

# Ajmera Realty & Infra India Limited



Regd. Office: "Citi Mall", 2<sup>nd</sup> 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 09, 2023

The Bombay Stock Exchange Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai – 400 001  <b>Script Code : 513349</b>	National Stock Exchange of India Limited 5 <sup>th</sup> Floor, Exchange Plaza, Bandra Kurla Complex Bandra (East) Mumbai-400051  <b>Script Code : AJMERA</b>
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**Sub: Operations Update for the Quarter Ended December 31, 2022**

**Ref: Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("the Regulations")**

With reference to the above captioned subject and reference, please find enclosed a statement containing an update on the operations of the Company for the quarter ended December 31, 2022.

This is for your information and appropriate dissemination.

Thanking You.

Yours faithfully,

**For AJMERA REALTY & INFRA INDIA LIMITED**

**VINIT TANNA  
COMPANY SECRETARY & COMPLIANCE OFFICER  
A50504**

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## Ajmera Realty & Infra India Ltd. records sales value of Rs. 694 crs. in 9M FY23, achieves 1.6 times the annual levels of FY22

### Key Highlights:

- 9M FY23 Sales Value at Rs. 694 crores, up 124% YoY
- 9M FY23 Volume sold at 3,01,010 Sq.ft., up 69% YoY
- Q3 FY23 Sales Value at Rs. 128 crores, up 19% YoY
- Q3 FY23 Volume sold at 63,595 Sq.ft., up 2% YoY
- Ajmera Prive, premium residences in Juhu, has received RERA approval and opened its sales book in the quarter, recorded sales of over 10% of its sale potential

**Mumbai, 9<sup>th</sup> January 2023:** Ajmera Realty & Infra India Ltd (ARIIL) (BSE: 513349 & NSE: AJMERA), a leading real estate company with a pan India presence, announced its operational numbers for Q3 & 9M FY23.

ARIIL clocks sales value of Rs. 694 crores and collection of Rs. 429 crores for 9M FY23 with a growth of 124% and 42% in sales value and collection respectively as compared to 9M FY22

ARIIL has witnessed continued growth momentum in the quarter by achieving sales value of Rs. 128 crores in Q3 FY23 which was an incremental growth of 19% from Rs. 108 crores in Q3 FY22. The carpet area sold by ARIIL was 63,595 Sq.ft. in Q3 FY23 as compared to 62,285 Sq.ft in Q3 FY 22, which includes recently launched project at Juhu which clocked sales of over 10% of the sales potential on receipt RERA registration during the quarter.

In 9M FY23, the company has surpassed the total annual sales value of Rs. 431 crores in FY22 by 1.6 times to Rs. 694 crores. This incremental value is a translation of sales velocity witnessed primarily across newly launched projects in Mumbai during the period. This is a testament to improvising real estate economics in India and growing demand for the value generating residential assets by ARIIL. The company has expressed confidence in its ability to maintain the healthy pre-sales growth momentum which will further propel an increase in its market share.

### Performance Summary – Q3 FY23 & 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	<b>2%</b>	79,976	<b>(20%)</b>	3,01,010	1,77,749	<b>69%</b>
Sales Value (INR Cr)	128	108	<b>19%</b>	166	<b>(23%)</b>	694	310	<b>124%</b>
Collection (INR Cr)	116	83	<b>40%</b>	102	<b>14%</b>	429	301	<b>42%</b>

Commenting on the operational performance for Q3 FY23, **Mr. Dhaval Ajmera, Director, Ajmera Realty & Infra India Ltd, said,** "We are pleased to report that the Company has achieved strong results over the past three quarters of FY23. Our sales registered exponential growth of 124% in value and collection increased by 42% on YoY basis for 9M FY23. We are overwhelmed by the fact that sales of Rs. 694 crores in 9M FY23 has even surpassed that of FY21 which was outstanding for the Company and sector in general at Rs. 615 crores.

This growth demonstrates our team's commitment, customer experience and favorable market sentiments. We continue to focus on scaling our operations while maintaining a strong balance sheet. The sales for the quarter demonstrates the demand for our high-quality developments and our ability to meet the needs of our customers, obtained through inventory bookings in active projects, including the recently launched premium residences at Juhu, Ajmera Prive.

The Indian real estate market has been immune to market volatility and has been the most preferred asset class for investors irrespective of many ups and downs. A promising economic outlook will continue to encourage first time homebuyers. The Residential real estate is poised for strong growth and the market will ride on factors such as innovation, digitization and customer experience.”