

October 30, 2026

To,

The Listing Department The National Stock Exchange of India Limited ("NSE") Exchange Plaza, C-1, Block G Bandra-Kurla Complex, Bandra (East) Mumbai – 400 051 Symbol: RUNWALENTR	The Department of Corporate Services BSE Limited ("BSE") Phiroze Jeejeebhoy Towers, Dalal Street Mumbai – 400001 Scrip Code: 544959
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Subject: Transcript of Earnings Conference call on Unaudited (Standalone and Consolidated) Financial Results for first quarter ended June 30, 2026 under Regulation 30 and 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI LODR")

Dear Sir/Madam,

In furtherance to our Intimation Letter dated October 21, 2026, intimating schedule of Earnings Call and pursuant to Regulation 30 and 46 of SEBI LODR, the Transcript of Earnings Conference Call dated October 26, 2026 on Unaudited (Standalone and Consolidated) Financial Results for first quarter ended June 30, 2026 of the Company is enclosed herewith. The transcript is also being uploaded on the Company's website and can be accessed at <https://runwalenterprises.com/investor-relations>.

We request you to kindly take the same on record.

Thanking You,

For and on behalf Runwal Enterprises Limited

ABHISHEK
KUMAR JAIN

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ABHISHEK KUMAR JAIN
Date: 2026.10.30
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Abhishek Kumar Jain
Company Secretary & Compliance officer

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(Erstwhile Runwal Enterprises Private Limited & Runwal Apartments Private Limited)

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CIN : U70109MH2016PLC273223

Runwal Enterprises Limited
Q1 FY '27 Conference Call
October 26, 2026

Moderator: Ladies and gentlemen, good day and welcome to Runwal Enterprises Limited Q1 & FY27 Earning Conference Call.

As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing “*” then “0” on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Vikas Varma from EY LLP. Thank you and over to you, Vikas.

Vikas Varma: Thank you, Danish. Good afternoon, everyone and thank you for joining us on this call.

We are pleased to host the maiden Earnings Conference Call of Runwal Enterprises Limited following its listing on the stock exchanges.

To discuss the Company's Q1 & FY27 performance and answer your questions, we have with us Mr. Subodh Subhash Runwal – Chairman and Managing Director, Mr. Pradumna Kanodia – Director and Mr. Shashi Bhushan, – Chief Financial Officer.

Before we begin, please note that some statements made during this call may be forward-looking in nature. These statements are subject to risks, uncertainty and other factors that may cause actual results to differ materially from those expressed or implied. The discussion should be read together with the risks and other disclosures contained in the Company's filing with the stock exchanges. The Company does not undertake to update any forward-looking statement except as required by law.

I will now invite Mr. Subodh Subhash Runwal to share his opening remarks. Over to you, sir.

Subodh Subhash Runwal: Thank you, Vikas. Good afternoon, everyone and welcome to the First Earnings Call of Runwal Enterprises Limited as a listed Company.

On behalf of the Company and the entire Runwal team, I would like to thank our shareholders for the confidence placed in us.

Listing is an important milestone, but we see it as the beginning of a new phase. As a listed Company, our focus will remain on disciplined execution, transparent communication and long-term value creation. Since this is our first maiden earnings call, I would like to give a brief introduction to our business followed by an update on the quarter and our priorities for the years ahead.

Our Business and Operating Platform, The Runwal brand has been present in Mumbai real estate since 1978. Runwal Enterprises is focused primarily on residential development across Mumbai and the wider Mumbai metropolitan region. Our portfolio spans affordable, mid-income and luxury housing along with select commercial and retail developments.

Our development capabilities cover stand-alone projects, gated communities and large integrated townships. We undertake projects through a mix of owned land, redevelopment, joint development arrangements and joint ventures. This gives us flexibility in capital deployment and allows us to pursue growth opportunities across different micro-markets and customer segments.

We have a total portfolio of approximately 88 million square feet of which around 20 million square feet is ongoing and 56 million square feet is upcoming. This provides us with a substantial development runway for the next decade and gives us the visibility to sustain growth over the long term. The total developable area is approximately 88.4 million square feet of which about 74.6 million square feet related to residential development and approximately 6.37 million square feet of commercial development. Residential development remains the core of our business with a balanced presence across affordable, mid-income and luxury segments. Even though we are predominantly a residential developer, we are on the path to build a portfolio of annuity assets as well. These include Runwal BKC, a Grade A commercial development with a gross leasable area of approximately 0.31 million square feet and Nexus Runwal Garden City Mall with a gross leasable area of approximately 0.75 million square feet. Our two large integrated township platforms in Dombivali are a key part of this portfolio. These developments combine housing with schools, retail, commercial spaces, open areas and community infrastructure. The township model provides a long development runway, multiple launches opportunity and the ability to serve customers across different price points.

We also have built a strong position in the eastern suburbs and Kalyan-Dombivali. Based on the industry research, Runwal was ranked third in Mumbai for new residential launches on sales between calendar year 23 and the first quarter of calendar year 27. We were also ranked first in eastern suburbs in terms of sales and first in Kalyan-Dombivali in terms of new launches over the same period.

Our brand, local market knowledge, customer reach and execution capability have been built over several years. We have delivered more than 13,500 units and over 14 million square feet

of area. Our ability to sell through the construction period and in several projects command a premium to the relevant micro market is an important strength of the business.

With that, I will now hand the call over to our director Pradumna Kanodia to take you through the operating performance for quarter one FY27. Over to you Pradumna.

Pradumna Kanodia:

Thank you Subodhji and good evening, everyone.

The growth priorities for Runwal Enterprises is something which I want to summarize. Looking ahead, our strategy is to build around four priorities.

First, we will continue to deepen our presence in Mumbai and the MMR area where we have established operating experience and brand recognition. The Mumbai metropolitan region is a deep and resilient real estate market supported by strong underlying demand and diverse customer segments. While there may be concerns around rising supply and oversupply in certain micro markets, we believe that quality inventory from established developers such as us with strong track record of execution will continue to attract demand, particularly as customers increasingly value timely delivery and reliability.

We see opportunities in the southern part of Mumbai and the western suburbs. Second, we will continue to improve our presence towards luxury housing. Our entry into South Mumbai through 7 Mahalaxmi has marked our presence in the luxury segment in South Mumbai.

Third, we will pursue capital efficient growth through redevelopment, joint development and partnership models. We will evaluate each opportunity based on location, customer demand, project economics, approval visibility and return on capital. Fourth, we will remain focused on execution, collection and balance sheet discipline.

The proceeds from IPO strengthen our ability to reduce debt, support ongoing construction and selectively invest in growth opportunities. We have an active launch pipeline for the next 12 to 15 months. The timing of individual launches will depend on approvals and market conditions, and we will maintain a disciplined approach rather than pursue growth at the cost of returns or cash flows.

As Subodhji informed earlier, we are developing annuity assets in partnership with players of international repute. With that, I will now hand over the call to Shashi Bhushan, our CFO, to take you through the financial performance of Q1 FY27. Over to you, Shashi.

Shashi Bhushan:

Hello. Thank you, Pradumnaji. This is Shashi Bhushan. I am the CFO with the Group.

I will be very happy to take you all through a brief commentary covering our operating performance and the financial performance. But before we get into the numbers, before we start looking at the trend, it becomes imperative for me to make you all familiar with the

accounting policies and the revenue recognition policy of the Company so that we are able to figure out the variability and trends.

So, at the Company, we currently follow revenue recognition on the basis of project completion. In fact, it is a bit more stringent than that. We recognize revenue only when the project receives occupation certificate. Customers come ahead and take possession of their units because that is when the control of the unit actually gets transferred in favor of the customer. Having said that, our revenue, EBITDA, profit margins, all of them should be seen in light of this recognition policy. It may happen that on quarter-on-quarter basis or on an annual basis, we show significant variability, but all of them will be primarily on account of the revenue recognition policy which I just explained.

For this reason, we therefore encourage our investors to look at our operating metrics as well. Say, for example, pre-sales, collections, average selling price, how many million square feet we are launching or delivering in a particular quarter or in any particular time period. We believe that this, along with the financial performance, they all give a complete and healthy picture of the overall organization.

With that background, let me take you through a quick commentary on the numbers. If I look at the operating performance in quarter one of fiscal year 2027, during quarter one, we recorded pre-sales of close to Rs. 4,835 million, which is close to 5% jump in comparison to Rs. 4,600 million that were reported in the corresponding quarter last year. Collections were also up from Rs. 4,993 million in quarter one of last year to around Rs. 5,754 million in this particular quarter.

We have sold close to 0.35 million square feet in this quarter. This translates into an average selling price of close to 14,200 per square feet, which is again a significant jump in comparison to the quarterly selling price that we achieved in the same quarter last year. This is happening primarily because we are now diversifying more into the luxury segment and the average selling price will continue to remain on uptake from here onwards.

We also ended up delivering close to 1 million square feet. When we talk about the area that we are delivering, we are essentially reporting the figures against the developable area of those towers or phases where we have got the occupation certificate. So, on a total basis, all the running projects that we have currently, they have cumulatively achieved a sales of close to Rs. 150,542 million.

And against that, we have a collection done already so far, which is roughly Rs. 114,280 million. So, this leaves us with a close to Rs. 36,000 million of collectibles from the sold area.

This provides a visibility in the future collections and the revenue recognition as we progress with the construction milestone in the quarters and the years to come. Looking at the financial

performance, so revenue from operations stood close to Rs. 3,400 million. Lower in comparison to the figure of Rs. 4,462 million that we have reported in the same quarter last year.

As reported earlier, the revenue recognition is again a function of the towers or the phases that have got occupation certificate and how many customers come ahead and take position. Total income for the quarter was close to Rs. 3,760 million. EBITDA stood roughly slightly ahead of Rs. 1,000 million. The profit after tax was close to Rs. 497 million.

Financing cost for the quarter was Rs. 257 million. As the benefit of debt reduction will progress, especially in quarter three, because our IPO proceeds were realized in the first week of October, the benefits of the interest reduction and the benefits of debt reduction will be visible more from quarter three results. As of now, we have used the proceeds of roughly Rs. 325 crores from the IPO to repay the debt.

Apart from that, we have also converted the CCDs that were outstanding from HDFC Capital along with the accrued interest by then. So, already around Rs. 500 to 600 crores of debt reduction has already happened. Those numbers will become visible, especially at the end of quarter three and the reduction in debt will translate into close to Rs. 50-60 crores of annual saving in terms of interest.

Our debt-to-equity ratio, which was close to or slightly ahead of 3 at the end of fiscal year 2026 has already come down to close to 1.5 after accounting for all the debt repayment that we have done using the proceeds of the IPO. With this, I just want to conclude saying that the focus of the group and the team here remains on five areas, that is to maintain the sales momentum, improve the collections, deliver projects on schedule, execute the launch pipeline and calibrate it to reflect what market is looking for, and of course, de-leverage the balance sheet further and strengthen it. Since this is our first quarter as a listed Company, we are putting in place a consistent disclosure framework.

We intend to communicate our operating and financial performance in a very clear and transparent manner to build a long-term relationship with all our stakeholders, shareholders, analysts and the wider investment community. So, with this, I will conclude my speech and thank you very much for joining us today. We will now be very happy to take your questions one by one.

Moderator:

Thank you so much, sir. Ladies and gentlemen, we will now begin with the question-and-answer session. Ladies and gentlemen, we will wait for a moment while the question assembles. Our first question comes from the line of Bhaskar Chaudhary, an individual investor. Please go ahead.

Bhaskar Chaudhary:

Hi, thanks. Thank you so much and many congrats to the management for the successful listing. I just had a couple of questions. First of all, now that we are listing, I just wanted to...

Moderator: Mr. Chaudhary, sorry to interrupt you, but if you can just speak a little louder. Thank you. Sure.

Bhaskar Chaudhary: So, first question I wanted to ask was that now that we have listed, what would be our strategic priorities going forward for the next two, three years?

Subodh Subhash Runwal: Hello. Hi. So, this is Subodh Runwal here.

So, our strategic priority for the next two to three years would be to pursue growth within Mumbai city and to grow at a CAGR of close to 20%. And also, to look at asset light opportunities and also focus on the margins and to also ensure that we have a debt reduction in place as such.

Bhaskar Chaudhary: So, the growth of 20-30% that we are talking about is in terms of pre-sales, right?

Management: Yes.

Bhaskar Chaudhary: So, regarding that by 20%. So, this year as well on FY27, can we assume a growth of 20% baseline at least?

Subodh Subhash Runwal: That would be our endeavor.

Bhaskar Chaudhary: Okay. Okay. And for the next two, three years, we should assume like a baseline of 20 to 25% growth in the pre-sales, right?

Subodh Subhash Runwal: Right. So, again, our endeavor would be in the range of 20% year-on-year.

Bhaskar Chaudhary: Got it. So, this will be supported by our new launches and also the sustainable sales?

Management: Yes.

Bhaskar Chaudhary: Okay. And also, I would want to ask that on a gross level, what would be the sustainable per project margin that we look for?

Subodh Subhash Runwal: We are looking at a PAT of close to at least 15%.

Siddhant Ludhaya: Oh, no.

Subodh Subhash Runwal: I am talking about EBITDA margins close to 28%.

Bhaskar Chaudhary: On a project level, gross margins, I was asking about.

Pradumna Kanodia: Hi, Bhaskar. Pradumna here. So, from a project level, since we are present across different price points, affordable, mid-income, and luxury, each one of them offers a different percentage of profit.

But on a blended average, the project level, our EBITDA margins should be upwards of 25%. And as the luxury segment or the mid-income segment continues to give us greater sales and greater velocities in the years to come, the product mix, we should be able to sustain our project margins at greater than 25% over the next few years.

Bhaskar Chaudhary: About 25%.

Management: Yes.

Bhaskar Chaudhary: All right. And I also wanted to check that going forward, will you guys be having a stated guidance policy like the other real estate players?

Pradumna Kanodia: We have already disclosed that this is our first call post-listing. We will be as transparent and as much forthcoming in our disclosures as required. And at the right time, we will give a direction. But without giving specific guidance, we will definitely try and give some sort of a general sense in which the Company is growing. And as Subodhji mentioned, our endeavor would be to grow at 20-25% from a pre-sales point of view while maintaining our balance sheet and the health around profitability and margins. So I think the focus will be all around rather than just focusing on one number.

Bhaskar Chaudhary: All right. All helpful. Thank you so much and best of luck.

Moderator: Thank you, Mr. Bharat. Thank you. Our next question comes from the line of Rohan Singh with Pinpoint Capital. Please go ahead.

Pradumna Kanodia: Yes, Rohan.

Rohan Singh: Yes. Hello. Thank you for the opportunity. My question is on the debt part. So could you please throw some light on the debt repayment plan and how do we look at the debt going forward?

Pradumna Kanodia: Yes. Pradumna here. As Shashi had mentioned that the IPO proceeds were utilized to bring our debt significantly down.

And as of now, our debt to equity, which used to be 3.1 times, has already come down to 1.5 times. The desire is to maintain a healthy balance sheet and see that the debt is always in a number which can be managed very, very effortlessly. Our being a residential development, a lot of our existing cash flows allow us to repay our debt in a natural manner.

Our thoughts around asset light model in terms of new acquisitions through JV/JD models would mean that we will be allocating limited capital for new growth and new opportunities. So with that, and also our partnerships on the annuity side with renowned names like Nexus and the Japanese investor would mean that there will be an overall growth focus on equity wherever required and a very limited amount of debt to be taken at the right time, that too on a self-liquidating basis. So you will find that our debt will continue to come down.

Already it has come down to Rs. 1,900 crores as we speak. So that is the journey that we would endeavor to continue. And the objective is to reduce and get the debt as low as possible.

Rohan Singh: Thank you. That is all from my side. Thank you.

Moderator: Thank you. Ladies and gentlemen. Yes, sir, please go ahead.

Shashi Bhushan: Yes. So also just to add there, I mean, there is one more activity that the Company is considering. We are also thinking of monetizing a part of our land parcel by selling it to data operators.

And that will also give us some proceeds that will be used directly for the repayment of debt. We have given the mandate to JLL and we have also got some interest from 10 to 12 interested parties. Now, the further details about this will be disclosed as and when we are going ahead and we are concluding the transaction.

But that is another activity that we are thinking of to repay the debt and deliver the balance sheet immediately in addition to everything that Pradumnaji has told about.

Moderator: Thank you, sir. Ladies and gentlemen, anyone who wishes to ask a question, press star and one. Our next question comes from the line of Abhinav Sinha with Jefferies. Please go ahead.

Abhinav Sinha: Hi, sir. Congratulations on the listing. Congrats to the whole team.

I just had a few questions. So firstly, on the last part that you mentioned on the data center bit, which location are we considering for this land?

Shashi Bhushan: So, we are looking at a land parcel that we have in Dombivli. While we are open to look at some other projects as well, but as of now, we are considering land parcel located at our project in Dombivli, which is Gardens and My City.

Abhinav Sinha: Okay. And how much land is available for this with you?

Shashi Bhushan: Significant portion of the project is across 250 acres of land parcel. We have a significant portion of that available for sale over there, but we are currently looking at monetizing close to 18 acres.

Abhinav Sinha: Okay. Secondly, the commercial bid that you talked about earlier with a couple of projects at BKC and Nexus, what is the lease income profile that we can think about when they completed say 3-4 years from now? And are there any other projects that you are thinking of there?

Pradumna Kanodia: Hi Abhinav, Pradumna here. So, I think these are the two large developments that we currently are doing on the annuity side apart from small schools that are operational. So, these two projects, both the mall as well as the BKC project should be completed over the next two and

a half years time. And with the completion of these two projects, our annuity business income would start reflecting in our P&L, which currently would be absolutely minuscule. The rental income from the mall could be on stabilization upwards of Rs. 100 crores in the first year. And also on the BKC projects, we are expecting very good rentals to get generated and we are still looking at the right kind of end-use customer for those projects.

But having said that, these are quality land parcels at very, very quality locations and with the investments by such big names and the work that we are doing, we should be able to generate rentals which are above market. So, while the journey may take little time, apart from that, we have opportunities on commercial development both at Kanjurmarg as well as at Bandra where we have existing opportunities which could be either in form of strata sale or on leasing model as well. We are evaluating and in the long run, Dombivli offers a lot of opportunity on offices because it is a township development where we will be also doing more commercial apart from the retail that we are doing.

So, over a period of time, the idea is to grow the annuity business with as much focus on these three, four existing opportunities that we have and along with the partners that we have been able to develop over a period of time. Hopefully, as these things stabilize, our rental income could be starting to reflect in P&L but very difficult to give a number at this stage. It could be a function of timing. It could be a function of area. But these two projects definitely in two and a half years should start reflecting in our P&L.

Abhinav Sinha:

Okay. On the residential side, can you help us with the GDV number for the land bank or some good estimate there, one? And secondly, what is the launch pipeline for the current fiscal?

Pradumna Kanodia:

See, two things. One, that we spoke about 88 million square feet of development potential that is housed in our land bank across different micro-markets currently selling at around 13,000 and this 13,000 is going to continue to increase as the mix improves as the price points goes up. So, one can take a blended average and arrive at a number but these are again projects which will have seven years of journey, six years of journey.

So, one needs to calibrate that. So, we have a growth pipeline from our existing portfolio which will be sufficient to continue to give us growth of 20-25% year-on-year for at least the next decade or so. So, a very healthy pipeline backed by strong land parcels at very important micro-markets.

So, that is a very important thing. And as far as the other question that you had in terms of launches, I think we are geared up for launches on a continuous basis both from our existing land parcels which are seeing new phases to be launched whether it be Kanjurmarg, Dombivli or new launches across Bandra or maybe the new opportunities around Marine Lines and Marine Drive. So, these are things which will depend on the timeline that we are looking at approval but to match our aspiration to grow 25% on a year-on-year, we will have a corresponding launch number as well.

So, you will see that from land acquisition to launch, we will try and crunch the time as much as possible so that we are able to launch projects in a very short possible time allowing us to grow from multiple locations and achieve our objective of at least 25% growth coming in from a pre-sales point of view.

Abhinav Sinha: Thanks and all the best.

Moderator: Thank you. Next question comes from the line of Sidhant Lodaya with Sanshe Fund. Please go ahead.

Siddhant Ludhaya: Yes, just a clarifying question. We mentioned that the net debt is now Rs. 1900 crores. So, I am assuming that is as of September end because the debt is around Rs. 2,800 crores.

Shashi Bhushan: Yes, so I will just clarify. So, there are two parts to our debt. I mean if I look at my current net debt as of now, then it is close to Rs. 2,700 crores as reported.

Now, out of Rs. 2,700 crores that you get to see there, around Rs. 365 crores is on account of loans from the related parties. They are from various group companies which are not getting knocked off due to consolidation and we have an external debt of close to Rs. 2,400 crores. So, this Rs. 2,400 crores have fallen down to Rs. 1,900 crores at the end of post IPO. So, that is not also exactly as on 30th September. The repayment happened in the first week of October when we realized the proceeds from IPO. So, as of now, the external debt is Rs. 1,900 crores and the loan from the related parties or the group companies will still be around Rs. 365 crores.

So, if I look at the exact number, the Rs. 2,700 crores have now fallen down to Rs. 2,200 crores and that will not be visible in the results coming out corresponding to 30th September. That will be visible in the results coming out corresponding to the 31st December quarter because of the IPO.

Moderator: Thank you.

Shashi Bhushan: Thank you. Thank you so much.

Moderator: Thank you. Our next question comes from the line of Jia, an individual investor. Please go ahead.

Jia: Hello.

Shashi Bhushan: Yes, Jia, we are waiting for your question.

Jia: Congratulations on being listed to the whole team. So, I have couple of questions. One of them which is, which projects are awaiting approvals, and could you just provide us if there are any approval delays that might push the launches?

Shashi Bhushan:

Okay. All right. So, there are two, three projects that we are in the process of seeking approval and that will also augment our launch pipeline, may not necessarily in this year, but sometime even next year as well.

So, the first one is there is a society redevelopment project that we are doing in Bandra. So, that is a project that is awaiting approval and we are almost ready to launch there but just waiting for the approval to come. Then there is another project that we have acquired in Marine Drive.

So, that project is also where we are scheduling our launch activities and approval is also pending there. So, we are not expecting any delay over there depending upon how our launch activities, they pan out in the subsequent months and depending upon how our market intelligence suggests to us, they will be queued up for launches subsequently, either this year or probably sometime early next year. I mean, we are not giving the guidance as of now in terms of the launches because we know that approval is a third-party activity and probably the dependence on that cannot be calibrated by the management.

So, but yes, these are definitely the projects which are waiting approval. Apart from that, there are many more towers and phases that we continue to do, continue to launch in Dombivli. I mean, these are the large projects.

So, there will be some phases, some towers that will also get, where also we have applied for approval. So, they will also get queued up especially towards the launches.

Jia:

Okay, understood. So, the next question is, how is the absorption of the price hikes in the market and how much headroom remains for price increases in subsequent phases?

Shashi Bhushan:

So, in all the micro-markets where we are present, for example, Dombivli and even Kanjurmarg, Mulund Belt. So, at all these places historically and we have disclosed that in prospectus as well, we have enjoyed a differential price of close to 3% to 5% in comparison to our competitors. So, we have enjoyed a premium of close to 3% to 5% in these micro-markets.

We are very well established in these micro-markets, and we continue to expect to have this incremental price or a premium nearly in the same range in the quarters to come, in the years to come as well. In the third micro-market, our prices say 7 Mahalaxmi, that is in the southern part of Mumbai, our prices are at par with whatever is happening with the competition around that as well. So, we expect that the prices will continue to remain almost at par with the competition there as the project progresses and as we launch the upper and higher floors in the towers over there, we will see some increases there.

Historically, whenever we have done a price rise, they have generally been absorbed quite well primarily because we are market leaders in the geographies where we are operating and we hope that things will continue to remain in our favor as of now.

Jia: Okay. So, any plans to expand beyond the MMR market as other players are doing it?

Shashi Bhushan: No. As of now, as Pradumnaji also said, one of our key pillars remains to remain focused in MMR itself. We believe that there are ample and enough opportunities in Mumbai itself. So, we will remain MMR focused.

Jia: Thank you and all the best.

Shashi Bhushan: Thank you. Thank you so much.

Jia: Yes, thank you.

Moderator: Thank you so much. Our next question comes from the line of Ramesh Jain with Tata Consultancy Services.

Bhaskar Chaudhary: Please go ahead.

Ramesh Jain: Yes, hi. First of all, congrats on the listing. I have a couple of questions. One is that when the IPO came out, some of us were surprised that the amount was reduced from Rs. 1,000 to Rs. 500. Given that, we know that you have a lot of debt. I was expecting you to be at least looking at Rs. 1,000 crores because you could easily reduce the debt.

So, that is one question. I do not understand why the amount was reduced. Second thing is, you are probably one of the few premium builders operating in all segments.

You are there in affordable, you are there in high-end, you are there in commercial. So, my question is, over the next two years, will there be a shift in terms of where you will be doing more projects and where you will be doing a little bit less, depending on your gross margin or will you be doing everything in the same way you are doing right now?

Pradumna Kanodia: Hi, Ramesh. Pradumna here and I think your observations and your questions are very valid. So, let me attempt to answer that.

On the size reduction part, I think we began this journey of going public almost two years back. The team and the entire management had put in a lot of effort. The markets have seen a lot of challenges over the last 8 to 12 months' time post our initial approval that we got from SEBI, which included the wars in Iran, Iraq, the fact that the war at Ukraine and all continued, our issues around the markets continued to have several challenges.

And in that difficult micro market and environment, SEBI gave a one-time concession to entities who had got approval to reduce their size and offering by 50%. We believe that at this stage to fight the market from a valuation point of view would not be the right thing because it continues to and we are not diluting the fact that the promoters had not offered any share for as an OFS.

It was all a primary offering. So, in the wisdom, we realized that a small dilution at this stage will allow us to move this journey to get ourselves ready for the next leg of growth, whether it be from a readiness of being tested against the best of the best from a listed space, whether it is on compliance, whether it is on growth, whether it is a way of disclosures and transparency. So, a lot of effort and thought went into that.

And since it was a dilution was limited to 10-11%, we saw the opportunity and we did not want the efforts to go waste. And that is the reason why we took this benefit of size reduction, which was given by SEBI for limited time and our bankers also advised that that would be in the best interest for us to go forward and take it.

So, that was the reason and that is the logic behind the size reduction. As far as your observation that we are a premium builder, absolutely right. We are one of the most trusted real estate developers in Mumbai.

We are a household name in Mumbai having spent more than five decades in developing this brand value and brand image, which has seen us do multiple projects. And now with Subodh ji under his leadership, we are doing at least, we spoke about 88 million square feet of development potential spread across different micro markets, different price points. Yes, as we move forward, the opportunities around South Mumbai and Western parts of Mumbai are much higher, which means that you will be looking at more opportunities on the mid-income and luxury side of offering, not the Uber luxury of 100,000 or 150,000, but the luxury which is between 50,000 to 60,000-70,000.

So, you will see that there is a gradual shift because of the nature of the project that we undertake, that our product mix will continue to evolve and change. Affordable housing, which is more towards the Dombivli side, will continue to have a robust journey, continue to give good pre-sales number, but from an overall number point of view, the percentage will keep coming down. And we also believe that Dombivli will soon not be just an affordable market, it will also move to a mid-income market the way infrastructure and other things are happening in the Dombivli region.

So, for us, the focus would be to look at opportunities in mid-income and luxury, where the margins are healthier and where the opportunities also lie now. So, the mix will continue to evolve and change and you will see less and less contribution of affordable and of that nature in our future years to come.

Moderator: Okay, thank you very much.

Pradumna Kanodia: Thanks, sir.

Moderator: Thank you. Ladies and gentlemen, that was the last question for today. I now hand the conference over to the management for the closing remarks. Thank you and over to you, team.

Subodh Subhash Runwal: Thank you, everyone. I hope all the questions were answered. In case you have any more queries, you can reach out to our IR team. Thank you so much.

Moderator: Thank you so much, sir. Ladies and gentlemen, on behalf of Runwal Enterprises Limited, that concludes today's call. Thank you for joining us and you may now disconnect your line.