

Rustomjee®

Date: January 30, 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 and nine months ended December 31, 2023.

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

Kindly take the same on record.

Yours faithfully,
For Keystone Realtors Limited

Bimal K Nanda
Company Secretary & Compliance Officer
Membership No A11578

Encl: as above

KEYSTONE REALTORS LIMITED

Rustomjee®

Quarterly Update

Q3 FY-24





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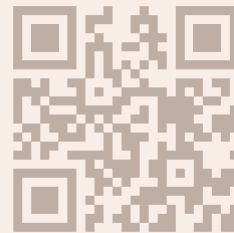
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Know more about the
www.rustomjee.com

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A Snapshot RUSTOMJEE - Leading Developer in MMR

Company Overview
Performance Highlights
Management Structure



27+
Years of
existence



2
Mega
Townships



23+
Msf
developed



280+
Completed
Buildings



40+
Msf in
pipeline



16,000
Homes
Delivered



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

2023

Integrated Township Project of the year- Urbania
ET Now Real Estate Awards

Best Redevelopment Project- Seasons
ET Now Real Estate Awards

Best Realty Brand- Rustomjee
Economic Times Group

1

**MMR
Focused**

2

**Prominent
Redevelopment Player**

3

**Asset Light
Model**

A Snapshot (Contd.)



23+ Million Sq. Ft. delivered

Prominent MMR Real Estate developer with 23+ Million Sq. Ft. delivered and a pipeline of 40+ Million Sq. Ft. 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

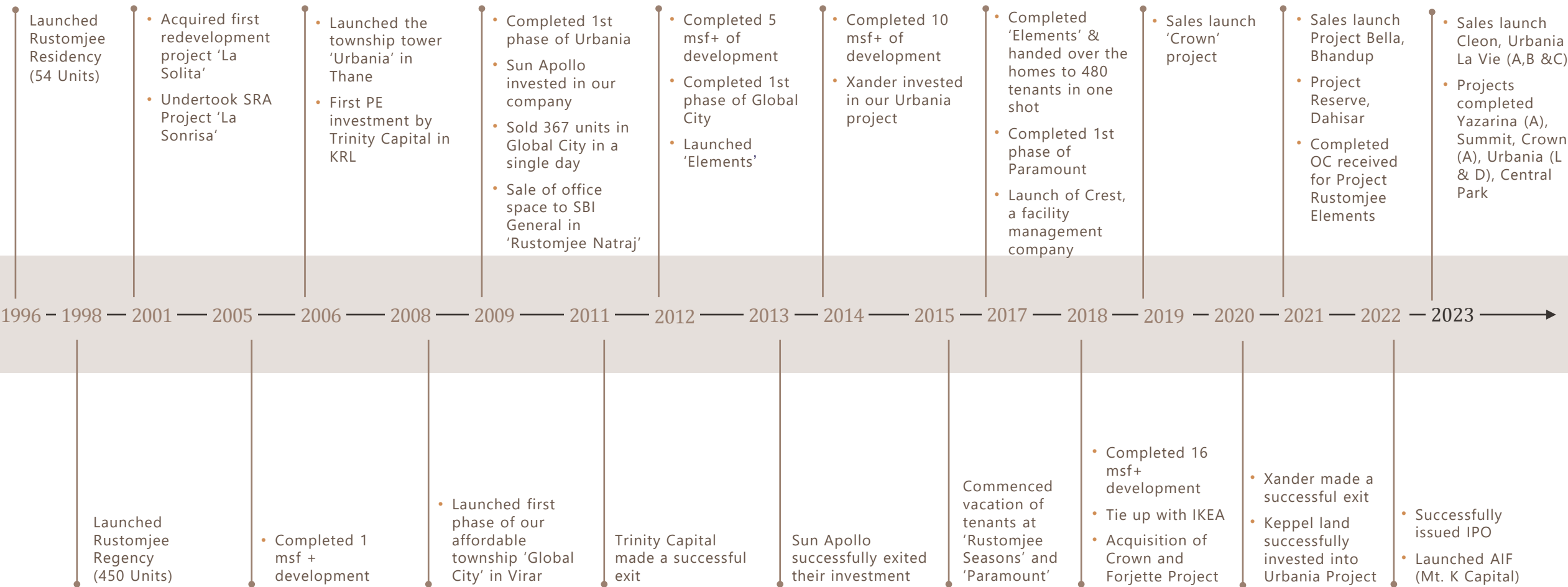


Execution Track Record

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 - AIF



- A real estate focused fund management company with SEBI approved Category II Alternative Investment Fund license, promoted by Rustomjee Group.

Rustomjee Cambridge International School



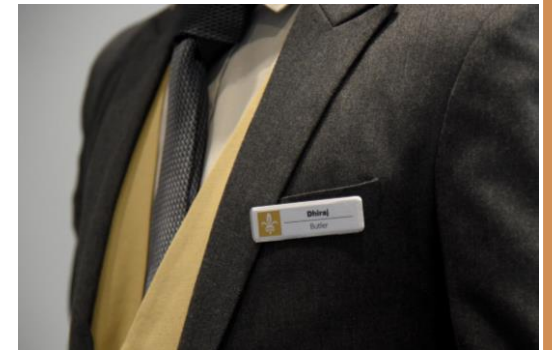
- Leading IGCSE school in Mumbai with 3 branches
- It has a holistic approach to education, which focuses on academic excellence, as well as the overall development of its students
- Special focus on physical, social, emotional, creativity, imagination and confidence development among the students

Rustomjee Academy for Global Careers



- Rustomjee Academy for Global Careers (RAGC) is one of the pioneers in Vocational Education in India and has trained over 1,00,000 students across 4 campuses across Dahanu, Thane, Bengaluru and Rishikesh
- Offers a dynamic platform for individuals to upskill and broaden their horizons

CREST – Property Management Services



- Provides services post purchase of a residential and commercial assets
- CREST Service Portfolio includes:
 - Integrated Property Management
 - Facility Management
 - Staffing Solutions
 - Leasing Services
 - Project Management Consultancy
 - Property Audit
 - CAM Estimates and Budgeting

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, Virar (W) (Affordable)
2. La Vie, La Familia - Urbania, Thane (W)* (Mid and Mass)

Residential Projects

3. Crown- B & 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)

Commercial

11. Eaze Zone, Goregaon (W)

*Note: 1) Urbania is JV project, our economic interest is 51%. 2) Bella is JV project, our economic interest is 58%.
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



Company Overview
Performance Highlights
Management Structure

Forthcoming Projects



Townships

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



Residential Projects

3. Garden Estate, Thane (W) (Mid and Mass)
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. Jariwala Compound, Mahim (W)* (Aspirational)
13. Sagar Tarang, Andheri (W) (Super Premium / Premium)
14. Vivekanand CHSL, Bandra (E) (Aspirational)
15. Kher Nagar, Bandra (E) (Mid and Mass)
16. Basant Park, Chembur (Aspirational)



Commercial

17. Urbania Commercial
18. OB12 + 13, Bandra (E)



Plotted Development

19. Manori*



Under planning

20. Naigaon



New Additions (FY 24)

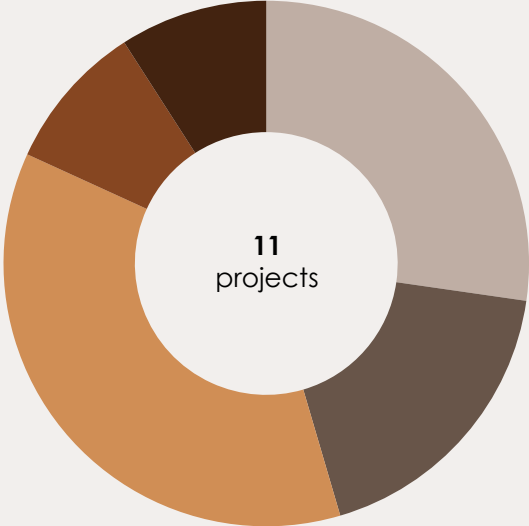
21. Dhuruvadi, Prabhadevi (Aspirational)
22. Panorama, Pali Hill (Super Premium / Premium)
23. Majithia Nagar, Kandivali (W) (Mid and Mass)
24. Crescent Apartments, Pali Hill (Super premium/Premium)
25. Haren Textiles Pvt Ltd & Harit Synthetic Fabrics Pvt Ltd (Mid and Mass)

*Note: 1) Urbania is JV project, our economic interest is 51%. 2) Charkop is a JV Project, our economic Interest is 73%. 3) Jyotirling is a JV project, Our Economic interest is 33.33% 4) Jariwala is a DM project with DM fee of 17% of the project revenue + Incentive fee. 5) Economic Interest in Manori is 73%

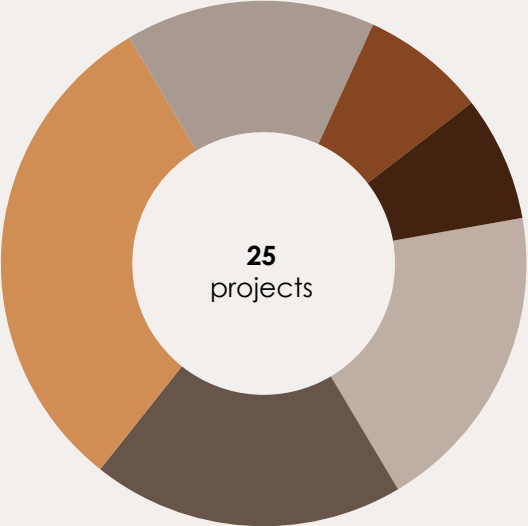


Strong residential project pipeline in place for future growth

Ongoing Projects



Forthcoming Projects



Super Premium/Premium	3
Aspirational	2
Mid & Mass	4
Affordable	1
Commercial	1

Super Premium/Premium	5
Aspirational	5
Mid & Mass	8
Affordable	4
Commercial	2
Under Planning	1

11 Ongoing
~4.81 msf saleable

25 Forthcoming
~25.5 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 (Q3 FY-24)



Area Sold

0.37 Mn Sq.Ft.

Pre-Sales Value

₹ 6.16 Bn

Collections

₹ 4.52 Bn

Projects Completed – 6 (YTD)

3.36 Mn Sq.Ft.

Projects Added – 1

₹ 14.53 Bn GDV

OCF

₹ 0.95 Bn

Revenue

₹ 5.20 Bn

EBITDA

₹ 0.21 Bn

PAT

₹ 0.30 Bn

Pre-Sales of Rs. 6.16 Bn during Q3 (up 101% QoQ) and Rs. 14.23 Bn in YTD FY24 (up 26% YoY)

Operational Highlights

PARTICULARS	Q3 FY24	Q2 FY24	QoQ Growth (%)	YTD FY24	YTD FY23	YoY Growth (%)	FY 23
Area Sold (Mn Sq. Ft.)	0.37	0.16	132%	0.82	0.75	9%	1.03
Pre-Sales Value (₹ Bn)	6.16	3.06	101%	14.23	11.31	26%	16.04
Collection (₹ Bn)	4.52	5.85	-23%	15.33	11.63	32%	18.62

Pre-Sales

- Pre-Sales stood at **INR 6.16 bn** for Q3 FY24 as compared to **INR 3.06 bn** during Q2 FY24 showing a **growth of 101% QoQ**.
- Pre-Sales for YTD FY24 is **INR 14.23 bn** as compared to **INR 11.31 bn** for YTD FY23 showing a growth of **26% YoY on YTD basis**.

Collections

- Collections stood at **INR 4.52 bn** in Q3 FY24. Collection for YTD FY24 stood at **INR 15.33 bn** as compared to **INR 11.63 bn** in YTD FY23 showing a **growth of 32% YoY on YTD basis**.

Launches

- Launched **2 towers** in Urbania, Thane having and estimated GDV of **INR 13.48 bn**
- For the period YTD-FY24, we have launched a total of **4 projects** with an estimated GDV of **INR 22.38 Bn**

Business Development

- Added **1 Project** in Q3 FY24 having saleable area of 0.92 mn sq ft and estimated GDV of **INR 14.53 bn**
- With this, we have added a total of **5 projects** in YTD FY24 with an estimated GDV of **INR 50.97 bn**.

Completed Projects as on 31st December 2023

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)
01	Seasons Wing D	0.34	0.10	0.49	3.44	0.94
02	Elements Wing C	0.14	0.03	0.15	1.30	0.38
03	Global City Phase 1	3.95	0.03	0.03	0.11	-
04	Global City Phase 2	0.50	0.01	0.06	0.04	0.16
05	Urbania	1.27	0.06	0.19	0.62	0.77
06	Crown Tower A	0.47	0.04	1.43	1.79	1.54
07	Summit	0.40	0.01	0.21	0.06	0.32
08	Yazarina	0.06	0.01	0.01	0.21	0.14
09	Central Park	0.13	0.01	0.19	0.17	0.18
	Total	7.25	0.30	2.76	7.74	4.43

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

Ongoing Projects as on 31st December 2023

CATEGORY	NO. OF PROJECTS	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)
Residential (A)	10	4.66	1.94	19.28	38.61	32.88
Super Premium/Premium	3	1.09	0.29	6.46	12.70	7.82
Aspirational	2	0.14	0.07	0.71	2.34	1.95
Mid & Mass	4	2.93	1.47	10.76	23.14	22.58
Affordable	1	0.51	0.10	1.35	0.44	0.53
Commercial (B)	1	0.15	0.03	-	0.29	-
Total (A+B)	11	4.81	1.96	19.28	38.90	32.88

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

Forthcoming Projects as on 31st December 2023

CATEGORY	NO. OF PROJECTS	SALEABLE AREA (MN SQ FT)	EST. GDV (₹ BN)	COST TO COMPLETE* (₹ BN)
Residential (A)	22	20.53	315.49	189.99
Super Premium/Premium	5	0.91	46.39	25.43
Aspirational	5	1.53	46.08	26.42
Mid & Mass	8	9.80	163.00	103.88
Affordable	4	8.29	60.02	34.25
Commercial (B)	2	4.97	62.41	41.94
Total (A+B)	24	25.50	377.90	231.93

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

Category-wise Performance for Q3 & YTD FY-24

CATEGORY	PRE-SALES (₹ BN)			PRE-SALES (₹ BN)		
	Q3 FY-24	Q3 FY-23	% CHANGE	YTD FY-24	YTD FY-23	% CHANGE
Super premium / Premium	1.51	1.42	6%	3.88	2.63	48%
Aspirational	1.21	0.32	283%	2.22	1.39	60%
Mid & Mass	2.80	2.32	21%	7.22	6.12	18%
Affordable	0.39	0.25	57%	0.65	0.95	-32%
Commercial	0.25	0.02	1020%	0.25	0.21	18%
Total	6.16	4.33	42%	14.23	11.31	26%

Pre-Sales grew at 42% YoY on Quarterly Basis & 26% on YTD basis

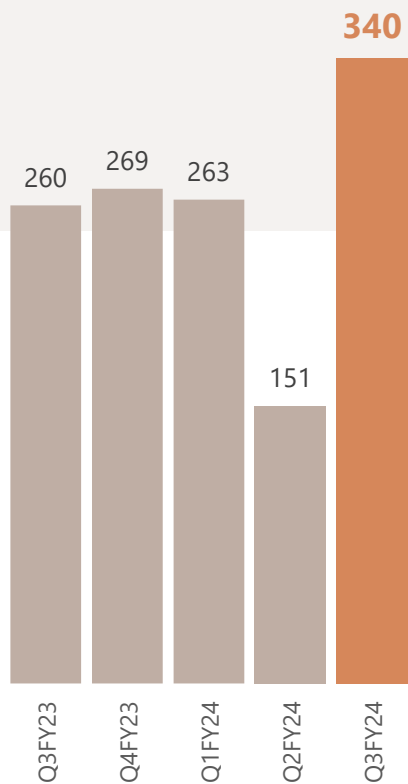
Category-wise Performance for Q3 & YTD FY-24

CATEGORY	COLLECTIONS (₹ BN)			COLLECTIONS (₹ BN)		
	Q3 FY-24	Q3 FY-23	% CHANGE	YTD FY-24	YTD FY-23	% CHANGE
Super premium / Premium	1.25	1.26	-1%	4.74	3.85	23%
Aspirational	0.79	0.75	5%	2.62	2.73	-4%
Mid & Mass	2.06	1.53	34%	7.02	3.70	90%
Affordable	0.29	0.50	-42%	0.81	1.12	-27%
Commercial	0.13	0.12	12%	0.13	0.22	-40%
Total	4.52	4.16	9%	15.33	11.63	32%

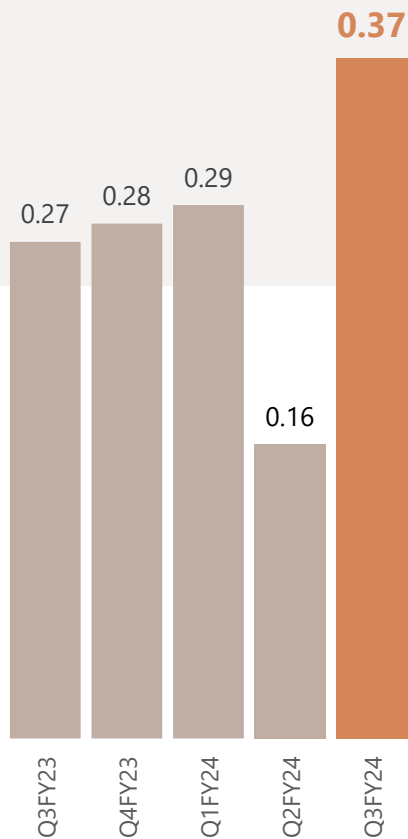
Collections grew at 9% YoY on Quarterly Basis & 32% on YTD basis

Historical Operational Performance (Last 5 Quarters)

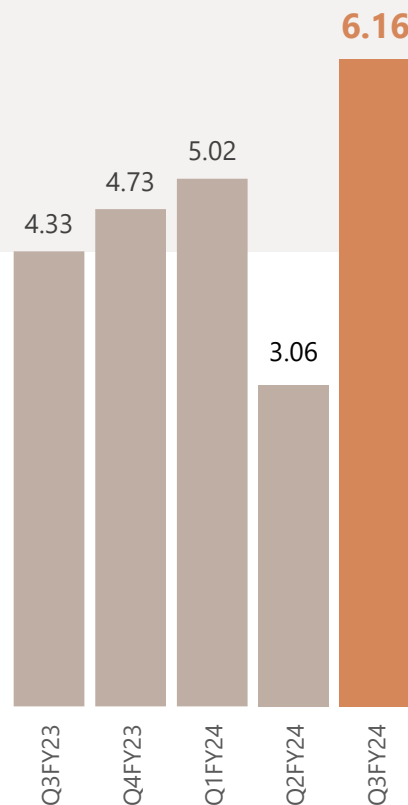
Pre-Sales
 (NO. OF UNITS)



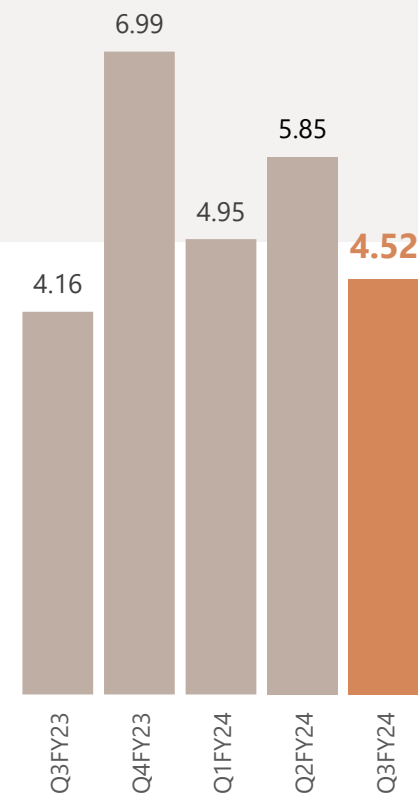
Area Sold
 (MN SQ.FT.)



Pre-Sales
 (₹ BN)



Collections
 (₹ BN)



New Launches in YTD Dec-23

PROJECT NAME	LAUNCH QUARTER	LOCATION	CATEGORY	NATURE OF DEVELOPMENT	RERA COMPLETION DATES	SALEABLE AREA (MN SQ. FT)	EST GDV (₹ BN)
Rustomjee Cleon	Q1 FY 24	Bandra E	Mid & Mass	Redevelopment	Jun-27	0.06	1.31
LA VIE – Tower A, Rustomjee Urbania	Q1 FY 24	Thane W	Mid & Mass	JDA + JV	Dec-28	0.52	7.59
LA VIE – Tower B, Rustomjee Urbania	Q3 FY 24	Thane W	Mid & Mass	JDA + JV	Feb-29	0.47	7.03
LA VIE – Tower C, Rustomjee Urbania	Q3 FY 24	Thane W	Mid & Mass	JDA + JV	Feb-29	0.43	6.46
Total						1.48	22.38

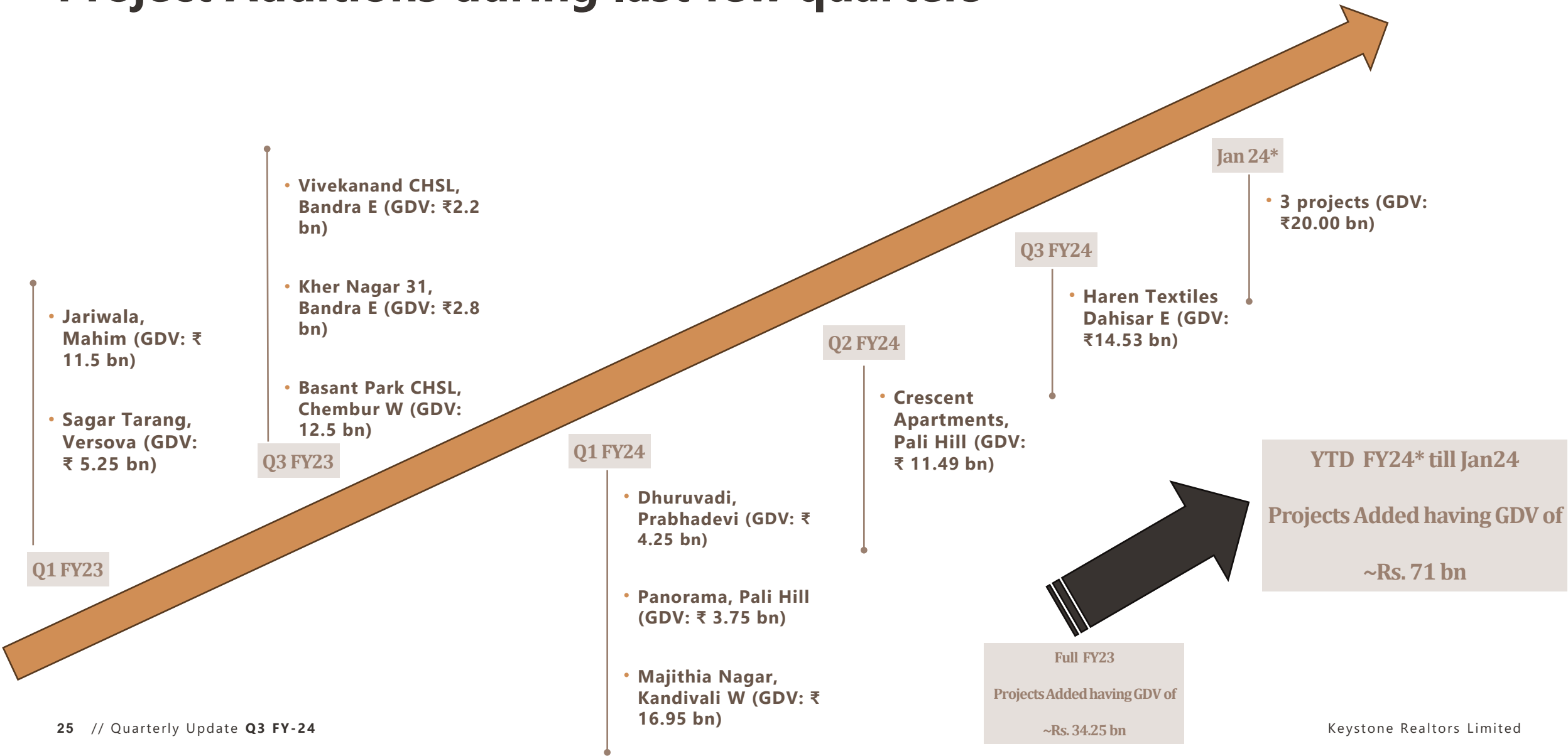
New Project Additions in YTD Dec-23

PROJECT NAME	QUARTER OF ACQUISITION	LOCATION	CATEGORY	NATURE OF DEVELOPMENT	SALEABLE AREA (MN SQ. FT)	EST GDV (₹ BN)	CURRENT STATUS
Dhuruvasi	Q1 FY 24	Prabhadevi	Aspirational	Re-development	0.12	4.25	Term Sheet executed. Finalization of definitive documents under process.
Panorama	Q1 FY 24	Pali Hill	Super Premium/ Premium	Re-development	0.06	3.75	Development Agreement Executed. Approval in Process.
Majithia Nagar	Q1 FY 24	Kandivali W	Mid & Mass	Re-development	0.83	16.95	LOI Executed. Finalization of definitive documents under process.
Crescent Apartments	Q2 FY 24	Pali Hill	Super Premium/ Premium	Re-development	0.25	11.49	LOA Received. Finalization of definitive documents under process.
Haren Textiles Pvt Ltd & Harit Synthetic Fabrics Pvt Ltd	Q3 FY 24	Dahisar East	Mid & Mass	Outright Purchase	0.92	14.53	Agreement Executed. Approval in Process.
Total					2.20	50.97	

Additionally, we have added 3 projects having GDV of ~20 bn in Jan24

Total 8 Projects with GDV of ~71 bn till date

Project Additions during last few quarters



Projects Completed in YTD Dec-23

PROJECT NAME	COMPLETION QUARTER	LOCATION	CONSTRUCTION AREA (MN SQ. FT)
Crown Tower A*	Q2 FY 24	Prabhadevi	1.78
Urbania Wing D & Urbania Wing L (Azziano)	Q2 FY 24	Thane W	0.89
Summit*	Q2 FY 24	Borivali E	0.41
Yazarina III	Q2 FY 24	Dadar Parsi Colony	0.04
Central Park*	Q3 FY 24	Andheri E	0.23
Total			3.36

For the period YTD Dec'23, we have completed 6 RERA projects with a construction area of 3.36 mn sq ft.

HIGHEST EVER IN ANY YEAR

*Part OC

Cash Flows

PARTICULARS (₹ Mn)	Q3 FY-24	Q2 FY-24	Q3 FY-23	YTD FY-24	YTD FY-23	FY 22-23
Operating Activities						
Net Collections	3,025	2,983	2,621	8,249	7,415	10,839
Receipts from DM / JV Projects	261	18	80	600	100	152
Construction Cost	(1,579)	(597)	(891)	(2,944)	(2,452)	(3,152)
Land and Approval Payments	(249)	(317)	(185)	(730)	(846)	(1,470)
Employee and Admin Expenses	(533)	(531)	(360)	(1,410)	(979)	(1,351)
Statutory Payments	24	(65)	(169)	(218)	(436)	(433)
NET CASH FLOW FROM OPERATING ACTIVITIES (A)	949	1,491	1,096	3,547	2,801	4,585
Investment Activities						
Investment in New Projects	(1,731)	(534)	(567)	(2,569)	(1,058)	(1,732)
Inflow from Investment Activities	0	0	43	(23)	(463)	(451)
Other Investments (FD & Mutual Fund)	(146)	(53)	11	(133)	(24)	(50)
NET CASH FLOW FROM INVESTMENT ACTIVITIES (B)	(1,877)	(587)	(512)	(2,725)	(1,545)	(2,233)
Financing Activities						
Debt Drawdown	7,301	200	882	7,592	3,690	3,859
Proceeds from IPO (net of expenses)	0	(1)	5,541	(23)	7,110	6,989
Repayments	(7,141)	(1,210)	(4,242)	(8,823)	(8,307)	(9,586)
Others	(394)	0	-	(394)	(22)	(15)
Finance Costs	(260)	(72)	(159)	(410)	(694)	(824)
NET CASH FLOW FROM FINANCING ACTIVITIES (C)	(494)	(1,083)	2022	(2,058)	1,777	423
Net Cash Flows for the Period (A+B+C)	(1,422)	(179)	2,606	(1,237)	3,034	2,775

OCF in YTD FY24 is INR 3.55 bn showing a growth of 27% YoY

Investment in New Projects in Q3 is INR 1.73 bn showing a growth of 224% QoQ

Cumulative YTD Investment in New Projects is INR 2.56 bn showing a growth of 143% YoY

Financial Summary – Profit & Loss

CONSOLIDATED RESULTS (₹ Mn)	Q3 FY-24	Q2 FY-24	Q3 FY-23	YTD FY-24	YTD FY-23	FY 22-23
Revenue from Ops	5207	6,180	1,265	14,107	3,413	6,857
Other Income	126	153	90	388	260	392
Total Income	5,333	6,333	1,356	14,495	3,673	7,249
EBITDA*	212	9	178	963	329	1,431
PBT	124	(75)	109	712	162	1,025
PAT	86	(53)	72	494	91	743
Share of Profit / (Loss) from JVs / Associates	212	95	(14)	312	(36)	52
PAT after Share of Profits	299	42	58	806	55	795
PAT after Non controlling Interest	302	44	53	815	51	818
EBITDA Margin %	3.97%	0.14%	13.09%	6.64%	8.95%	19.74%
PBT %	2.32%	(1.18%)	8.00%	4.91%	4.41%	14.14%
PAT after Non controlling Interest %	5.65%	0.69%	3.91%	5.62%	1.38%	11.29%
Adjusted EBITDA**	1,488	1,151	450	3,499	1,139	2,203
Adjusted EBITDA %	27.90%	18.17%	33.21%	24.14%	31.00%	30.39%

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

Financial Summary – Debt Movement

DEBT MOVEMENT (₹ MN)	Q3 FY-24	Q2 FY-24
Gross Debt	8,887	3,481
Less: Cash and Cash Equivalents	4,307	4,830
Net Debt	4,580	(1,348)
Equity	17,652	17,314
Gross Debt to Equity Ratio	0.50	0.20
Net Debt to Equity Ratio	0.26	(0.08)
Debt in JV Co.- KRL Share	535	585

ICRA has assigned a rating of "A-" with stable outlook

ESG (Environmental, 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



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 from 50% 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



Governance

Policies Implemented:

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

Update for Q3 FY24:

- Partnered with 'Oren' for streamlining our data collection process for all ESG Metrics as per BRSR
- All relevant stakeholders have undergone training on use of software to make the process effective and seamless
- All Department Heads attended a workshop on ESG & its relevance in our industry, including BRSR requirements and its applicability at Rustomjee
- All ongoing project sites were audited (internally) by the ESG team for compliance to Environmental and Social requirements applicable at sites

Management Structure

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Experienced Promoters and Directors



Boman Irani
CMD

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



Chandresh Mehta
EXECUTIVE DIRECTOR

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



Percy Chowdhry
EXECUTIVE DIRECTOR

- 24+ 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

Supported by a Professional Management Team



Sajal Gupta
(GROUP CFO & HEAD
CORPORATE STRATEGY)



Bimal Nanda
(GROUP CS AND
COMPLIANCE OFFICER)



Venkatraman B.
(TECHNICAL ADVISOR TO
THE BOARD)



Rakesh Setia
(CHIEF SALES OFFICER)



Anupam Verma
(PRESIDENT &
CEO - KAPSTONE
CONSTRUCTIONS)



Mahesh Gera
(GROUP CHIEF HUMAN
RESOURCES OFFICER)



Harsh Chandra
(PRESIDENT & CEO – SRA)



Manish Sawant
(PRESIDENT – LIAISONING)



Atul Date
(CHIEF OF PLANNING &
ARCHITECTURE)



Binitha Dalal
(ASSOCIATE VICE
PRESIDENT)



Parag Saraiya
(PROJECT CEO)



Vishal Bafna
(PROJECT GROUP HEAD)



Jennifer Sanjana
(President & Project CEO)



Nilesh Nimbalkar
(ASSOCIATE VICE
PRESIDENT)



Sreedharan Veede
(SENIOR VICE PRESIDENT-
SPECIAL PROJECTS)



Vineet Mehta
(SENIOR VICE PRESIDENT -
OPERATIONS)



Manish Randev
(PROJECT CEO –
VIRAR AH)



Vinayak Bhosale
(Chief Operating Officer)

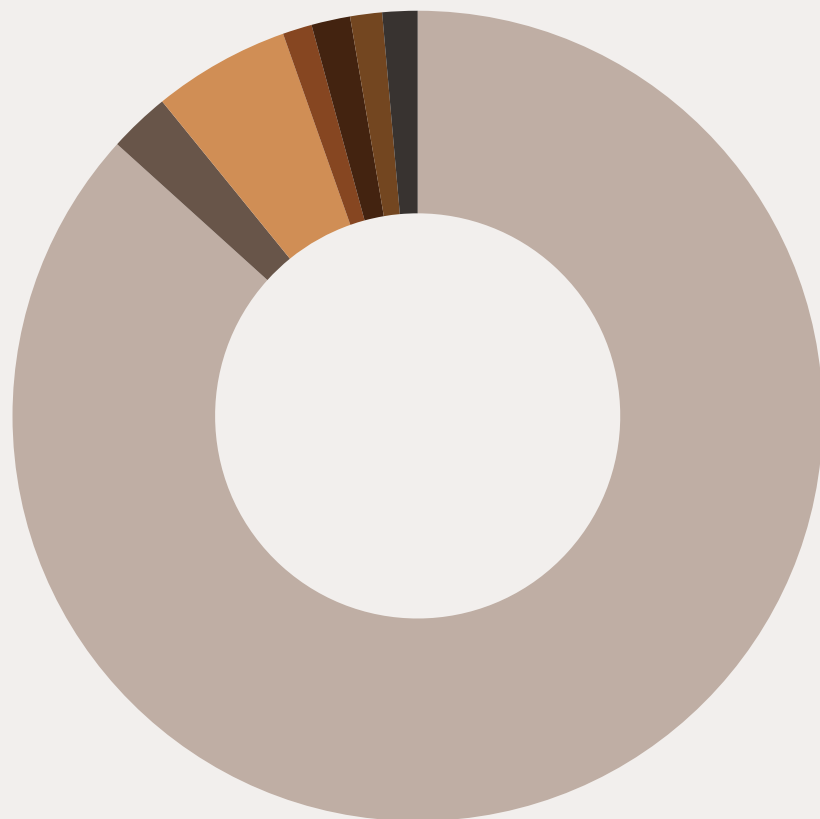


Rahul Mahajan
(GROUP CHIEF
INFORMATION OFFICER)



Aradhana Prabhakar
(HEAD – LEGAL)

Shareholding Pattern as on 31st Dec'23



Promoter	86.70%
FPI	2.44%
Mutual Funds	5.47%
Insurance	1.17%
AIF	1.55%
Bodies Corporate	1.27%
Others	1.40%

FPIs

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

Mutual Funds

Tata Mutual Fund
 Quant Mutual Fund

AIF

HDFC Capital

Bodies Corporate

Mahima Stocks Pvt Ltd
 One Up Financial Consultants Pvt Ltd

Insurance

SBI 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

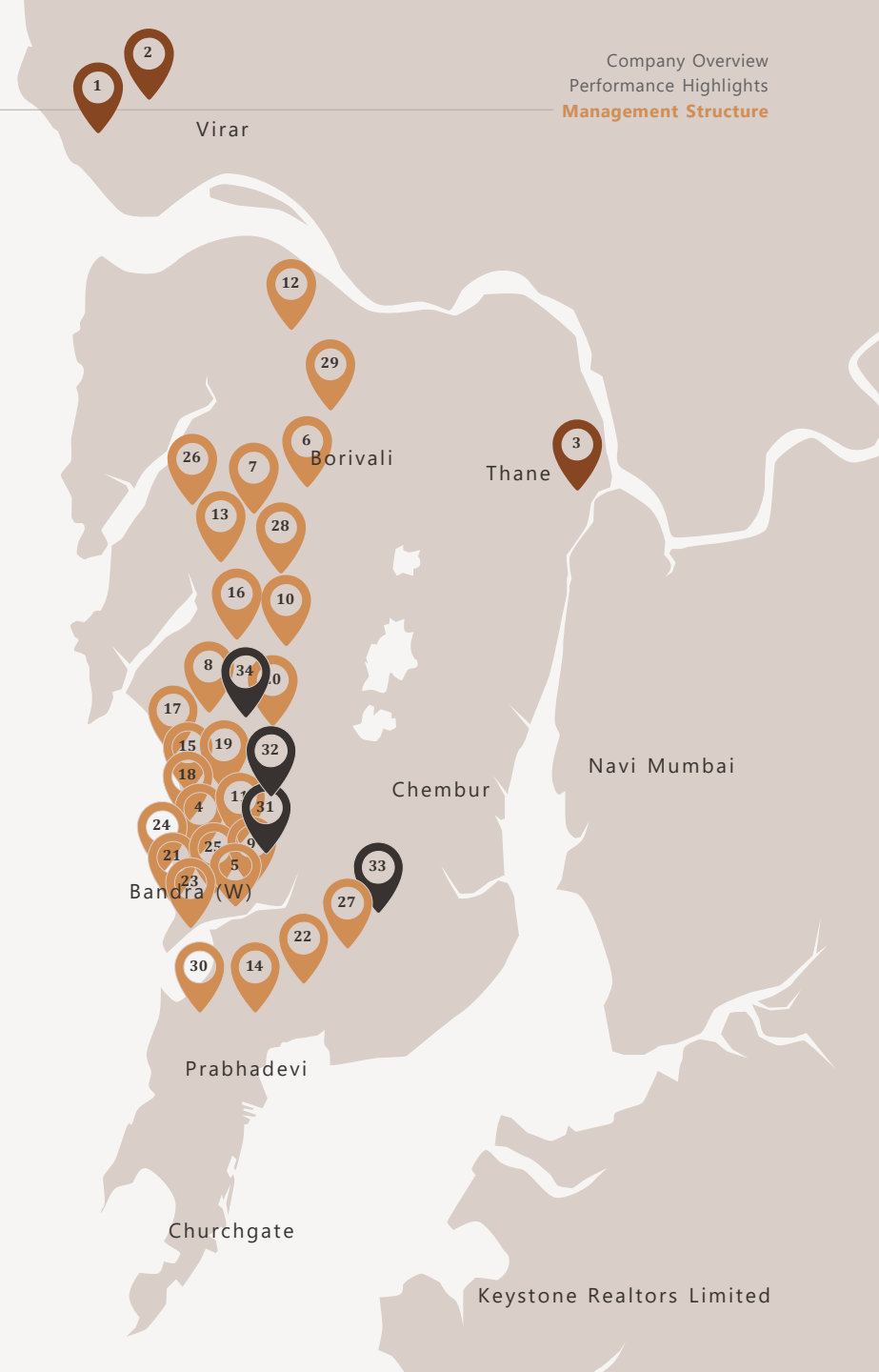
4. Elements Off Juhu Circle
5. Seasons, Bandra (E)
6. Meridian, Kandivali (W)
7. Elanza, Malad (W)
8. Elita, Andheri (W)
9. Paramount, Khar (W)
10. Ozone, Goregaon (W)
11. Oriana, Bandra (E)
12. Acres, Dahisar (W)
13. Adarsh, Malad (W)
14. Yazarina, Dadar Parsi Colony
15. Ciroc, Juhu
16. Raag, Goregaon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





Thank You

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