8 bn** through QIP in May 2024. This further strengthens our financial position to achieve our ambitious growth plan.
- f) **Credit Rating:** ICRA has upgraded the credit rating of the Company to “**ICRA A**” from “**ICRA A-**”. **The outlook on the long-term rating is Positive**

**Commenting on the Company’s operational performance for Q1FY25, Mr. Boman Irani, CMD of Keystone Realtors Limited, said** “The first quarter of FY25 has set a tone for the year, marking an inflection point for our company as we continue to build on the significant momentum from FY24. In line with our guidance, we have successfully launched two projects this quarter, having estimated GDV of INR 20.17 billion. This demonstrates our commitment to sustained growth and our readiness for multiple launches this year. We have achieved Pre-Sales of INR 6.11 billion, a strong 22% YoY growth in addition to adding another redevelopment project in this quarter having GDV of INR 9.84 bn. This aligns with our strategic goals and underscores our ability to meet and exceed our targets. The company is all geared up to not only acquire new projects but also bring them to launch stage efficiently. The impressive 41% YoY growth in Pre-Sales in FY24, surpassing our 25% guidance, is a testament to our strategic direction and operational excellence. We are confidently poised to deliver substantial value to all stakeholders as we navigate through this year, anticipating a strong uptrend in both acquisitions and launches.”

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**

**KEYSTONE REALTORS LIMITED**