

May 01, 2026

To,

BSE Limited The Corporate Relationship Department 1 st Floor, P.J. Towers, Dalal Street Fort, Mumbai – 400 001 Scrp Code: 532799	National Stock Exchange of India Limited The Listing Department Exchange Plaza, Bandra Kurla Complex Bandra (East), Mumbai – 400 051 Symbol: HUBTOWN
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Dear Sir/Madam,

Subject: KEY OPERATIONAL PERFORMANCE HIGHLIGHTS FOR THE FULL YEAR ENDED FY26.

We would like you to take note of the key operational performance highlights for the full year ended FY26, as set out below:

1. **Pre-sales:** Our presales for the full year stood at Rs.4,382 crore in FY26
2. **Collections:** FY26 collections were Rs.1,910 crore

A Detailed Investor Presentation is enclosed herewith, providing a detailed overview of Hubtown Limited's business and operations.

Kindly take the above information on record.

Yours faithfully,

For **Hubtown Limited**

Shivil Kapoor
Company Secretary & Compliance Officer
Mem. No. F11865

HUBTOWN

INVESTOR PRESENTATION

Q3 & 9MFY26



25 South
Actual Image

April 2026

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Breach Candy
Site Location



25 Downtown
Artistic Impression



Seasons Phase 2
Artistic Impression



25 South
Artistic Impression



25 Estates
Artistic Impression



25 West
Artistic Impression



Sunstream City
Artistic Impression



Hubtown Rising City
Artistic Impression



Company Overview



Key Growth Drivers



Proforma Performance



Key On-going & Forthcoming Projects



Management

COMPANY OVERVIEW

Hubtown Limited: At a Glance

One of the largest Real Estate Developer of Premium Residential Apartments based in Mumbai Metropolitan Region¹

Key Projects



35+ Years of Track Record

Established in 1989, listed on the NSE and BSE in 2007



Delivered 47 Developments²

12.76 msf Completed Projects
7.13 msf in Ongoing Projects
9.20 msf Rehabilitation Area



Focused Presence³
Residential and Commercial
Regions: MMR



346.94 acres of Land Reserve²
Development potential of 34.17 msf



End-to-end Delivery Capabilities
In-house capabilities in land management, design & development, operations and sales



Key Relationships
With Financial Institutions, Development & execution partners and Clients



Artistic Impression
Hubtown Seasons (Chembur)



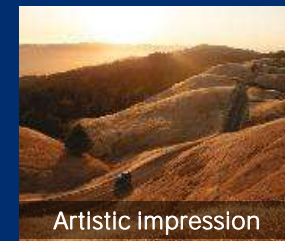
Artistic Impression
25 Downtown (Mahalaxmi)



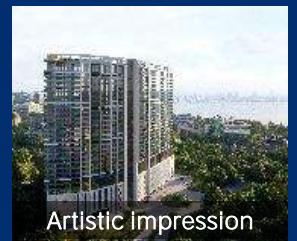
Artistic Impression
Hubtown Rising City (Ghatkopar)



Artistic Impression
25 South (Prabhadevi)



Artistic Impression
25 Estates (Khalapur)



Artistic Impression
25 West (Bandra)

¹MMR includes Mumbai city, Suburbs and Thane, Source: Anarock

²As on December 31, 2025

³Based on value of pre-sale from Premium residential units in select locations of Mumbai during CY 2022 - CY 2025 - Anarock

Business Segments

Presence Across Multiple Segments

Residential

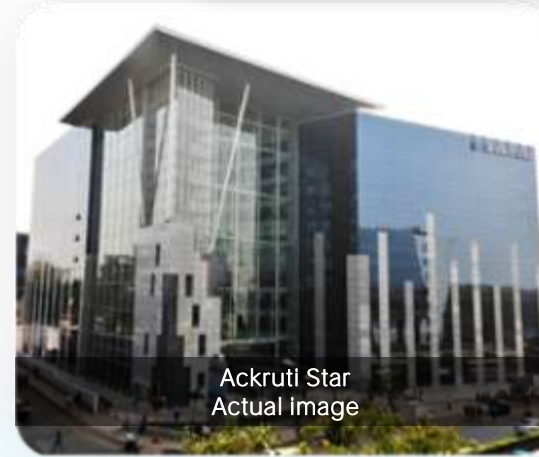


25 West
Artistic Impression

- Constructed **29 residential projects**
- Includes premium to affordable housing projects across various locations in Mumbai & Pune

Completed	5.43 msf
Ongoing	5.51 msf
Forthcoming	14.13 msf

Commercial / Industrial / Infrastructure



Ackruti Star
Actual Image



Ackruti Corporate Park
Actual Image

- Constructed **15+ office spaces, industrial and infrastructure projects** across Mumbai, Pune and Gujarat
- Includes built-to-suit office spaces, IT Parks, staff quarters for government and bus terminals

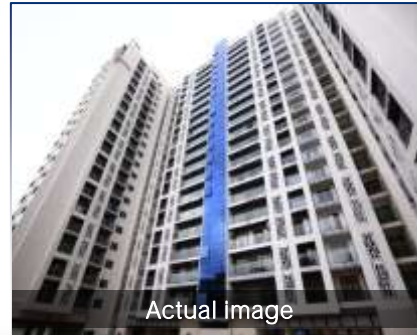
Completed	7.33 msf
Ongoing	1.62 msf
Forthcoming	20.04 msf

Experienced in Slum Redevelopments (1/2)



Artistic Impression

Based on SRA Data, 2024 – 7.58% of total land area in MCGM is under Slum clusters¹



Actual image

Hubtown has Delivered 6.69 msf Redeveloped slums across Mumbai



Artistic impression^{25 West}

2 Ongoing & 2 Forthcoming Slum Rehabilitation Projects

Hubtown is present across the entire project lifecycle from Conceptualization to Delivery

Private Slum Rehabilitation

Experience in Private Slum Rehabilitation project in Maharashtra completed in Dharavi

Slum Rehabilitation

Experience in Public Private Partnership (PPP) project for Slum Rehabilitation

Urban Renewal Scheme

Experience in project under urban renewal scheme in Mumbai (Mahalaxmi)

¹Anarock Industry Report
 SRA - Slum Rehabilitation Authority
 MCGM - Municipal Corporation of Greater Mumbai
 MSF - Million Square Feet

Experienced in developing PPP Projects (2/2)

Hubtown participation in PPP Projects

Municipal Corporation PPP

Experience in PPP project by
Municipal Corporation of Greater
Mumbai

PPP by Maharashtra Government

Experience in real estate PPP project by PWD,
Govt. of Maharashtra (Rising city project,
Ghatkopar)

Affordable Housing

Experience in project of affordable housing

Textile Park

Experience in PPP project for
development of an integrated textile
park



Asmeeta Texpa
Actual Image

PPP with Gujarat Government

Experience in PPP project with GSRTC (Gujarat
Govt.) for redevelopment of bus stations

An aerial photograph of a city skyline, likely Dubai, featuring numerous skyscrapers and modern buildings along a coastline. The foreground is dominated by a large body of blue water. The sky is clear and blue.

KEY GROWTH DRIVERS

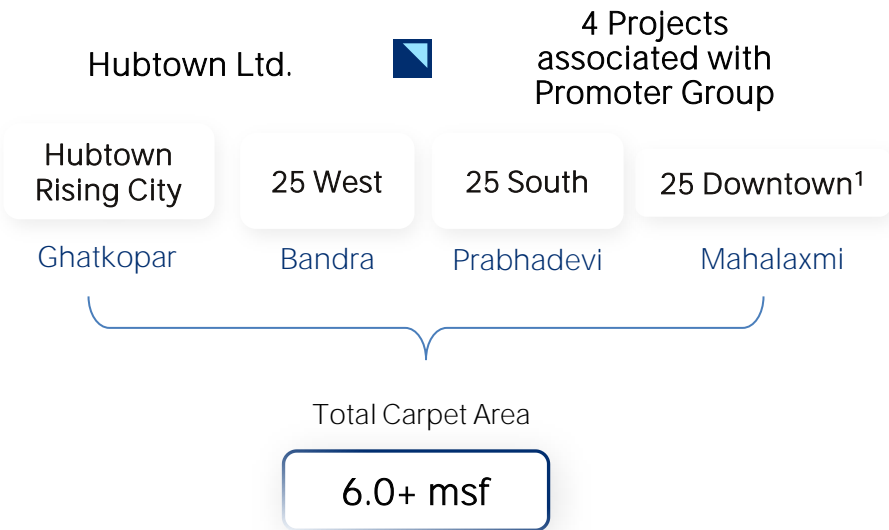
Factors Unlocking Hubtown's Shareholder Value

Consolidation of Corporate Structure through Merger

Project Pipeline

Focused Approach for Strengthening Balance Sheet

On-going Mergers²



Develop Existing Land Reserve and Forth Coming Projects

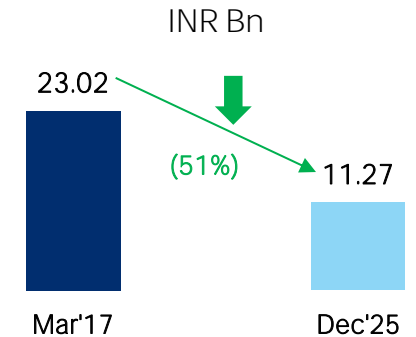
Focused on Development of

- Premium Projects
- Second Homes & (Villas)
- Commercial Projects



Continued Focus on Debt Reduction

Ongoing - Strategic Debt Reduction



Cash generation expected from existing projects leading to further debt reduction

Note: Does not include debt of the entities proposed to be merged, does not include contingent liabilities

¹25% of 25 Downtown Realty Limited is already owned by Hubtown Limited

²Mergers shall be by way of three separate scheme of arrangements

Merger Summary

Proposed Merger %

Promoters' Entities⁴

Status of Merger Schemes[^]



[^]Mergers shall be by way of three separate scheme of arrangements
¹72.22% of Rare Townships Pvt. Ltd., entity which holds Rising City project is already owned by Hubtown Limited, further Saicharan holds 20.95 % in Rare Townships, and since Hubtown will hold 100% of Saicharan (through part 2 of the same scheme) - Hubtown will hold additional 20.95 % of Rare Townships.
²25% of 25 Downtown Realty Limited is already owned by Hubtown Limited
³Mergers shall be by way of merging promoter entities namely Distinctive Realty Private Limited (DRPL) , Amazia Developers Private Limited (ADPL) and Nitant Real Estate Private Limited (NREPL) which directly or indirectly holds Twenty-Five South Realty Limited and Twenty -Five Downtown Realty Limited
⁴Promoter's Entities are entities where majority holdings are held by promoters of Hubtown Limited

Snapshot of Key Projects Being Merged

Particulars	Rising City	25 West	25 South	25 Downtown
Project Launch Year	2011	2022	2015	2024
Carpet Area	0.65 msf	0.54 msf	0.96 msf	3.67 msf
Project Status	5 towers OC received, 1 tower delivery expected in FY2027	Construction and sales commenced	1 tower delivered, 1 tower delivery expected in 2026 and last tower in FY2027	Construction and sales commenced
Cumulative Sales Value (INR)	~7 Bn	~7 Bn	~55 Bn	~51 Bn
Debt O/s (INR) (as on Dec 2025)	2.37 Bn ¹	-	22.35 Bn ²	17.11 Bn ²



¹INR 2.37 Bn is part of Hubtown consolidated debt

²Includes accrued interest and redemption premium

Proforma Portfolio Overview – Ongoing Projects

Projects	Market	Format	Ownership Stake	Total Carpet Area ¹ (msf)	Sold Carpet Area (msf)	Total Sales Value (INR Mn)	Collections till Date (INR Mn)	Total Revenue Recognized (INR Mn)	Balance Revenue to be recognized from Sales booked (INR Mn)	Unsold Area (Inventory) (msf)	Status (Project Completion) %
Residential Projects											
25 Downtown	Mahalaxmi	Own	100%	3.67	1.12	51,000	5,076	-	51,000	2.56	~14%
25 West	Bandra West	Own	100%	0.54	0.12	7,080	3,190	-	7,080	0.42	~16%
25 South	Prabhadevi	Own	100%	0.96	0.91	55,860	46,571	20,210	35,650	0.05	~97%
Hubtown Seasons P1	Chembur East	Own	69%	0.40	0.38	8,820	8,130	3,884	4,936	0.02	~91%
Hubtown Rising City P1	Ghatkopar East	Own	93.17%	0.65	0.44	7,031	5,138	287	6,744	0.21	~89%
Hubtown Premiere	Andheri West	Own	100%	0.23	0.21	5,085	4,631	3,921	1,164	0.02	~89%
Subtotal				6.46	3.18	1,34,876	72,736	28,302	1,06,574	3.28	-
Commercial Projects											
27 West	Pune	Own	100%	0.39	0.22	2,542	213	-	2,542	0.17	~20%
Hubtown Northstar	Ahmedabad	Own	46%	0.33	0.17	1,150	870	-	1,150	0.16	~85%
Hubtown Joyos	Mehsana	Own	43%	0.61	0.33	1,491	1,467	1,438	53	0.28	~97%
Hubtown Joyos	Vadodara	Own	47%	0.29	0.15	540	522	529	11	0.14	~97%
Subtotal				1.62	0.87	5,723	3,073	1,967	3,756	0.75	-
TOTAL				8.08	4.05	1,40,599	75,809	30,269	1,10,330	4.03	

¹Total carpet Area is representative of the entity in which the project pertains
Msf – Million square feet

Upcoming Projects (Launch Pipeline)

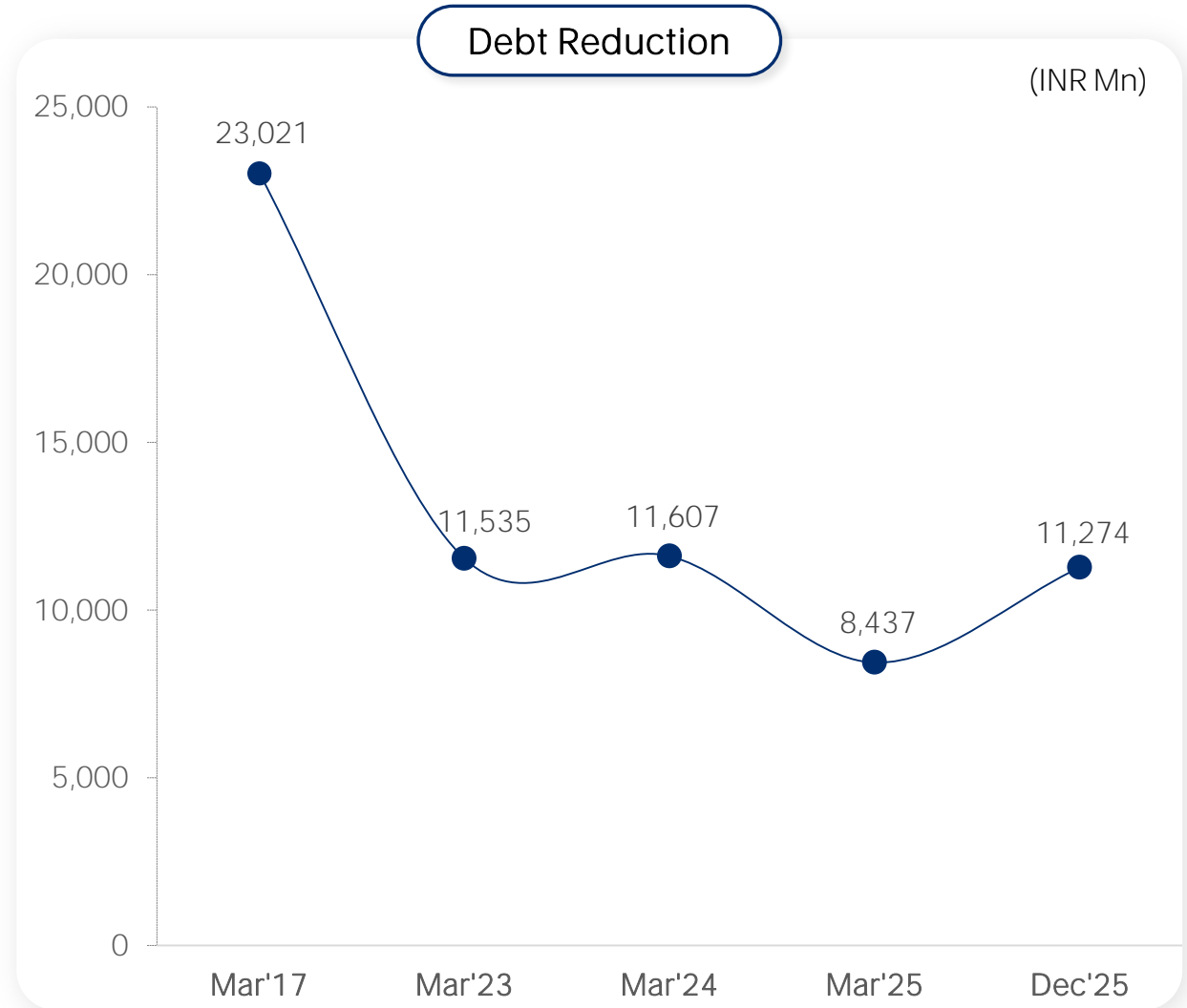
Projects	Project Type	Location	Format	Ownership Stake (%)	Land Area (Acres)	Carpet Area ² (msf)	Launch Timeline
Breach Candy Residential	Residential	Breach Candy, Mumbai	Own	100%	0.24	0.04	Advanced stages of planning
25 Vistas	Residential	Thane	Own	100%	6.67	0.89	Advanced stages of planning
25 Estates: Weekend Homes	Residential	Khalapur	Own	100%	174	2.66	Advanced stages of planning
Hubtown Seasons P2	Residential	Chembur, Mumbai	Own	69%	4.5	0.55	Advanced stages of planning
Sunstream City	Mixed Use	Mulund-Thane	JV	40.67%	141	26.63	Planning Stage
Hubtown Commercial off BKC	Commercial	BKC, Mumbai	JV	50%	2.55	0.30	Planning Stage
Hubtown Rising City P2 ¹	Commercial	Ghatkopar, Mumbai	Own	100%	13.45	1.95	Planning Stage
TOTAL					342.5	33.02	

¹Rising City - Approved FSI of 0.3 msf, 1.65 msf - approvals available after payment of premium

²Total carpet Area is representative of the entity in which the project pertains

Listed Company Debt Overview

- The debt (principal) outstanding on the listed company is ~11.27 Bn as of Dec'25
 - INR 10.52 Bn is self-liquidating debt (project backed)
 - INR 0.75 Bn is corporate (non-project backed), which shall have to be serviced from corporate cash flows
- From 2017, when the debt exceeded ~INR 23.02 Bn, the group has taken steps to reduce the debt down to ~INR 11.27 Bn (as of Dec'25)
- The debt increased in Dec'25 compared to Mar'25 due to project funding for additional acquisition of land for 25 Estates
- Focus of Company is to retire historical debt





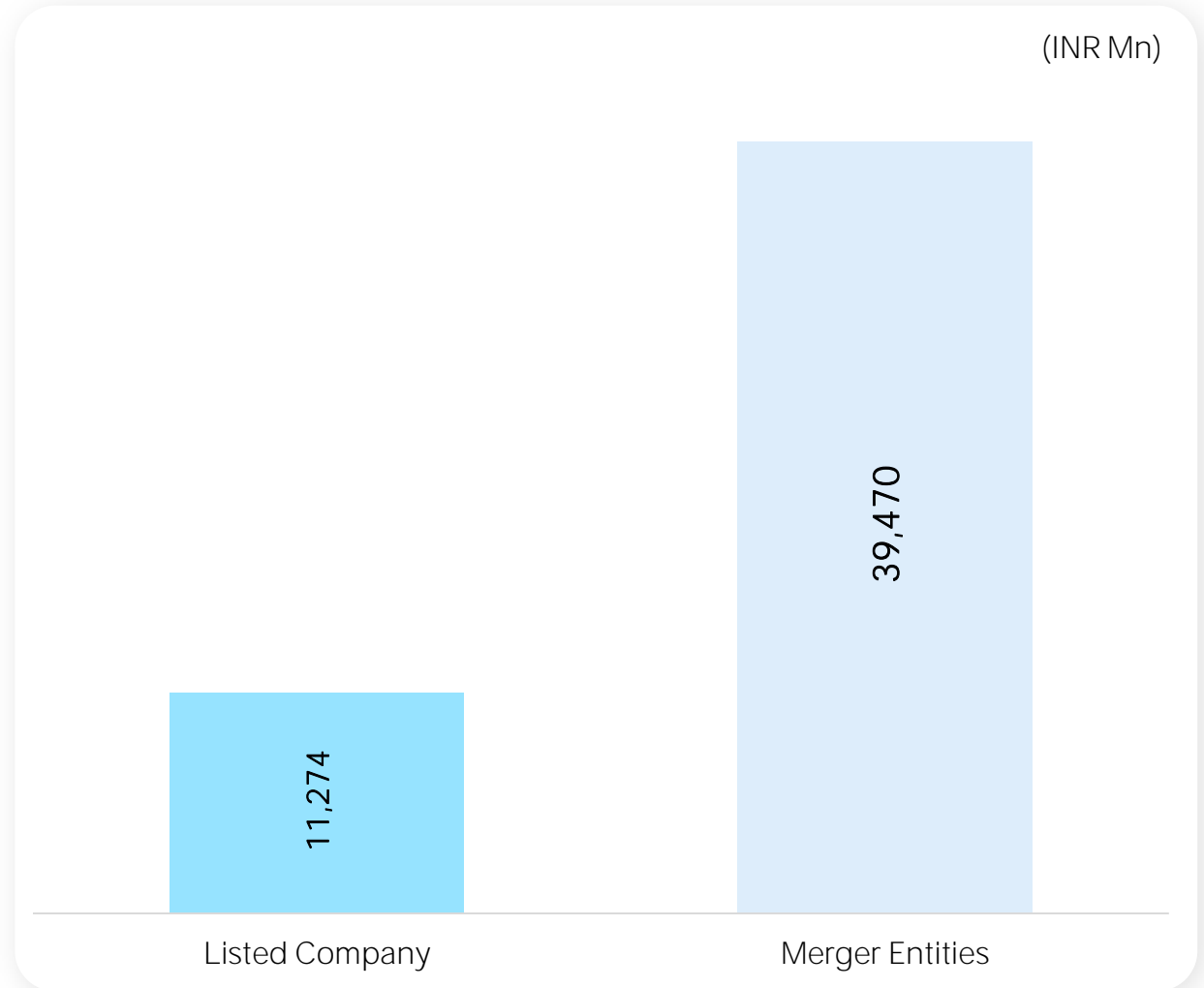
Proforma Debt Overview

Listed Company

- Key creditors in the outstanding debt (INR ~11.27 Bn) are:
 - NBFCs: ~INR 6.00 Bn
 - Special Window Fund: ~INR 1.99 Bn
 - Others: ~INR 3.28 Bn

Merger Entities

- Outstanding debt of INR ~39.47 bn
- Operating cash flows of 25 South and 25 Downtown projects are adequate to pay off aforesaid debt; no debt in 25 West



As on 31st December 2025 proforma financials
Includes accrued interest and redemption premium

PROFORMA PERFORMANCE Q3 & 9MFY26



Proforma Key Operational Highlights Q3 & 9MFY26

Q3FY26



0.55 msf

Area Sold



224 units

Units Sold



INR 20,859 Mn

Pre-Sales



INR 6,182 Mn

Collections

9MFY26



0.88 msf

Area Sold



479 units

Units Sold



INR 36,033 Mn

Pre-Sales

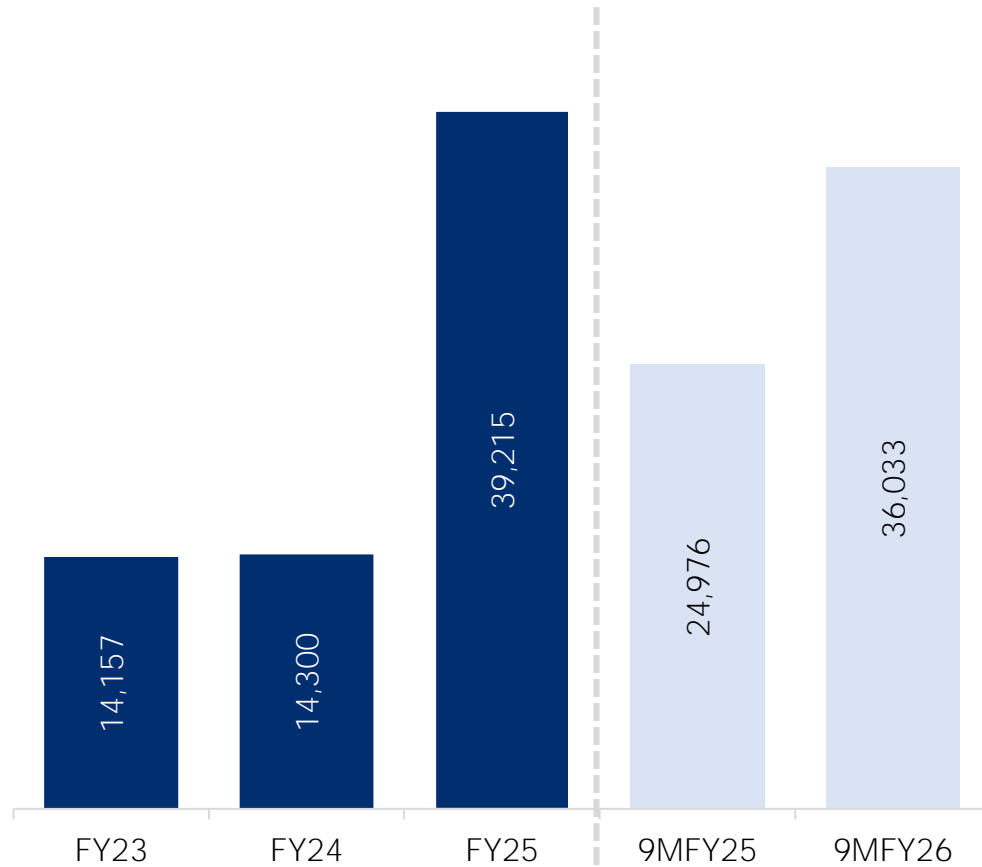


INR 15,069 Mn

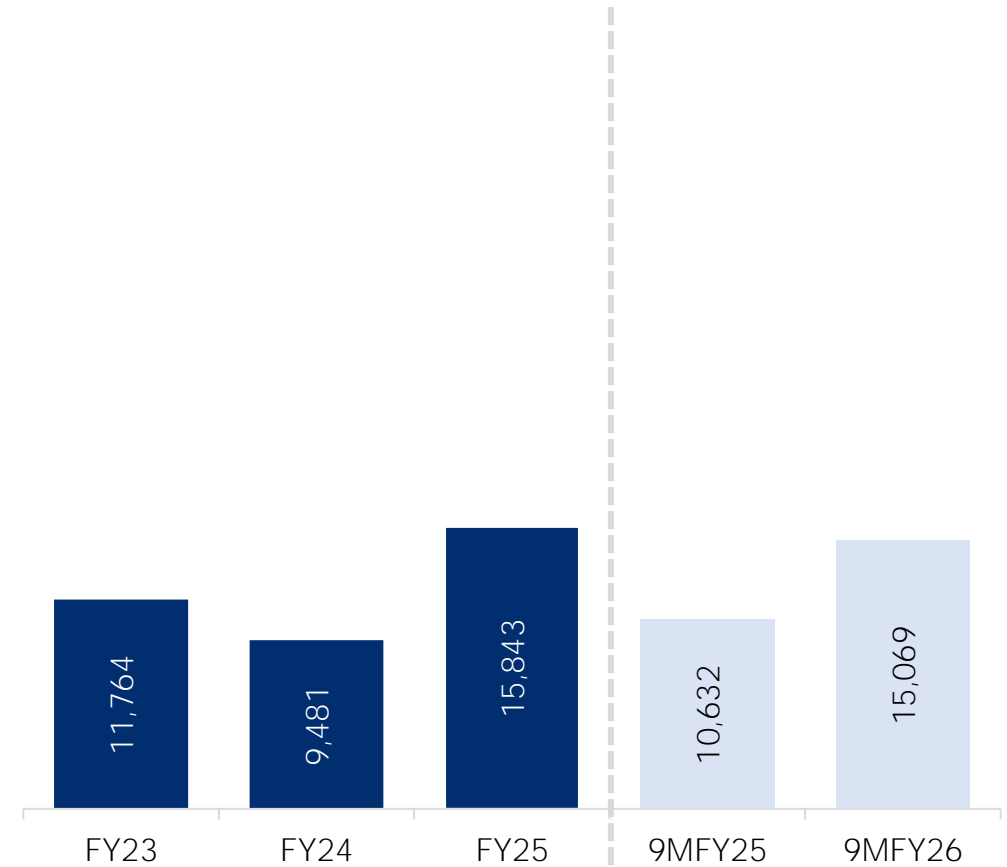
Collections

Operating Performance – Track Record

Sales Value (INR Mn)



Collections (INR Mn)



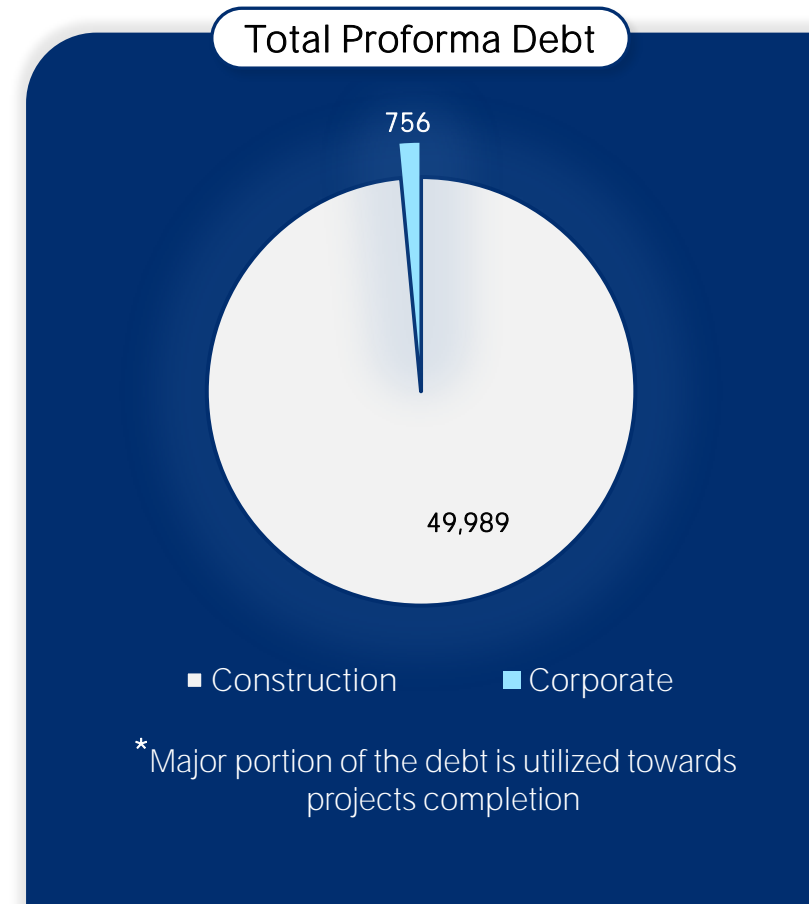
Projects Summary (9M FY26)

Residential Projects	Location	Area Booked (msf)	Units Booked	Sales / Booking Value (INR Mn)	Collections (INR Mn)	Revenue Recognized (INR Mn)
Residential						
25 Downtown	Mahalaxmi	0.47	106	23,131	2,267	-
25 West	Bandra	0.05	16	3,157	834	-
25 South	Prabhadevi	0.06	21	5,424	8,760	343
Hubtown Seasons	Chembur	0.05	40	1,133	1,322	1,567
Hubtown Rising City	Ghatkopar	0.03	40	609	662	287
Hubtown Premiere Residences	Andheri	0.02	21	562	763	1,679
Total Residential (A)		0.68	244	34,016	14,609	3,876
Commercial						
27 West	Balewadi, Pune	0.15	47	1,751	74	-
Hubtown Northstar	Ahmedabad	0.04	141	209	281	-
Hubtown Joyos	Mehsana	0.01	33	40	59	71
Hubtown Joyos	Vadodara	0.002	14	18	45	47
Total Commercial (B)		0.20	235	2,018	459	118
Residential + Commercial (A + B)		0.88	479	36,033	15,068	3,994

Proforma Debt Overview

(INR Mn, except %)

Sr No.	Lender	Facility Availed	~o/s Dec 2025	Increase/Decrease
As of 2017				
1	Banks	9,085	-	-100%
2	NBFCs / Domestic Funds	7,479	-	-100%
3	HNIs / Private	5,666	756	-87%
4	Foreign Funds	789	-	-100%
As of 2021				
5	NBFCs / Domestic Funds	11,047	10,518	-5%
6	Institution / Fund (25 South)	30,541	22,360	-27%
As of 2023				
7	Fund (25 Downtown)	19,607	17,111	-13%
	TOTAL	84,214	50,745	-40%



<p>INR 46,959 Mn Net Debt¹</p>	<p>15.15% Average Cost of Debt¹</p>	<p>1.96 Proforma Debt-to-Equity Ratio¹</p>	<p>0.48 Standalone Debt-to-Equity Ratio</p>
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¹As on 31st December 2025 proforma financials
Includes accrued interest and redemption premium

Free Cashflows Ongoing Projects

(INR Mn)

Particulars	FY23	FY24	FY25	9M FY25	9M FY26
Operating Cashflows attributable to only Hubtown's share					
Demand Raised during the year	10,876.25	9,375.45	19,608.02	13,128.86	16,407.18
Rental Income if any	96.84	81.99	79.05	51.45	43.73
Cash Inflows (A)	10,973.09	9,457.44	19,687.07	13,180.31	16,450.91
Construction Expenses	5,322.56	4,888.30	7,616.74	5,155.06	5,853.08
Land /land approval charges	406.85	247.55	1,561.78	1,219.30	845.55
Sales, Admin & Overheads (Net of Non Cash Expenses)	3,526.91	2,618.78	4,473.60	3,039.90	3,108.99
Taxes and Statutory Payments	-315.95	6.95	413.42	125.30	147.30
Cash Outflows (B)	8,940.38	7,761.58	14,065.54	9,539.56	9,954.92
Operating Cashflows Pre-Interest post tax (A-B)	2,032.71	1,695.86	5,621.53	3,640.75	6,495.99
Less: Finance Costs	6,626.66	6,043.81	6,428.17	7,141.48	9,619.99
Operating Cashflows Post-Interest	-4,593.94	-4,347.95	-806.64	-3,500.73	-3,124.01
Equity / Warrant(addition)			-11,008.68	-9,977.43	-1,031.25
Debt repayment / (addition)	46.44	-15,454.19	4,713.25	2,562.75	-3,728.58
Free cash flow	-4,640.39	11,106.25	5,488.79	3,913.94	1,635.82

Key Ongoing & Forthcoming Projects

25 South, Prabhadevi



Total Carpet Area (msf)	Sold Carpet Area (msf)	Unsold Area (Inventory) (msf)
0.96	0.91	0.05
Total Sales Value (INR Mn)	Collections till Date (INR Mn)	Total Revenue Recognized (INR Mn)
55,860	46,571	20,210



Premium project located between the Siddhivinayak temple and Prabhadevi beach



5.5 acres freehold land, with 3 towers of 57 story each



Comprises of apartments, with average size of ~3,500 sq ft (carpet area)



1 msf- 90%+ sold | 1 Tower handed over and remaining 2 towers under construction



First project under the "25 Residences" brand



Project completion timeline - FY 2027 | Funded by overseas/domestic fund houses

25 Downtown, Mahalaxmi



Total Carpet Area (msf)	Sold Carpet Area (msf)	Unsold Area (Inventory) (msf)
3.67	1.12	2.56
Total Sales Value (INR Mn)	Collections till Date (INR Mn)	Total Revenue Recognized (INR Mn)
51,000	5,076	-



Large scale project in South Mumbai, in terms of revenue and area under development



Total development of ~3.67 msf across 5 residential towers and a proposed commercial tower



Project is part of an urban renewal scheme



Launched 4 residential towers out of 5, with ~50%+ inventory sold out



Approval for tower 5 received

25 West, Mount Mary, Bandra (W)



Artistic Impression

Total Carpet Area (msf)	Sold Carpet Area (msf)	Unsold Area (Inventory) (msf)
0.54	0.12	0.42
Total Sales Value (INR Mn)	Collections till Date (INR Mn)	Total Revenue Recognized (INR Mn)
7,080	3,190	-



Premium project in Bandra (W), located between the Mount Mary church and Sea Link



Comprises of 4 Towers with ~0.54 msf development



1 Tower launched (~0.18 msf), with ~65% sold till date



1 Tower under construction and rest of the towers in advance stages of planning



Provides various amenity spaces



Total land is 4.6 acres, including 3.6 acres SRA and 1 acre society redevelopment

Sunstream City, Mulund-Thane



Total Carpet Area (msf)*	Sold Carpet Area (msf)	Unsold Area (Inventory) (msf)*
26.63	-	26.63
Total Sales Value (INR Mn)	Collections till Date (INR Mn)	Total Revenue Recognized (INR Mn)
-	-	-



~141 acres of freehold land spread over Mulund and Thane



Planned gated township with walk-to-work urban design



~26.63 msf development potential, between residential and commercial



Located in proximity to Thane Station and Eastern Express Highway



Approvals secured; construction yet to commence | Hubtown holds 40.67% stake in the project

Hubtown Seasons, Chembur



Artistic Impression

Phase 1

Total Carpet Area (msf)	Sold Carpet Area (msf)	Unsold Area (Inventory) (msf)
0.40	0.38	0.02
Total Sales Value (INR Mn)	Collections till Date (INR Mn)	Total Revenue Recognized (INR Mn)
8,820	8,130	3,884

Phase 2

Total Carpet Area (msf)	Sold Carpet Area (msf)	Unsold Area (Inventory) (msf)
0.55	-	0.55
Total Sales Value (INR Mn)	Collections till Date (INR Mn)	Total Revenue Recognized (INR Mn)
-	-	-



A ~10-acre land development in Chembur, with ~1 msf development potential across 2 phases



The project comprises 11 residential towers and a commercial tower which will be launched in two phases



The phase 1 of the project, consisting of six residential towers, is nearly sold out, with three towers already handed over



The phase 2 of the project, offering premium 3 and 4 BHK residences and a commercial tower



Hubtown Seasons is strategically located near the Eastern Freeway, Eastern Express Highway and Santacruz-Chembur Linking Road which provides seamless connectivity to South Mumbai, BKC, and Navi Mumbai



The project offers nearly 80% open spaces, creating a nature-led living environment along with multiple lifestyle amenities

Hubtown Rising City, Ghatkopar



Artistic Impression

Phase 1

Total Carpet Area (msf)	Sold Carpet Area (msf)	Unsold Area (Inventory) (msf)
0.65	0.44	0.21
Total Sales Value (INR Mn)	Collections till Date (INR Mn)	Total Revenue Recognized (INR Mn)
7,031	5,138	287

Phase 2

Total Carpet Area (msf)	Sold Carpet Area (msf)	Unsold Area (Inventory) (msf)
1.95	-	1.95
Total Sales Value (INR Mn)	Collections till Date (INR Mn)	Total Revenue Recognized (INR Mn)
-	-	-



Phase 1 – part of the larger project development on 5-acres of land comprising of 1-3 BHK apartments



6 Towers comprising ~0.65 msf, ~68% inventory sold



5 Towers OC received; remaining tower targeted for completion by FY27



Rare Townships Pvt. Ltd., subsidiary of Hubtown Ltd., PPP with Govt. of Maharashtra



Strategically located between Eastern Express Highway and Ghatkopar-Mankhurd Link Road



Offers multiple lifestyle amenities | Government sector fund



HUBTOWN

MANAGEMENT

Actual Image

Board of Directors



Mr. Hemant M Shah
Chairman & Co-founder



Mr. Vyomesh M Shah
Managing Director and Co-founder



Mr. Milin Ramani
Non-Executive - Independent Director



Mr. Kartik Ruparel
Non-Executive - Independent Director



Ms. Bhakti Jaywant Kothare
Non-Executive - Independent
Director



Mr. Jignesh Hansraj Gala
Non-Executive - Independent Director

Management of the Company



Mr. Hemant M Shah
Chairman & Co-founder

- An eminent business entrepreneur and thought leader in the real estate sector
- Has extensive industry experience



Mr. Vyomesh M Shah
Managing Director and Co-founder

- Ex-President of MCHI-CREDAI (Maharashtra Chamber of Housing Industry)
- He co-founded Hubtown (then Akruiti) in 1989
- Experience in SRA housing and urban renewal schemes in Mumbai



Mr. Rushank Shah

- MsRED from Columbia University



Mr. Khilen Shah

- BSc from the Stern School of Business, New York University



Mr. Kushal Shah

- Graduate from Mumbai University

Definitions

Completed Projects: These include those developments where the Company and/or subsidiaries of the Company and/or associates/joint ventures/jointly controlled operation of the Company have completed development/re-development; and in respect of which the occupation/completion certificate/building completion certificate, as applicable, has been obtained from the relevant authorities by the Company or such subsidiaries of the Company and/or associates/joint ventures/jointly controlled operation of the Company

Ongoing Projects: These includes those developments in respect of which (i) all title or development/re-development rights/development management, or other interest in the land is held either directly or indirectly by the Company/subsidiaries of the Company/associates/ joint ventures/jointly controlled operation of the Company; and (ii) development/re-development or construction work is ongoing/started; and (iii) the requisite approvals for commencement of development/re-development, including the commencement certificate/development permission, have been obtained by the Company or such subsidiaries of the Company and/ or associates/ joint ventures/jointly controlled operation of the Company

Forthcoming Projects: These include those developments in respect of which (i) all title or development/re-development rights or other interest in the land is held either directly or indirectly by the Company/subsidiaries of the Company/ associates/ joint ventures/jointly controlled operation of the Company; and/or (ii) preliminary management development/re-development plans/designs are in place; and/or (iii) requisite applications for approvals and conversion of usage, if applicable, have been made; and/or (iv) architects have been identified and they have commenced planning; but (v) in respect of which, no construction, development or re-development activities have commenced

Land Reserves: It comprises land on which any of the Company/subsidiaries of the Company/ associates/ joint ventures/jointly controlled operation of the Company owns development/re-development rights or, but on which the Company/subsidiaries of the Company/ associates/ joint ventures/ jointly controlled operation of the Company have not planned any construction or development/re-development as of the date hereof

Premium Projects: These include residential market segment projects with majority of the units having a ticket size INR 50 million and above (per unit), in the Mumbai Metropolitan Region (MMR)

Second Home: A property owned in addition to a primary residence (primary residence defined as the residence that is occupied on regular and continued basis), intended for personal leisure, future retirement, or investment

Affordable Projects: These include residential market segment projects with majority of the units having a ticket size lower than INR 40 lakh (per unit)



25 South
Artistic Impression

Thank You