

Ajmera Realty & Infra India Limited



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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

Sir,

With reference to captioned subject matter, we are enclosing herewith the Press Release titled as follows:

“Ajmera Realty & Infra India Ltd. targets sales value realization of INR 5000 Crores in the next three-five years”

The copy of Press Release shall also 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**

Ajmera Realty and Infra India Ltd. targets sales value realization of INR 5000 crores in the next three-five years

Mumbai, April 19, 2022: Ajmera Realty & Infra India Ltd. today announced its plans to launch six projects during the FY 2023 & FY 2024 itself, which has a revenue potential of ~INR 4,000 Cr. The Mumbai-based listed realty developer has estimated to clock in sales worth ~INR 5,000 crores in the next 3-5 years from its future launches as well as its existing projects. The funding for all these new projects to launch will be via a mix of internal accruals, bank funding and sales advances.

Cumulative saleable area of 2.7 mn sq ft (approx)

The developer will be launching 5 new projects in Mumbai and 1 new project in Pune. Among the upcoming projects in Mumbai, 4 will be residential and 1 will be a mix use category. In Pune, it will be residential category.

The projects will be developed on the land parcels owned by the company, the cumulative estimated saleable area of the upcoming projects will be around ~2.7 mn sq ft. Mumbai projects will constitute around ~2.4 mn sq. ft. and the remaining saleable area will be from Pune's upcoming project. ARIIL plans to move towards inorganic growth, through low capex acquisition in the form of JV / JDA / DA Model in future.

Estimated sales value realization of ~INR 1000 crores from existing projects

Ajmera Realty & Infra India Ltd. expect to accrue revenue of ~INR 1,000 crores from its existing projects in Mumbai and Bengaluru. Over INR 144 Cr is expected to be realized in the next 3 months from the advance stage projects. The mid-stage projects are estimated to constitute INR 727 crores over the next 3 years. Estimated sale value of ~INR 100+ Cr from Nucleus Bangalore- Commercial Project of 1.28 lakh sq. ft, which is strategically moved from rental based cash flow model to an outright sale model.

Speaking on the announcement, **Mr. Dhaval Ajmera, Director, Ajmera Realty & Infra India Ltd** said, "As Indian economy emerge from the disruption caused by the pandemic, the consumption led economy will take center-stage in the country. The real estate sector has shown resilience that is evident from the monthly sales data of the key cities. Today, ownership of a residential unit in a well-maintained society with modern amenities is considered a basic need. Ajmera Group will focus on fulfilling this dream of end consumers in the resident as well as commercial space. The commissioning of the upcoming transit infrastructure across Mumbai and MMR provides new opportunities. The group will make efforts to achieve a sustained growth momentum with optimum operational efficiency."

According to Knight Frank's The Wealth Report 2022, 29% wealth of Indian ultra-high-net-worth individuals (UHNWIs, with a net worth of US\$ 30 mn and above) is allocated towards purchase of principal and second homes. 10% of Indian UHNWIs plan to buy a new home in 2022 in the country.

About Ajmera Realty and 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 in locations viz. Bahrain and London. The Company has a huge development potential available on its balance land parcel at Ajmera i- Land, Bhakti Park, Wadala. Current projects are at Mumbai: "AEON", "ZEON", and "TREON" along with various projects at Bengaluru: "Ajmera Lugaano" and "Nucleus", Ahmedabad: "Casa Vyoma", "Enigma". The Company is focused on premium developments in luxury and mid-luxury projects in the residential segment. The Group works 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.