

Rustomjee®

Date: April 8, 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 Q4 FY24:

Operational Performance Matrix (YTD Mar)	FY24	FY23	Growth (%)	
Pre-Sales (In Rs. bn)	22.66	16.04	41%	
Collection (In Rs. bn)	22.03	18.62	18%	
Area (In Mn Sqft)	1.21	1.04	17%	

Operational Performance Matrix (QoQ)	Q4 FY24	Q3 FY24	QoQ Growth (%)	Q4 FY23	YoY Growth (%)
Pre-Sales (In Rs. bn)	8.43	6.16	37%	4.73	78%
Collection (In Rs. bn)	6.70	4.53	48%	6.99	-4%
Area (In Mn Sqft)	0.38	0.37	3%	0.28	37%

a) Pre-Sales:

- Pre-Sales for Q4FY24 stood at INR 8.43 Bn showing a growth of 37% QoQ and 78% YoY.
- Pre-Sales for FY24 stood INR 22.66 Bn showing a growth of 41% YoY.

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b) Collections:

- Collection for Q4FY24 stood at INR 6.70 Bn showing a growth 48% QoQ.
- Collection for FY24 stood INR 22.03 Bn showing a growth of 18% YoY.

c) Launches:

- During Q4FY24, Company launched 2 projects (Panorama (Pali Hill) & Stella (Bandra East)) having GDV of INR 7.35 Bn.
- In FY24, Company launched a total of 6 projects with an estimated GDV of INR 30 Bn

d) Business Development:

- During Q4FY24, company added 4 more project with an estimated GDV of INR 29.38 Bn.
- For the period FY24, Company added a total of 9 projects with an estimated GDV of ~INR 80.35 Bn

e) Project Completions:

- During Q4FY24, company completed 6 Buildings with construction area of 1.46 mn sqft.
- For the period FY24, Company completed 12 Buildings with construction area of 4.65 mn sqft

Commenting on the Company's operational performance for FY24, Mr. Boman Irani, CMD of Keystone Realtors Limited, said "The fiscal year FY24 has proven to be an eventful period for our company, marked by notable achievements across all key performance metrics including Pre-Sales, Collections, Launches, and New Project Additions. Our performance metrics have surpassed the guidance in most of the parameters, exemplified by the remarkable achievement in Pre-Sales for FY24, which amounted to Rs. 2266 crores, reflecting a notable 41% YoY growth, well ahead of our projected 25% YoY. Moreover, our exceptional performance in Business Development further underscores our ability to seize opportunities and drive growth. This positions our company for significant advancement, in line with our ambitious goals. I am delighted to announce our sustained and robust performance,

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and we remain confident in our ability to meet our targets for Pre-Sales growth and New Launches, thereby solidifying our position to deliver substantial value to all our stakeholders”.

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 & Compliance Officer
ACS - 11578

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