

Ajmera Realty & Infra India Limited



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CIN NO. L27104 MH 1985 PLC035659

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

Date: April 19, 2022

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: Outcome of Schedule of Analyst/Institutional Investor Meeting under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Sir,

This is further to our letter bearing Ref: SEC/ARIL/BSE-NSE/2022-23 dated April 18, 2022 wherein we had given an advance intimation of the upcoming non-deal roadshow scheduled to be held on April 19, 2022 with various Analysts/Institutional Investors in terms of Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

In this regard, please find enclosed herewith the presentation which was presented in the said meeting. The same shall also be available on the Company's website www.ajmera.com

Kindly take the same on your records.

Thanking You.

Yours faithfully,

For AJMERA REALTY & INFRA INDIA LIMITED

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



Built on Trust

Ajmera Realty & Infra India Limited

AJMERA MANHATTAN

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.

AJMERA GROUP AT A GLANCE

LEGACY

50+ YEARS

Year of
Incorporation
1968

182 LAKHS

Massive Potential
Landbank already
owned by Ajmera

**LAND
BANK**

DELIVERY

305 LAKHS

305 lakhs of
Total area
already delivered
in 6 cities &
2 countries

**TOWNSHIP
CULTURE
& PINCODE
CREATOR**

Early Creators of
townships in the
regions of Wadala,
Andheri & Borivali
in Mumbai

CREATION

COMMUNITY

**45,000+
FAMILIES
185 ON ROLL
EMPLOYEES**

Delivered homes
to more than
45,000 families
with the support
of a dedicated
workforce

**5X
GROWTH**

Poised for 5x
growth in the
next 5 years
with promising
launches

GROWTH

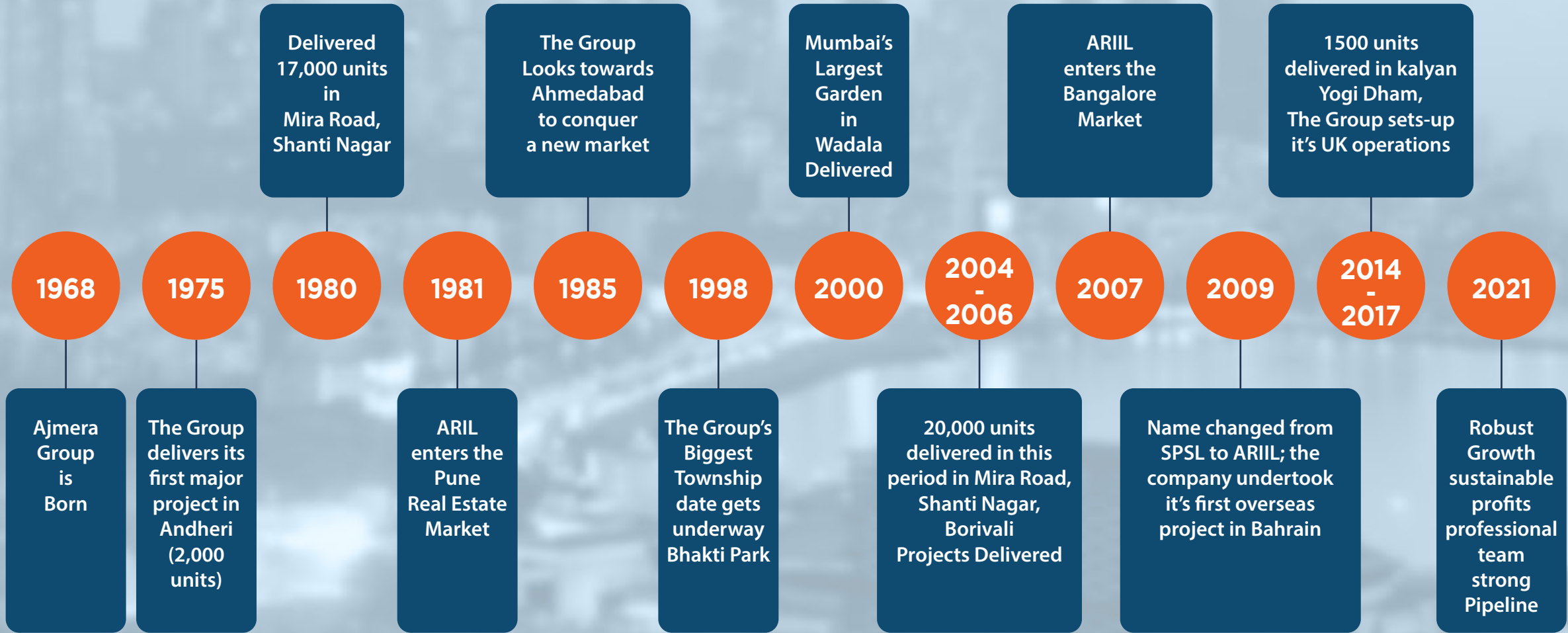
LISTING

NSE & BSE

Year of Listing

BSE – 1992
NSE – 2009

AJMERA GROUP - JOURNEY



PAN INDIA PRESENCE

555 lakh square feet of development

**Includes completed, ongoing & upcoming development



Presence in 6 cities

Bangalore, Mumbai, Pune, Ahmedabad, Surat & Rajkot



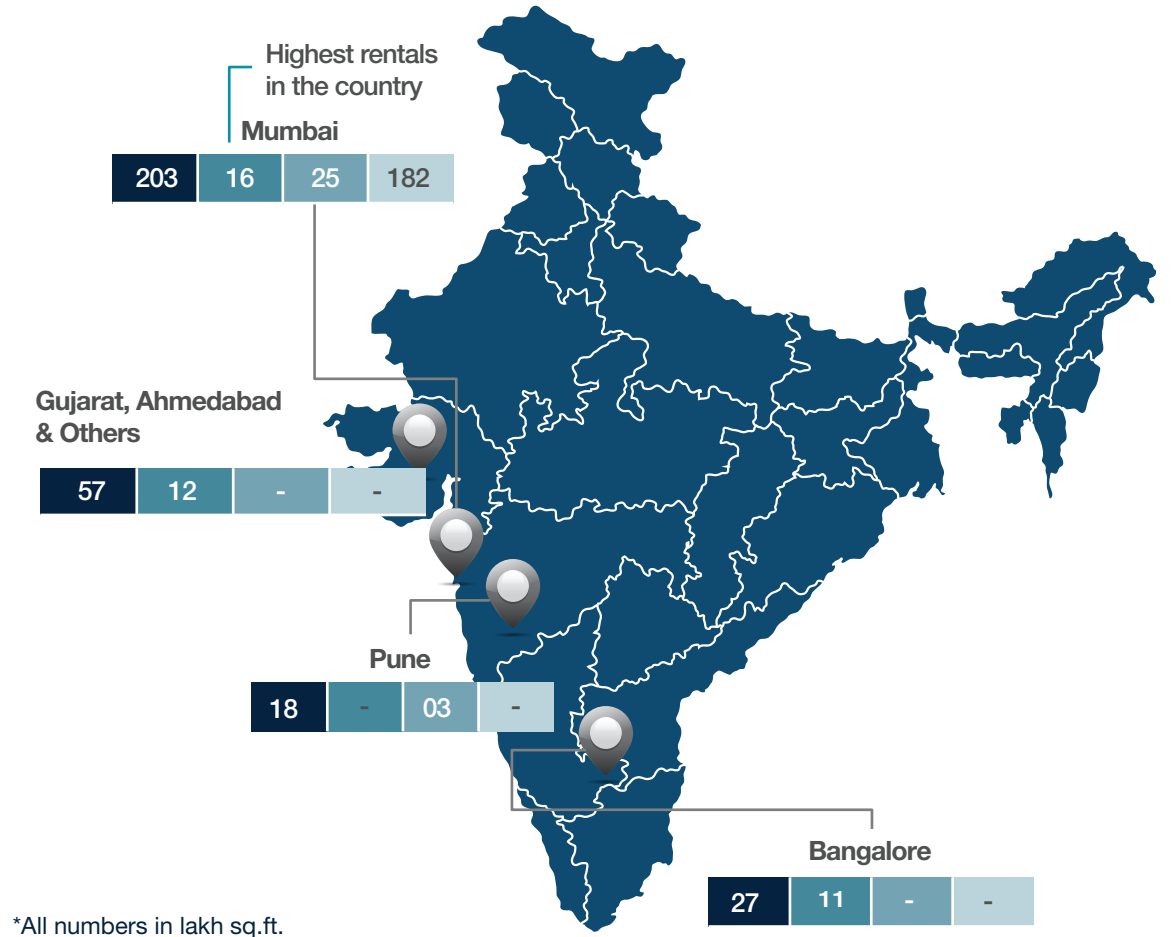
Presence across Asset Classes

Commercial, residential & retail developments



Masters of the craft

Two of Mumbai's largest townships in Mira Road and Wadala



*All numbers in lakh sq.ft.

Developed & Handed Over	Under Development	Planned in next 5 years	Future Potential
305	40	28	182

PORTFOLIO SNAPSHOT



*Ongoing Projects as per Q3 FY 22 : 3.79 mn sq. ft., which now includes Nucleus Commercial space of 1.28 lakh sq. ft., which is strategically moved from rental based cash flow model to an outright sale model

UPCOMING PROJECTS - POTENTIAL DEVELOPMENT

Project Name	Location	Project Type	Expected Launch	Ownership %	Estimated Revenue (INR cr)	Estimated Saleable Area (sq.ft)
Codename Wadala	Mumbai	Residential	FY23	100%	~1,500 Cr	~8,00,000
Central Mumbai 2	Mumbai	Residential	FY23	85%	~975 Cr	~8,00,000
Codename Market Yard	Pune	Residential	FY23	23%	~350 Cr	~3,00,000
Codename Ghatkopar	Mumbai	Residential	FY23	100%	~250 Cr	~1,50,000
Codename Juhu	Mumbai	Residential	FY23	100%	~150 Cr	~30,000
Central Mumbai 1	Mumbai	Mix Use	FY24	100%	~800 Cr	~6,50,000
TOTAL					~4000 Cr	~27,30,000

ONGOING PROJECTS – REVENUE POTENTIAL

Project Name	Location	Project Type	Saleable Area (sq.ft)	Estimated Revenues (in crs.)	Revenue Recognised (in crs.)	Revenue Unrecognised (in crs.)	Estimated Sales Vale of Unsold Units (in crs.)	Estimated Balance Revenue Potential (in crs.)
Aeon I & II, Zeon & Treon	Mumbai	Residential	1,339,908	2,201	2,100	9	92	101
Sikova (Carpet)	Mumbai	Commercial	127,876	249	-	69	180	249
Greenfinity	Mumbai	Residential	114,926	179	37	56	87	142
Lugaano	Bangalore	Residential	278,241	128	-	35	93	128
Casa Vyoma	Ahmedabad	Residential	916,506	-	-	-	-	-
Engima	Ahmedabad	Residential	306,196	-	-	-	-	-
Nucleus - Resi	Bangalore	Residential	279,873	147	104	14	29	43
Nucleus - C	Bangalore	Residential	150,355	80	3	6	71	77
Florenza	Bangalore	Residential	274,182	131	0	7	124	131
Nucleus Commercial	Bangalore	Commercial	127,646	104	-	-	104	104
TOTAL			3,915,709	3,220	2,244	196	779	976

5 YEAR REVENUE VISIBILITY



5X GROWTH PLAN



Unlocking development potential of owned land banks



Acquisition through asset light model approach



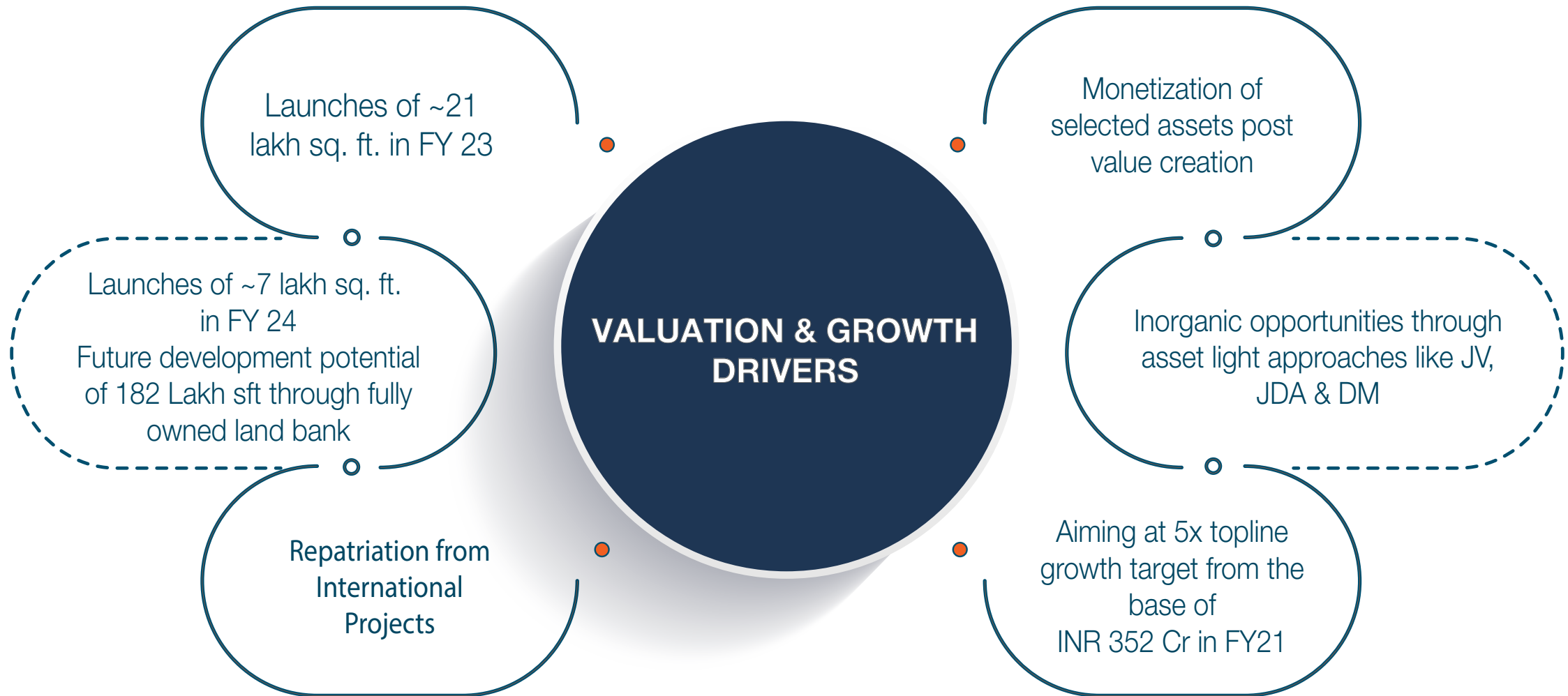
Robust business pipeline for next 15 months



Steady increase in profitability margins
EBIDTA margin of ~30%

Company is aggressively moving towards inorganic Growth, through low capex acquisitions by JV / JDA / DA Model

VALUTAION & GROWTH DRIVERS

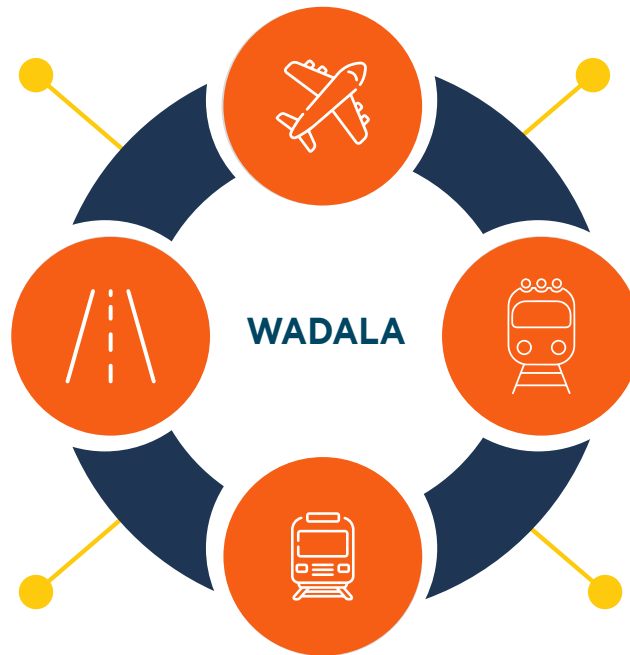


WADALA PIN CODE CREATED



LOCATIONAL ADVANTAGE – WADALA INFRASTRUCTURE

~15 Km from International Airport & ~12 km from the Domestic Airport



Excellent connectivity via Eastern Freeway & Sewri-Chembur Road

Upcoming metro lines – Dahisar to Mankhurd & Wadala to Kasarvadavali

Wadala Railway Station runs on the Harbour Railway Line

- ✓ PROXIMITY TO BUSINESS HUBS
- ✓ UPCOMING METRO RAIL NETWORK
- ✓ GRADE A DEVELOPMENTS
- ✓ ATTRACTION FOR FUTURE COMMERCIAL PROJECTS

Infrastructure Upgrades that have further improved connectivity



BKC Connector



Monorail

LOCATIONAL ADVANTAGE – WADALA MICRO MARKET SUMMARY



Wadala got its first large scale project in 1995 with Ajmera Group's Bhakti Park Complex

In recent times, this micro market has seen multiple large scale developments by Grade A developers

Connectivity to major business hubs has propelled residential sales in this micro market

Upcoming infrastructure projects in the area continue to attract buyers across the spectrum from mid to luxury segments

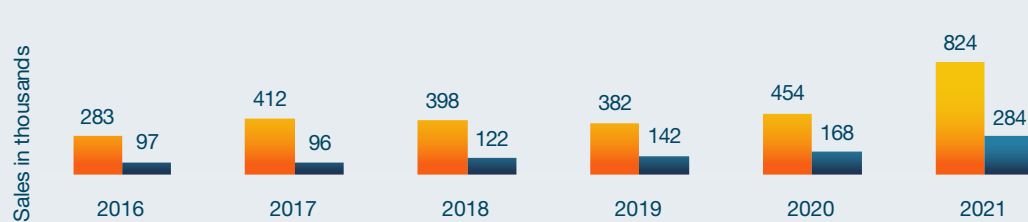
Key Developers in Micro Market



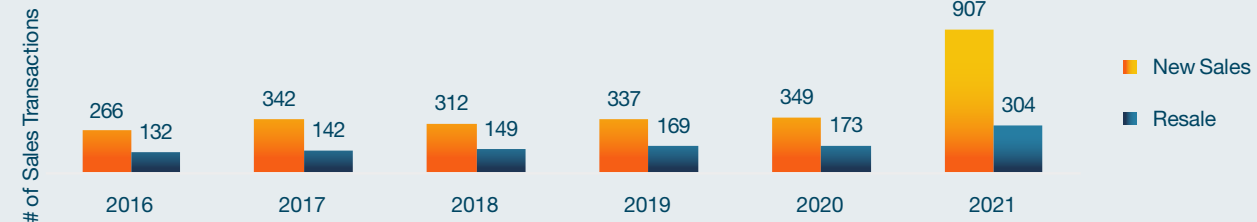
Ajmera I-Land

The Group has delivered ~8 lakh sft of carpet area in the last decade and have another ~4 million sft of development potential apart from existing launches announced on the 100 acre layout

YoY Sales in Wadala (sq.ft.)



YoY Number of Sales Transactions Wadala (in units)



10 MINS TO PROPOSED NHAVA SHEVA SEA



MONORAIL

TREON

ZEON

AEON

EASTERN
FREEWAY

20 MINS TOWARDS

TOWARDS CHEMBUR & NAVI MUMBAI

MANHANTTAN

25 ACRES GARDEN

AJMERA I-LAND

DELIVERED - PROJECTS

AEON | ZEON | TREON

ONGOING - PROJECTS

GREENFINITY | MANHANTTAN

GREENFINITY

IMAX DOME
THEATRE

PROPOSED
METRO RAIL

10 MINS TOWARDS BKC

BHAKTI
PARK
MONORAIL
STATION

AJMERA I-LAND – DELIVERED PROJECTS



AJMERA AEON



AJMERA ZEON



AJMERA TREON

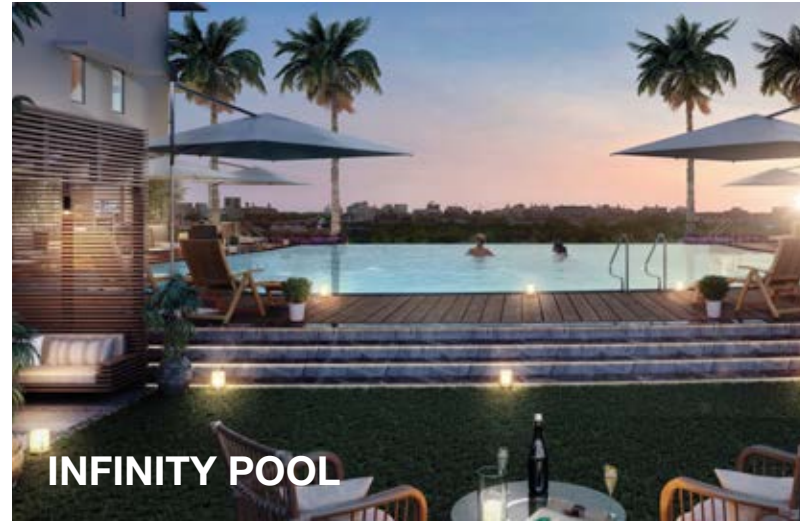
Actual Images



AJMERA I-LAND – DELIVERED PROJECTS AMENITIES



CONFERENCE ROOM



INFINITY POOL



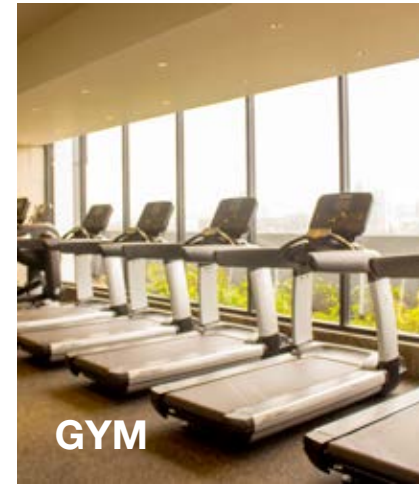
BILLIARDS



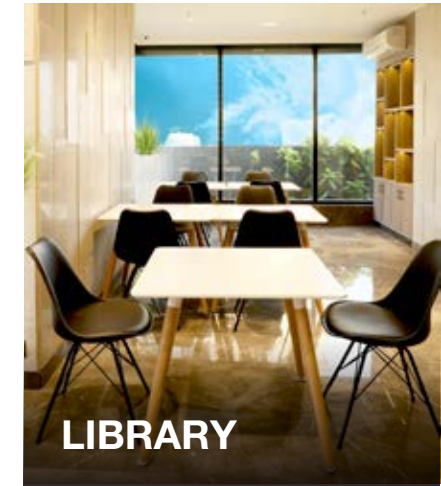
CAFÉ BAR



KIDS AREA



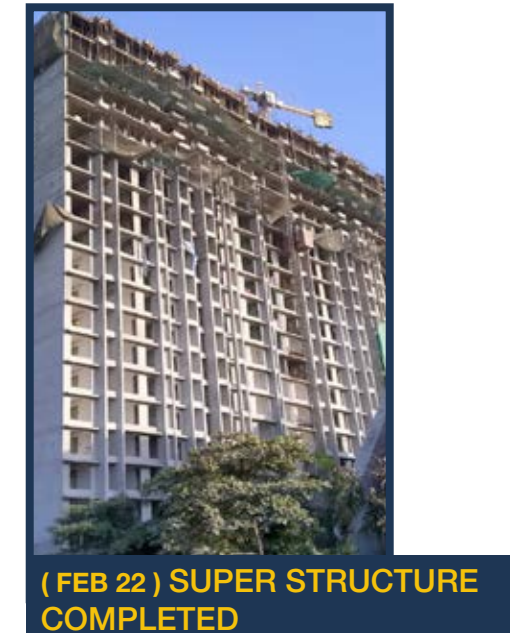
GYM



LIBRARY

GREENFINITY – GREAT PLANNING, BETTER EXECUTION

Launched – January 2021 | Structure Complete - February 2022 | Completion Expected by Dec 2022



AJMERA MANHATTAN - LUXURY HAS A NEW ADDRESS



RERA Number - **P51800032948**

2 & 3 BHK - Lifestyle Homes

2 Buildings – 540 flats

44 Levels

Ticket size – INR 2 Cr +

CONFIGURATION

UNITS	SIZE
2 BHK	750 SQ. FT.
3 BHK Small / Big	977 / 1122 SQ. FT.

**Estimated Date of the possession -
March 2026**

**Current Status -
Piling in full swing**



AJMERA MANHATTAN - AMENITIES

FITNESS



Well-Equipped
Gymnasium



Yoga Zone



Jogging Track

LEISURE



Library



Spa



Steam & Sauna



Cafeteria



Swimming
Pool

ENTERTAINMENT & SPORTS



Plug & Play
Internet
connectivity



Multiple Game
Court



Lawn Tennis
Court



Children Play
Area

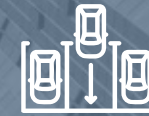


Reflexology
Path

SAFETY FEATURES



CCTV Security
System



Public address
system in
Parking Area



Video Door
Phone with
connectivity



Advance fire
Alarm Systems

ECO- FRIENDLY FEATURES



Intelligent Building
Management
System



Environment &
Energy Efficient
HVAC System



Rainwater
Harvesting
System

AJMERA MANHATTAN - PROJECT CREDENTIALS



- Approval & premiums payments made before 31st Dec 2021 deadline
 - Payment made ~INR 163 Cr
 - Savings to company ~INR 123 Cr
- Upfront payment of one time Approval Cost, shall accelerate the Revenue Recognition Process



- Financial closure achieved
 - ~INR 300 Cr at ~9.85%
- Positively impacting overall cost of debt



ONGOING PROJECTS

AJMERA I-LAND

AEON I & II, ZEON & TREON

~ 13.39 LAKHS
SALEABLE AREA

~INR 2100 CR
REVENUE RECOGNIZED

~ INR 101 CR
BALANCE REVENUE POTENTIAL



BHAKTI PARK, WADALA (E),
MUMBAI



RESIDENTIAL





AJMERA
SIKOVA
PREMIUM SMART OFFICES

~ 1.28 LAKHS
SALEABLE AREA

~ INR 249 CR
BALANCE REVENUE POTENTIAL



LBS ROAD, GHATKOPAR



COMMERCIAL



AJMERA

GREENFINITY

A LITTLE PIECE OF HEAVEN

~ 1.15 LAKHS
SALEABLE AREA

~ INR 37 CR
REVENUE RECOGNIZED

~ INR 142 CR
BALANCE REVENUE POTENTIAL



BHAKTI PARK, WADALA (E), MUMBAI



RESIDENTIAL





AJMERA
NUCLEUS

~ 5.58 LAKHS
SALEABLE AREA

~ INR 107 CR
REVENUE RECOGNIZED

~ INR 224 CR
BALANCE REVENUE POTENTIAL



ELECTRONIC CITY, BENGALURU.



RESIDENTIAL & COMMERCIAL



Nucleus Commercial space of 1.28 lakh sq. ft and revenue potential of ~INR 104 Cr, has now been strategically moved from rental based cash flow model to an outright sale model

AJMERA
LUGAANO

~ 2.78 LAKHS
SALEABLE AREA

~ 128 CR
BALANCE REVENUE POTENTIAL



YELAHANKA, BENGALURU.



RESIDENTIAL





AJMERA
Florenza

~ 2.74 LAKHS
SALEABLE AREA

~ INR 131CR
BALANCE REVENUE POTENTIAL



YELAHANKA, BENGALURU.



RESIDENTIAL

THANK YOU

Ajmera Realty and Infra India Limited

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