

Ajmera Realty & Infra India Limited

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

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CIN NO. L27104 MH 1985 PLC035659



Ref: SEC/ARIL/BSE-NSE/2023-24

Date: November 1, 2023

The Bombay Stock Exchange Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai - 400001 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 on Quarter and Half Year ended September 30, 2023.

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 Consolidate) of the Company for the Quarter and Half Year ended September 30, 2023.

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

KARTIK SHARMA
COMPANY SECRETARY AND COMPLIANCE OFFICER

Enc.: As above

FY 2024



Built on Trust

Ajmera Realty & Infra India Limited

INVESTOR PRESENTATION

Q2 FY24

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

Key Business Highlights – Q2 FY24



1,20,787 Sq.ft.

Sales Volume

51% YoY Increase



~INR 252 Cr

Sales Value

52% YoY Increase



~INR 111 Cr

Collections

8% YoY Increase



OC received

Greenfinity & Sikova projects

Fast track execution within 36 months of Greenfinity



~INR 148 Cr

Total Revenue

26% QoQ Increase



~INR 23 Cr

15% PAT Margin

7% QoQ Increase



4 projects

Added to launch pipeline

0.5 mn sq.ft. of sales potential ~INR 1,080 crs

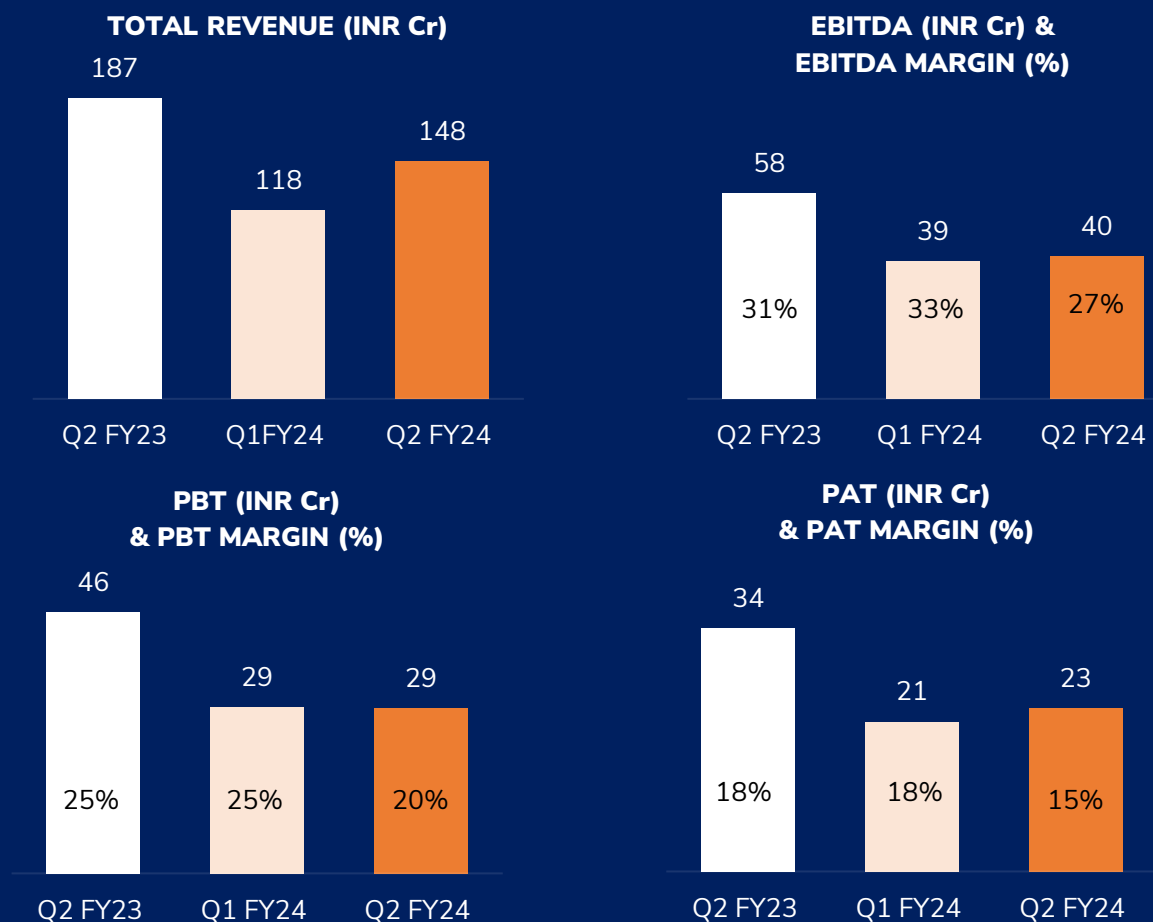


1.3 mn Sq.ft.

Expanded Launch pipeline

Out beating guidance from 3 projects (GDV –1,670 crs), adding 4 new projects (GDV – 1,080 crs)

Financial Highlights – Q2 FY24



Financial Performance

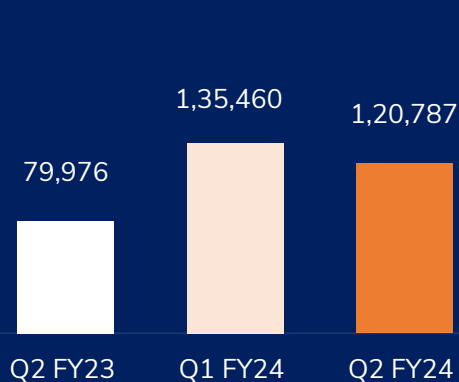
26% QoQ increase in Total Revenue

Stable momentum in EBITDA & PBT

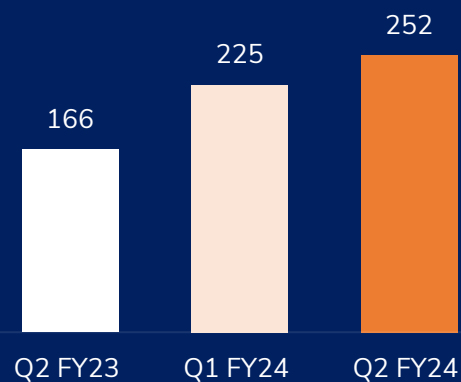
7% QoQ increase in PAT

Operational Highlights – Q2 FY24

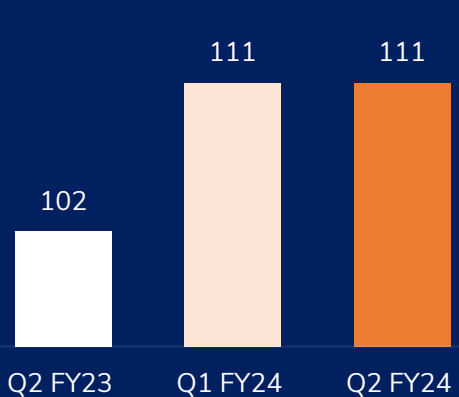
SALES VOLUME (Sq.ft.)



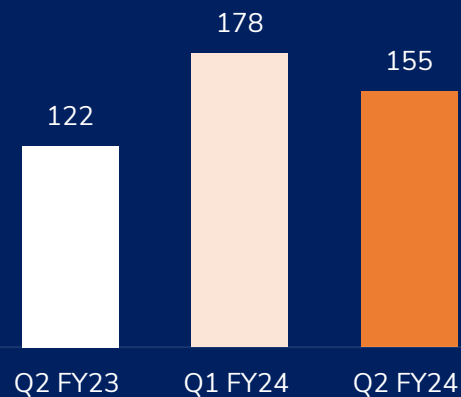
SALES VALUE (INR Cr)



COLLECTIONS (INR Cr)



UNITS (Nos)



Operational Performance

51% YoY increase in Sales Volume

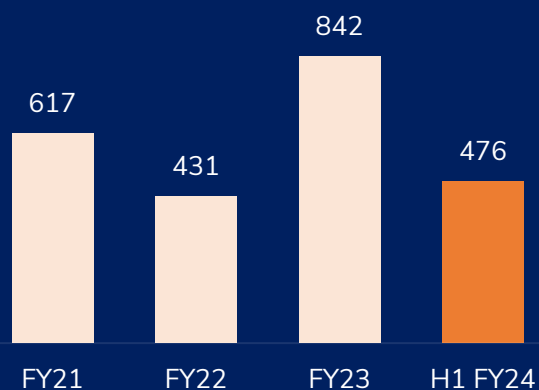
52% YoY increase in Sales Value

8% YoY increase in Collection

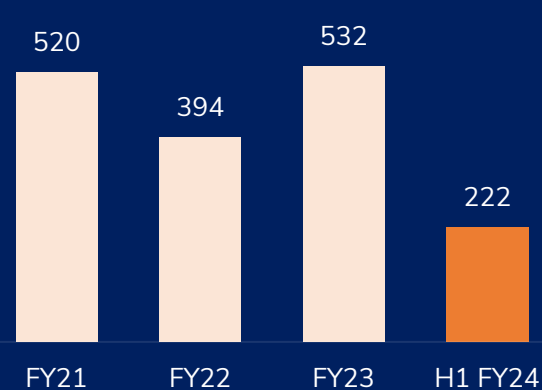
27% YoY increase in Units

Performance Trends

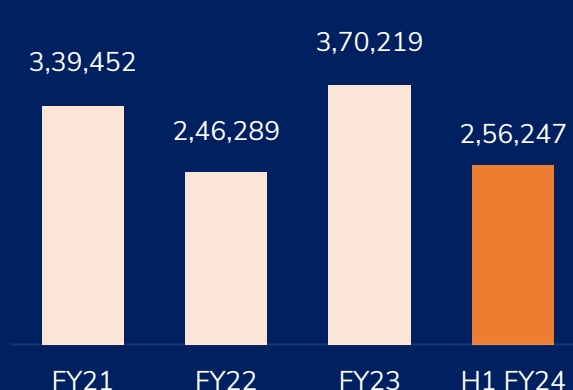
SALES VALUE (INR Cr)



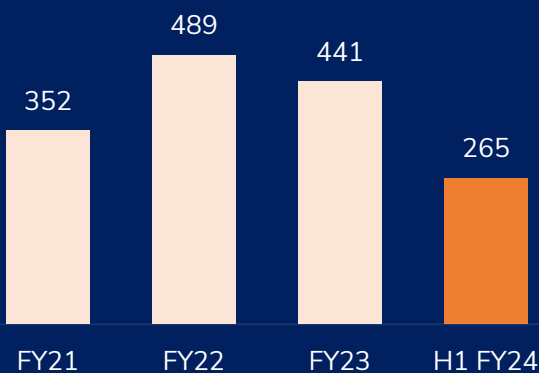
COLLECTIONS (INR Cr)



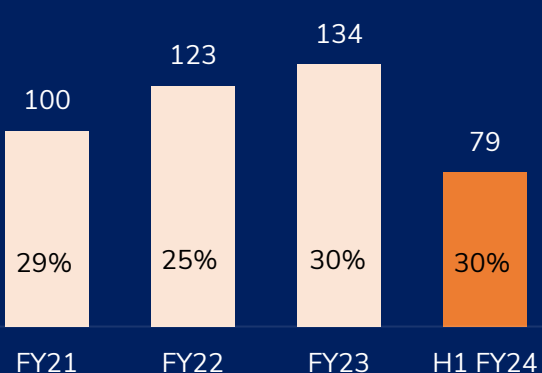
SALES VOLUME (Sq.ft.)



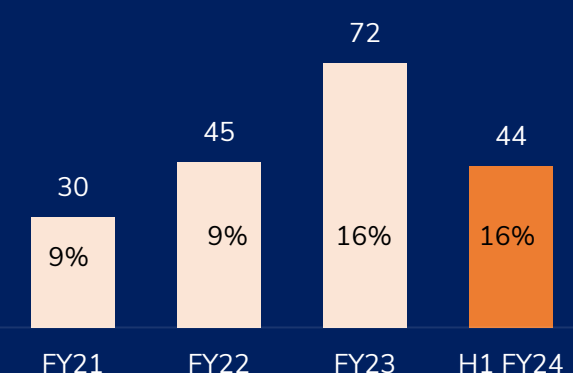
TOTAL REVENUE (INR Cr)



EBITDA (INR Cr) & EBITDA MARGIN (%)

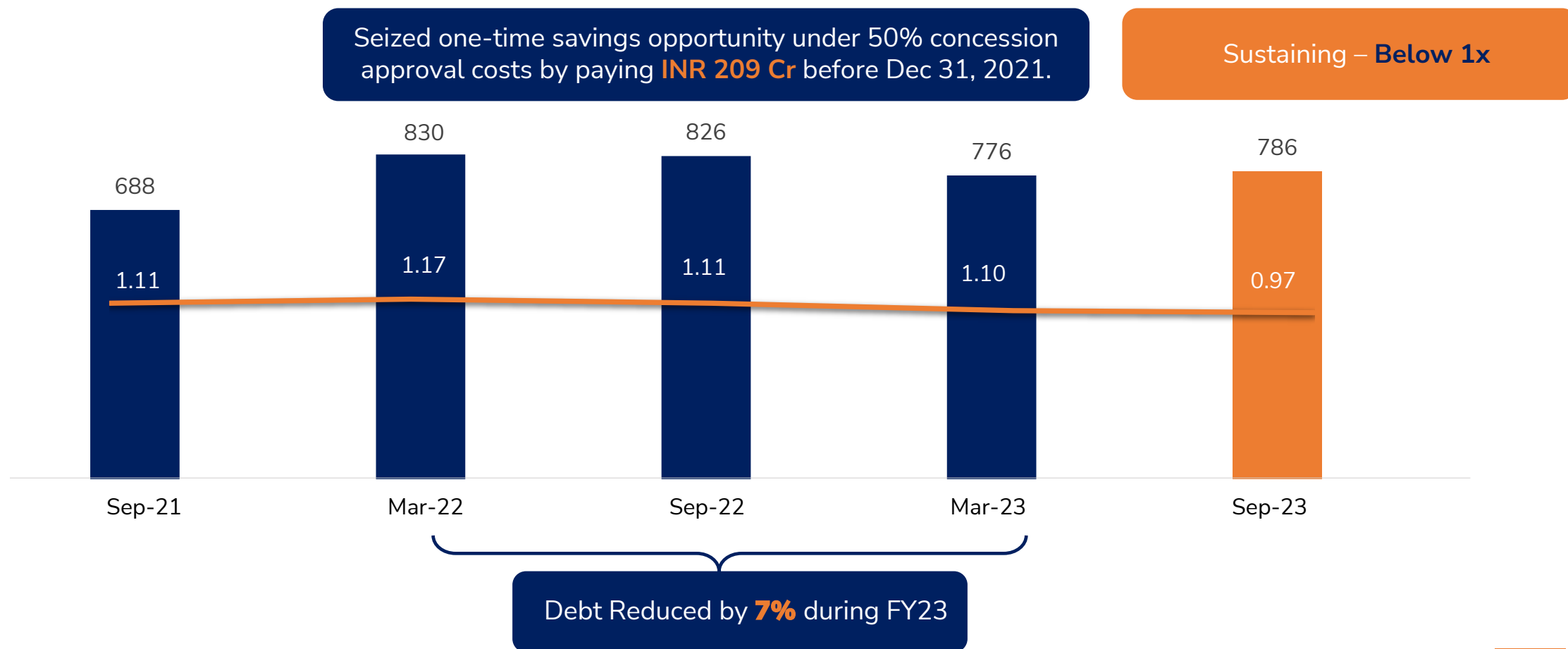


PAT (INR Cr) & PAT MARGIN (%)



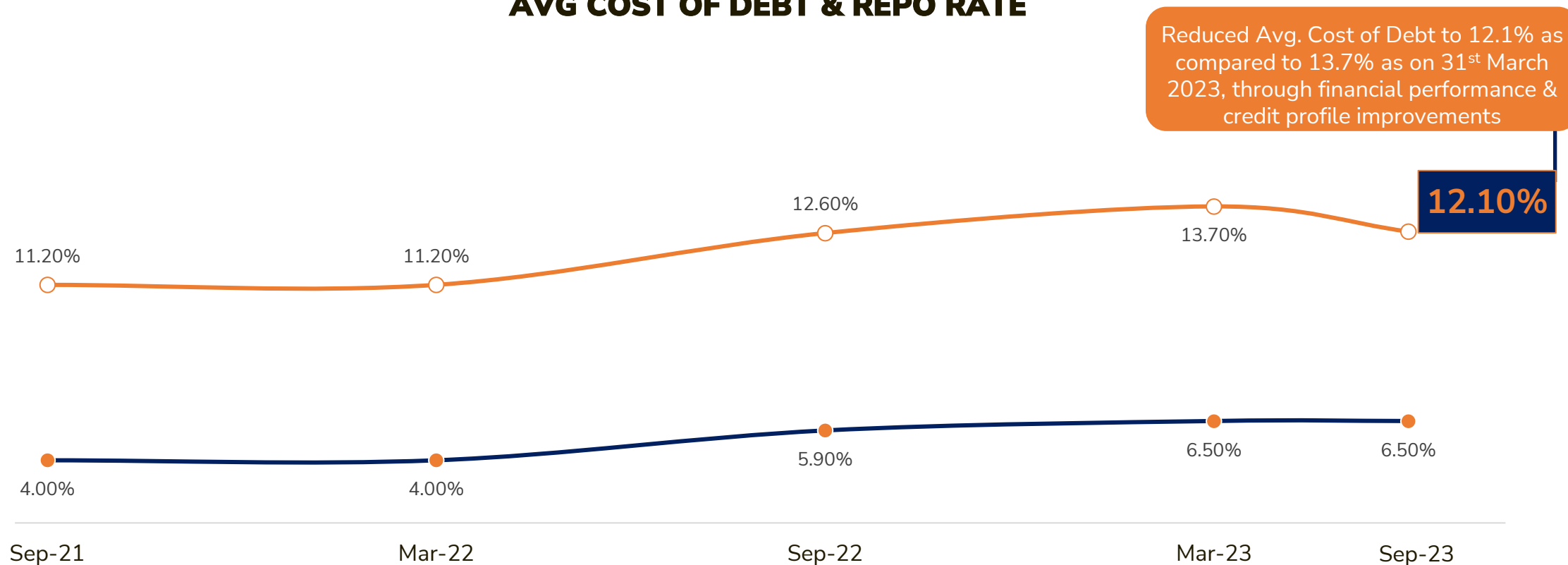
Continued De-leveraging & Improving Debt Profile

SECURED DEBT (INR Cr) & DEBT TO EQUITY RATIO



Continued De-leveraging & Improving Debt Profile

AVG COST OF DEBT & REPO RATE



Project Sales & Collections – Q2 & H1 FY24

Q2 FY24

H1 FY24

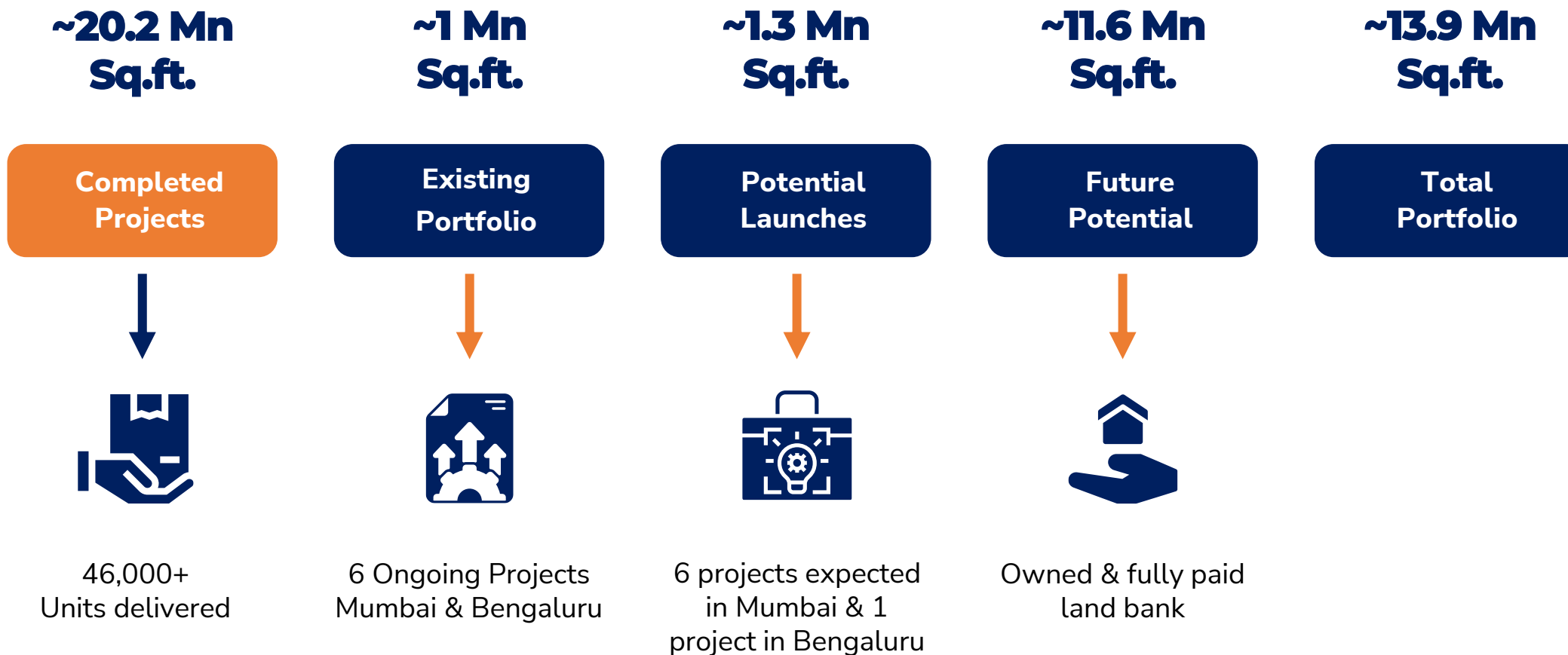
Project	Location	Sales Volume (Sq.ft.)	Sales Value (INR Cr)	Units (Nos)	Collections (INR Cr)	Sales Volume (Sq.ft.)	Sales Value (INR Cr)	Units (Nos)	Collections (INR Cr)
Aeon, Zeon, Treon	Mumbai	671	2	2	2	1,253	4	4	17
Manhattan	Mumbai	41,096	126	44	33	68,911	210	75	54
Sikova	Mumbai	4,836	10	15	18	9,347	19	29	50
Greenfinity	Mumbai	2,306	6	6	9	5,218	13	13	18
Prive	Mumbai	2,090	11	1	8	2,480	13	3	13
Eden	Mumbai	17,291	43	18	7	30,766	78	31	9
Nucleus	Bangalore	4,499	5	6	13	18,949	19	24	32
Lugaano	Bangalore	8,387	9	13	5	24,678	25	40	9
Florenza	Bangalore	39,611	40	50	16	94,645	94	114	20
Total		1,20,787	252	155	111	2,56,247	476	333	222

PORTFOLIO & INDUSTRY UPDATE

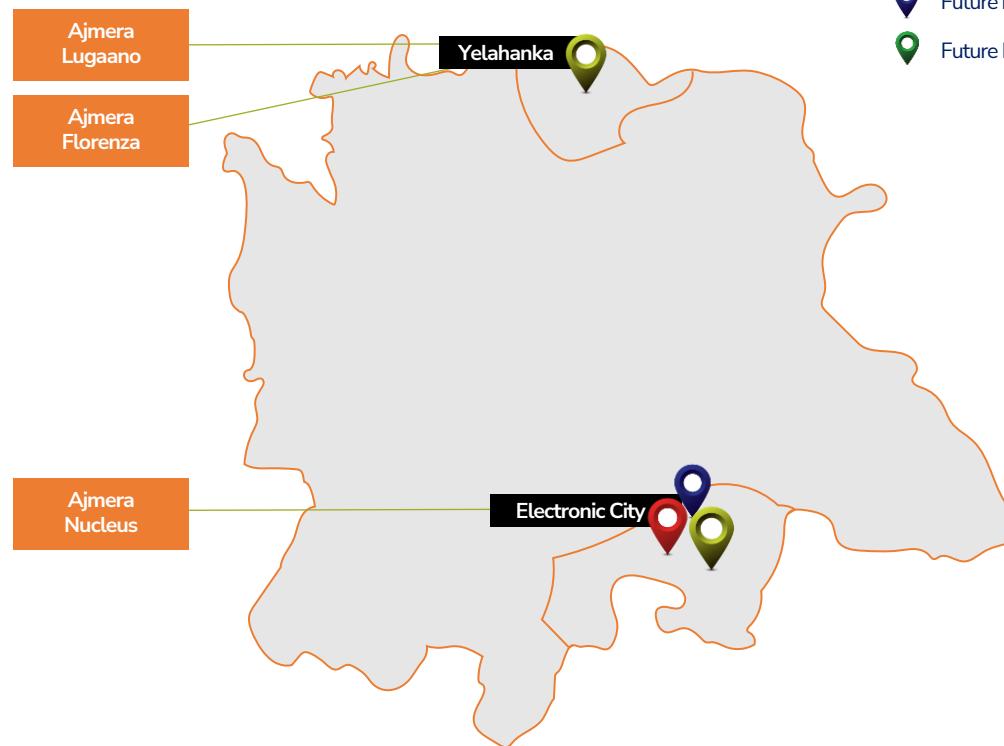
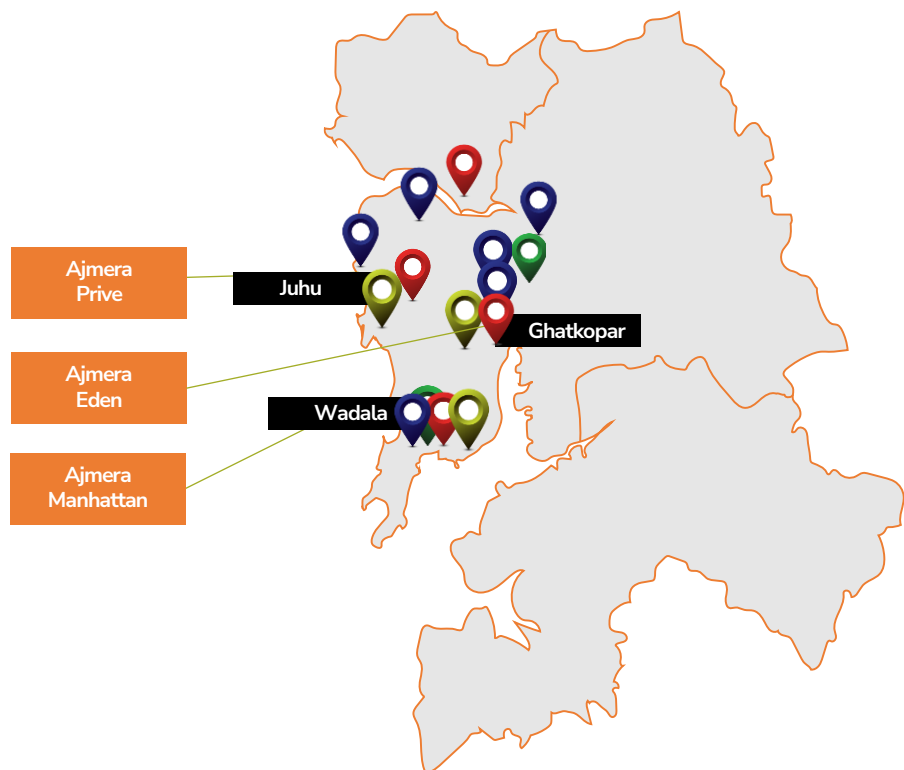
AJMEERA



Our portfolio



Micro Market Presence



- 📍 Completed Destinations
- 📍 Under Development Destinations
- 📍 Future Launches
- 📍 Future Development Potential

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

Mumbai Metropolitan Region

Completed Projects	Under Development Projects	Future Launches	Future Development Potential
134	6	11	116

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

Bangalore

Completed Projects	Under Development Projects	Future Launches	Future Development Potential
20	4	2	-

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

Project Portfolio

Project Status	Project	Ownership	Total Carpet Area (Sq.ft.)	Carpet Area Sold (Sq.ft.)	Total Sales Value (INR Cr)	Revenue Recognised (INR Cr)	Revenue Unrecognised (INR Cr)	Carpet Area Unsold (Sq.ft.)	Estimated Value Of Unsold Area (INR Cr)
OC Received	Nucleus Commercial	70%	98,950	-	-	-	-	98,950	105
	Sikova	100%	127,876	1,18,923	228	215	12	8,953	17
	Greenfinity	100%	69,652	59,911	167	161	6	9,741	27
Near to Completion	Nucleus C	70%	1,03,149	1,01,749	96	75	21	1,400	1
Under Construction	Manhattan	100%	498,096	2,67,368	782	275	507	2,30,728	718
	Prive	100%	30,602	9,485	46	24	22	21,117	103
	Eden	100%	95,708	30,766	78	-	78	64,942	165
	Lugaano & Florenza	70%	2,60,288	1,77,158	154	20	133	83,130	79
	TOTAL		12,84,321	7,65,360	1,551	772	780	5,18,960	1,216

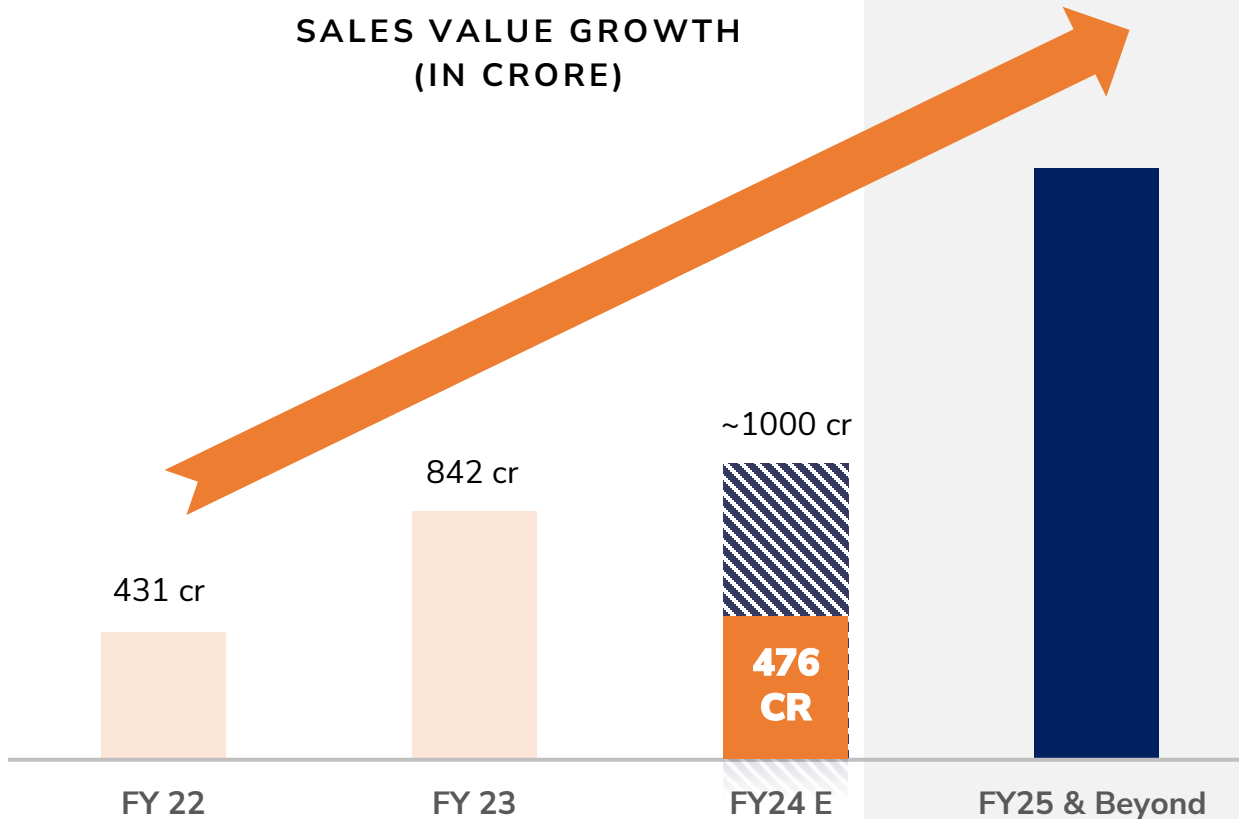
Potential launches

	Project	Location	Ownership %	Estimated Launch (Month, Year)	Estimated Completion (Month, Year)	Estimated Revenue (INR Cr)	Estimated Carpet Area (Sq.ft.)
Announced as of Q1 FY24	Central Mumbai 2	Mumbai	85%	Mar'24	Sep'27	320	1,70,000
	Codename Vikhroli	Mumbai	100%	Apr'24	Mar'27	550	2,40,000
	Central Mumbai 1	Mumbai	100%	May'24	Mar'28	800	4,05,000
	TOTAL (A)						~1,670
Addition to pipeline	Greenfinity – Phase 2	Mumbai	100%	Dec'23	Dec'26	240	87,700
	Electronic City - 2	Bangalore	70%	Feb'24	Feb'27	150	1,62,000
	Yogi Nagar	Mumbai	100%	Sep'24	Mar'28	330	1,07,000
	Versova	Mumbai	100%	Nov'24	Mar'28	360	90,700
	TOTAL (B)						~1,080
TOTAL ESTIMATED SALES (A+B)						~2,750	~12,62,400

Portfolio Expansion

by outperforming business guidance

SALES VALUE GROWTH
(IN CRORE)



How we are scaling up

Parameter	Existing	Future
Growing portfolio size	1 msf	2.3 msf
Expanding Launch Pipeline	0.8 msf	1.3 msf
Maximizing Sales Inventory	INR 1,000 Cr	INR 2,750 Cr
Geographical expansion	5 locations	11
Project Multiplicity	6	13

Development potential – Owned Land Bank

Location	Type of Development	Estimated Carpet Area (in lakh Sq.ft.)	ARIL Stake	Development Plan
Wadala	Residential	~18	100%	Phase-wise launch within 4-6 years
	Commercial	~18.5	100%	Expected to be a lease model
Kanjurmarg	Residential	~61	100%	Township development within 8-10 years
	Mix Use	~18	100%	Phase-wise launch within 5-6 years
	TOTAL	~116		

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 text 'REVENUE RECOGNITION' is in white and 'STRONG REVENUE VISIBILITY' is in orange.

REVENUE RECOGNITION STRONG REVENUE VISIBILITY

Making Strides

Revenue Visibility

OC Received & Advance Stage Projects

Projects	Completion as on 30 Sep 2023	Total Carpet Area Sold (Sq.ft.)	Sales Book as on 30 Sep 2023 (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)
Nucleus Commercial	100%	-	-	-	-	98,950	105	105
Sikova	100%	1,18,923	228	216	12	8,953	17	29
Greenfinity	100%	59,911	167	161	6	9,741	27	34
Nucleus C	83%	1,01,749	96	75	21	1,400	1	22
TOTAL		2,80,583	491	452	39	1,19,044	151	190

INR 491 Cr

Sales Book as on
30 Sep 2023

INR 39 Cr

Revenue to be
recognized on
committed sales

INR 151 Cr

Revenue to be
recognized from
unsold stock

INR 190 Cr

Total Revenue
Potential

Revenue Visibility

Mid Stage Projects

Projects	Completion as on 30 Sep 2023	Total Carpet Area Sold (Sq.ft.)	Sales Book as on 30 Sep 2023 (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	41%	2,67,368	782	275	507	2,30,728	718	1,225
Lugaano & Florenza	42%	1,77,158	154	20	133	83,130	79	212
Prive	53%	9,485	46	24	22	21,117	103	125
Eden	43%	30,766	78	-	78	64,942	165	244
TOTAL		4,84,777	1,060	319	741	3,99,916	1,066	1,807

INR 1,060 Cr

Sales Book as on
30 Sep 2023

INR 741 Cr

Revenue to be
recognized on
committed sales

INR 1,066 Cr

Revenue to be
recognized from
unsold stock

INR 1,807 Cr

Total Revenue
Potential

Revenue Visibility



5X ROAD MAP – Strategy



Organic Growth Strategy

- Unlocking potential of fully owned and paid-up land bank
- Owned land in Mumbai has potential for 11.6mn Sq.ft. development
- Streamlined development process and development flexibility to launch in phases as per market dynamics



Inorganic Growth Strategy

- Expanding aggressively in established markets with strong brand recognition
- Active evaluation of asset light JV & JDA structures
- Targeting opportunities in the lucrative acquisitions



Strategic Locational Advantage & Diverse Offerings

- Properties and land banks with strategic locational advantage
- Diverse offerings across premium, compact luxury and affordable residential segments & boutique commercial developments
- Maximising overall customer base



Robust & Responsible Execution efficiency

- Operational excellence through focus on execution & timely project completion
- Widespread projects contribute to the sales value. 53% + sales value contributed from Bangalore & Ajmera Eden projects
- Ensuring high-quality construction with sustainable and green practices

ESG

ENVIRONMENT | SOCIAL | GOVERNANCE



ESG – Social Initiatives

Energy Management

- **Enhanced Energy Performance:** Through efficient fixtures and reduced LPD of projects to reduce building energy consumption.
- **On-Site Renewable Energy:** Installed Solar panels in a few buildings to generate electricity and reduce grid dependence.
- **Energy Monitoring:** Energy meters keep in line the consumption and production of energy, helps maintain balance.

Water Management

- **Rainwater harvesting:** Mandatory installation at all projects.
- **Water Efficient Fixtures:** Reduced water use by 20% of minimum for each project.
- **Water Monitoring:** Water meters keeps track as well as maintains balance in water consumption, increasing efficiency.

Waste Management

- **Segregation:** Waste is segregated at various levels of the system (household as well as collectively) to ensure proper disposal.
- **Recycle and Reuse:** Convert and reuse waste into useful commodities in order to reduce the load on landfills.
- **Reduced carbon emissions:** Source local materials that result in the reduction of carbon emissions of the project as a whole through transport demands.

Highlights for Q2 FY24

- **BRSR :** First time reporting of BRSR done for FY23, as per the SEBI circular.
- **Policies:** Amendments and updates to the company's policies.
- **Green Building Certification:** Initiated for projects commenced since FY23.
- **Air Mitigation Guidelines:** Implementation in process.

ESG – Social Initiatives



Mumbai Mobile Creches Facility at Wadala Site

Malnutrition & Women Health Program Engaged with MAHAN Trust



Vocational education is provided to 40 Aarey Colony students in collaboration with the Massom Foundation.



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
- Corporate Social and Business Responsibility Policy
- Code of conduct
- Whistle Blower Policy
- Nomination and Remuneration Policy
- Risk Management Policy
- Policy on Prevention and Redressal of Sexual Harassment at Workplace

Governance – Esteemed Board Of Directors



Rajnikant S. Ajmera

Chairman & MD

- Aged 70, is the pillar and guiding force behind the growth of Ajmera Group.
- Served as President of CREDAI & CREDAI MCHI .
- Recently honored with Lifetime Achievement Award presented by Desi Homes Realty Icon Awards 2023.



A. C. Patel

Independent Director

- Aged 79, 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 61, 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 57, 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 63, 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

21+ years of experience



Nitin Bavisi

CFO

28+ years of experience



Shweta Rathor

GM Human

21+ years of experience



Suresh Rawat

VP Projects

28+ years of experience



Shekar Dhumal

AVP Projects

21+ years of experience



Sunil Shah

GM Liasoning

29+ years of experience



Dhimant Choksi

GM Purchase

38+ years of experience



Bhavesh Joshi

DGM Sales

25+ years of experience



Naveen Kumar

DGM Projects

18+ years of experience

Project Pioneers – Our Stellar Team Members



Yogi Nagar & Versova project

Redevelopment team successfully acquired two projects adding to our GDV of about INR 700 crores



OC receipt of Greenfinity

Fast track execution enabled early possession of homes, surpassing the RERA timeline.



Bhandup project DA signed

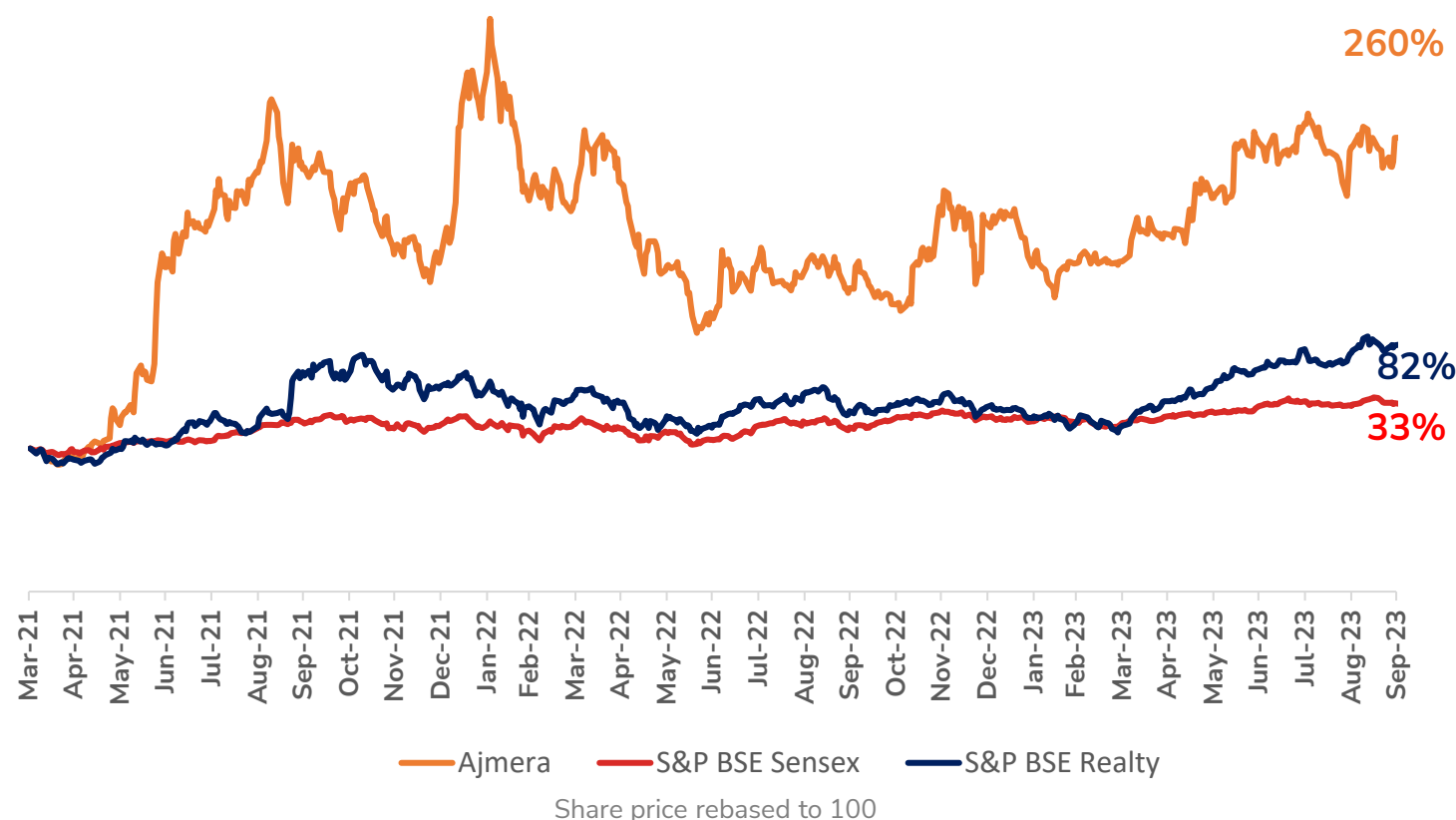
SRA redevelopment development agreement executed with full vacation of site and ready for construction.

Shareholding & Price Movement

Shareholder Information as on 30th Sept 2023

BSE Ticker	513349
NSE Symbol	AJMERA
Market Cap* (in INR Cr)	1,358
Promoter holding %	69.73%
% Free-Float	30.27%
Free-Float Market Cap* (in INR Cr)	464
Shares Outstanding (in Cr)	3.55
3M ADTV** (Shares)	1,54,700
6M ADTV** (Shares)	1,31,600
Industry	Real Estate

SHARE PRICE PERFORMANCE



*Market Cap as on 31st October 2023 at BSE ** ADTV : Average daily trading volume

A modern, minimalist interior space, likely a lounge or waiting area. The room features curved walls and several large, cylindrical columns with a vertical ribbed texture. The ceiling is white with recessed lighting. In the foreground, there are several grey sofas and armchairs arranged in a seating area. The floor is a light-colored, textured material. The overall atmosphere is clean and contemporary.

FINANCIAL RESULTS SUMMARY

Consolidated Financial Summary – Q2 & H1FY24

Profit & Loss Statement

Particulars (INR Cr)	Q2 FY24	Q2 FY23	YoY	Q1 FY24	QoQ	H1 FY24	H1 FY23	YoY
Revenue From Operations	145.3	185.5	(22%)	116.0	25%	261.4	237.8	10%
Other Income	2.2	1.7	35%	1.5	48%	3.8	4.5	(16%)
Total Income	147.6	187.1	(21%)	117.6	26%	265.2	242.3	9%
Cost Of Raw Material	98.6	123.6	(20%)	73.2	35%	171.8	157.6	9%
Employee Benefit Cost	9.1	5.9	55%	5.6	61%	14.7	8.7	69%
Finance Cost	10.4	11.4	(9%)	9.3	12%	19.7	13.9	42%
Depreciation & Amortisation	0.3	0.4	(29%)	0.3	4%	0.6	0.8	(19%)
Total Expenses	118.3	141.3	(16%)	88.4	34%	206.7	180.9	14%
Profit Before Tax	29.3	45.9	(36%)	29.2	-	58.4	61.3	(5%)
Total Tax Expense	6.3	11.6	(45%)	7.6	(16%)	13.9	15.4	(10%)
Profit After Tax	22.9	34.3	(33%)	21.6	6%	44.5	45.9	(3%)

Consolidated Financial Summary – H1FY24

Balance Sheet Statement

Liabilities	H1 FY24 (INR Cr)	FY23 (INR Cr)	Assets	H1 FY24 (INR Cr)	FY23 (INR Cr)
Shareholders Funds	807	774	Trade Receivables	128	138
Minority Interest	123	119	Inventories	1,206	1,175
Borrowings	827	826	Loans & Advances	254	280
Others	150	189	Cash & Bank balances	37	40
Provisions	18	14	Others	300	287
Total	1,925	1,922	Total	1,925	1,922

Cash Flow Statement – Q2 & H1 FY24

	Particulars (INR crore)	Q2 FY24	H1 FY24
(A)	Operating Inflows	111.0	221.9
	Collection	111.0	221.9
(B)	Operating Outflows	(88.4)	(185.0)
	Construction Cost	(50.3)	(112.7)
	Liasioning & Approval	(13.2)	(26.5)
	Administrative Overheads	(14.6)	(25.5)
	Sales & Marketing Overheads	(10.3)	(20.3)
(C)	Gross Operating Cashflow	22.6	36.9
	Less : Taxes	5.0	(7.4)
(D)	Net Operating Cashflow	17.6	29.5

	Particulars (INR crore)	Q2 FY24	H1 FY24
(E)	Net Investing Cashflow	1.4	(4.0)
	Land Acquisition	(1.5)	(9.1)
	Other Income	2.4	4.5
	Remittance from London	0.5	0.5
(F)	Net Financing Cashflow	4.4	(28.7)
	Loan Disbursement /(Repayments)	14.3	(10.0)
	Others	13.2	7.3
	Interest Cost	(23.2)	(46.0)
(G)	Net Cashflow (D+E+F)	23.4	(3.2)
(F)	Opening Cash & Cash Equivalents	13.7	40.3
	Closing Cash & Cash Equivalents (G+F)	37.1	37.1

Projects Update Annexure



Compact Luxury Project Ajmera Manhattan


₹ **782 Cr**
of Total Sales Booked

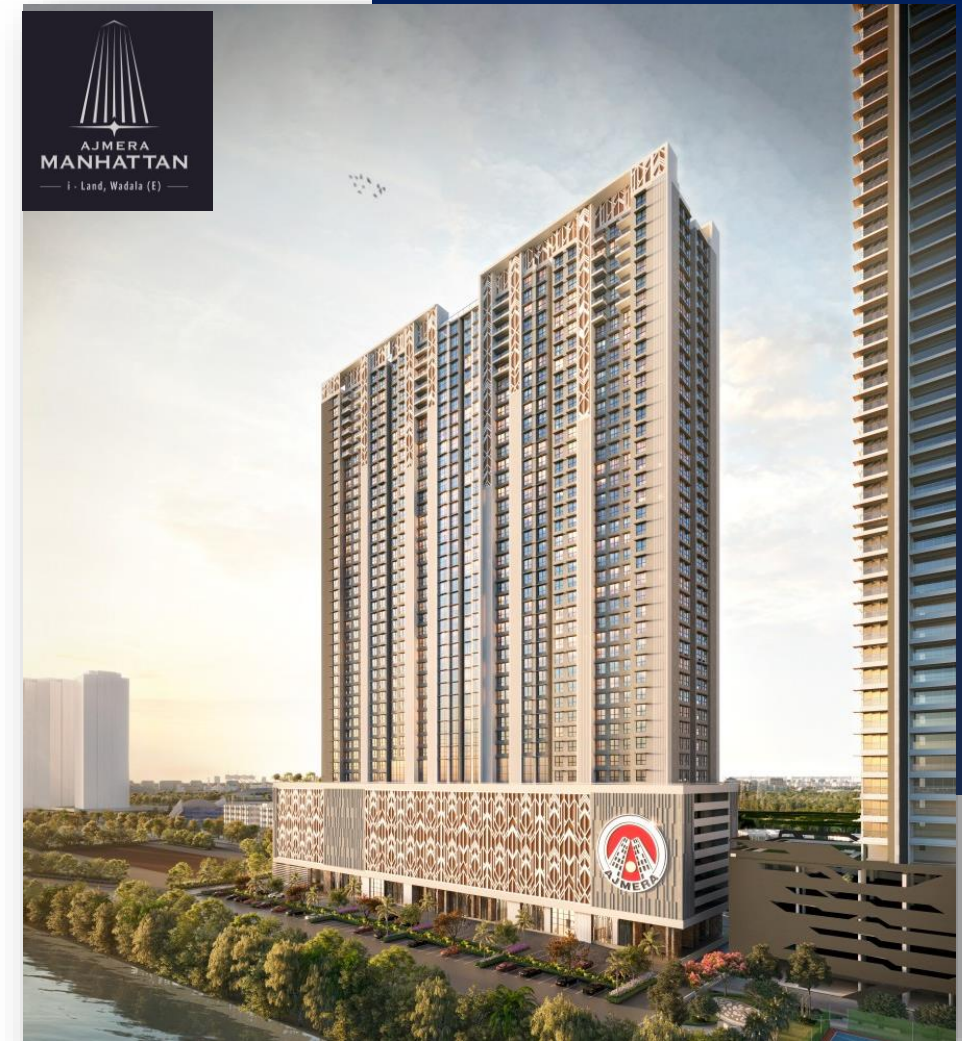
₹ **275 Cr**
of Revenue Recognised

 **~54%**
of Inventory Sold

 **2,30,728 Sq.ft.**
Unsold Inventory

 Tower B has been
constructed to
Mezzanine level

 **June'27**
Estimated project timelines
as per RERA



Current Construction Status

Ajmera Manhattan



Oct 4, 2023, 14:11

Mezzanine floor completed



Oct 4, 2023, 14:16

Overall Site View

Mid Market Project

Ajmera Greenfinity



167 Cr
of Total Sales Booked



161 Cr
of Revenue Recognised



~86%
of Inventory Sold



9,741 Sq.ft.
Unsold Inventory



OC Received
Fast track execution within
less than 36 months



Current Construction Status

Ajmera Greenfinity



Elevation



C Wing Lobby


Boutique Commercial Project
Ajmera Sikova

₹ **228 Cr**
 of Total Sales Booked

₹ **216 Cr**
 of Revenue Recognised

 **~93%**
 of Inventory Sold

 **8,953 Sq.ft.**
 Unsold Inventory

 **OC Received**
 Handed over in Oct'23,
 Ahead of RERA timelines of
 Dec'24



Current Construction Status

Ajmera Sikova



Elevation



Tower Parking


Premium Residences in upscale Juhu
Ajmera Prive


₹ **46 Cr**
of total sales booked

₹ **24 Cr**
of Revenue Recognised

 **~31%**
of Inventory Sold

 **21,117 Sq.ft.**
Unsold Inventory

 **14 Days**
Avg days in which Every slab is casted

 **Jun'26**
Estimated project timelines as per RERA



UNITS	SIZE
3 BHK	1,211 Sq.ft.
4 BHK	1,733 / 2,078 Sq.ft.

Current Construction Status

Ajmera Prive



8th Floor Slab WIP



Reinforcement Work in Progress

Premium Residences in Ghatkopar

Ajmera Eden



78 Cr
of Total Sales Booked



~32%
of Inventory Sold on
launch in June'23



64,942 Sq.ft.
Unsold Inventory



Approvals Received:
MHADA NOC, IOD, CC & RERA



The project has been
constructed to
Plint Level



Jan'27
Estimated project timelines
as per RERA



UNITS	SIZE
2 BHK	753 + Sq.ft.
3 BHK	1,000 + Sq.ft.
4 BHK	1,687 + Sq.ft.

Current Construction Status

Ajmera Eden



Concreting of Parking WIP



Deshuttering WIP

Mid Market Project

Ajmera Nucleus

**96 Cr**

of total sales booked

**75 Cr**

of Revenue Recognised

**~99%**

of Inventory Sold

**1,400 Sq.ft.**

Unsold Inventory

Leasing Initiated for
Nucleus Commercial**Dec'23**Estimated project timelines as
per RERA

Current Construction Status

Ajmera Nucleus



Nucleus Residential (AB Wing)



Nucleus Commercial

Affordable Project

Ajmera Lugaano & Florenza


₹ **154 Cr**
of total sales booked

₹ **20 Cr**
of Revenue Recognised

 **~68%**
of Inventory Sold

 **83,130 Sq.ft.**
Unsold Inventory

 **Multiplier effect:**
Revamped Sales strategy
implementation

 **Lugaano – Sep'26**
Florenza – Sep'25
Estimated project timelines
as per RERA



Current Construction Status

Ajmera Lugaano & Florenza



Tower AB - South View



Wing D - WIP

THANK YOU

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