

Ajmera Realty & Infra India Limited



Regd. Office: "Citi Mall", 2nd Floor, Link Road, Andheri (West), Mumbai 400 053

Tel.: +91-22-6698 4000 • Email: investors@ajmera.com • Website: www.ajmera.com

CIN NO. L27104 MH 1985 PLC035659

Ref: SEC/ARIL/BSE-NSE/2022-23

Date: January 30, 2023

The Bombay Stock Exchange Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai – 400 001 Script Code : 513349	National Stock Exchange of India Limited 5 th Floor, Exchange Plaza, Bandra Kurla Complex Bandra(East) Mumbai-400051 Script Code : AJMERA
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Sub: Investor Presentation Quarter and Nine Months ended December 31, 2022

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the Investor presentation on the Unaudited Financial Results (Standalone and Consolidated) of the Company for the Quarter and Nine Months ended December 31, 2022.

The copy of the same shall be uploaded on the Company's website viz., www.ajmera.com.

Kindly take the same on record.

Thanking You.

Yours faithfully,

For AJMERA REALTY & INFRA INDIA LIMITED

VINIT TANNA
COMPANY SECRETARY & COMPLIANCE OFFICER
A50504
Encl. As above

FY 2023



Built on Trust

Ajmera Realty & Infra India Limited

INVESTOR PRESENTATION

Q3 FY23

www.ajmera.com



DISCLAIMER

The information in this presentation contains certain forward-looking statements. These include statements regarding the intent, plans, objectives, goals, strategies, future events or performance, current expectations of the Company and the underlying assumptions, other than those based on historical facts, including, but not limited to, those that are identified by the use of words Such as “anticipates”, “believes”, “estimates”, “expects”, “intends”, “plans”, “predicts”, “projects” and similar expressions.

These forward-looking statements involve certain risks and uncertainties like economic or regulatory changes, political developments and other factors that could cause the actual results to differ materially from those expressed by such forward looking statements. These risks and uncertainties include, but are not limited to; general economic and business conditions; changes in macroeconomic and political trends;

the ability to implement our growth, expansion plans & strategy; fluctuations in currency exchange rates; changes in interest rates and other fiscal cost; government policies and actions with respect to investments; changes in the laws and regulations; changes in tax laws, import duties, litigation, industry structure and labour relations; competitive pressures; technical developments & technological changes.

We undertake no obligation to update any forward-looking information contained in this Presentation to reflect any subsequent events or circumstances unless it is required by Law. Any statements and projections made by third parties included in this Presentation are not adopted by us and we are not responsible for such third-party statements.

PERFORMANCE & OPERATIONS BUSINESS UPDATES

Making Strides

Key Business Highlights – 9M FY23



~INR 701 Cr

Sales Value

126% YoY Increase



~INR 429 Cr

Collections

42% YoY Increase



~INR 56 Cr

17% PAT Margin

Surpassing FY22

PAT Margin accelerated by 88%



~INR 38 Cr

~5% Debt Reduction on QoQ basis

INR 788 Cr of Debt as on Q3 FY23



3,01,010 Sq. ft

Sales Volume

69% YoY Increase



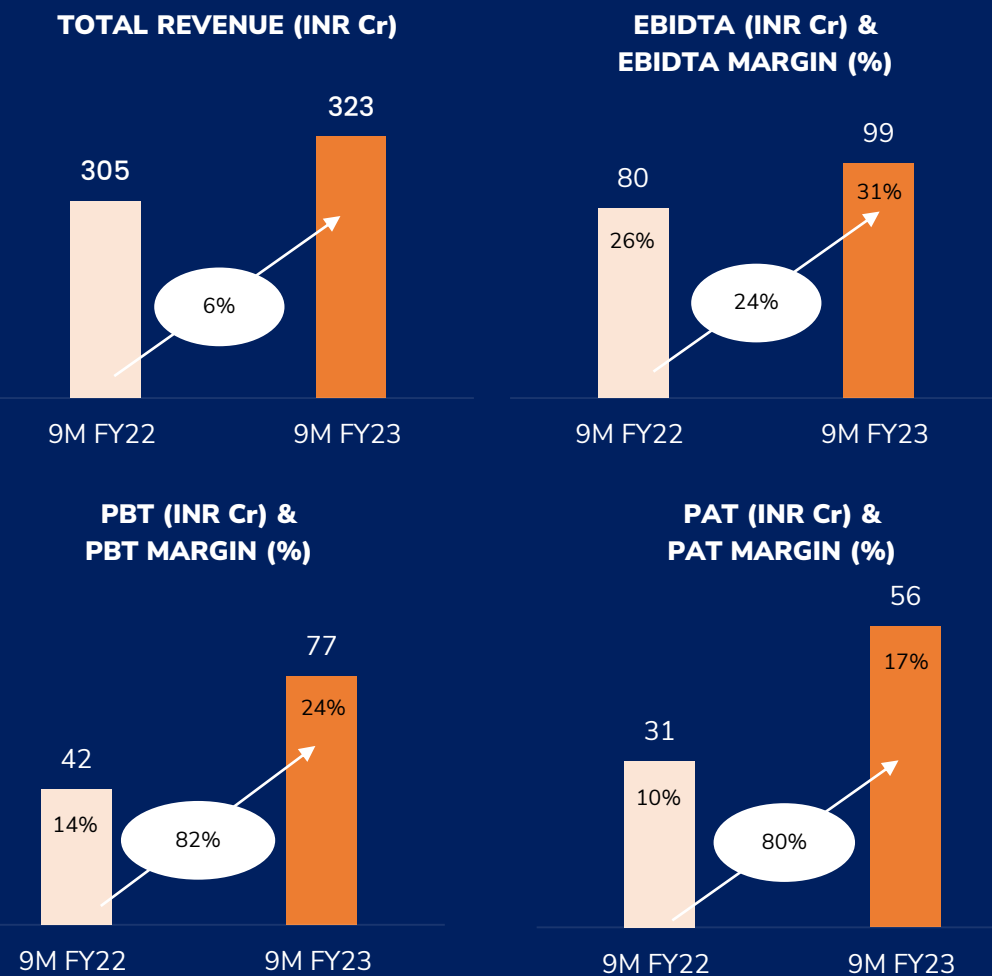
Ajmera Prive

Redevelopment Project, Juhu

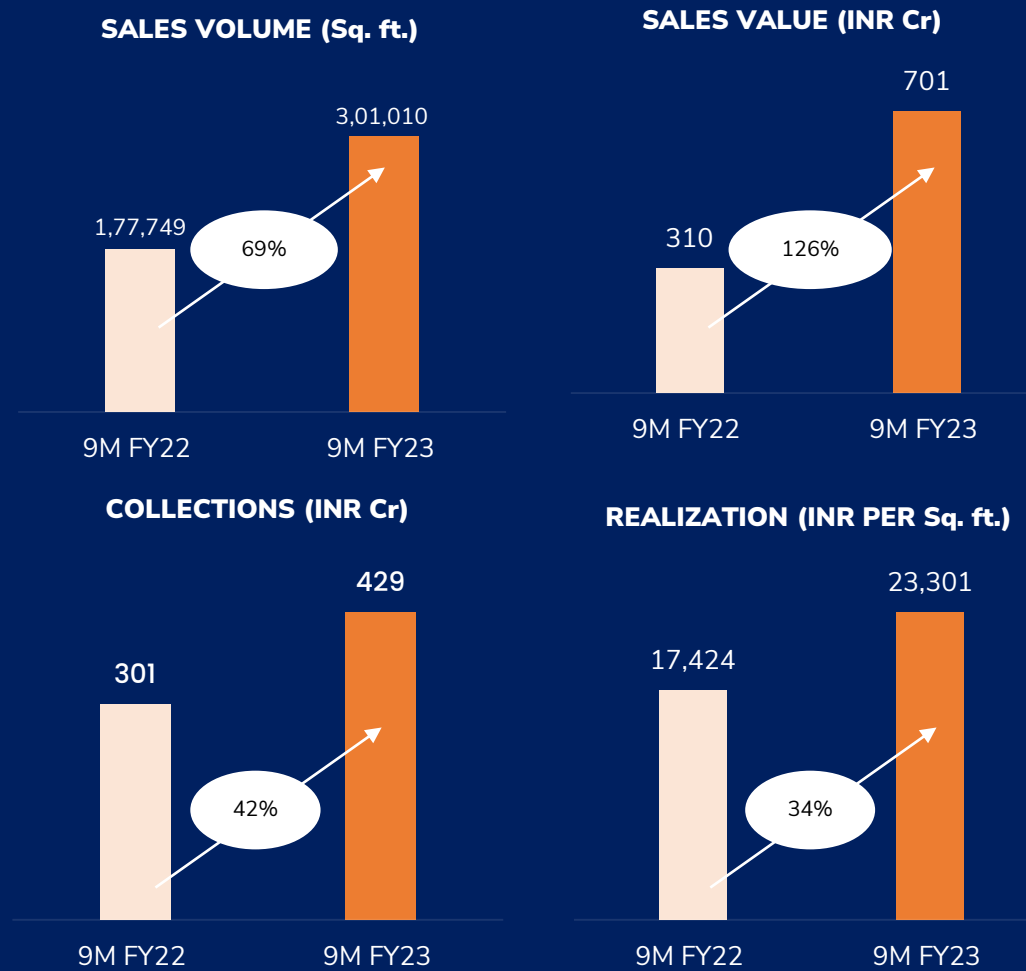
Premium destination at a new locale
Sales velocity of over 10% on launch

Performance Highlights – 9M FY23

Financial Highlights

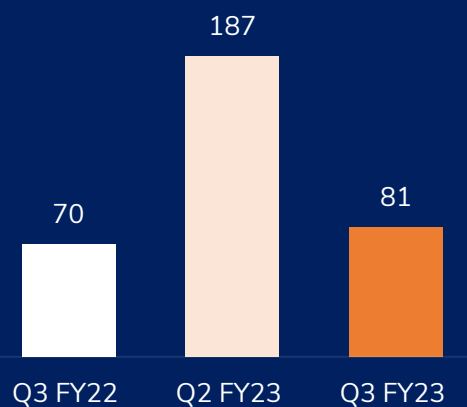


Operational Highlights

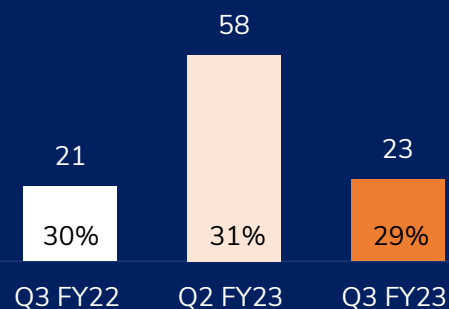


Financial Highlights – Q3 FY23

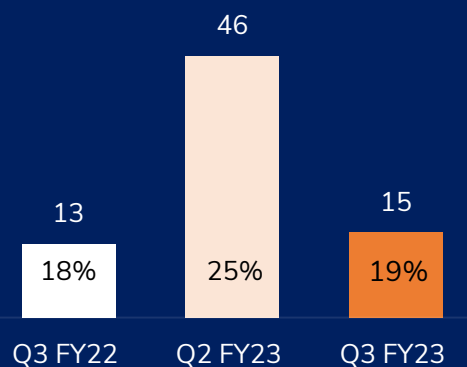
TOTAL REVENUE (INR Cr)



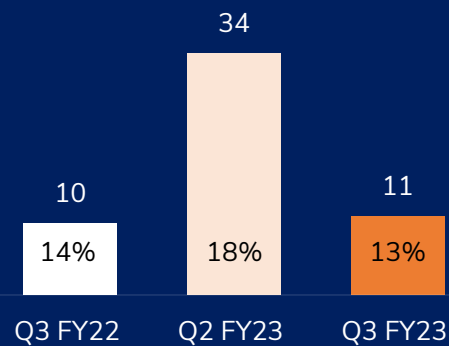
EBIDTA (INR Cr) & EBIDTA MARGIN (%)



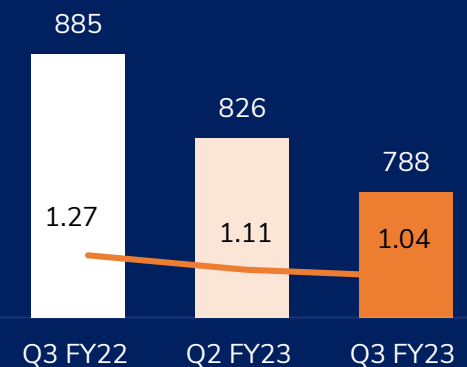
PBT (INR Cr) & PBT MARGIN (%)



PAT (INR Cr) & PAT MARGIN (%)



SECURED DEBT (INR Cr) & DEBT TO EQUITY RATIO



Steady Financial Performance

15% YoY increase in Total Revenue

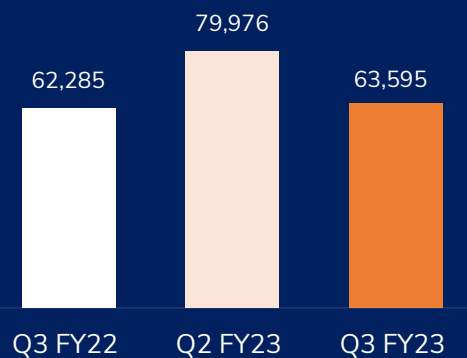
11% YoY increase in EBIDTA

19% YoY increase in PBT

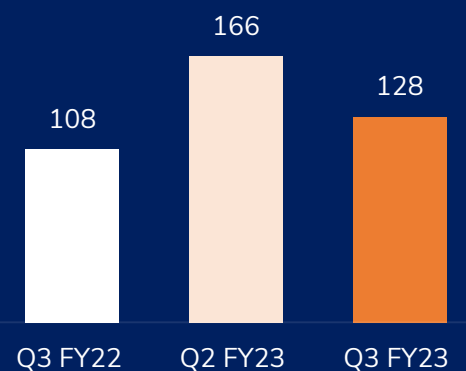
10% YoY increase in PAT

Operational Highlights – Q3 FY23

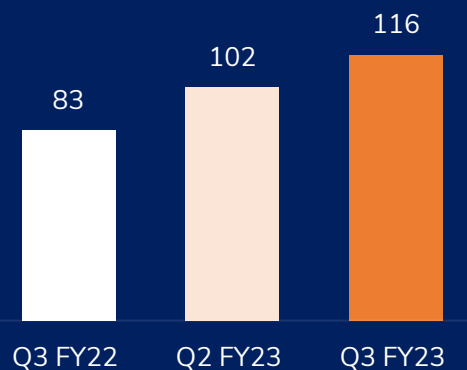
SALES VOLUME (Sq. ft.)



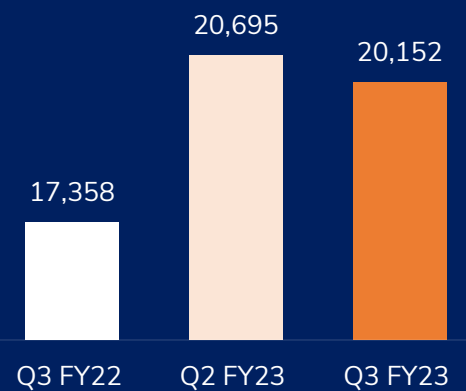
SALES VALUE (INR Cr)



COLLECTIONS (INR Cr)



REALIZATION (INR PER Sq. ft.)



Steady Operational Performance

Premium residences, Ajmera Prive at Juhu launched during the quarter

19% YoY increase in Sales Value

40% YoY increase in Collection

16% YoY increase in Average Realization

Project Sales & Collections – Q3 & 9M FY23

Q3 FY23

9M FY23

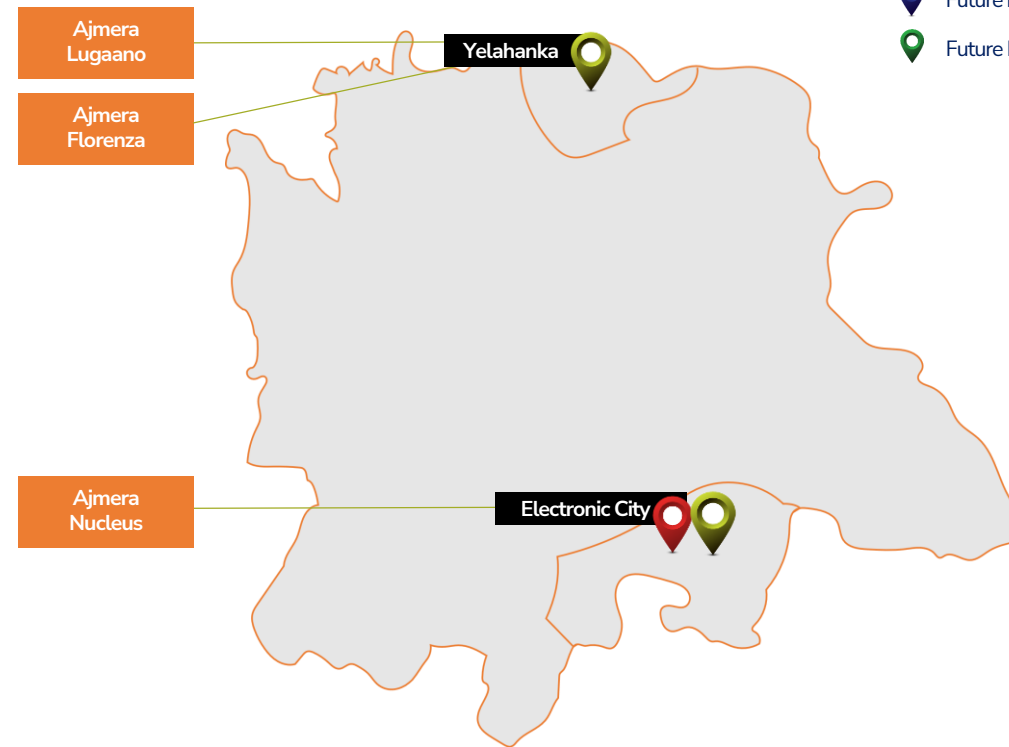
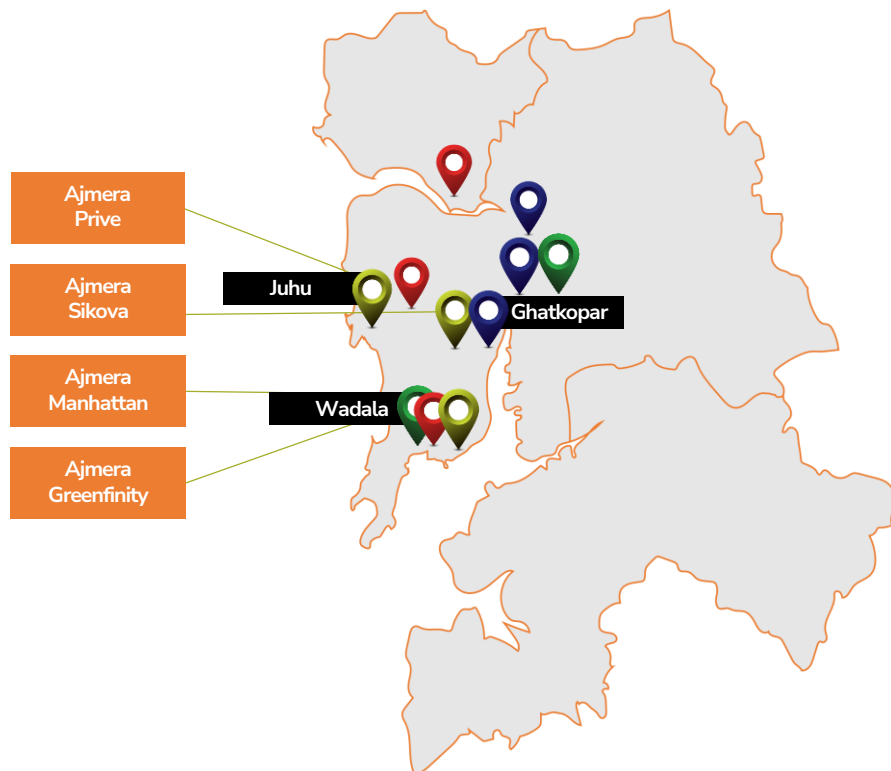
Project	Location	Carpet Area Sold (Sq. ft.)	Sales Value (INR Cr)	Realisation (INR/Sq. ft.)	Collections (INR Cr)	Carpet Area Sold (Sq. ft.)	Sales Value (INR Cr)	Realisation (INR/Sq. ft.)	Collections (INR Cr)
Aeon, Zeon, Treon	Mumbai	4,362	10	22,115	15	5,062	12	22,865	67
Manhattan	Mumbai	20,100	58.	29,073	39	1,82,864	526	28,756	144
Sikova	Mumbai	13,487	24	17,575	21	33,522	60	17,970	71
Greenfinity	Mumbai	-	-	-	14	9,549	26	26,906	48
Prive	Mumbai	3,293	16	47,331	2	3,293	16	47,331	2
Nucleus	Bangalore	21,708	20	9,291	24	63,549	60	9,365	87
Lugaano	Bangalore	645	1	9,559	1	645	1	9,559	5
Casa Vyoma	Ahmedabad	-	-	-	-	1,549	1	8,448	3
Engima	Ahmedabad	-	-	-	-	977	1	10,359	1
Total		63,595	128	20,152	116	3,01,010	701	23,301	429

PORTFOLIO & INDUSTRY UPDATE

Making Strides



Micro Market Presence



*All Area in lakh Sq. ft. (Carpet)

Mumbai Metropolitan Region

Completed Projects	Under Development Projects	Future Launches – FY23 & FY24	Future Development Potential
132	7	10	118

*All Area in lakh Sq. ft. (Carpet)

Bangalore

Completed Projects	Under Development Projects	Future Launches – FY23 & FY24	Future Development Potential
20	4	-	-

*Map for illustration purpose, not to scale | Completed destinations are not being exhaustively displayed

Wadala – Product Offerings

Across Mid Market and Compact Luxury




**AEON, ZEON,
TREON**
READY TO MOVE IN

GREENFINITY
MID MARKET

MANHATTAN
COMPACT LUXURY

Compact Luxury Project
Ajmera Manhattan

₹ **526 Cr**
 OF SALES BOOKED

 Uninterrupted
 Concrete pouring
 for 30 hours*

 **~37%**
 of Inventory Sold

 **INR 132 Cr**
 of Revenue Recognised




Foundation Work Completed
 Basement – 3rd Slab RCC completed



* The foundation work of the project was completed recently and during the process, concrete pouring was done for 30 hours uninterrupted.

Mid Market Project
Ajmera Greenfinity

₹ **147 Cr**
 OF SALES BOOKED

 Completion estimated
 by Q1 FY24

 **~76%**
 of Inventory Sold

 **INR 120 Cr**
 of Revenue Recognised



Finishing & MEP - WIP




* Fast paced construction activity helped achieve milestone with Super structure completion in just **13 months and** gearing completion in Q1 FY 24.

Boutique Commercial Project

Ajmera Sikova

₹ 187 Cr
OF SALES BOOKED
inspite Covid-19

 Completion estimated
by Q1 FY24

 **~77%**
of Inventory Sold

 **INR 117 Cr**
of Revenue Recognised



Finishing & MEP - WIP



* Execution capabilities enhanced by nearing to completion of project by Q1 FY24

Premium Residences in upscale Juhu
Ajmera Prive

₹ 16 Cr
 OF SALES BOOKED



Approvals Received:
 Commencement Certificate & RERA



~10%
 of Inventory Sold



Redevelopment project
 Embarking a new locale with asset light model



Foundation Work in Progress

AJMERA
PRIVÉ
 AT 10TH ROAD, JUHU

UNITS	SIZE
3 BHK	1211 Sq. ft.
4 BHK	1733 / 2078 Sq. ft.

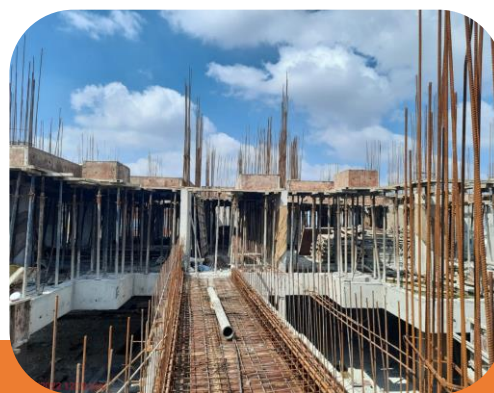
Mid Market Project
Ajmera Nucleus

₹ **200 Cr**
OF RESIDENTIAL
SALES BOOKED

 OC Received for
Residential AB &
Commercial

 **~84%**
of Residential
Inventory Sold

 **INR 177 Cr**
of Revenue Recognised



Nucleus C - Under Construction

Affordable Project

Ajmera Lugaano & Florenza



AJMERA
LUGAANO
YELAHANKA, BENGALURU.
1 & 2 BHK HOMES



AJMERA
Florenza

Project Portfolio

Project	Ownership	Total Carpet Area (Sq. ft.)	Carpet Area Sold (Sq. ft.)	Revenue Recognised (INR Cr)	Revenue Unrecognised (INR Cr)	Carpet Area Unsold (Sq. ft.)	Estimated Value Of Unsold Area (INR Cr)	Project Status
Aeon, Zeon, Treon	100%	958,348	944,914	2,168	-	13,434	31	OC Received
Nucleus AB	70%	188,666	1,82,289	145	-	6,377	5	OC Received
Nucleus Commercial	70%	98,950	-	-	-	98,950	105	OC Received
Sikova	100%	127,876	98,510	117	70	29,366	56	Near to Completion
Greenfinity	100%	69,652	52,860	120	27	16,792	47	Near to Completion
Nucleus C	70%	1,03,149	63,307	32	23	39,842	34	Near to Completion
Manhattan	100%	498,096	182,864	132	394	315,232	974	Under Construction
Prive	100%	30,700	3,293	-	16	27,407	134	Under Construction
Lugaano	70%	131,931	47,581	-	35	84,350	63	Under Construction
Florenza	70%	143,513	10,254	-	8	133,259	97	Under Construction
TOTAL		2,350,881	1,585,872	2,714	573	765,009	1,547	

Future Launches

POTENTIAL LAUNCHES IN FY23 & FY24

Project	Location	Project Type	Ownership %	Estimated Launch (Month, Year)	Estimated Completion (Month, Year)	Estimated Revenue (INR Cr)	Estimated Carpet Area (Sq.ft)
Codename Ghatkopar	Mumbai	Residential	100%	Mar 23	Mar 25	250	95,000
Central Mumbai 2	Mumbai	Residential	85%	Mar 23	Mar 26	975	489,615
Central Mumbai 1	Mumbai	Mix use	100%	Dec 23	Dec 26	795	398,182
TOTAL						2,020	9,82,797

**~20 Mn
Sq. ft.**

Completed
Projects

**~1.1 Mn
Sq. ft.**

Existing
Portfolio

**~0.6 Mn
Sq. ft.**

FY23
Launches

**~0.4 Mn
Sq. ft.**

FY24
Launches

**~11.8 Mn
Sq. ft.**

Future
Potential

**~13.9 Mn
Sq. ft.**

Total
Portfolio

A modern office lobby with a reception desk labeled 'AJMERA'. The lobby features a polished floor, large glass windows, and a wall with a grid pattern. Three spherical pendant lights hang from the ceiling. The overall atmosphere is professional and contemporary.

REVENUE RECOGNITION STRONG REVENUE VISIBILITY

Making Strides

Revenue Visibility

OC Received Projects

Projects	Total Carpet Area Sold (Sq. ft.)	Sales Book as on 31 Dec 2022 (INR Cr)	Revenue Recognised (INR Cr)	Balance Revenue Recognition (INR Cr)	Unsold Carpet Area (Sq. ft.)	Estimated Sale value (INR Cr)	Revenue Potential (INR Cr)
(i)	(ii)	(iii)	(iv)	(v)= (iii) – (iv)	(vi)	(vii)	(viii)= (v) + (vii)
Aeon, Zeon, Treon	9,44,914	2,168	2,168	-	13,434	31	31
Nucleus AB	182,289	145	145	-	6,377	5	5
Nucleus Commercial	-	-	-	-	98,950	105	105
TOTAL	1,127,203	2,313	2,313	-	118,761	141	141

INR 2,313 CrSales Book as on
31 Dec 2022**-**Revenue to be
recognized on
committed sales**INR 141 Cr**Revenue to be
recognized from
unsold stock**INR 141 Cr**Total Revenue
Potential

Revenue Visibility

Advance Stage Projects

Projects	Completion as on 31 Dec 2022	Total Carpet Area Sold (Sq. ft.)	Sales Book as on 31 Dec 2022 (INR Cr)	Revenue Recognised (INR Cr)	Balance Revenue Recognition (INR Cr)	Unsold Carpet Area (Sq. ft.)	Estimated Sale value (INR Cr)	Revenue Potential (INR Cr)
(i)	(ii)	(iii)	(iv)	(v)	(vi)= (iv) – (v)	(vii)	(viii)	(ix)= (vi) + (viii)
Sikova	67%	98,510	187	117	70	29,366	56	126
Greenfinity	84%	52,860	147	120	27	16,792	47	74
Nucleus C	58%	63,307	55	32	23	39,842	34	57
TOTAL		214,677	389	269	120	86,000	137	257

INR 389 Cr

Sales Book as on
31 Dec 2022

INR 120 Cr

Revenue to be
recognized on
committed sales

INR 137 Cr

Revenue to be
recognized from
unsold stock

INR 257 Cr

Total Revenue
Potential

Revenue Visibility

Mid Stage Projects

Projects	Completion as on 31 Dec 2022	Total Carpet Area Sold (Sq. ft.)	Sales Book as on 31 Dec 2022 (INR Cr)	Revenue Recognised (INR Cr)	Balance Revenue Recognition (INR Cr)	Unsold Carpet Area (Sq. ft.)	Estimated Sale value (INR Cr)	Revenue Potential (INR Cr)
(i)	(ii)	(iii)	(iv)	(v)	(vi) = (iv) - (v)	(vii)	(viii)	(ix) = (vi) + (viii)
Manhattan	31%	182,864	526	132	394	315,232	974	1,368
Lugaano	61%	47,581	35	-	35	84,350	63	98
Florenza	3%	10,254	8	-	8	133,259	97	105
Prive	24%	3,293	16	-	16	27,407	134	150
TOTAL		243,992	584	132	452	560,248	1,269	1,721

INR 584 Cr

Sales Book as on
31 Dec 2022

INR 452 Cr

Revenue to be
recognized on
committed sales

INR 1,269 Cr

Revenue to be
recognized from
unsold stock

INR 1,721 Cr

Total Revenue
Potential

Revenue Visibility



5X ROAD MAP – Implementing Growth Strategy



Unlocking potential of land bank

Land Bank Potential

- Development Potential at owned land parcel available for 11.8 Mn Sq. ft. in MMR Region



Active evaluation of asset light JV/ JDA & DM partnership structures

AJMERA PRIVE

- 1st Redevelopment acquisition at premium new locale
- Received – RERA & CC
- Sold over 10% of its revenue potential of ~INR 150 Cr



Focus on execution & timely project completion

AJMERA GREENFINITY AJMERA SIKOVA

- Super Structure completed for both projects
- Finishing & Execution at fast track, inching towards completion
- Completion estimated by Q1 FY24



Maximising overall customer experience

AJMERA MANHATTAN

- Estimated Revenue INR 1,500 Cr
- ~37% of Inventory sold since launch April'2022
- Acceleration of unlocking land bank potential

ESG

ENVIRONMENT | SOCIAL | GOVERNANCE

Making Strides

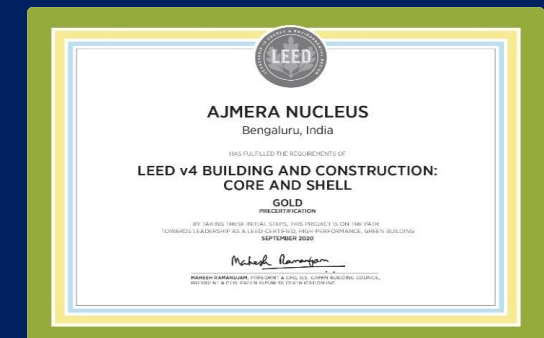


ESG – Environmental Initiatives & Recognition

Product Design & Lifecycle Management

- **Energy Efficient Building design**, with more emphasis on ventilation and light.
- **Rainwater harvesting** mandatorily available at each projects
- Socially responsible of carrying out routine **Medical Camp** for site workers
- Use of **Borewell water** for construction
- **Minimizing steel wastage** by using couplers during construction
- **Minimal usage of natural wood**
- Energy efficient **bus bar system** for electrification in high rise building

Certified Green Building



ESG – Social Initiatives

Mumbai Mobile Creches Facility at Wadala Site



Education sponsorship for Tribal Students through Malvi Trust



Supporting rejuvenation of 9 lakes under Participatory Water Management Programme concluded during the quarter



Women Empowerment Company follows gender diversity and offers equal opportunity



School Fees sponsorship for underprivileged children



Financial Assistance to under privileged towards healthcare viz. Angioplasty and Bypass surgery via Smt. Sushilaben R. Mehta & Sir Kikabhai Premchand Cardiac Institute amongst others

ESG – Governance

Strong Governance Practices



Board consists of professionals from **diverse fields**



SEBI Compliant, Regular and **timely disclosures**



Structured digital database online portal **to curb trading with UPSI**



ERP platform for supply chain management



Insurance renewals with **regular health checkups**

Some of our Policies for Effective governance

- Code of Insider Trading Policy
- Policy on Preservation of Documents
- Archival Policy
- Dividend Distribution Policy
- Board diversity policy
- Directors and Officers Insurance Policy (D&O Insurance Policy)*
- Code of conduct
- Whistle Blower Policy
- Nomination and Remuneration Policy
- Risk Management Policy

Governance – Esteemed Board Of Directors



Rajnikant S. Ajmera

Chairman & MD

- Aged 68, is the pillar and guiding force behind the growth of Ajmera Group
- Served as MCHI President as well as President and Vice President of CREDAI



A. C. Patel

Independent Director

- Aged 77, is a Metallurgical Engineer from IISC, Bengaluru (batch of 1969).
- Also serves as an Independent Board member of major Indian Corporates such as Sumeru Industries Ltd, SAL Steels Ltd., Jindal Hotels Ltd, Shree Precoated Steels Ltd and Shree Rama Newsprint Limited.



Manoj I. Ajmera

Managing Director

- Aged 59, leads the strategic planning, fund raising & monitoring overall growth trajectory of Ajmera group
- Efficiently leads the legal matters
- Also serves as Managing Trustee of various trusts.



K. G. Krishnamurthy

Independent Director

- Served as MD & CEO of HDFC Property Ventures Limited (Earlier as Snr GM Technical Services, HDFC)
- Serves on the Board of Booker India (A TATA & TESCO Enterprise), Vascon Engineers, MMK Toll Road Private Ltd. Shriram Properties, Puravankara and JM Financial Credit Solutions Limited.



Sanjay C. Ajmera

Whole-time Director

- Aged 55, heads the Ajmera Group being actively involved for almost 30 years.
- He plays a leading role in the development and construction work of the projects in Pune
- Also associated with the Redevelopment projects undertaken by the Group.



Aarti Ramani

Independent Director

- Aged 61, is the proprietor of ALPHA ENVIRONS, a pioneering environmental & water management firm with extensive government, semi-government, private projects in hand.
- Her firm has successfully executed large afforestation projects of forest land in Goa, Maharashtra & Gujarat. The firm also specializes in CRZ consultancy.

Governance – Leadership Group

Dhaval Ajmera

Director

As director, Dhaval's primary role within the group is leading company strategy, operations and project coordination. With Dhaval at the helm, the firm has delivered a series of residential & commercial projects in cities like Mumbai, Bangalore, Ahmedabad and Pune. Dhaval is also the Hon. Secretary at MCHI CREDAI.

Shweta Rathor

GM Human Resources

With over 18 years of experience, Shweta leads developing and implementing HR strategies and initiatives aligned with the overall business strategy of the Company. She has been instrumental introducing a number of employee centric policies and initiatives during her time at Ajmera.

Nitin Bavisi

CFO

Nitin brings with him over 25 years of experience across the field of finance, taxation & accounting. Alongside being a Chartered Accountant, he is a Certified Valuer (ICAI) & Professional Member of RICS, UK.

Sunil Nalawade

GM Projects

Sunil has been for over 30 years in the construction industry. Over the years, Sunil has managed and led various areas of project management including budgeting, cash flow management and project scheduling.

Sanjeev Kumar

CTO

Sanjeev leads architecture and plays a vital role in conceptualization of project planning. He has also played an active role in obtaining Sanctions & Approvals, Engaging with Legal Council for Court matters & Arbitrations.

Dhimant Choksi

GM Purchase

With a rich experience of 37 years, Dhimant leads in vendor development, negotiations, Imports of materials, planning & scheduling of materials, deciding credit terms and maintaining records of MIS & ISO.

Sunil Shah

GM Liasoning

Sunil's responsibilities include managing project planning, DRG coordination, project feasibility, monitoring approval processes and documentations. Sunil has been instrumental in the Ease of Doing Business documentation by MCGM on behalf of MCHI.

Bhavesh Joshi

DGM Sales

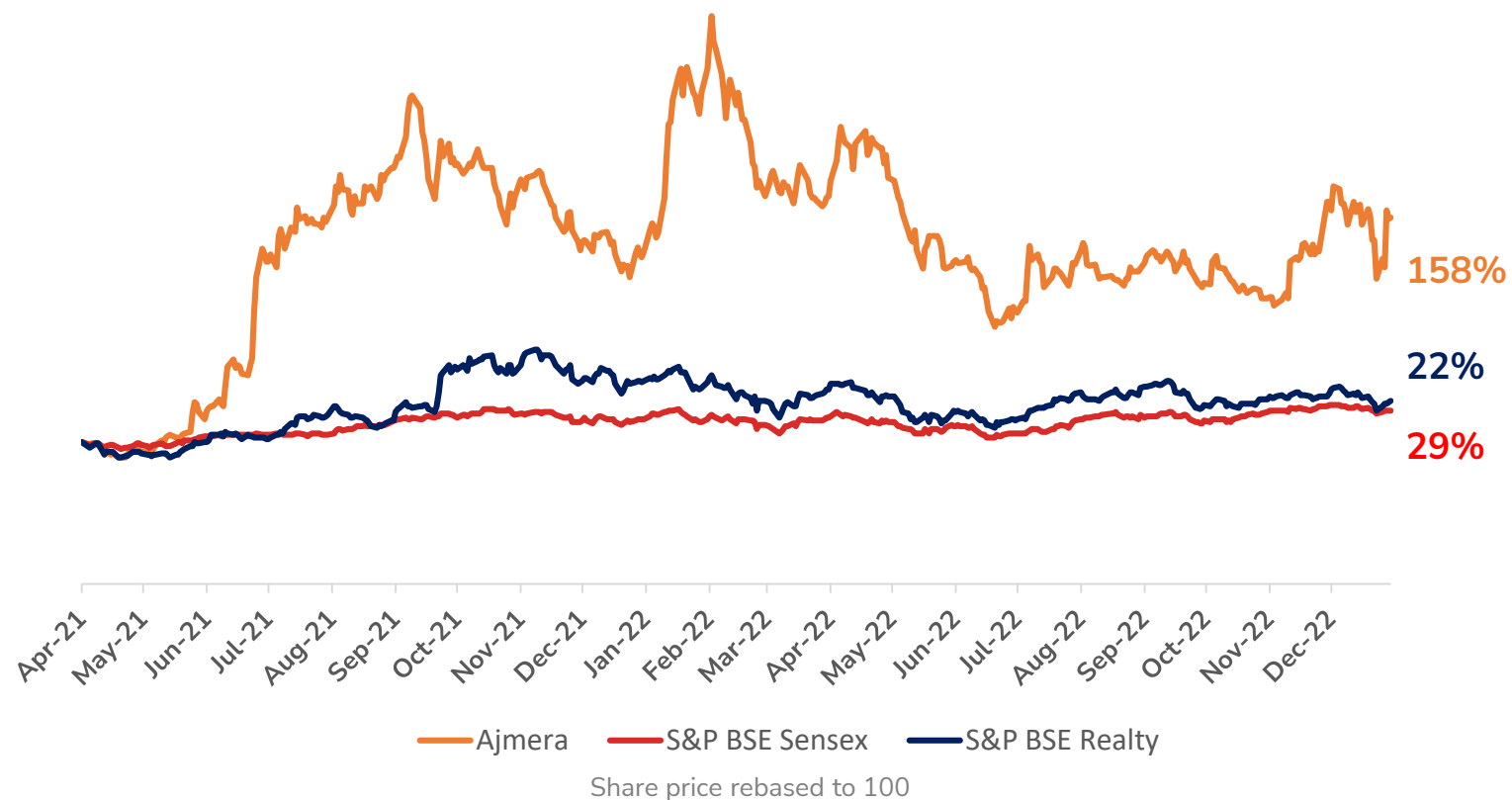
Bhavesh has been part of the group for over 24 years and has a rich experience in sales and marketing strategy planning and execution. He has been instrumental in formulating the company's sales strategy for I-Land township in Wadala over the years.

Shareholding & Price Movement

Shareholder Information as on 31st Dec 2022

BSE Ticker	513349
NSE Symbol	AJMERA
Market Cap* (in INR Cr)	997
Promoter holding %	69.73%
% Free-Float	30.27%
Free-Float Market Cap* (in INR Cr)	229
Shares Outstanding (in Cr)	3.55
3M ADTV** (Shares)	1,34,132
6M ADTV**(Shares)	1,15,630
Industry	Real Estate

SHARE PRICE PERFORMANCE



*Market Cap as on 27th Jan, 2023 at BSE ** ADTV : Average daily trading volume

FINANCIAL RESULTS SUMMARY

Making Strides

Consolidated Financial Summary – Q3 & 9MFY23

Profit & Loss Statement

Particulars (INR Cr)	Q3 FY23	Q3 FY22	YoY	Q2 FY23	QoQ	9M FY23	9M FY22	YoY
Revenue From Operations	79.1	69.1	14%	185.5	(57%)	316.9	302.2	5%
Other Income	1.5	1.1	40%	1.7	(10%)	6.0	3.3	80%
Total Income	80.6	70.1	15%	187.1	(57%)	322.8	305.5	6%
Cost Of Raw Material	52.6	43.2	22%	123.6	(57%)	210.2	206.9	2%
Employee Benefit Cost	4.5	5.9	(24%)	5.9	(23%)	13.2	18.7	(30%)
Finance Cost	7.7	7.8	(1%)	11.4	(32%)	21.6	36.5	(41%)
Depreciation & Amortisation	0.3	0.3	(9%)	0.4	(32%)	1.1	1.2	(13%)
Total Expenses	65.2	57.2	14%	141.3	(54%)	246.1	263.3	(7%)
Profit Before Tax	15.4	12.9	19%	45.9	(66%)	76.8	42.2	82%
Total Tax Expense	4.5	3.3	38%	11.6	(61%)	20.0	10.5	91%
Profit After Tax	10.9	9.6	13%	34.3	(68%)	56.8	31.7	79%

THANK YOU

Ajmera Realty & Infra India Limited

Contact Info:

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Andheri (West), Mumbai - 400053
Phone: 022 - 6698 4000

CIN No.: L27104MH1985PLC035659

Website: www.ajmera.com

