

Ajmera Realty & Infra India Limited

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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: Press Release

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 Press Release for the Quarter and Nine Months ended December 31, 2022.

The copy of Press Release 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

Ajmera Realty & Infra India Ltd. exhibits enormous operational growth for nine months of FY23

Promising operational & financial performance drives accelerated earnings

Key Highlights for Q3 FY23:

Sales Value at INR 128 crore; up 19% YoY
Sales Volume at 63,595 Sq. ft.; up 2% YoY
Collection at INR 116 crore; up 40% YoY
Revenue at INR 81 crore; up 15% YoY
EBITDA at INR 23 crore; up 11% YoY, EBIDTA Margin at 29%
PBT at INR 15 crore; up 19% YoY, PBT Margin at 19%
PAT at INR 11 crore; up 10% YoY, PAT Margin at 13%

Key Highlights for 9M FY23:

Sales Value at INR 701 crore; up 126% YoY
Sales Volume at 3,01,010 Sq. ft.; up 69% YoY
Collections at INR 429 crore; up 42% YoY
Revenue at INR 323 crore; up 6% YoY
EBITDA at INR 99 crore; up 24% YoY, EBIDTA Margin at 31%
PBT at INR 77 crore; up 82% YoY, PBT Margin at 24%
PAT at INR 56 crore; up 80% YoY, PAT Margin at 17%

Mumbai, 30th January 2023: Ajmera Realty & Infra India Ltd (BSE: 513349 & NSE: AJMERA), a leading real estate company, with pan India and international presence, announced its financial results for the third quarter ended 31st December 2022 today.

Commenting on the performance during Q3 FY23, **Mr. Dhaval Ajmera, Director – Ajmera Realty & Infra India Limited** said, *“The growth trajectory continues with another successful quarterly performance delivery with 126% YoY growth in Sales Value & 42% YoY growth in collections for the nine-month period. The bottom line increased by 80% YOY during the 9M of FY23 due to the sales momentum, while PAT margins increased by about 720bps.*

Sales velocity during the quarter moved up on account of Ajmera Prive project launch at Juhu, a new location that garnered sales over 10% of its inventory. Despite working on the business developments we have deleveraged our debt by INR 38 Cr during the quarter. Our prudent debt management efforts supported by strong operating cashflows and robust collections have aided us in bringing the debt-to-equity ratio down from 1.1:1 to 1.04:1. The cumulative increase in the repo rate has led to an increase in the weighted average cost of debt, which is 13.1% at the quarter end.

The robust real estate economics of the key markets have translated in advancing the industry sales numbers, despite the median home loan rate’s upward movement by 2% leading to a northward trajectory of the borrowing cost and signs of global recessionary trends. Indian real estate is likely to further expand on the back of a massive infrastructure push by the Government, strong end-user demand and resilience in the sector.

We remain confident with our strong revenue visibility estimated at Rs. 4,140 crore from our ongoing projects and future launches. Our business objective is to not only grow exponentially but also create supply to meet demands of end users.”

Operational Highlights: Q3 & 9M FY23

Particulars	Q3 FY23	Q3 FY22	YoY	Q2 FY23	QoQ	9M FY23	9M FY22	YoY
Carpet area sold (Sq.ft)	63,595	62,285	2%	79,976	(20%)	3,01,010	1,77,749	69%
Sales Value (INR Cr)	128	108	19%	166	(23%)	701	310	126%
Collection (INR Cr)	116	83	40%	102	14%	429	301	42%

Financial Highlights: Q3 & 9M FY23

Particulars (INR crore)	Q3 FY23	Q3 FY22	YoY	Q2 FY23	QoQ	9M FY23	9M FY22	YoY
Total Revenue	81	70	15%	187	(57%)	323	305	6%
EBITDA	23	21	11%	58	(59%)	99	80	24%
EBITDA Margin (%)	29%	30%	(92 bps)	31%	(172 bps)	31%	26%	465 bps
PBT	15	13	19%	46	(66%)	77	42	82%
PBT margin (%)	19%	18%	73 bps	25%	(536 bps)	24%	14%	997 bps
PAT	11	10	10%	34	(69%)	56	31	80%
PAT margin (%)	13%	14%	(64 bps)	18%	(506 bps)	17%	10%	720 bps
EPS (in INR)	3.0	2.7	10%	9.7	(69%)	15.9	8.8	80%

About Ajmera Realty & Infra India Limited:

Ajmera Realty & Infra India Limited (ARIIL) is one of the trusted names having its PAN India presence along with an international presence. The Company has a huge development potential available on its balance land parcel. Current projects are at Mumbai: “AEON “,” ZEON”, “TREON”, “MANHATTAN”, “SIKOVA” and “GREENFINITY” along with various projects at Bengaluru: “Lugaano”, “FLORENZA” and “NUCLEUS”, Ahmedabad: “Casa Vyoma” and “Enigma”. The Company is focused on premium developments in luxury and mid-luxury projects in the residential segment. The Group ethos are based on Trust and delivers the trusted decisions of buyers. The GenNext of the Group believes in “KEEP EVOLVING” and accordingly the strategies, systems, processes, planning and use of cutting-edge technologies have been resorted to enable the Company to deliver targeted value to all its stakeholders.

For further information, please contact:

Investor relations
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