# Runwal Enterprises Limited - Results Presentation Q1FY27

**October 2026**

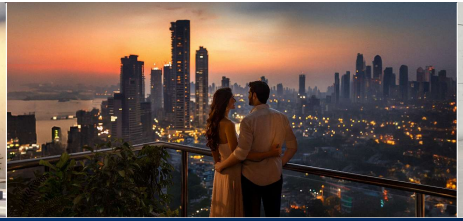
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The Company is proposing, subject to receipt of requisite approvals, market conditions and other considerations, an initial public offering of its equity shares ("IPO") and has filed the draft red herring prospectus dated March 31, 2025 ("DRHP") with the Securities and Exchange Board of India ("SEBI"), BSE Limited and National Stock Exchange of India Limited (collectively, "Stock Exchanges"). The DRHP is available on the website of SEBI at www.sebi.gov.in, on the website of the Company at https://runwalenterprises.com/investor-relations and the websites of the BRLMs i.e., ICICI Securities Limited and Jefferies India Private Limited at www.icicisecurities.com and www.jefferies.com, respectively. Any potential investors should note that investment in equity shares involves a degree of risk and for details relating to the same, please refer to the Red Herring Prospectus ("RHP"), including the section "Risk Factors" of the RHP, when available. Potential investors should not rely on the DRHP filed with SEBI for making any investment decision.
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# Company Overview

RUNWAL ENTERPRISES

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**3rd Largest[1] Real Estate Developer In Mumbai**

**With 88.37 msf[2] Of Developable Area**



**Development Across Residential, Commercial & Retail Spaces**



**Specialized In Residential Developments Across Price Segments**

Note: 1) As per JLL Research, 3rd largest in terms of both new launches and sales of residential units during CY2023 – Q1 CY2026; 2) Inclusive of the estimated developable area for upcoming projects

# Runwal Enterprises: Overview

**16+** Years In Operation

**12msf[1]+** Area Developed

**13,300+** Units Developed

**#3[2]** Largest Player

RUNWAL ENTERPRISES

**19** Completed Projects[3]

**2** Integrated Townships

**61** Projects in Development Pipeline[4]

**76.29 msf** Development Pipeline[5]

## Core Business Philosophy

- Customer Centricity
- Quality
- Trust
- Transparency
- Innovation



**Great Place To Work**
*February 2026 to February 2027*

**International Safety Award - Runwal Gardens, Pinnacle, Forests, 7 Mahalaxmi**
*British Safety Council in 2025*

**EHS Team of the Year – Runwal City Centre**
*UBS Forums Sustainability Summit and Awards 2025*

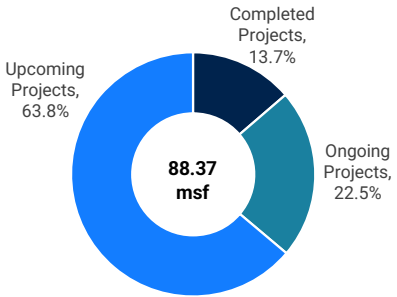
**Best Residential Township of the Year – Runwal Garden City**
*Economic Times Real Estate Awards in 2024*

**Developer of the Year (Residential)[6]**
*2021 & 2022*

Note: 1) msf stands for million square feet; 2) On the basis of new launches and sales of residential units in Mumbai between January 2023 and March 2026 as per JLL Research; 3) As of March 31, 2026; 4) Number of Ongoing Projects and Upcoming Projects; 5) Area under Ongoing Projects and Upcoming Projects; 6) By Realty+ Excellence Award – West in 2022, Real Estate & Business Excellence Awards and Hindustan Times Real Estate Titans in 2021

# Products Across Full Spectrum Of Real Estate Development With Specialization In Residential Affordable, Mid-Income & Luxury Segments

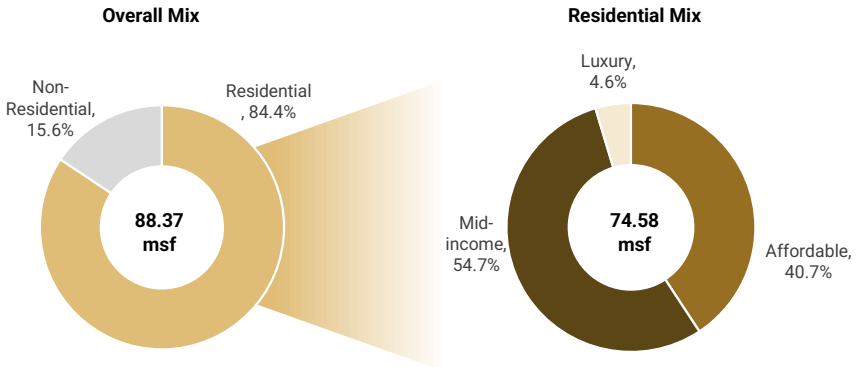
## Portfolio Completion Status




**Developable Area**

| 56.41 msf | 19.88 msf | 12.09 msf |
|---|---|---|

## Portfolio Product Mix




**Developable Area**

| 74.58 msf | 13.80 msf | 30.38 msf | 40.76 msf | 3.43 msf |
|---|---|---|---|---|

Note: Data in the slide as of March 31, 2026

# Our Presence In Mumbai




- #1 developer in the Eastern Suburbs in terms of sales[1]
- Expanding into South Mumbai, Central Mumbai, and the Western Suburbs
- Focusing on expanding portfolio of annuity projects such as commercial leasing and hospitality assets

Note: Presence as of March 31, 2026; 1) Ranked 1st in terms of sales during CY2023 – Q1 CY2026 as per JLL Research

# Annuity projects under execution




## Runwal BKC

- Grade A Grade A Commercial Building
- Gross leasable area of 0.31 msf
- USGBC LEED Gold and WiredScore Platinum pre certified
- Being developed in partnership with Nishi Nippon Railroad Co. Ltd. and Genkai Capital



## Nexus Runwal Garden City Mall, Runwal Gardens, Dombivli

- Retail mall with gross leasable area of 0.75 msf
- Approved under Integrated Township Project, ITP policy of Govt. of Maharashtra
- Being developed under joint venture partnership with Nexus Select Trust (Blackstone Sponsored REIT)

Note: Presence as of March 31, 2026; 1) Ranked 1st in terms of sales during CY2023 – Q1 CY2026 as per JLL Research

# Runwal Enterprises – Recognized Brand In The Industry With Strong Presence In Mumbai




1. **3rd Largest Residential Real Estate Developer** In Mumbai In Terms Of New Launches And Sales[1]
2. **Well-established Brand**
3. **Robust Pipeline Of Ongoing Projects And Upcoming** Projects Providing Strong Visibility Of Cash Flows
4. **Ability To Sell At Premium Pricing** And Throughout The Construction Phase
5. **Unique Core Competency In Developing Large Townships** Which Include Schools, Malls, Retail Shops And Shopping Arcades
6. **Demonstrated Strong Project Execution Capabilities**
7. Strong Focus On **Sustainable Development**
8. **Experienced Promoter, Qualified Senior Management** And **Credible Financial Partners**

Note: 1) As per JLL Research, 3rd largest in terms of both new launches and sales during CY2023 – Q1 CY2026

# Led By Experienced Promoter, Promoter Group And Board Of Directors And Backed By Credible Financial Partners

## Led By Experienced Promoter & Promoter Group



**Subhash Suganlal Runwal**[1]

*Established Runwal Group in 1978*



**Subodh Subhash Runwal**[2]

*31 years of experience*



**Sidharth Subodh Runwal**[1]

## ...And Guided By Board Of Directors With Extensive Expertise



**Subodh Subhash Runwal**
**Chairman & Managing Director**

- Responsible for the overall direction of the Company, including setting long-term goals and objectives



**Lucy Roychoudhury**
**Non-Executive Director**

- Prior experience - Holiday Inn - Bombay, The Bombay Dyeing and Manufacturing Company, Oberoi Realty, Shapoorji Pallonji and Company



**Pradumna Kanodia**
**Non-Executive Director**

- Prior experience - Welspun One Logistics Parks Development Management, Sobha Developers, Premsagar Hotels, Market City Resources



**Mukesh Gupta**
**Non-Executive Independent Director**

- Prior experience - Managing Director in the central office of Life Insurance Corporation of India, Mumbai
- Also serves as a director at ITC Hotels



**Sidharath Kapur**
**Non-Executive Independent Director**

- Prior experience – CEO[3] - Airports at Adani Ports & SEZ and COO[4] at Bahrain Financial Harbour Holding Company B.S.C.; also associated with GMR Airports, ACME Solar Holdings



**Aparna Chaturvedi**
**Non-Executive Independent Director**

- Prior experience - UTI Asset Management

## Credible Financial Partners & Investors

ICICI Bank Ltd

HDFC Capital

Genkai Capital Secured Investment Pte. Ltd

IndusInd Bank Ltd

Tata Capital Housing Finance Ltd

Nexus Select Trust

Nishi Nippon Railroad Co. Ltd.

Piramal Capital And Housing Finance Ltd

Note: 1) Part of Promoter Group; 2) Promoter of the company; 3) Chief Executive Officer; 4) Chief Operating Officer

# Professional And Experienced Management Team With Notable Experience In The Real Estate Development Industry



**Chanakya Chakravarti**
Senior Advisor – Annuity Business

Prior experience: Ivanhoe Cambridge, JP Morgan Chase & Co., BlueLife Limited, Actis Capital, Cushman & Wakefield



**Saurabh Shankar Natu**
CEO – Township Projects

Prior experience: Camlin, Parle Agro, Puranik Builders, Van Melle Confectionary India, Dabur Ayurvedic Specialities, Runwal Residency



**Rakesh Setia**
CEO – Luxury Segment

Prior experience: Rustomjee, Vodafone, idea Cellular, Hutchinson, Luxor, Reebok, Kodak



**Milind Kelkar**
COO

Prior experience – Prestige Group, Kalpataru, Bombay Realty, Damac Properties, Lodha Group, Sembcorp



**Shashi Bhushan**
Chief Financial Officer

IIT Delhi + IIM Ahmedabad

Prior experience: Waaree ESS, Indian Oil Corporation, Accenture Services, Kotak Mahindra Capital, SR Constructions & others



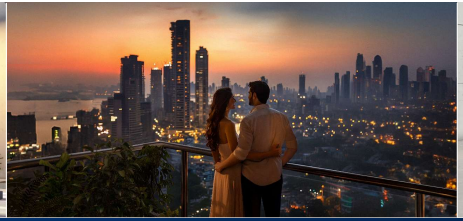
**Joy Ikka**
CHRO

Prior experience – Godrej properties, Lodha Group, Mahindra Lifespace, Reliance



**Balwinder Singh Reen**
Chief Sales Officer

Prior experience: Artha Real Estate, Macrotech Developers, Larsen and Toubro, Runwal Residency


# Operational Updates

# Q1 FY27: Performance Highlights

**₹4,835 mn**
**Pre-sales**
+5.1% YoY

**₹5,754 mn**
**Collections**
+15.2% YoY

**₹14,201 / sq ft**
**Average selling price**
+16.4% YoY

**1.00 msf**
**Area delivered**
vs. 0.86 msf in Q1 FY26

**₹3,382 mn**
**Revenue from operations**
-24.2% YoY

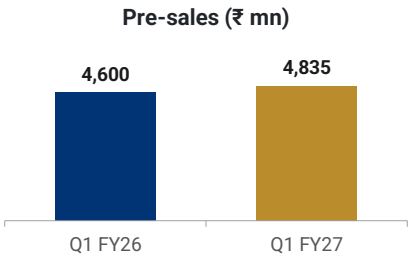
**₹1,341 mn**
**Gross margin**
39.7% margin

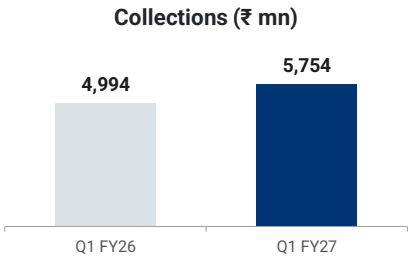
**3.1x**
**Net Debt to equity ratio**

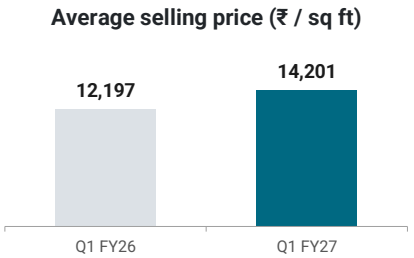
**₹498 mn**
**Profit after tax**
14.7% of revenue

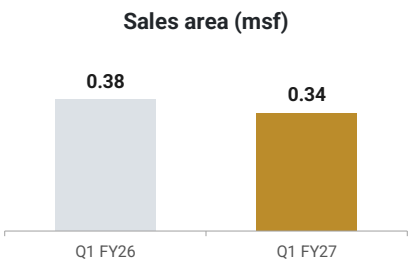
**Bookings and collections grew despite no launches during the quarter; higher realizations and deliveries supported the operating profile.**

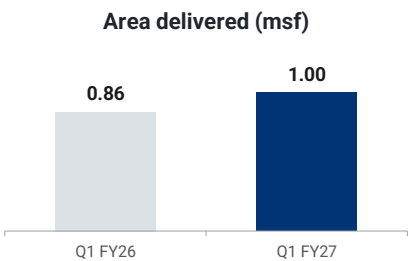
# Operating KPIs: Resilient Demand and Strong Cash Collections

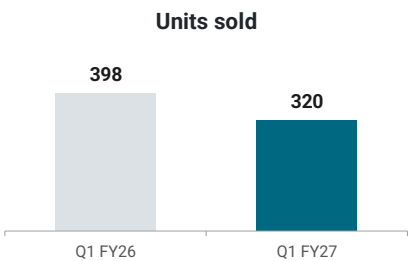


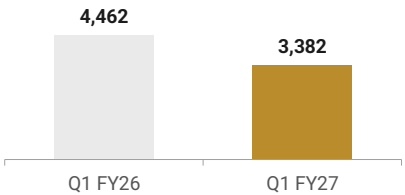



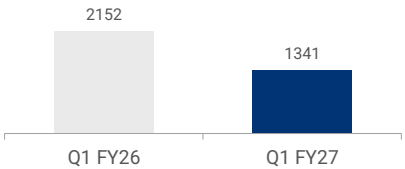



# Financial KPIs: Margins and Profitability

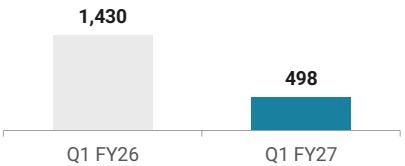
**Revenue from operations (₹ mn)**




**Gross margin (₹ mn)**




**Profit after tax (₹ mn)**



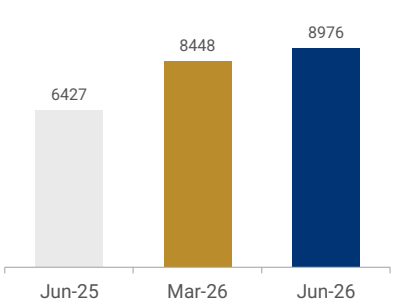

**39.7%**
**Gross margin**
vs. 48.2% in Q1 FY26

**14.7%**
**PAT margin**
vs. 32.05% in Q1 FY26

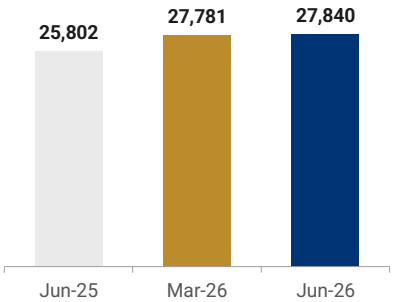
**Revenue recognition in real estate is linked to project completion and possession, which can create quarterly variability.**

# Balance Sheet: Equity Base Strengthens; Leverage Moderates

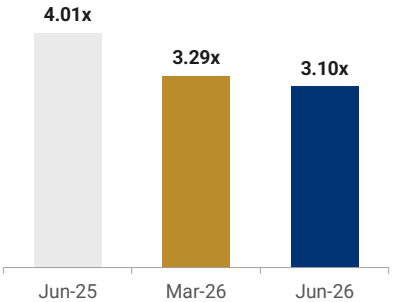
**Total Equity (₹ mn)**




**Net Debt (₹ mn)**




**Net Debt / equity (x)**



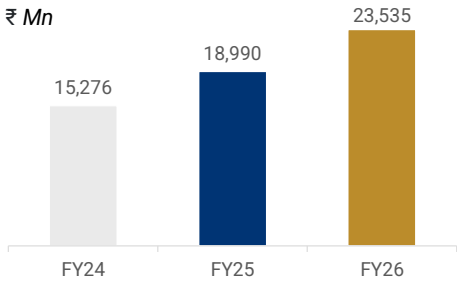

**Leverage Trajectory**

**Net debt remained broadly stable versus March 2026, while total equity increased reducing net debt / equity to 3.10x.**

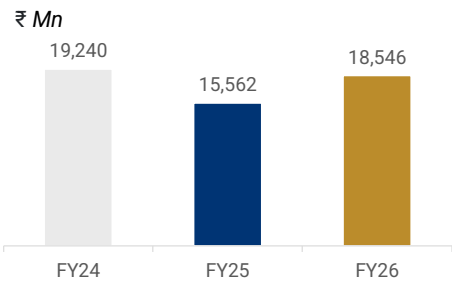
*Net debt as at quarter ending June 2026 includes ₹ 1061 mn of construction finance and ₹ 1,150 mn of non convertible debt towards annuity projects*

# Operating Metrics – Annual Trends

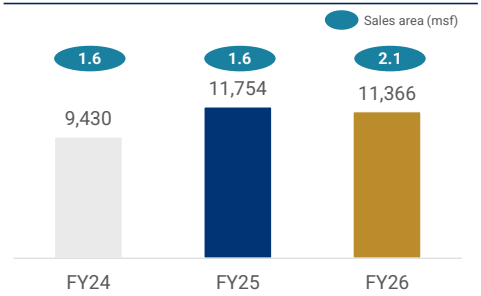
## Sales Value[1]



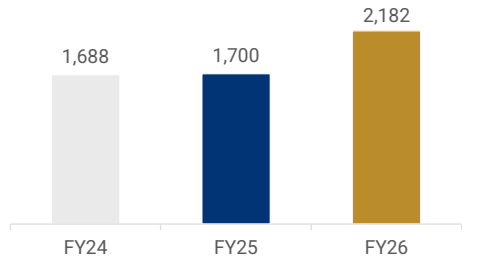

## Gross Collections[2]



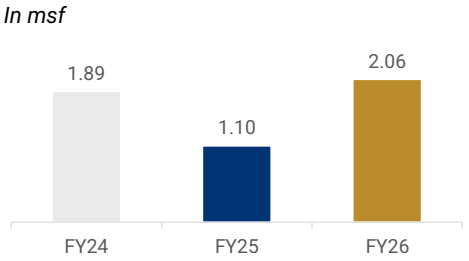

## Average Sale Price[3] & Sales Area



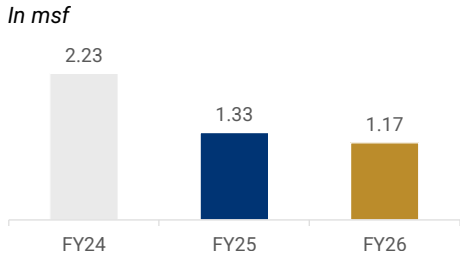

## # Units Sold




## Area Launched[4]




## Area Delivered[5]

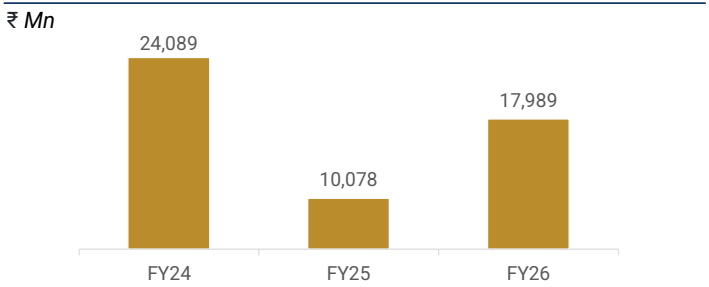



Note: Figures have been rounded to the nearest decimal place; Metrics based on restated consolidated financial information

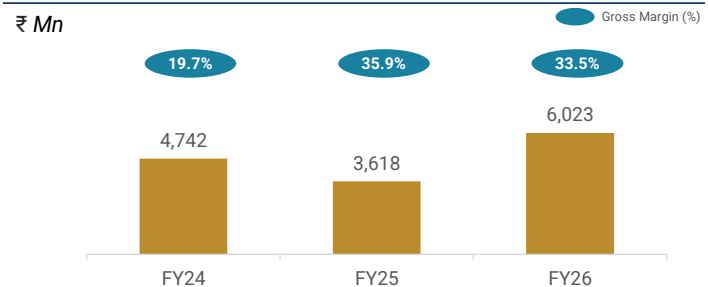
1) Sales value is calculated as the sum of the agreement value of units sold in residential, retail and commercial projects (net of cancellations) during such period for which agreements have been entered into and the booking amount has been received, but does not include taxes, other charges, stamp duty and registration charges; 2) Gross collections are calculated as the sum of collections against agreement value from sale of units (net of cancellations) but do not include taxes and other charges; 3) Average sale price is calculated as sales value divided by the sales area in msf; 4) Launches (Area Launched) refers to msf of area of inventory launched in market to start taking bookings from customers; 5) Deliveries (Area Delivered) refers to msf of area of inventory where occupation certificate has been received

# Financial Metrics – Annual Trends

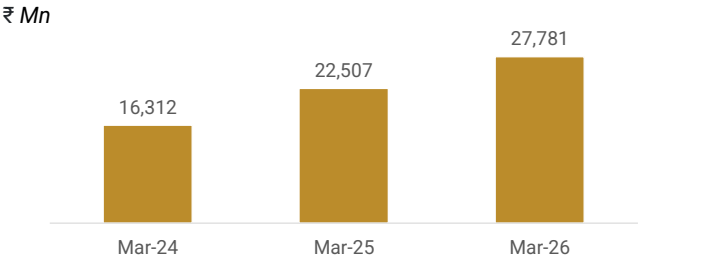
## Revenue From Operations[1]



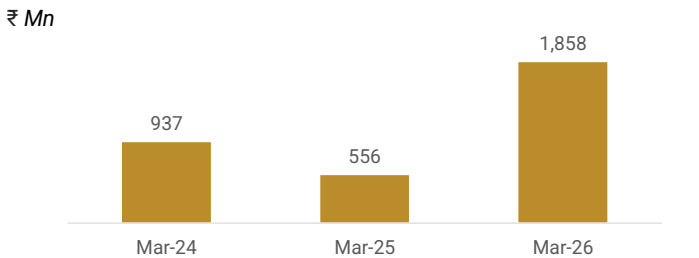

## Gross Margin[2]




## Net Debt[3]

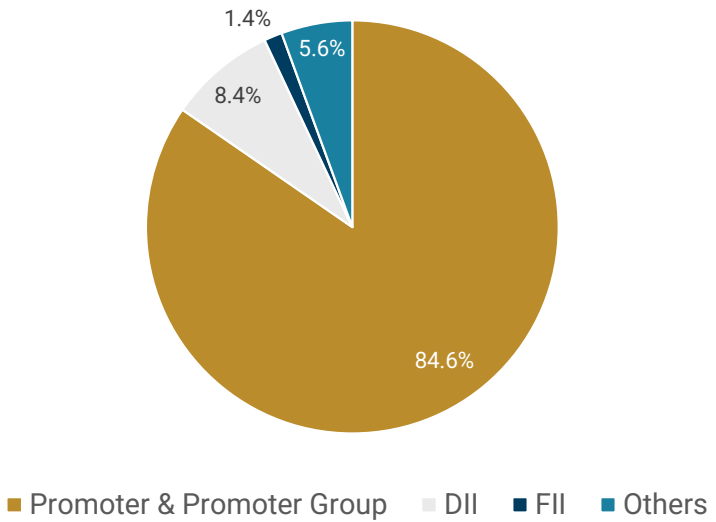


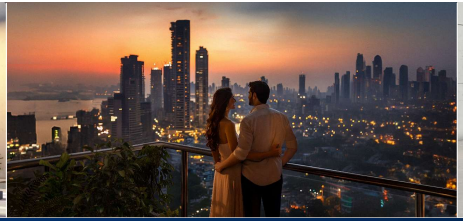

## Net Profit




Note: Figures have been rounded to the nearest decimal place; Financial metrics based on restated consolidated financial information
1) Revenue is recognized only when a project has got occupancy certificate and customer has taken possession of the unit; 2) Calculated as revenue from operations reduced by cost of construction and development and changes in inventories of finished goods (including stock-in-trade) and work-in-progress; 3) Net Debt refers to the sum of non-current borrowings, current borrowings, interest payable reduced by cash and cash equivalents

## Shareholding Information As On 1st October 2026




# Appendix
# Details of Project Portfolio

# Ongoing Residential Projects (1/2)

| Project | Location | Category | Developable Area (sq. ft.) | Start Date | Economic Interest |
|---|---|---|---|---|---|
| Runwal Forests Phase 2 (T9 to 11) | Kanjurmarg West, Mumbai | Mid-income | 1,151,544 | 3/7/2015 | 100% |
| Runwal Bliss Phase 1 (Garden Heights) | Kanjurmarg East, Mumbai | Mid-income | 91,220 | 22/06/2021 | 100% |
| Runwal Bliss Phase 2 (F, G and H) | Kanjurmarg East, Mumbai | Mid-income | 1,076,740 | 19/01/2022 for Tower F, and 22/04/2022 for Towers G and H | 100% |
| Runwal Avenue: Residential | Kanjurmarg East, Mumbai | Mid-income | 1,630,915 | 28/08/2020 | 100% |
| Runwal Pinnacle | Mulund West, Mumbai | Mid-income | 1,261,371 | 13/06/2019 | 100% |
| Runwal Gardens Phase 3[(1)] | Dombivli | Affordable | 1,733,490 | 22/07/2021 | 100% |
| Runwal Gardens Phase 4 | Dombivli | Affordable | 2,226,555 | 15/07/2022 | 100% |
| Runwal Gardens Phase 5A | Dombivli | Affordable | 918,145 | 15/07/2022 | 100% |
| Runwal Gardens Phase 6A | Dombivli | Affordable | 714,770 | 9/5/2023 | 100% |

[(1)]Few towers have received OC

# Ongoing Residential Projects (2/2)

| Project | Location | Category | Developable Area (sq. ft.) | Start Date | Economic Interest |
|---|---|---|---|---|---|
| Runwal Gardens Phase 8 | Dombivli | Affordable | 574,095 | 17/10/2022 (Amended to 14/05/2024) | 100% |
| Runwal My City Cluster 5[1] | Dombivli | Affordable | 2,075,962 | 8/9/2022 | 100% |
| Runwal My City Cluster 6 (T6 to T9) | Dombivli | Affordable | 1,103,130 | 23/06/2023 | 100% |
| Runwal My City EWS | Dombivli | Affordable | 509,535 | 23/06/2023 | 100% |
| 7 Mahalaxmi - Phase 1 | Mahalaxmi, Mumbai | Luxury | 998,610 | 15/07/2024 | 100% |
| Runwal Bliss Phase 3: Residential (T6 and 8) | Kanjurmarg East, Mumbai | Mid-income | 657,887 | 19/03/2026 | 100% |
| Runwal Woods, Chembur | Chembur | Mid-income | 895,333 | 18/12/2025 | 83% revenue share |
| Runwal My City Cluster 1 (T1 and 2) | Dombivli | Affordable | 488,470 | 10/3/2026 | 100% |
| **TOTAL** | | | **18.11 msf** | | |

[1]Few towers have received OC

# Ongoing Retail & Commercial Projects

## Ongoing Commercial Projects

| Project | Location | Category | Developable Area (sq. ft.) | Start Date | End Date |
|---|---|---|---|---|---|
| Runwal Gardens Phase 5B: Commercial | Village Usarghar, Dombivli | Commercial | 185,237 | 30/11/2022 | 30/06/2027 |
| Runwal Gardens School | Village Usarghar, Dombivli | School | 174,688 | 08/07/2022 (Amended to 21/08/2023) | 30/12/2029 |
| Runwal My City Edge 2 | Village Usarghar, Dombivli | Commercial | 126,142 | 8/2/2025 | 30/06/2029 |
| Runwal BKC | Kurla West, Mumbai | Commercial | 310,000 | 18/12/2025 | 31/12/2028 |
| TOTAL | | | ~ 0.80 msf | | |

## Ongoing Retail Projects

| Project | Location | Developable Area (sq. ft.) | Start Date | Expected Completion Date as per RERA |
|---|---|---|---|---|
| Runwal Bliss Phase 2: Retail ( Towers G and H) | Kanjurmarg East, Mumbai | 91,185 | 22/04/2022 | 31/12/2027 |
| Runwal Gardens Phase 5B - Retail | Village Usarghar, Dombivli | 6,748 | 30/11/2022 | 30/09/2027 |
| Runwal Gardens Phase 6A - Retail | Village Usarghar, Dombivli | 5,847 | 9/5/2023 | 2/6/2029 |
| Runwal Gardens R Mall | Village Usarghar, Dombivli | 747,880 | 15/12/2021 | 31/12/2027 |
| Runwal My City Retail Shops Cluster 5 | Village Usarghar, Dombivli | 15,513 | 8/9/2022 | 30/06/2027 |
| Runwal My City R Galleria 2 | Village Usarghar, Dombivli | 83,253 | 6/12/2024 | 30/06/2029 |
| Runwal Woods, Chembur | Chembur | 22,257 | 18/12/2025 | 31/07/2031 |
| TOTAL | | ~ 0.97 msf | | |

# Upcoming Residential Projects

| Project | Location | Category | Estimated Developable Area (sq. ft.) | Start Date (Estimate) | End Date (Estimate) | Economic Interest |
|---|---|---|---|---|---|---|
| Runwal Bliss Phase 3: Residential (Towers 1 to 5, Tower 7 and Towers 9 to 12) | Kanjurmarg East, Mumbai | Mid-income | 3,412,624 | FY2027 - 2028 | FY 2039-2040 | 100% |
| 7 Mahalaxmi – Phase 2 | Mahalaxmi, Mumbai | Luxury | 1,892,105 | FY2026 - 2027 | FY 2031-2032 | 50% profit share |
| Runwal Gardens Phase 7A | Village Usarghar, Dombivli | Affordable | 916,952 | FY2026 - 2027 | FY2030 -2031 | 100% |
| Runwal Gardens Phase 9 | Village Usarghar, Dombivli | Affordable | 535,290 | FY2029 - 2030 | FY2033 - 2034 | 100% |
| Runwal Gardens Phase 10 | Village Usarghar, Dombivli | Affordable | 526,695 | FY2027 - 2028 | FY2031 - 2032 | 100% |
| Runwal Gardens: EWS 3 | Village Usarghar, Dombivli | Affordable | 248,624 | FY2027 - 2028 | FY2030 - 2031 | 100% |
| Runwal My City Cluster 6 (Towers 1 to 5) | Village Usarghar, Dombivli | Affordable | 1,268,556 | FY2027 - 2028 | FY2031 - 2032 | 100% |
| Runwal My City Cluster 7 | Village Usarghar, Dombivli | Affordable | 2,811,626 | FY2029 - 2030 | FY2034 - 2035 | 100% |
| Runwal My City Cluster 8 | Village Usarghar, Dombivli | Affordable | 188,372 | FY2026 - 2027 | FY2028 - 2029 | 100% |
| Runwal My City Cluster 9 | Village Usarghar, Dombivli | Affordable | 1,673,261 | FY2028 - 2029 | FY2033 - 2034 | 100% |
| Runwal My City Cluster 10 | Village Usarghar, Dombivli | Affordable | 492,129 | FY2027 - 2028 | FY2033 - 2034 | 100% |
| Runwal My City Cluster 11 | Village Usarghar, Dombivli | Affordable | 475,899 | FY2027 - 2028 | FY2033 - 2034 | 100% |
| Runwal My City Cluster 12 | Village Usarghar, Dombivli | Affordable | 1,057,796 | FY2029 - 2030 | FY2033 - 2034 | 100% |
| Runwal My City Cluster 13 | Village Usarghar, Dombivli | Affordable | 1,577,283 | FY2030 - 2031 | FY2034 -2035 | 100% |
| Runwal My City Cluster 14 | Village Usarghar, Dombivli | Affordable | 252,204 | FY2028 - 2029 | FY2033 - 2034 | 100% |
| Runwal My City Cluster 15 | Village Usarghar, Dombivli | Affordable | 1,430,384 | FY2030 - 2031 | FY2035 - 2036 | 100% |
| Runwal Gardens Phase 6B | Village Usarghar, Dombivli | Affordable | 989,123 | FY2029 - 2030 | FY2033 - 2034 | 100% |
| Runwal Kranti Nagar (Tentative) | Girgaum | Luxury | 537,507 | FY2027 - 2028 | FY 2031-2032 | 50% profit share |
| Runwal Gardens Phase 6 | Village Usarghar, Dombivli | Affordable | 173,975 | FY2029 - 2030 | FY2033 - 2034 | 100% |
| Runwal SOBO – Residential (Tentative) | Mithagar, Murud | Mid-income | 24,459,372 | FY2026 - 2027 | FY2037 - 2038 | 100% |
| TOTAL | | | ~ 44.92 msf | | | |

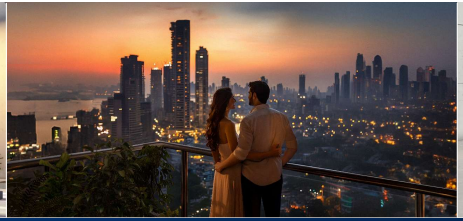
# Upcoming Retail & Commercial Project

## Upcoming Commercial Projects

| Project | Location | Category | Estimated Developable Area (sq. ft.) | Start Date (Estimate) | End Date (Estimate) | Economic Interest |
|---|---|---|---|---|---|---|
| Runwal Gardens Business Office | Dombivli | Commercial | 1,719,687 | FY2028 - 2029 | FY2033 - 2034 | 100% |
| Runwal My City Commercial 2 | Dombivli | Commercial | 1,134,526 | FY2028 - 2029 | FY2032 - 2033 | 100% |
| Runwal My City Commercial 3 | Dombivli | Commercial | 568,776 | FY2027 - 2028 | FY2031 - 2032 | 100% |
| Runwal My City Commercial 4 | Dombivli | Commercial | 849,064 | FY2027 - 2028 | FY2032 - 2033 | 100% |
| Runwal Woods, Chembur | Chembur, Mumbai | Commercial | 17,664 | FY2027 - 2028 | FY2032 - 2033 | 83% revenue share |
| Runwal Lakeview | Bandra, Mumbai | Commercial | 316,496 | FY2026 - 2027 | FY2032 - 2033 | 100% |
| Runwal Commerz | Kanjurmarg East, Mumbai | Commercial | 1,145,026 | FY2026 - 2027 | FY2028 - 2029 | 100% |
| Runwal My City Townhall, Hospital, Community Market (Town level amenities) | Village Usarghar, Dombivli | Mix | 302,812 | FY2026 - 2027 | FY2030 - 2031 | 100% |
| TOTAL | | | | | | |

## Upcoming Retail Projects

| Project | Location | Estimated Developable Area (sq. ft.) | Start Date (Estimate) | End Date (Estimate) | Economic Interest |
|---|---|---|---|---|---|
| Runwal Bliss Phase 3: Retail | Kanjurmarg East, Mumbai | 261,009 | FY2026 - 2027 | FY2032 - 2033 | 100% |
| Runwal Gardens MLCP 2 Retail | Village Usarghar, Dombivli | 13,974 | FY2029 - 2030 | FY2031 - 2032 | 100% |
| Runwal My City Retail Shops Cluster 6 | Village Usarghar, Dombivli | 17,167 | FY2026 - 2027 | FY2028 - 2029 | 100% |
| Runwal Lakeview | Bandra, Mumbai | 127,650 | FY2026 - 2027 | FY2031 - 2032 | 100% |
| Runwal SOBO – Retail (Tentative) | Mithagar, Murud | 5,016,683 | FY2027 - 2028 | FY2032 - 2033 | 100% |
| TOTAL | | | | | |

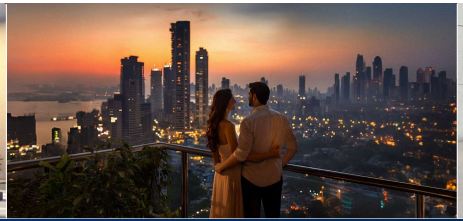




# Financial Performance

# Abridged Consolidated Profit and Loss

₹ *Mn*

| Particulars | Q1 FY27 | Q1 FY26 | YoY |
|---|---|---|---|
| Revenue from operations | 3,381.61 | 4,461.62 | -24.2% |
| Other income | 378.80 | 169.88 | +123.0% |
| **Total income** | **3,760.41** | **4,631.50** | -18.8% |
| Total expenses | 3,004.15 | 3,170.07 | -5.2% |
| **Profit before tax** | **756.26** | **1,461.43** | -48.3% |
| **Profit after tax** | **497.55** | **1,430.12** | -65.2% |


# Thank You

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For further queries, please reach out to us –

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