

RRL/SE/25-26/48
January 27, 2026

To,
The Department of Corporate Services – CRD, National Stock Exchange of India Limited,
BSE Limited, Exchange Plaza, 5th Floor,
P.J. Towers, Dalal Street, Bandra-Kurla Complex,
Mumbai - 400 001. Bandra (East), Mumbai - 400 051.
Scrip Code: 544420 **Symbol: RAYMONDREL**

Dear Sir/Madam,

Sub: Raymond Realty Limited: Investor Presentation on the Unaudited Financial Results (Standalone and Consolidated) for the Third Quarter and Nine Months ended December 31, 2025.

Ref: Raymond Realty Limited (ISIN: INE1SY401010).

Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015 ('SEBI Listing Regulations'), we enclose herewith the Investor Presentation on the Unaudited Financial Results (Standalone and Consolidated) for the Third Quarter and Nine Months ended December 31, 2025.

The Meeting of the Board of Directors commenced at 12:22 P.M. and concluded at 01:40 P.M.

This intimation shall also be made available on the website of the Company at www.raymondrealty.in in terms of Regulation 30 and 46 of the SEBI Listing Regulations.

Kindly take the same on record and acknowledge.

Thanking You,

Yours faithfully,
For Raymond Realty Limited
(formerly known as Raymond Lifestyle Limited)

Hiren Sonawala
Company Secretary

Encl: a/a



RESULTS PRESENTATION
Q3FY26 & 9MFY26 | January 27, 2026

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Highlights

Q3FY26 & 9MFY26 Highlights

Pre-Sales

Recorded a pre-sales of ₹ **743 Cr. in Q3FY26** and ₹ **1,504 Cr. in 9MFY26** - driven by robust demand across ongoing projects

Customer Collections

Maintained strong financial discipline with collections of ₹ **427 Cr. in Q3FY26** and ₹ **1,210 Cr. in 9MFY26**

Total Income

Total Income of ₹ **766 Cr. in Q3FY26** a **56% y-o-y growth**, and ₹ **1,864 Cr. in 9MFY26** a **18% y-o-y growth**, inline with our expectations

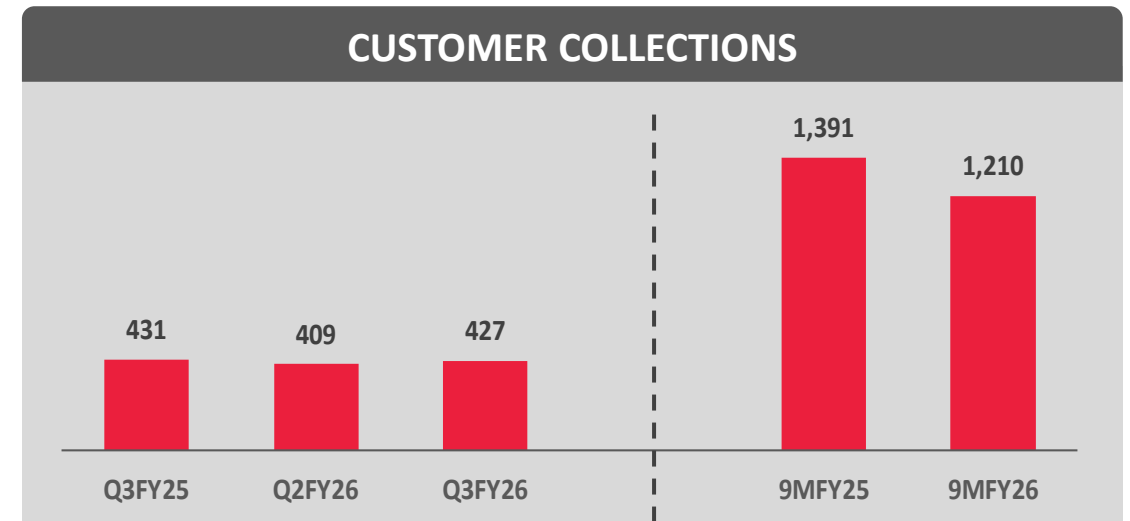
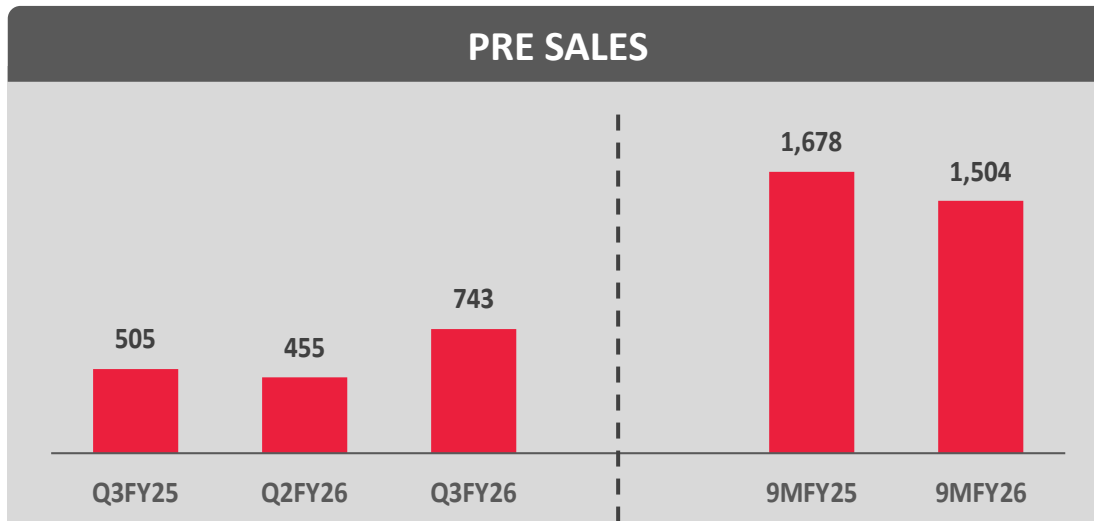
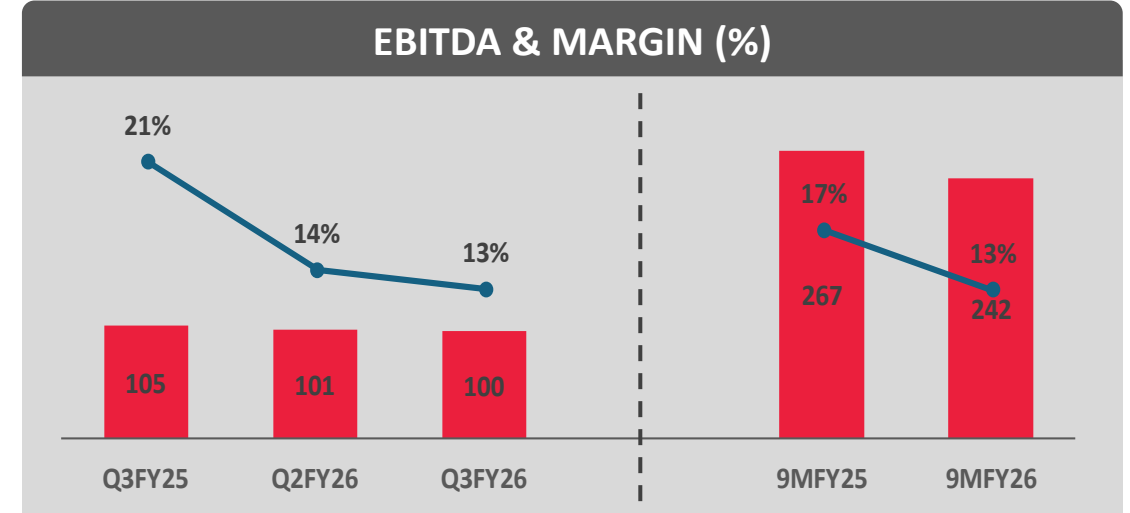
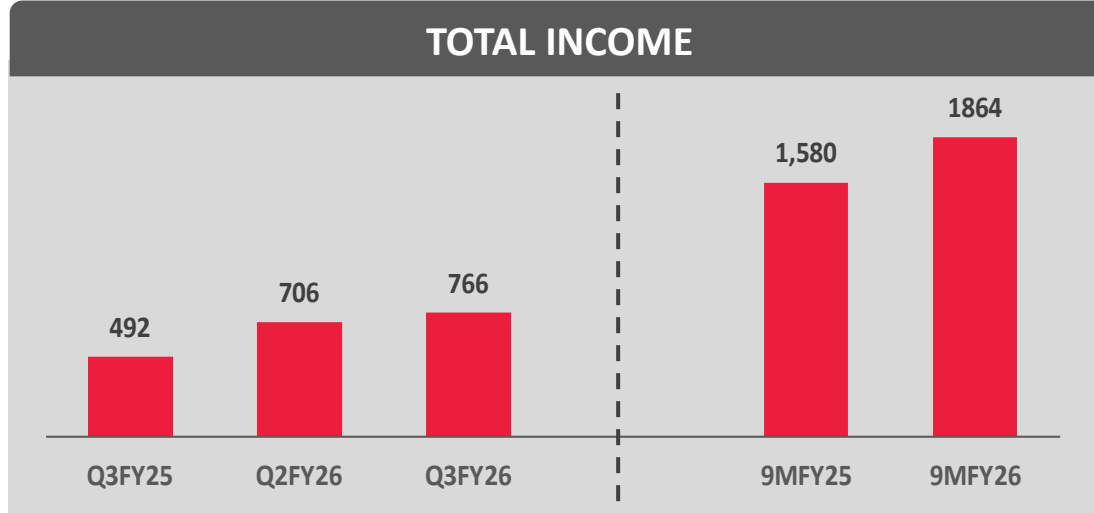
EBITDA

Reported an EBITDA of ₹ **100 Cr. & EBITDA margin of 13% in Q3FY26** and EBITDA of ₹ **242 Cr. & EBITDA margin of 13% in 9MFY26**

New Launches

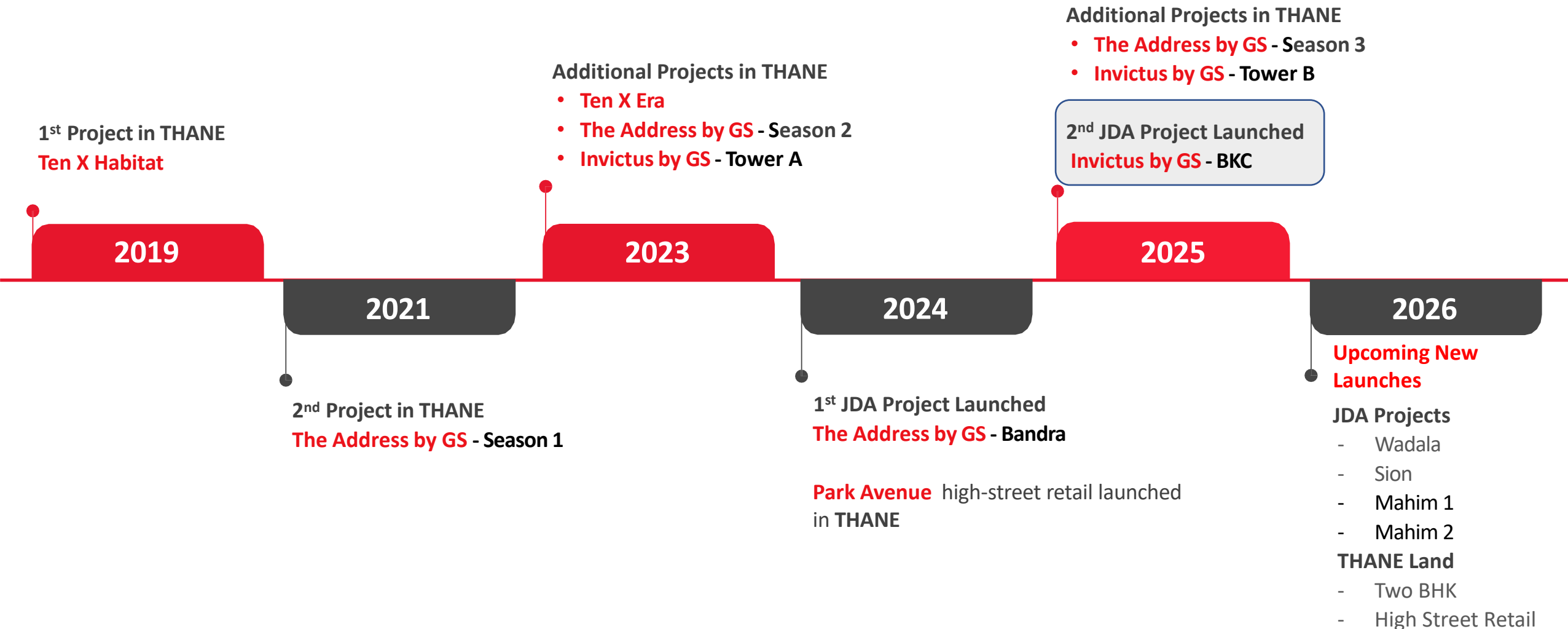
Launched a new JDA project – **Invictus by GS in BKC** in December 2025, which received an overwhelming response

Q3FY26 & 9MFY26 Performance Snapshot



Business Overview

Raymond Realty: Journey and Launches



*Delivered 8 towers in our maiden project **Ten X Habitat** ahead of RERA Timeline*

Portfolio Overview

Brand Portfolio: Creating Product Brands in a Commoditized Industry



Aspirational

TENX



Premium

THE ADDRESS
BY
GS



Luxury

INVICTUS
MONOGRAM RESIDENCES
— BY —
GS

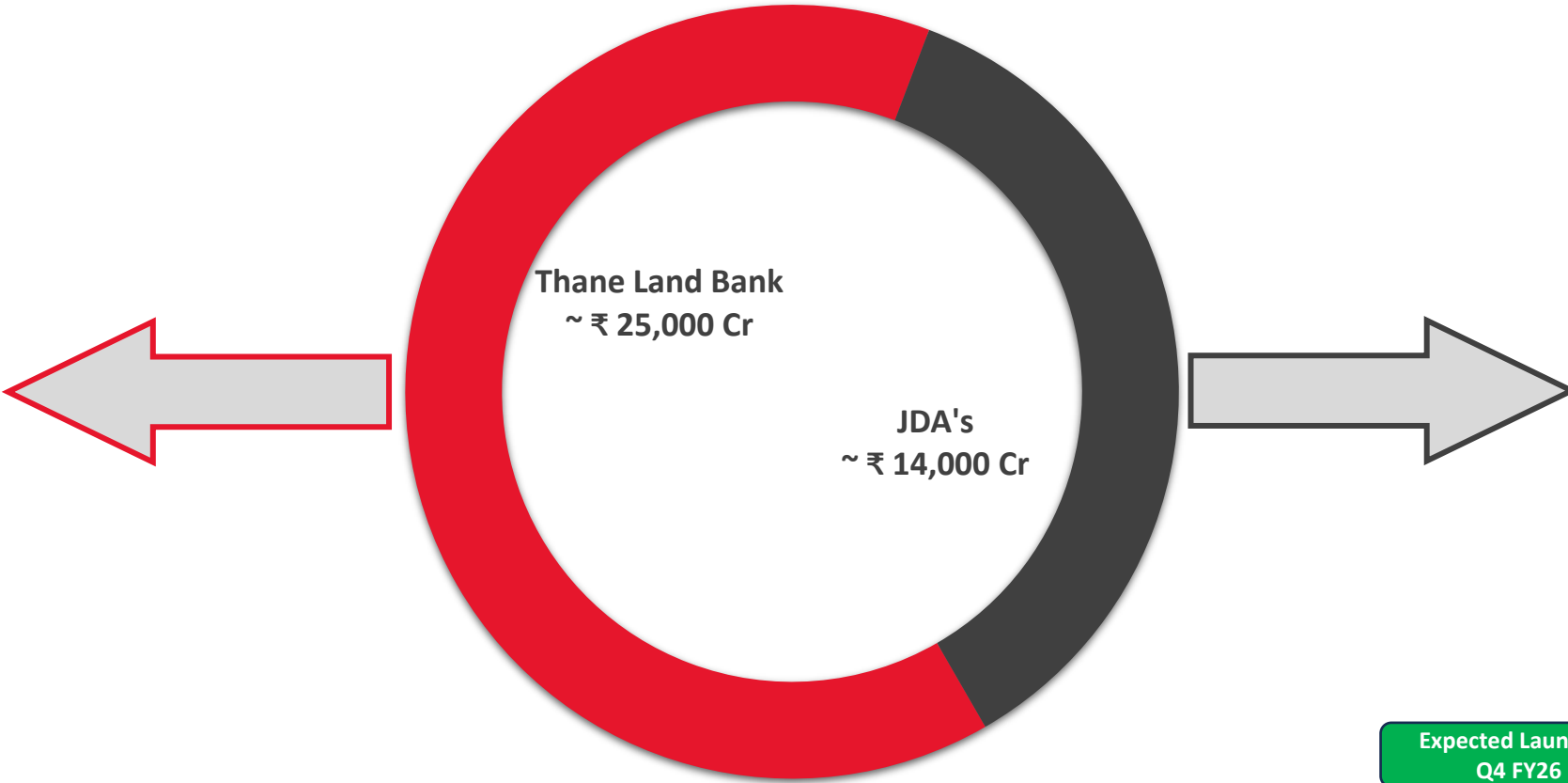
Shape & Size of the Current Portfolio

100 Acre Thane Land Bank

6 JDA Projects Signed

Ongoing Development
~55 Acres

Upcoming Development
~45 Acres



The Address by GS, Bandra
Ongoing

Invictus by GS, BKC
Recently Launched

The Address by GS, Wadala

Sion

Mahim 1

Mahim 2

Expected Launch in
Q4 FY26

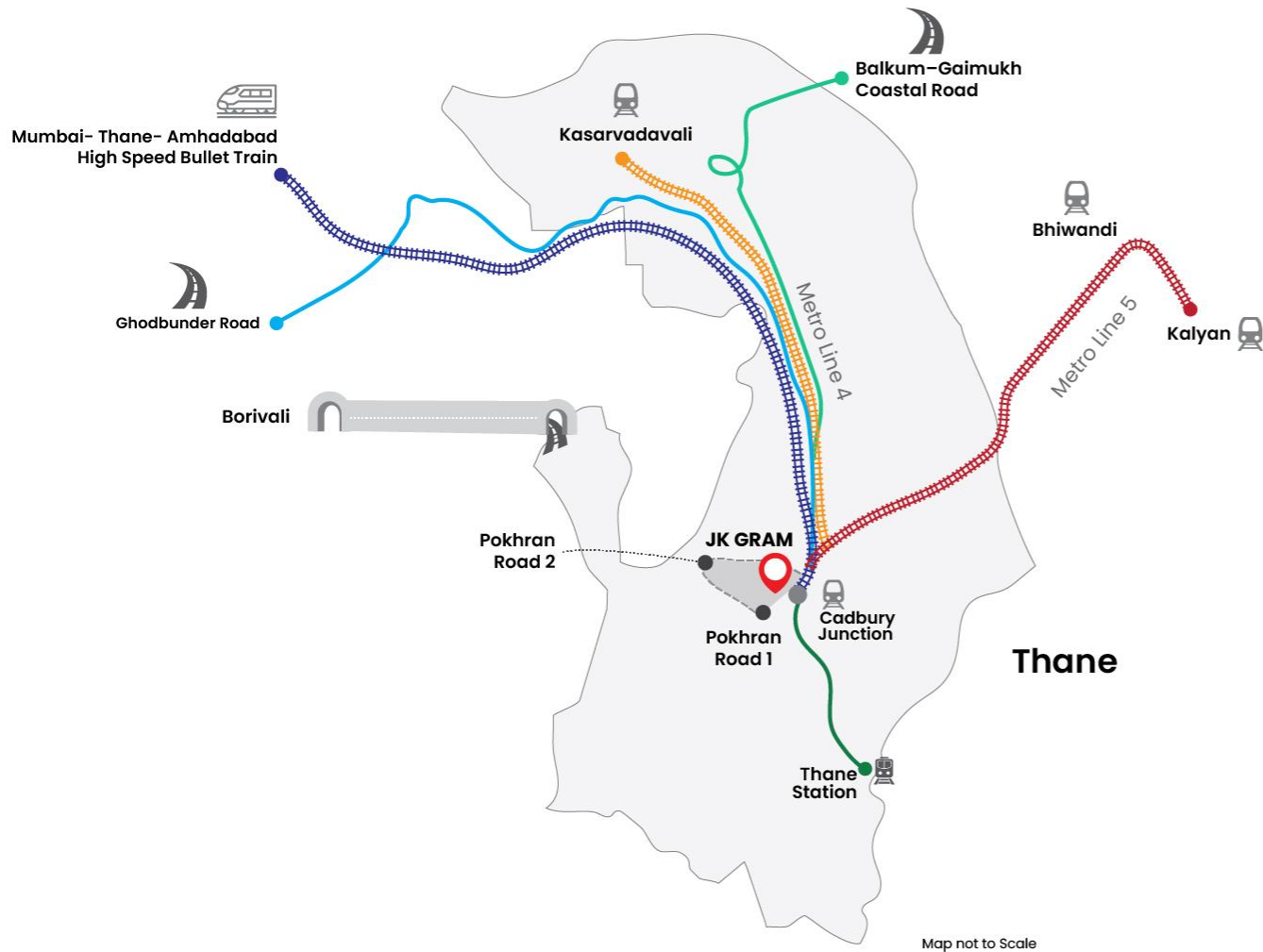
Expected Launch in
FY27

Total Potential Revenue



~ ₹ 40,000 Cr

Upcoming Infrastructure in THANE



ONGOING DEVELOPMENTS:

Mumbai Metro Line 5*
(Thane-Bhiwandi-Kalyan)

Mumbai Metro Line 4#
(Wadala-Kasarvadavali)

Thane High-Speed
Bullet Train Route[§]

—— Balkum-Gaimukh Coastal Road

⌒ Thane-Borivali Twin Tunnel

*Expected Completion: 2026

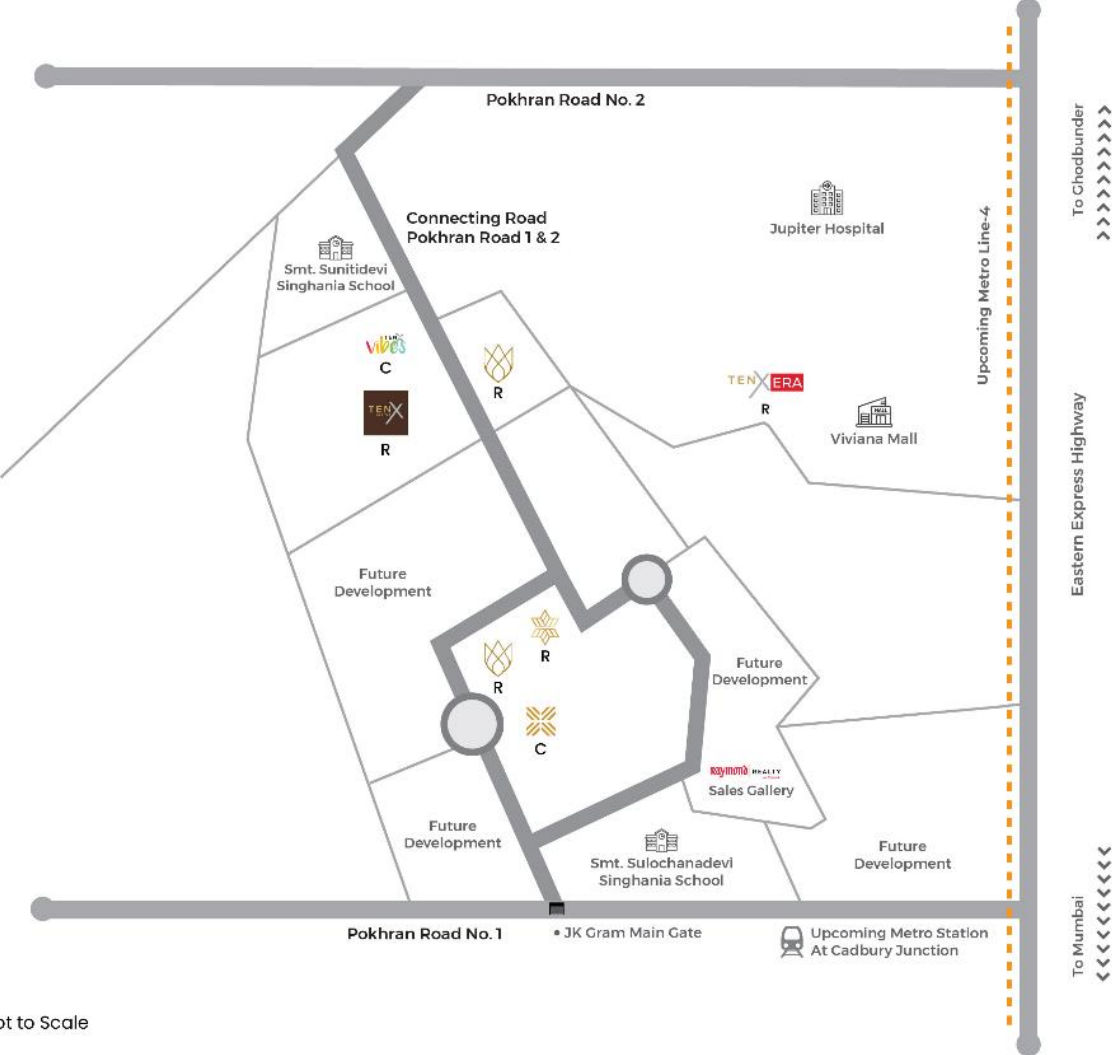
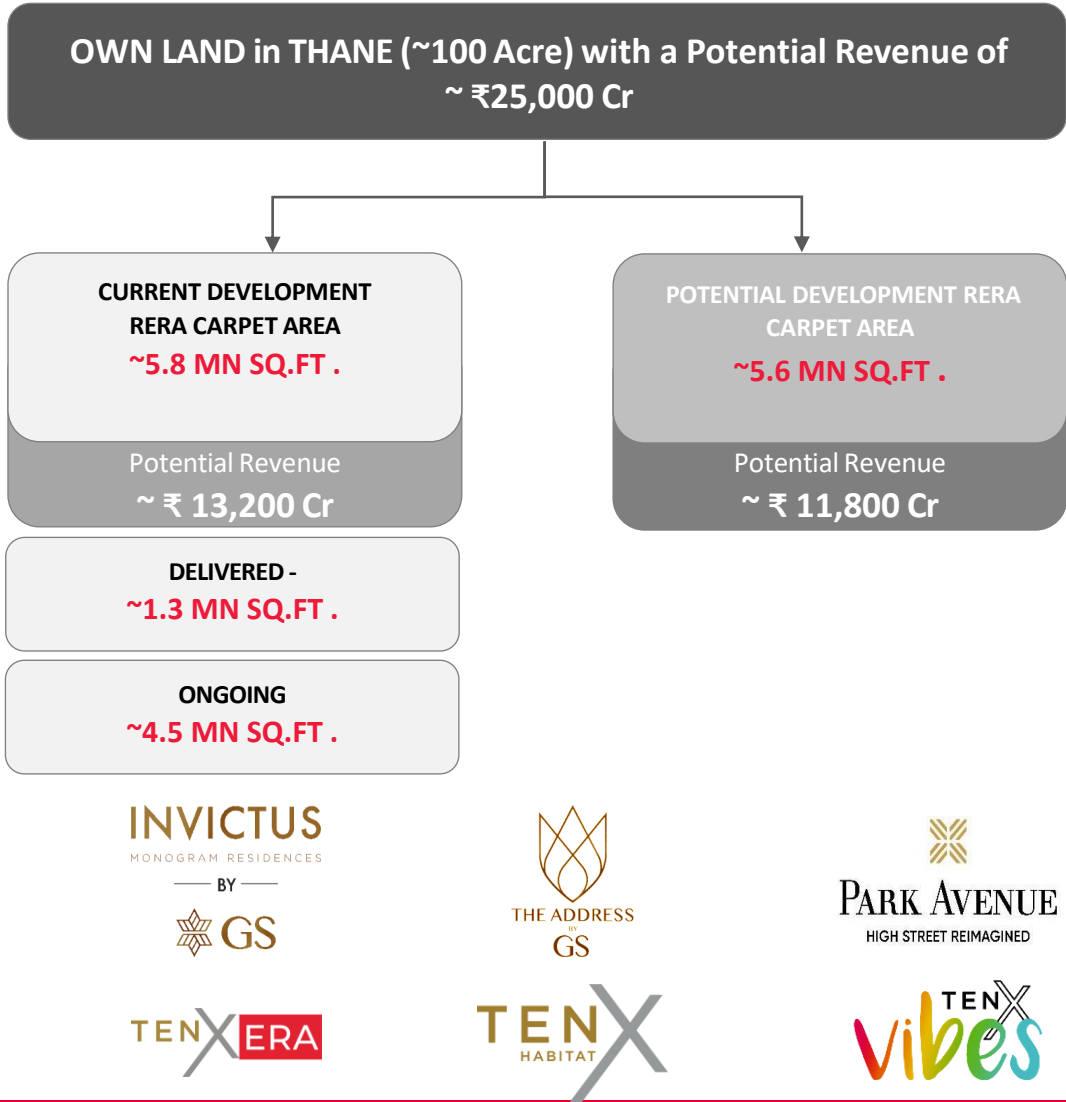
#Expected Completion: 2027

§Expected Completion: 2028

Disclaimer: All project timelines are subject to State Government and other mentioned source predictions.

Sources: Times Property, MMRDA Updates, Indiaspend, Business Standard, Indian Express, The Times of India, Indextap, ANAROCK, Wikipedia

Shape & Size of the Current Portfolio: THANE LAND



New Launches in BKC: Invictus by GS



KEY HIGHLIGHTS:

- 6 towers offering premium 3 & 4 BHK apartments –
- Exclusive Tower Amenities

PROJECT STATUS:

- Tower A,B,C,D & F – Launched

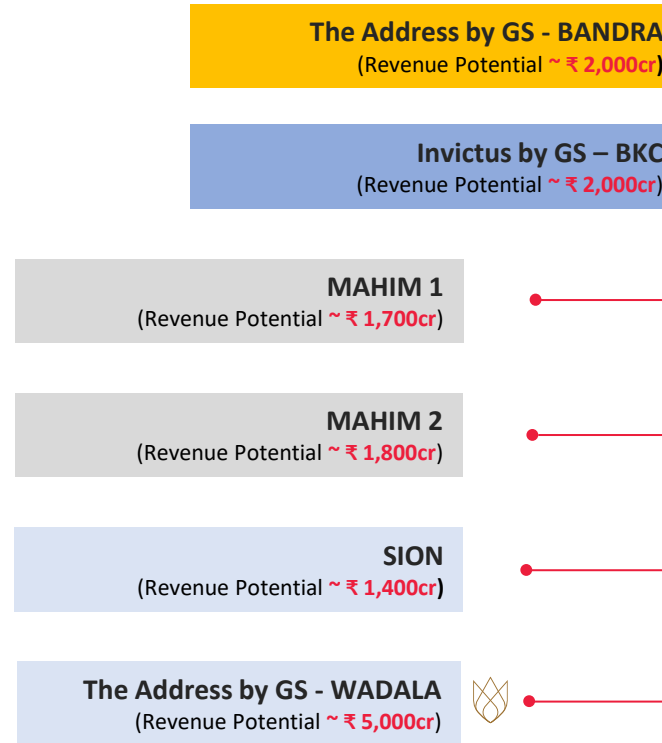
Total Rera Carpet Area: **~0.3** msf

% Sold: **~17%**

Shape & Size of the Current Portfolio: JDA's

JDA LED BUSINESS EXPANSION -

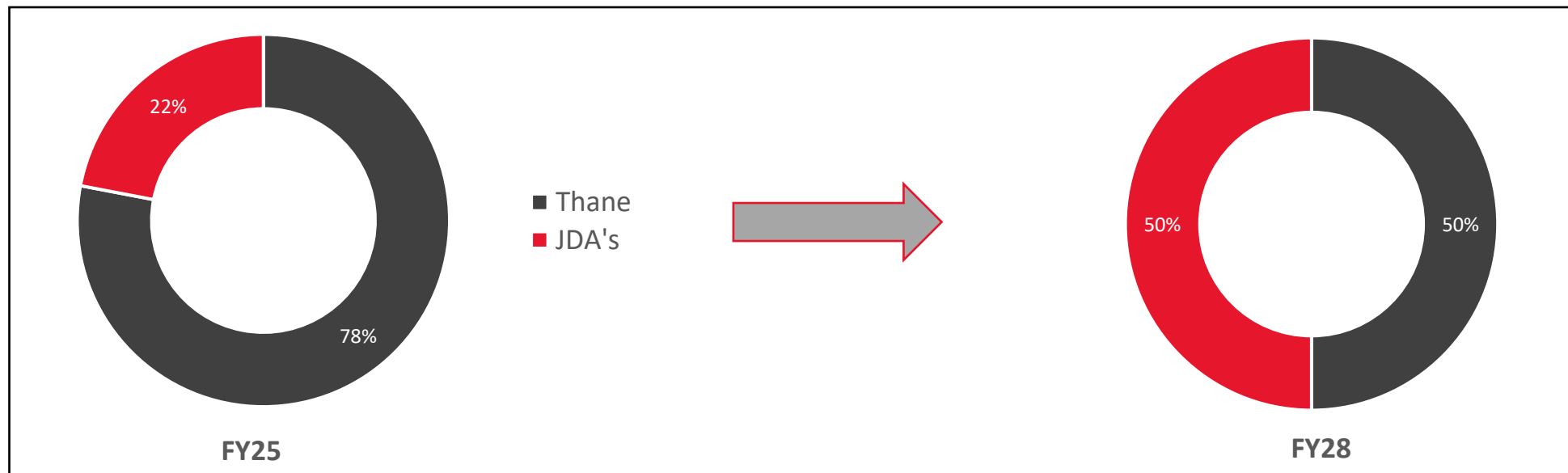
- **Gross Development Value (GDV) of ~₹14,000 Cr**
- **Asset Light Model**
- **APPOINTED Developer for 6 projects across Mumbai**
- **All projects are in a strategic perimeter around BKC to capitalize on the district's status as a global financial hub with healthy absorption rates, sustained demand and capital growth**
- **Additional JDA Project's are Under Evaluation across MMR**



Future Project Trajectory

Launches planned for the year 2025-26

- 2 New Projects on own land - Thane
- 1 to 2 New JDA Projects - Mumbai



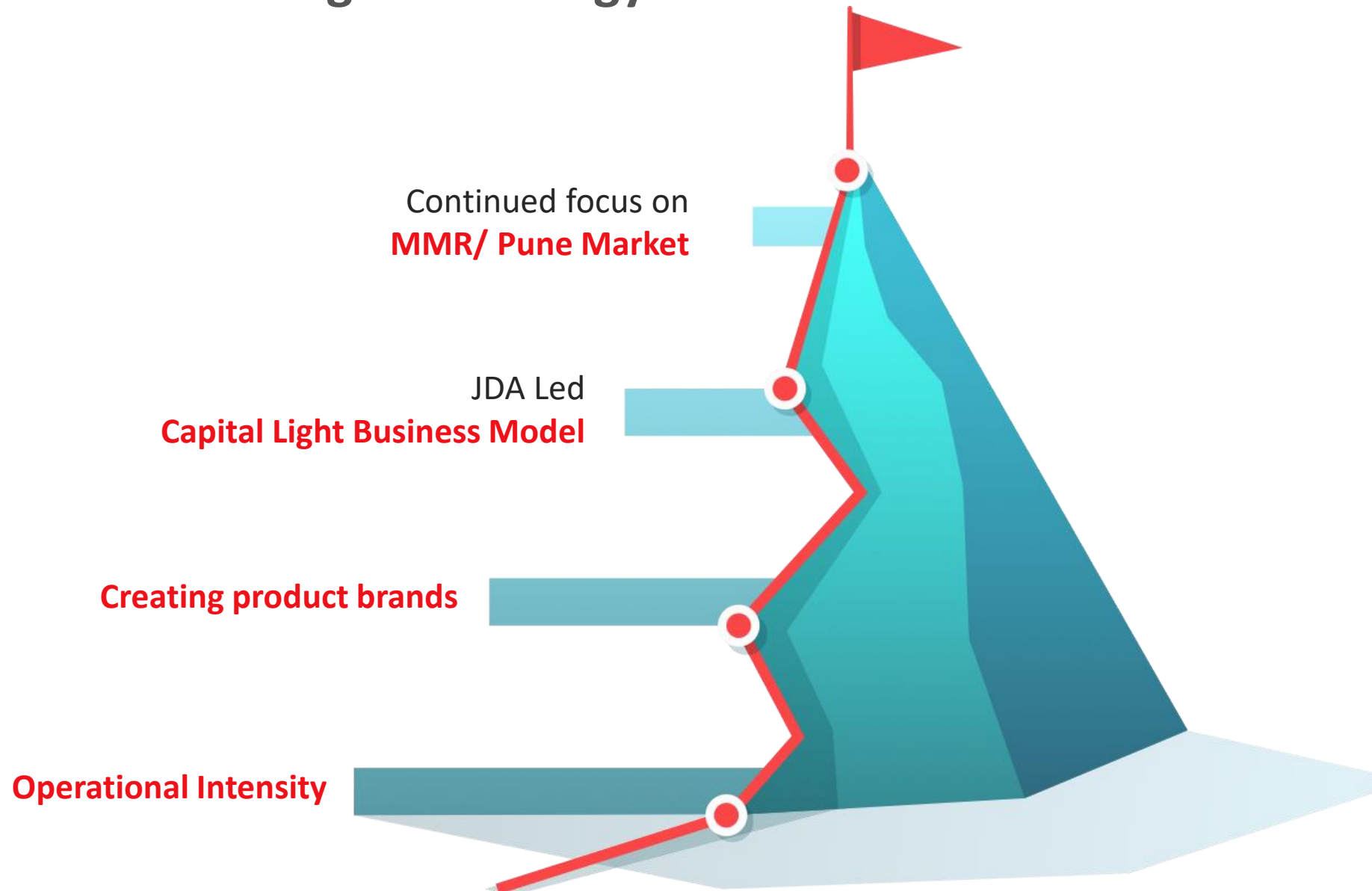
JDA projects expected to be 50% of annual pre-sales within 2 to 3 years

Constructing Success: Summarising the Strategy

Annual Pre Sales
Growth
~20%

Annual Revenue
Growth
~20%

ROCE
~20%



ESG (Environment, Social, and Governance)



ENVIRONMENT (E)

- ✓ Ensured that no operations or construction occur in ecologically sensitive areas.
- ✓ Zero Water Withdrawal from Water-Stressed Regions.
- ✓ Achieved zero fuel consumption by fully transitioning to electric vehicles.
- ✓ Mapping Scope 1, 2, and 3 emissions to meet BRSR requirements.
- ✓ E-waste and Hazardous waste management have been complied with at all project sites.
- ✓ **Became an IGBC member. All construction aligned with IGBC standards.**



SOCIAL (S)

- ✓ Zero Fatalities reported for 5 years
- ✓ Women-Brigade Initiative to empower women to take on leadership roles and drive key projects.
- ✓ 30% female workforce representation.
- ✓ 100% Return-to-work rate for maternity leave employees.
- ✓ Awareness and trainings on Health and Safety at sites for employees and workers.
- ✓ Training on use of software to make the BRSR reporting process effective and seamless.



GOVERNANCE (G)

- ✓ Board members with rich and diverse experience, safeguarding & ensuring interest of stakeholders.
- ✓ 100% Independent directors in Risk Management, Audit & ESG committee
- ✓ Celebrated Quality & Safety weeks across all sites.
- ✓ Implemented policies:
 - Anti-corruption and anti-bribery policy
 - Biodiversity policy
 - CSR policy
 - Integrated Management Systems policy
 - Sustainable sourcing policy
 - IT policy

Financials

Like-to-Like comparison: Post Demerger

Q3FY26 & 9MFY26

In ₹ Crores

Profit & Loss Statement	Q3FY26	Q2FY26	Q3FY25*	YoY Change		9MFY26	9MFY25*	YoY Change
Revenue from operations	758	697	489	55%		1,834	1,553	18%
Other income	8	9	4			30	26	
Total Income	766	706	492	56%		1,864	1,580	18%
Expenses	666	605	387			1,621	1,312	
EBITDA	100	101	105	(5%)		242	267	(9%)
EBITDA Margin %	13.0%	14.3%	21.4%			13.0%	16.9%	
Depreciation	5	5	4			16	11	
Interest Expense	17	26	12			57	40	
PBT before exceptions	77	70	89	(13%)		169	216	(22%)
<i>PBT margin %</i>	10.1%	9.9%	18.0%			9.1%	13.6%	
Taxes	10	10	19			25	54	
Net Profit	67	60	69	(4%)		143	162	(11%)

* These figures represent historical financial performance including the Raymond Realty Division of Raymond Limited before its demerger on April 01, 2025 (appointment date). Figures are provided solely for ease of comparison and do not form part of the published financial results in SEBI format.

Like-to-Like comparison: Post Demerger

9MFY26

In ₹ Crores

Balance Sheet (Abridged)	9MFY26	FY25 *
Non-Current Assets	440	282
Current Assets	4,826	3,152
Total Assets	5,266	3,434
Equity	1,413	1,268
Non-Current Liabilities	2,539	742
Current Liabilities	1,314	1,424
Total Liabilities	5,266	3,434

* These figures represent historical financial performance including the Raymond Realty Division of Raymond Limited before its demerger on April 01, 2025 (appointment date). Figures are provided solely for ease of comparison and does not form part of the published financial results in SEBI format.

Like-to-Like comparison: Post Demerger

9MFY26

In ₹ Crores

Cash Flows	9MFY26	9MFY25 *
Opening Balance	600	579
Total Inflow	1,225	1,394
<i>Approval Costs</i>	(759)	(189)
<i>Construction Costs</i>	(665)	(541)
<i>Sales, Marketing, Admin, Employee & Other Costs</i>	(439)	(358)
Total Outflow	(1863)	(1,088)
Net Operating Cash Flow	(638)	306
Bank Loan	521	(25)
Closing Balance	483	860

* These figures represent historical financial performance including the Raymond Realty Division of Raymond Limited before its demerger on April 01, 2025(appointment date). Figures are provided solely for ease of comparison and does not form part of the published financial results in SEBI format.

Operational Cashflow for Growth

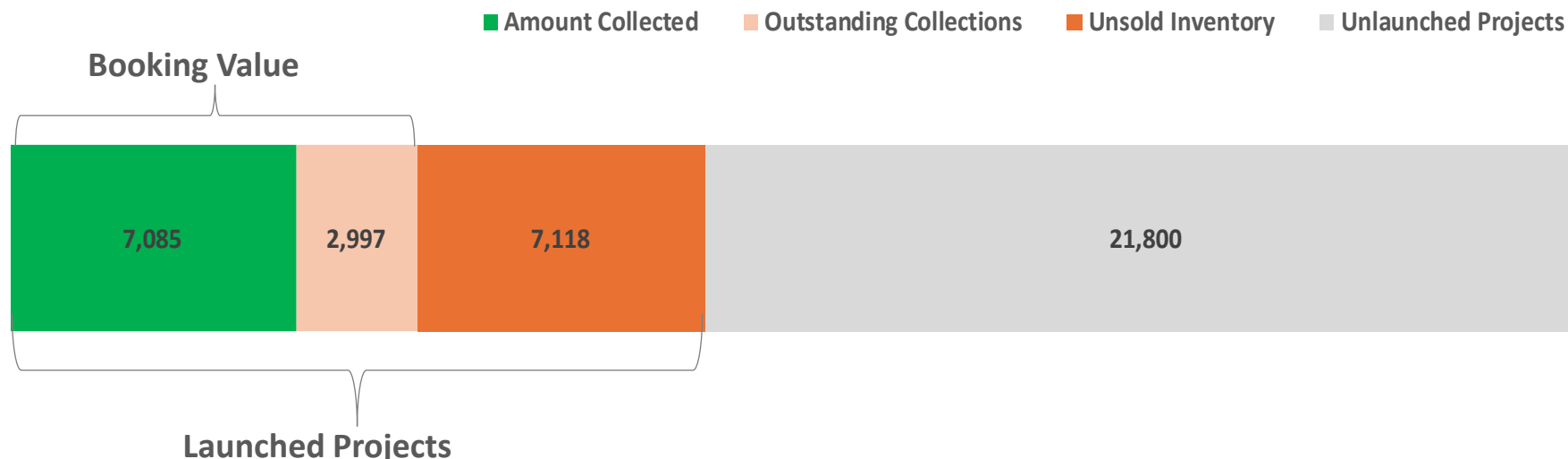
In ₹ Crores

Monetisation Progress of Launched Projects	Q3FY26
Pending Collection from Sold Inventories	2,997
Estimated Value of Unsold Inventory	7,118
Total Estimated Collection	10,114
Remaining Estimated Project Cost	5,979
Est. Surplus from Project Cashflow	4,135

Gross Debt - ₹ 713

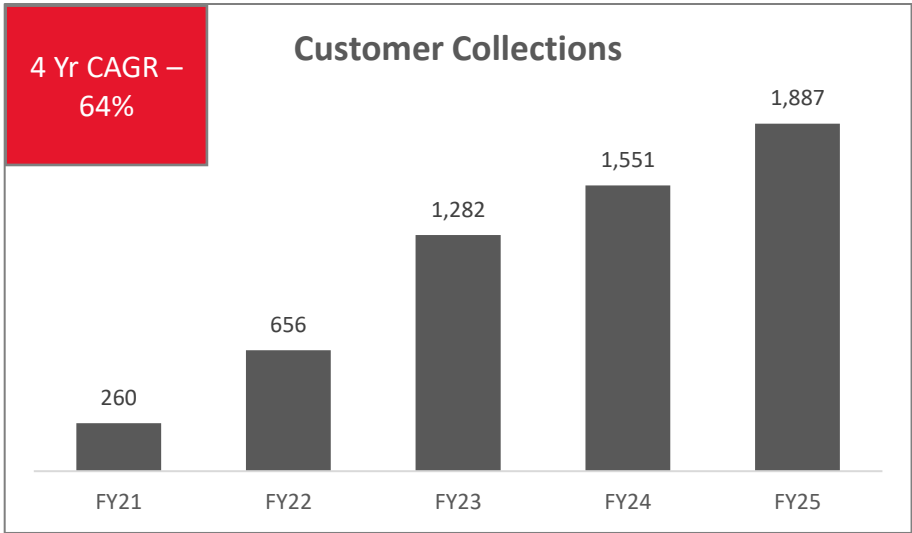
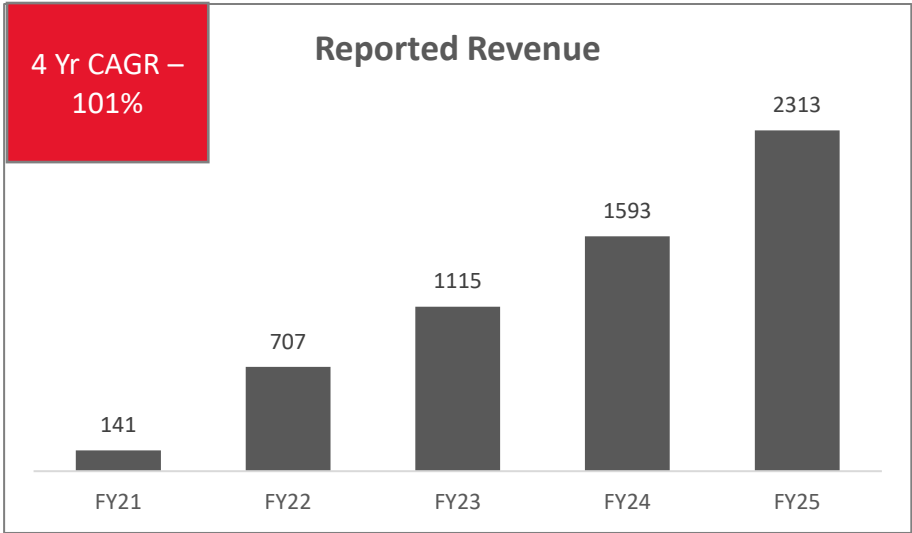
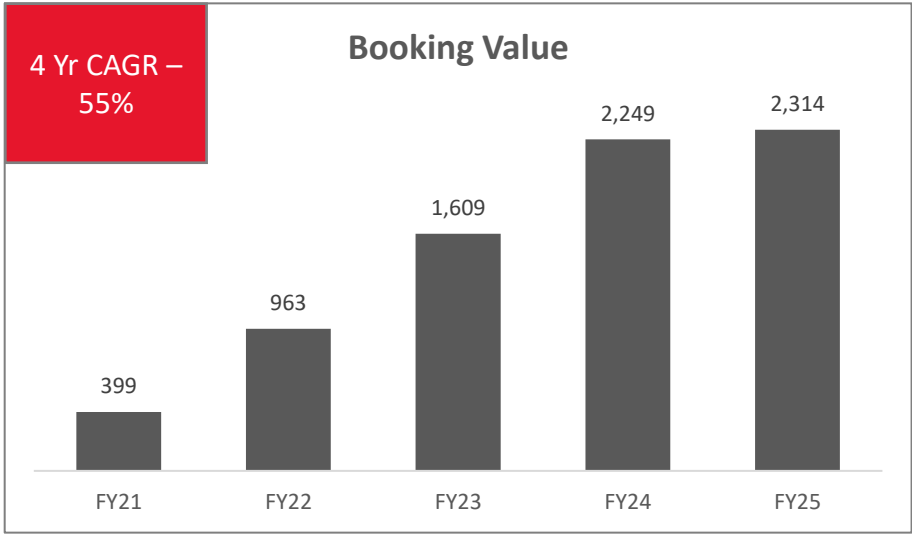
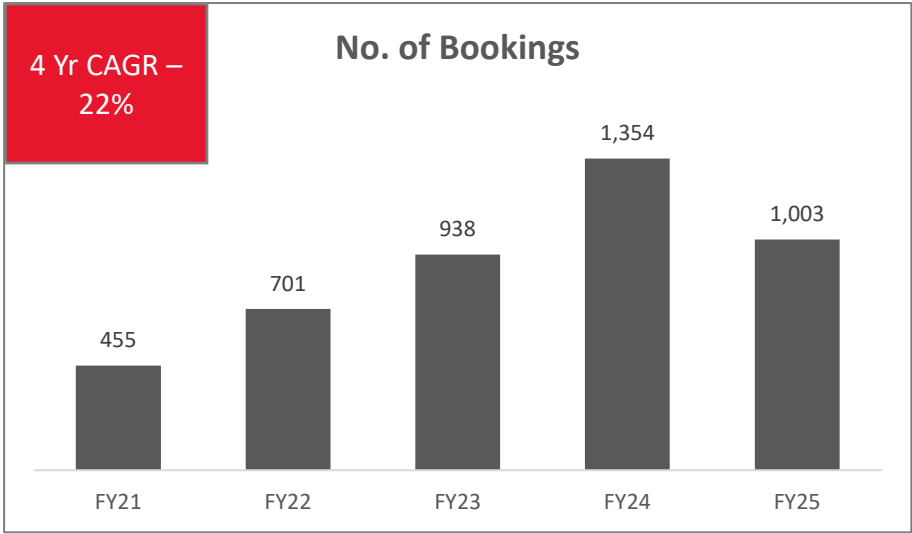
Gross Cash - ₹ 483

Net Debt - ₹ 230



Strong Execution Track Record

In ₹ Crores



Management Team

Raymond Group Led by



GAUTAM HARI SINGHANIA
Chairman

“The future lies in imagining the unimaginable!!!

At Reimagined Raymond,
We aspire to achieve just the same.
We aim to create not just offerings
but an organization
built for the future.”

Board Members



GAUTAM HARI SINGHANIA
Chairman

He has led Raymond for over 35 years, transforming it from a textile-centric company into a global fashion and lifestyle powerhouse. Under his leadership, the Group strategically diversified into real estate and continues to scale new growth avenues. He was honoured with the Maha Udyog Shri award for his contribution to Indian industry.



HARMOHAN SAHNI
Managing Director

30+ years of experience in the Real Estate & Core Sectors.
Ex- ECL Finance Limited (Edelweiss Group) & G Corp Developers Pvt. Ltd.



KUMMAMURI NARASIMHA MURTHY
Independent Director

40+ years of Finance & Governance experience across public & private sectors.
Ex- Axis Bank, IDBI Bank, Max Healthcare, LIC Housing Finance & the National Stock Exchange (NSE)



GAUTAM TRIVEDI
Non - Executive Director

30+ years of experience in Investment Banking and Capital Markets.
Ex- Religare Capital & Goldman Sachs



ASHISH KAPADIA
Non - Executive Independent Director

~20 years of experience across diverse business sectors, currently serving as the Managing Director of Delta Corp Limited.



DIPALI SHETH
Independent Director

25+ years of leadership experience across HR, Strategy, and Transformation in Global Organizations.
Ex- Standard Chartered, RBS, Protean eGov Technologies Ltd., and Procter & Gamble



BHARAT KHANNA
Independent Director

~25 years of real estate experience, currently serving as the Managing Director of Greenoak India Investment Advisors.
Ex- Morgan Stanley & Och-Ziff Asia Real Estate



VIRENDRA SINGH
Independent Director

40+ years of experience on Civil & Criminal side in the District and Sessions Court.
Ex- Judge, Bombay High Court and Judicial Member & HOD of National Company Law Tribunal (NCLT)

Our Leadership Team



HARMOHAN SAHNI

Managing Director

A qualified Chartered Accountant with over 30 years of formidable experience in Real Estate and Core Sectors.



SANDEEP MAHESHWARI

Chief Operating Officer

A qualified Civil Engineer & MBA with over 35 years experience in Real Estate. He brings deep expertise in Contracts, Procurement, Design, liaising and execution



ANKUR JINDAL

Chief Financial Officer

A qualified Chartered Accountant with over 24 years of experience across Real Estate, Automotive, and IT.



VISHAL SHARMA

Chief Sales & Marketing Officer

A qualified MBA in Marketing with over 21 years of cross-industry experience across Real Estate, Aviation, and Media; overseeing multiple geographies across South Asia.



VIRAL MEHTA

Head - Business Development

A qualified MBA in Finance with over 20 years of experience in Business Development and Strategy Formulation.



PRASHANT RATHOD

Head - Liaisoning

A qualified Civil Engineer with over 25 years of experience in liaisoning, approvals and dealing with Government Agencies.

Our Leadership Team



SHILPA SHINDE
Head - Design Development

A qualified Architect with over 20 years of experience across Residential, Retail, IT, and Commercial design.



KHOJESHWAR KAUSHIK
Head - Contracts & Procurement

A qualified Civil Engineer & MBA in Finance, with over 30 years of experience in Operations, Contracts, and Procurement.



ULHAS BHOSALE
Head - Legal

A qualified lawyer with over 25 years of experience in Real Estate Litigation, Non-litigation, and Arbitration.



SAMEER KHANNA
Head - IT

A qualified postgraduate in IT with over 27 years of experience across IT Services, Product Development, Real Estate & Pharmaceuticals.



DAVIS JOHN
Head - Human Resources

A qualified MBA with over 22 years of experience across Real Estate, Retail, Media & HR consulting.



ULLAS VERMA
Head - Strategy

A qualified MBA in Sales & Marketing with 25 years of experience across Real Estate & Banking.

Annexures

1. Booking Update of Ongoing Projects - (Page 30-34)
2. Project Status - (Page 35-44)

Booking Update of Ongoing Projects

Existing Projects Booking Update: THANE



10 Towers with RERA Carpet Area ~1.7 Mn sq.ft.	Particulars	Q3FY25	Q2FY26	Q3FY26	Project Till Date	% UNITS SOLD ~99%
Total Units Planned: 3,103 (2BHK: 2,463, 1BHK: 640)	No of Bookings	47	8	9	3,077	
	RERA Carpet Area*	0.03	0.00	0.00	1.68	
	Value of Bookings (Cr.)	58	8	10	3,352 &	
	Customer Collections (Cr.)	51	106	99	3,446	
	Revenue Recognised (Cr.)	129	50	32	3,239	



3 towers with RERA Carpet Area ~0.6 Mn sq.ft.	Particulars	Q3FY25	Q2FY26	Q3FY26	Project Till Date	% UNITS SOLD ~88%
Total Units Planned: 905 (3BHK: 301 2BHK: 604)	No of Bookings	62	51	69	794	
	RERA Carpet Area*	0.04	0.03	0.05	0.56	
	Value of Bookings (Cr.)	88	72	105	1,201 #	
	Customer Collections (Cr.)	60	75	98	722	
	Revenue Recognised (Cr.)	61	89	109	679	



RERA Carpet Area ~0.025 Mn sq.ft.	Particulars	Q3FY25	Q2FY26	Q3FY26	Project Till Date	% UNITS SOLD 100%
Total Units Planned: 104	No of Bookings	3	0	1	104	
	RERA Carpet Area*	0.00	0.00	0.00	0.03	
	Value of Bookings (Cr.)	4	0	1	138	
	Customer Collections (Cr.)	9	1	7	141	
	Revenue Recognised (Cr.)	5	0	1	138	

Existing Projects Booking Update: THANE



02 towers with RERA Carpet Area ~0.7 Mn sq.ft.	Particulars	Q3FY25	Q2FY26	Q3FY26	Project Till Date	% UNITS SOLD ~98%
Total Units Planned: 552 (5BHK & above: 42, 4BHK: 188, 3BHK: 322)	No of Bookings	6	0	1	542	
	RERA Carpet Area*	0.00	0.00	0.00	0.67	
	Value of Bookings (Cr.)	10	0	6	1,457 ^{&}	
	Customer Collections (Cr.)	105	50	39	1,400	
	Revenue Recognised (Cr.)	92	105	58	1,361	



3 towers with RERA Carpet Area ~0.7 Mn sq.ft.	Particulars	Q3FY25	Q2FY26	Q3FY26	Project Till Date	% LAUNCHED UNITS SOLD ¹ ~82%
Total Units Planned: 597 (5BHK & above: 28, 4BHK: 249; 3BHK: 320)	No of Bookings	51	12	16	479	
	RERA Carpet Area*	0.06	0.02	0.02	0.58	
	Value of Bookings (Cr.)	145	53	53	1,326 [#]	
	Customer Collections (Cr.)	128	72	88	685	
	Revenue Recognised (Cr.)	56	67	70	548	



4 towers with RERA Carpet Area ~1.5 Mn sq.ft.	Particulars	Q3FY25	Q2FY26	Q3FY26	Project Till Date	% LAUNCHED UNITS SOLD ² ~25%
Total Units Planned: 1,100 (5BHK & above: 36, 4BHK: 408, 3BHK: 656)	No of Bookings	0	27	28	55	
	RERA Carpet Area*	0.00	0.03	0.03	0.06	
	Value of Bookings (Cr.)	0	67	75	142 [@]	
	Customer Collections (Cr.)	0	4	7	11	
	Revenue Recognised (Cr.)	0	3	7	10	

Existing Projects Booking Update: THANE

INVICTUS
MONOGRAM RESIDENCES

— BY —



1 tower with RERA Carpet Area ~0.2 Mn sq.ft.	Particulars	Q3FY25	Q2FY26	Q3FY26	Project Till Date	% UNITS SOLD ~85%
Total Units Planned: 102 (4.5BHK: 102)	No of Bookings	5	3	7	87	
	RERA Carpet Area*	0.01	0.01	0.02	0.20	
	Value of Bookings (Cr.)	24	16	38	471 ^{&}	
	Customer Collections (Cr.)	29	29	34	216	
	Revenue Recognised (Cr.)	22	24	25	211	

INVICTUS
MONOGRAM RESIDENCES

— BY —



— TOWER B —

1 tower with RERA Carpet Area ~0.3 Mn sq.ft.	Particulars	Q3FY25	Q2FY26	Q3FY26	Project Till Date	% LAUNCHED UNITS SOLD¹ ~11%
Total Units Planned: 130 (4.5BHK: 130)	No of Bookings	0	5	6	11	
	RERA Carpet Area*	0.00	0.01	0.01	0.02	
	Value of Bookings (Cr.)	0	29	35	64 [#]	
	Customer Collections (Cr.)	0	2	1	3	
	Revenue Recognised (Cr.)	0	0	3	3	


PARK AVENUE
HIGH STREET REIMAGINED
Retail Shops

RERA Carpet Area ~0.08 Mn sq.ft.	Particulars	Q3FY25	Q2FY26	Q3FY26	Project Till Date	% UNITS SOLD ~78%
Total Units Planned: 65	No of Bookings	7	4	9	51	
	RERA Carpet Area*	0.01	0.01	0.01	0.07	
	Value of Bookings (Cr.)	73	19	43	347 [@]	
	Customer Collections (Cr.)	6	2	4	33	
	Revenue Recognised (Cr.)	27	30	58	288	

Existing Projects Booking Update: JDA's



8 towers with RERA Carpet Area ~0.7 Mn sq.ft.	Particulars	Q3FY25	Q2FY26	Q3FY26	Project Till Date	% LAUNCHED UNITS SOLD ¹ ~65%
Total Units Planned: 805 (4BHK & above: 69, 3BHK: 195, 2BHK: 527, Retail Shops: 14)	No of Bookings	30	59	41	389	
	RERA Carpet Area*	0.03	0.05	0.04	0.33	
	Value of Bookings (Cr.)	101	194	134	1,259 ^{&}	
	Customer Collections (Cr.)	42	65	41	336	
	Revenue Recognised (Cr.)	90	130	200	956	



6 towers with RERA Carpet Area ~0.4 Mn sq.ft.	Particulars	Q3FY25	Q2FY26	Q3FY26	Project Till Date	% LAUNCHED UNITS SOLD ² ~17%
Total Units Planned: 239 (4.5BHK & above: 108, 3BHK: 128, 2BHK: 3)	No of Bookings	0	0	28	28	
	RERA Carpet Area*	0.00	0.00	0.04	0.04	
	Value of Bookings (Cr.)	0	0	224	224	
	Customer Collections (Cr.)	0	0	9	9	
	Revenue Recognised (Cr.)	0	175	86	261	

Sion #	Particulars	Q3FY25	Q2FY26	Q3FY26	Project Till Date
	Value of Bookings (Cr.)	0	0	20	20
	Revenue Recognised (Cr.)	0	0	108	108

Project Status

Aspirational: Ten X Habitat (Thane)



KEY HIGHLIGHTS:

- 5-acre landscape
- 10 towers offering 1 & 2 BHK apartments with cross-ventilation
- 50,000+ sq.ft. clubhouse
- 50+ amenities

PROJECT STATUS:

- Tower 1st to 8th OC received, possession in progress
- Tower 9th & 10th Snagging & De-snagging in progress

Total Rera Carpet Area: **~1.7** msf

% Sold: **~99%**

Aspirational: Ten X Era (Thane)



KEY HIGHLIGHTS:

- 3 towers, centrally located next to Lakeshore Mall (Viviana)
- Efficiently planned 2 and 3 BHK Vaastu compliant homes
- 26,500 sq.ft. clubhouse
- 40+ indoor and outdoor amenities

PROJECT STATUS:

- Tower (A) - 28th floor slab WIP
- Tower (B) - 37th floor slab WIP
- Tower (C) – Overhead Tank WIP

Total Rera Carpet Area: **~0.6** msf

% Sold: **~88%**

Premium: The Address by GS-S1 (Thane)



KEY HIGHLIGHTS:

- 1.4 acres of landscape
- 2 towers offering premium 3, 4, 5 & 6 BHK apartments
- 45,000 sq.ft. clubhouse
- Host of amenities

PROJECT STATUS:

- Tower (A) - External & internal finishing & MEP WIP
- Tower (B) - External & internal finishing & MEP WIP

Total Rera Carpet Area: **~0.7** msf

% Sold: **~98%**

Premium: The Address by GS-S2 (Thane)



KEY HIGHLIGHTS:

- 3 towers offering premium 3, 4, 5 & 6 BHK apartments with expansive decks
- Podium top landscape amenities

PROJECT STATUS:

- Tower (C) - Service floor slab WIP
- Tower (D) - 16th floor slab WIP
- Tower (E) - Podium & 2nd floor slab WIP

Total Rera Carpet Area: **~0.7** msf

% Sold: **~82%**

Luxury: Invictus by GS – Tower A (Thane)



KEY HIGHLIGHTS:

- 4.5 - BHK home spaces
- Exclusive Tower Amenities
- 25,000 sq.ft. clubhouse

PROJECT STATUS:

- 15th floor slab WIP

Total Rera Carpet Area: **~0.2** msf

% Sold: **~85%**

Commercial Retail: Park Avenue (Thane)

Total Rera Carpet Area: **~0.08** msf

% Sold: **~78%**



Premium: The Address by GS - S3 (Thane)

KEY HIGHLIGHTS:

- 4 towers offering premium 3, 4, 5 & 6 BHK apartments
- Podium top landscape amenities
- ~14,500 sq.ft. of High Street Retail

PROJECT STATUS:

- Tower (F) – Launched

Total Rera Carpet Area: **~1.5** msf

% Sold: **~25%**



Luxury: Invictus by GS Tower B (Thane)



KEY HIGHLIGHTS:

- 4.5 - Bed home spaces
- Exclusive Tower Amenities

PROJECT STATUS:

- Tower (B) – Launched

Total Rera Carpet Area: **~0.3** msf

% Sold: **~11%**

Premium, JDA Project: The Address by GS (Bandra)



KEY HIGHLIGHTS:

- 8 towers offering opulent 2, 3 & 4 BHK apartments with Private Sundeck
- Portuguese-inspired architecture design features
- 30+ landscape & clubhouse amenities

PROJECT STATUS:

- Tower (A) – Gr Floor slab decking WIP
- Tower (B) – B2 column casting WIP
- Tower (C) – B2 Slab decking WIP
- Tower (D) – Excavation WIP

Total Rera Carpet Area: **~0.7** msf

% Sold: **~65%**

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Contact Us: RRL.IR@raymond.in