

Ajmera Realty & Infra India Limited

Regd. Office : "Citi Mall", Link Road, Andheri (West), Mumbai 400 053.
Tel.:+91-22-6698 4000 Fax:+91-22-2632 5902 Email:investors@ajmera.com • Website:www.aril.co.in
CIN No. L27104 MH1985 PLCO35659



Ref: SEC/ARIL/BSE-NSE/2021-22

Date: 25th May, 2021

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: Investor Presentation on Q4 and FY 2020-21

Sir,

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 Audited Standalone and Consolidated Financial Results of the Company for the last quarter and financial year ended 31st March, 2021.

The copy of the same has been uploaded on the Company's website viz., <http://www.aril.co.in/>

Kindly take the same on record.

Thanking You.

Yours faithfully,
For AJMERA REALTY & INFRA INDIA LIMITED

HARSHINI D. AJMERA
COMPLIANCE OFFICER

Encl: As above



Built on Trust

INVESTOR PRESENTATION

Q4 FY 2021 & FY 2021

DISCLAIMER

Cautionary statement regarding forward-looking statements This presentation may contain certain forward-looking statements relating to Ajmera Realty & Infra India Limited (hereinafter referred to as “ARIL”, or “Company”) and its future business, development and economic performance as well as past projects and financial details of entire Ajmera Group (hereinafter referred as “Ajmera Group”) which may not be meant for ARIL. These statements include descriptions regarding the intent, belief or current expectations of the Company, its subsidiaries and associates and their respective directors and officers with respect to the results of operations and financial condition of the Company, subsidiary or associate, as the case may be. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to (1) competitive pressures; (2) legislative and regulatory developments; (3) global, macroeconomic and political trends; (4) fluctuations in currency exchange rates and general financial market conditions; (5) delay or inability in obtaining approvals from authorities; (6) technical developments; (7) litigation; (8) adverse publicity and news coverage, which could cause actual development and results to differ

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CONTENT



**THE LEGACY
& HISTORY**



**THE YEAR
GONE BY**



**THE ROAD
AHEAD**



**PROJECT
PORTFOLIO**





AJMERA - THE LEGACY & HISTORY



**Ajmera i-Land, Wadala 100 Acres
of Integrated Township**

AJMERA GROUP AT A GLANCE



Presence in Mumbai, Pune,
Ahmedabad, Bangalore,
United Kingdom & Bahrain



**Over 5 Decades of Legacy
and Trust**



**3rd Generation driving the
way ahead**



**Quality driven, customer centric,
timely delivery**

AJMERA PHILOSOPHY

**#KEEP
EVOLVING**
Philosophy that drives AJMERA GROUP



**CHANGE IS
THE ONLY CONSTANT**



GLOBAL PRESENCE

585 lakh square feet of development

**Includes completed, ongoing & upcoming development



Presence in 3 countries

India, United Kingdom & Bahrain



45,000+ Happy families



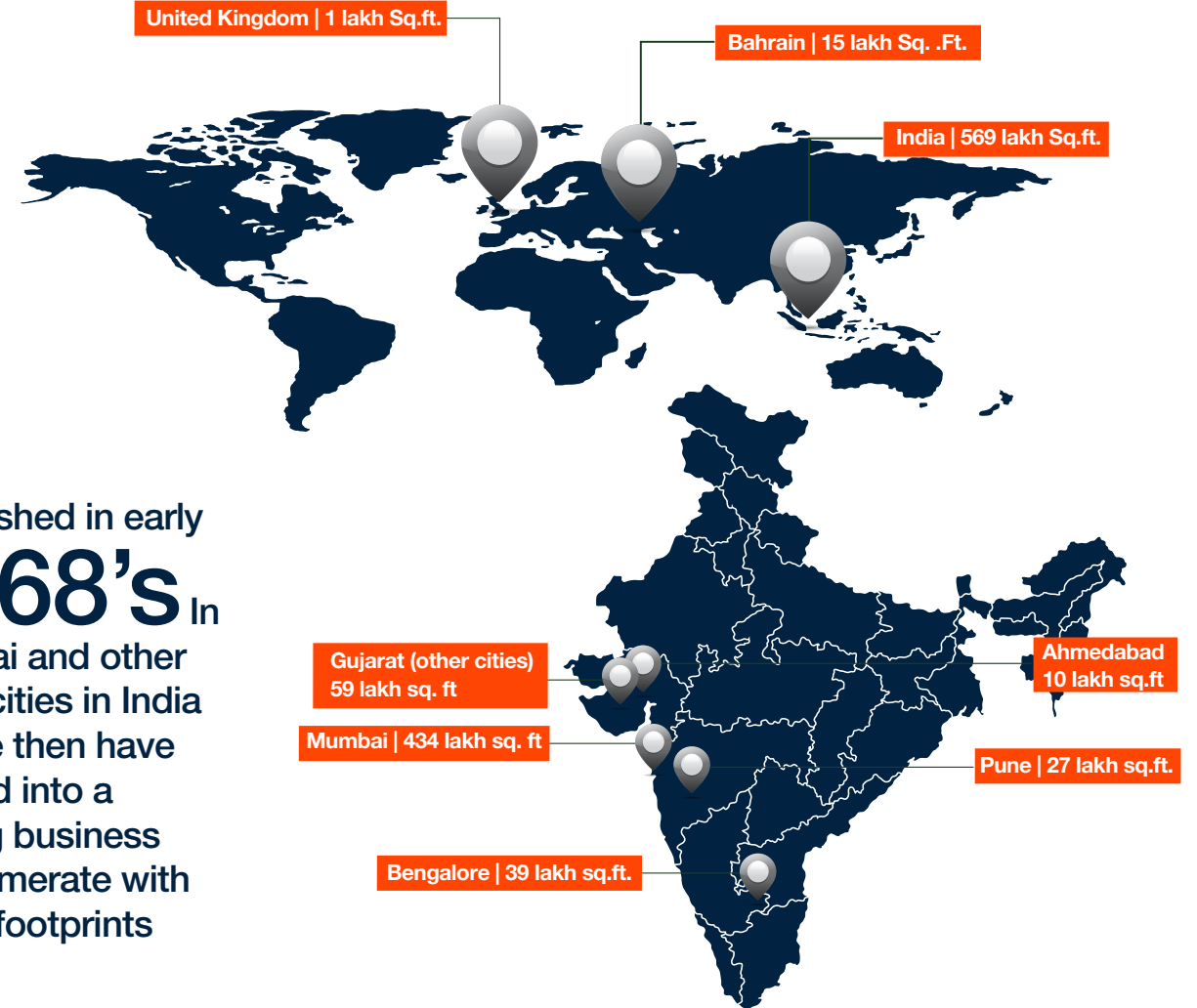
Working with the best professionals in the business,

including 'SOM' – the designers of the Burj Khalifa in Dubai



Established in early
1968's In
Mumbai and other major cities in India & since then have evolved into a leading business conglomerate with global footprints

*Includes completed, ongoing & upcoming development



PAN INDIA PRESENCE

569 lakh square feet of development

**Includes completed, ongoing & upcoming development



Presence in 6 cities

Bengaluru, Mumbai, Pune, Ahmedabad, Surat & Rajkot



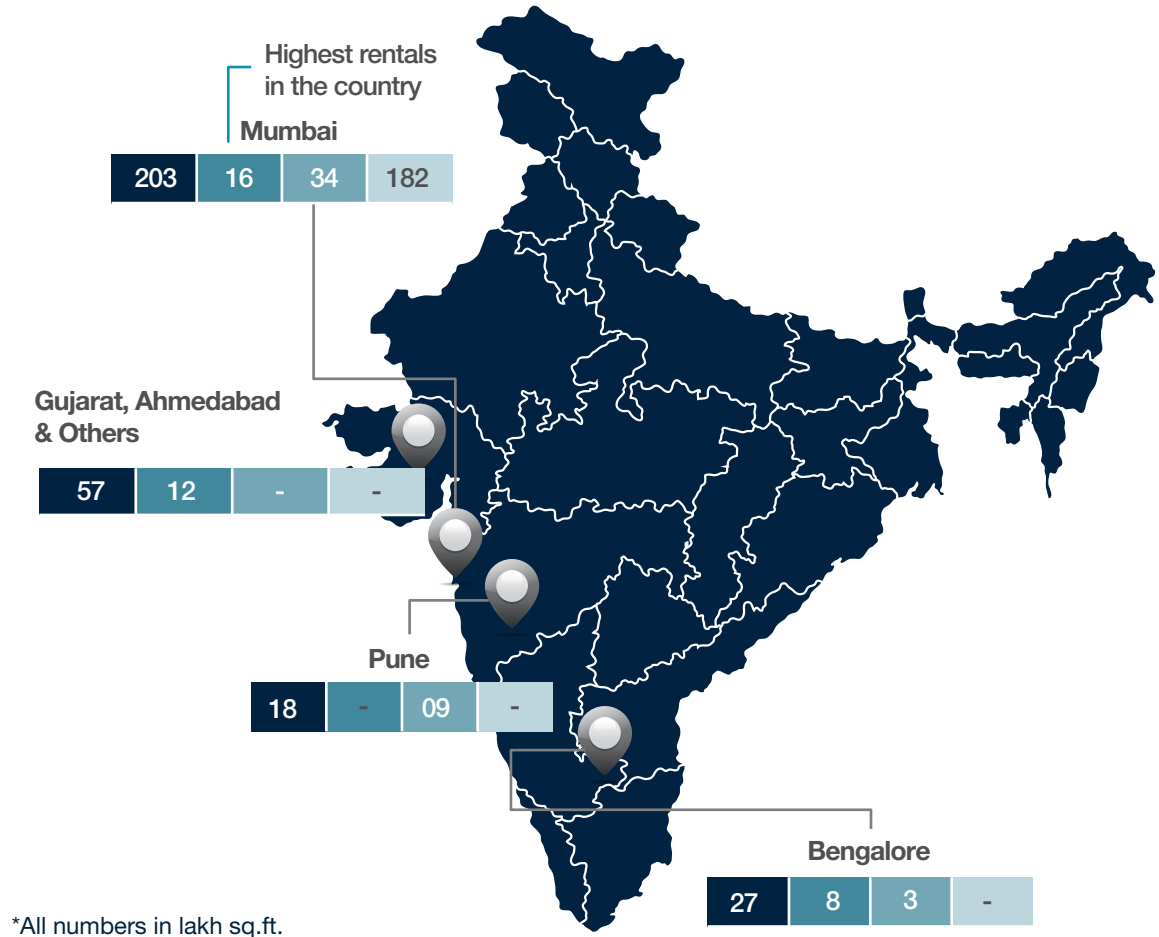
Presence across Asset Classes

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	36	46	182

MUMBAI PRESENCE

434 lakh square feet of development **

**Includes completed, ongoing & upcoming development

Advanced stage projects set for delivery in FY22

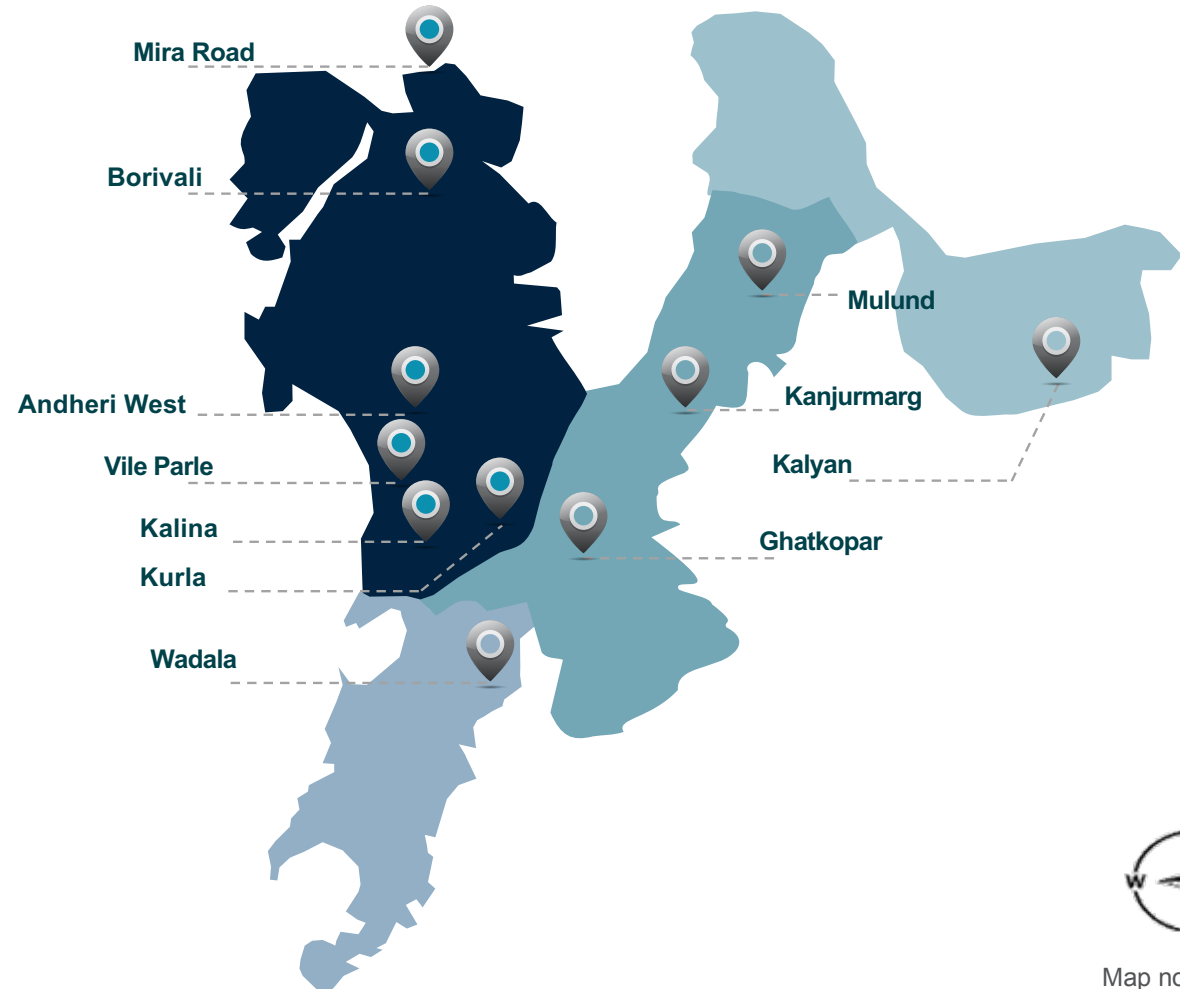
Two new launches in FY21

Acquisitions at various stages of evaluation

Destination Creator - Wadala, Andheri, Borivali, Mira Road & Kalyan



Mumbai Presence



Map not to scale

PAST PROJECTS

Ajmera Villows, Bangalore



Shastri Nagar, Andheri



Ajmera Infinity, Bangalore



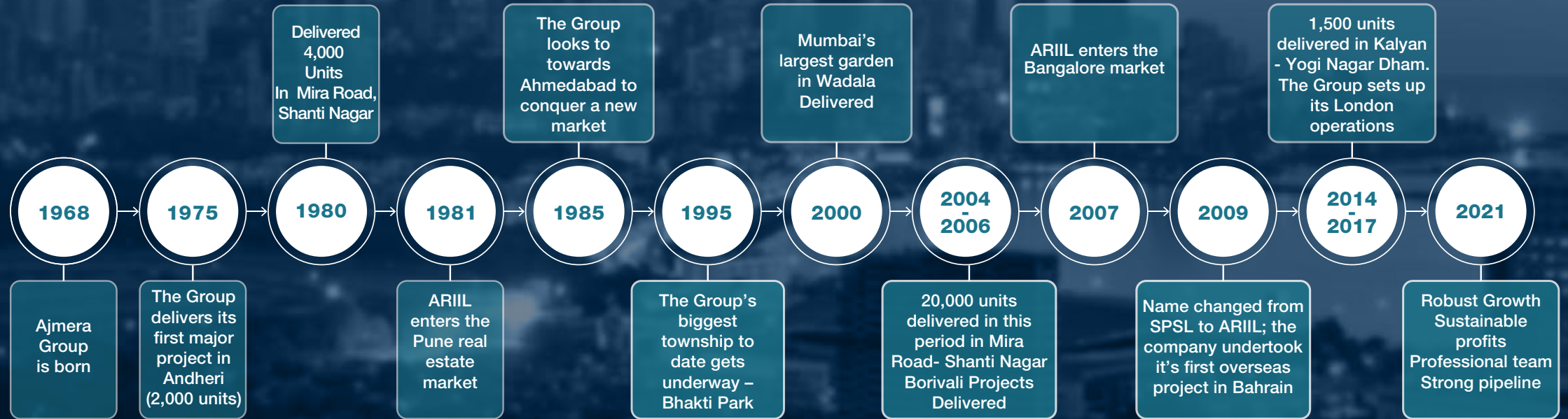
Ajmera Stone Park, Bangalore



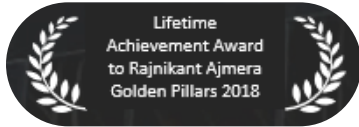
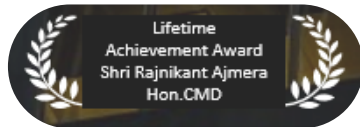
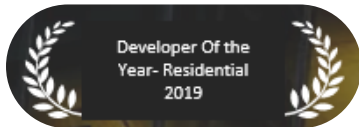
Bhakti Park, Wadala Bangalore



AJMERA GROUP – THE JOURNEY



...winning industry wide accolades



LEADERSHIP – NEXT GENERATION AT THE HELM



Mr. Rajnikant S. Ajmera
Chairman & Managing Director, Ajmera Group

One of the most prominent names in the real estate industry, Mr. Rajnikant Ajmera is the flag bearer of the company. A civil engineer by qualification, he is currently holding the chair of Ajmera, trailing on the same path as the Founder Chairman, Late Shri Chotalal Ajmera.

Under his strong leadership, lasting experience, and eagle-eye vision, the group has attained glorious success in the shortest possible time. As an industry veteran, he has served as the President of MCHI (Maharashtra Chamber of Housing Industry) and has also served CREDAI (Confederation of Real Estate Developers Association of India) as their President and Vice-President.



Mr. Manoj Ishwarlal Ajmera
Managing Director, Ajmera Group

Mr. Manoj Ajmera is one of the key architects of the group evolving it as one of the largest construction houses in India. He shoulders the responsibility of strategic planning, legal matters, fundraising, and monitoring the overall growth and development of the projects.

Being a quick and practical decision-maker, his guidance and expertise have lifted the morale of the sales workforce helping them attain instrumental goals. He is also the Managing Trustee of various trusts being an integral part of CSR activities.

GROUP PARTNERS

Strategic Partner



PR Partner



Financial & Legal Partners



Design & Architecture



Other Consultants





THE YEAR GONE BY-FY2021

KEY BUSINESS HIGHLIGHTS – FY 2021

INR 615 Cr of sales in FY21



Sales VALUE increased by over 80%

380 sold in FY21



Increase in number of UNITS sold by almost 50%

Half a million sft sold



Increase in area sold by ~30%

INR 521 Cr received



Sales advances rose by over 35% in FY2021



Received full OC for flagship project Aeon & part OC for Treon



Net debt reduction YoY of 27%



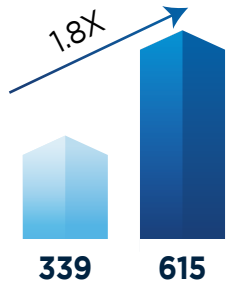
Strong cashflow visibility



3 projects launched

SALES PERFORMANCE – FY 2021

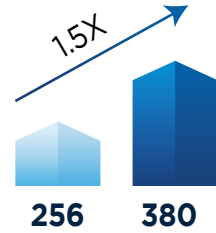
**VALUE OF SALES
YoY Comparison**



Value of Sales (INR Cr)

■ FY20 ■ FY21

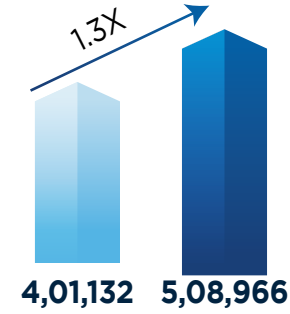
**NUMBER OF UNITS SOLD
YoY Comparison**



Number of units sold

■ FY20 ■ FY21

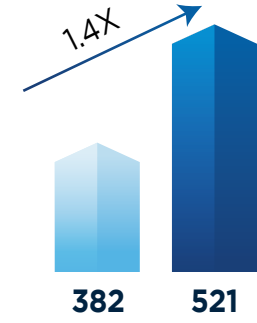
**AREA SOLD
YoY Comparison**



Area Sold (sq. ft)

■ FY20 ■ FY21

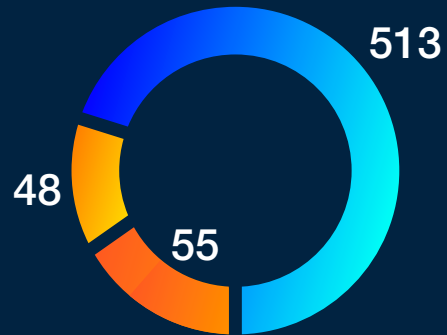
**SALES ADVANCES
YoY Comparison**



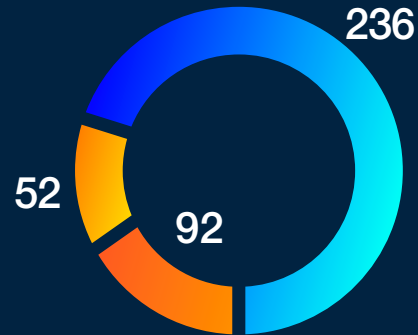
Collections (INR Cr)

■ FY20 ■ FY21

FY 2021

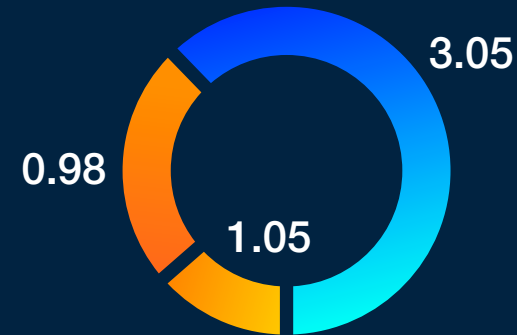


**VALUE OF SALES
(INR Cr)**

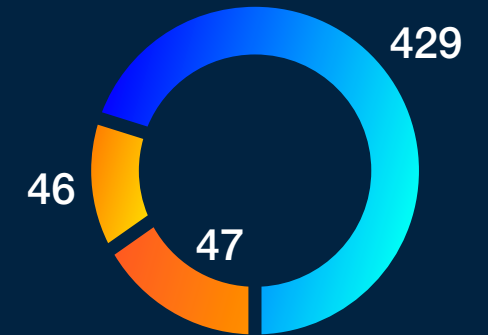


NUMBER OF UNITS SOLD

■ Mumbai ■ Bangalore ■ Ahmedabad



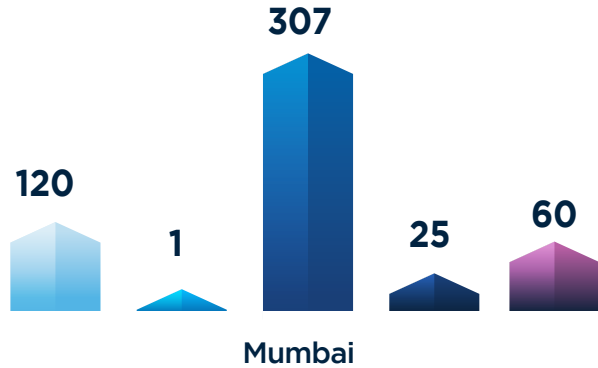
**AREA SOLD
(Lakh sq. ft)**



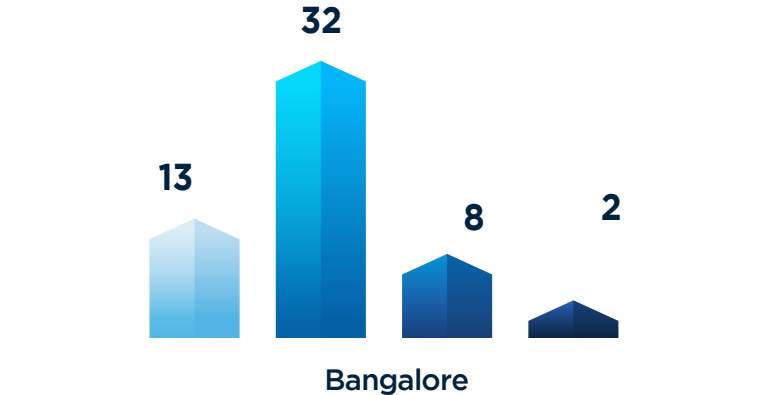
**SALES ADVANCES
(INR Cr)**

REGIONAL SALES PERFORMANCE – FY 2021

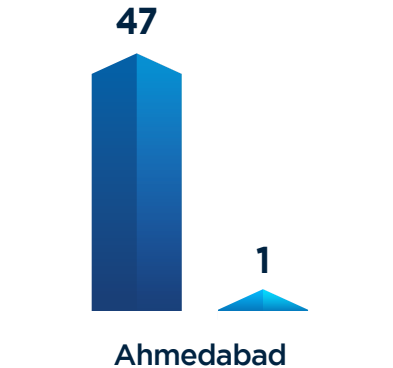
Mumbai - Sales (INR Cr)



Bangalore - Sales (INR Cr)



Ahmedabad - Sales (INR Cr)

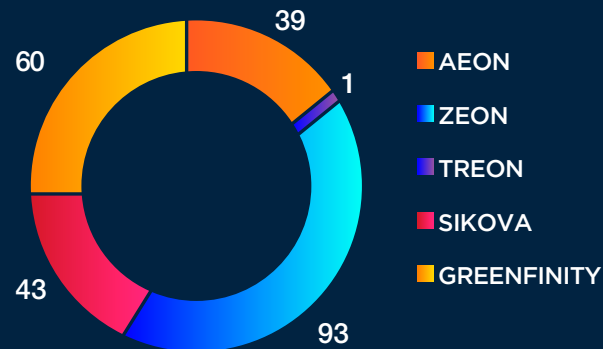


■ AEON ■ ZEON ■ TREON ■ SIKOVA ■ GREENFINITY

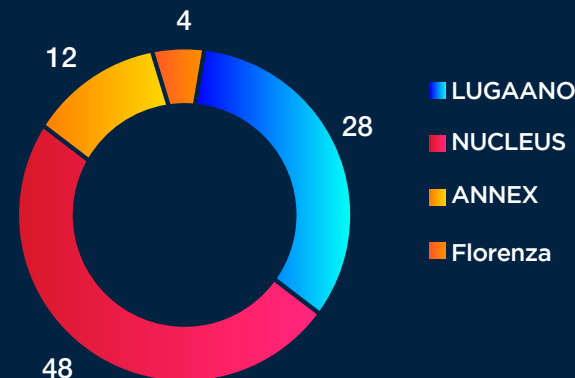
■ LUGAANO ■ NUCLEUS - RESI ■ ANNEX ■ FLORENZA

■ CASA VYOMA ■ ENIGMA

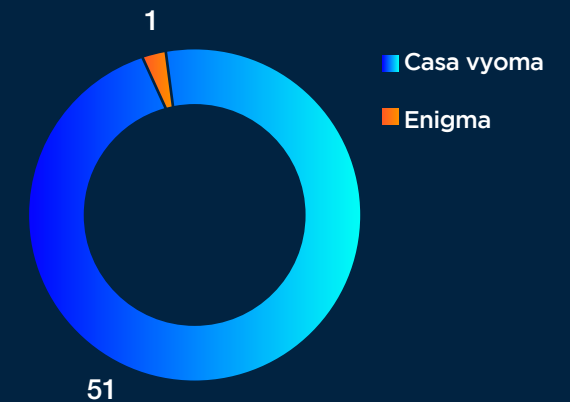
Number of units sold in Mumbai



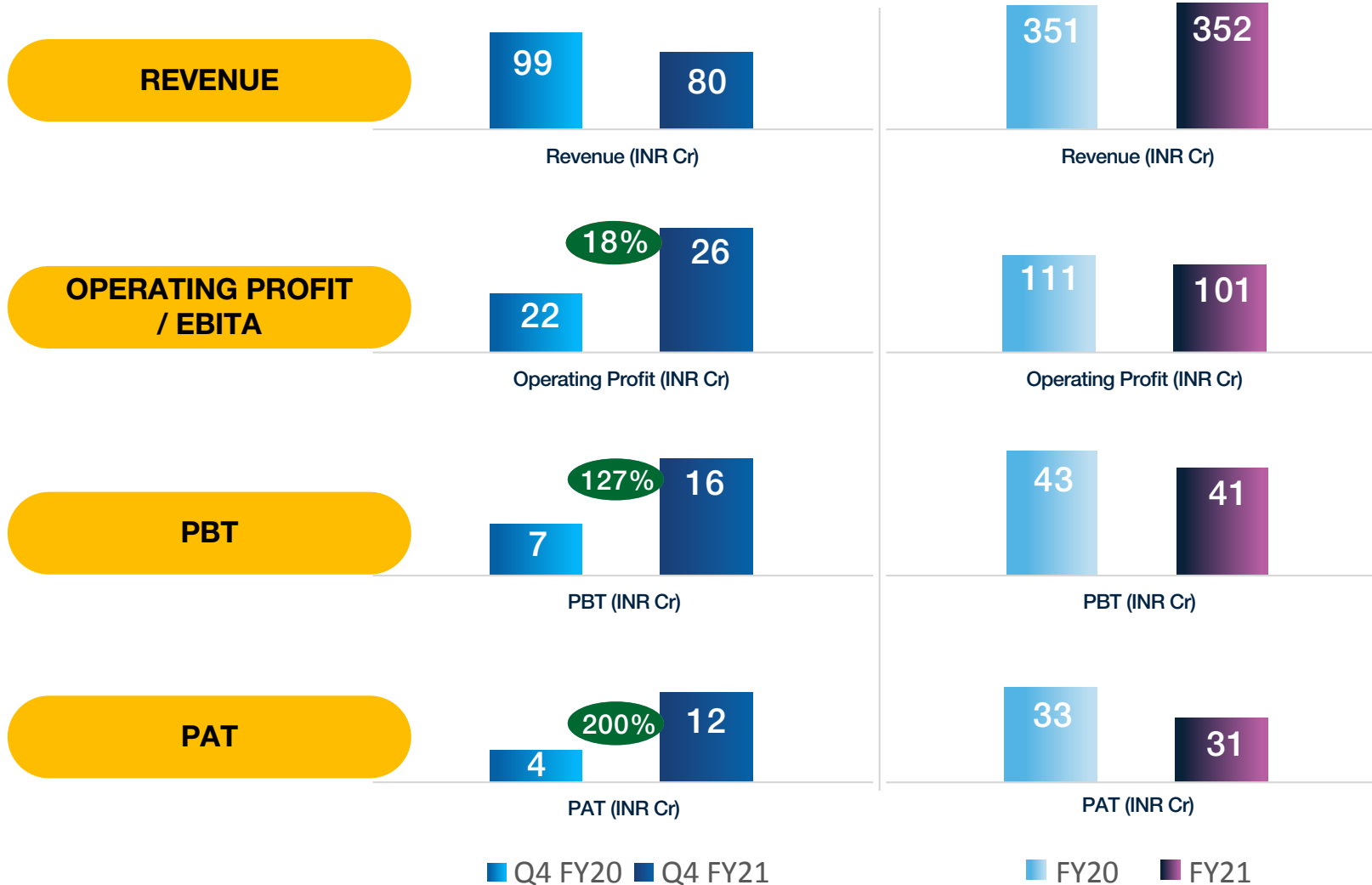
Number of units sold in Bangalore



Number of units sold in Ahmedabad



FINANCIAL PERFORMANCE



- Matched pre pandemic annual numbers despite two lockdowns
- Flattish revenue growth with robust cashflows

- Steep rise in QoQ EBITA on account of overwhelming sales response
- Similar EBITA levels YoY due to spike in cost of raw materials & labour

- Similar annual PBT as compared with last FY
- Sharp rise in Q4 profits

- Step increase in profitability QoQ
- Annual numbers maintained impressively at pre COVID levels

PROJECTS LAUNCHED IN ARIIL FY 2021



Sikova - Ghatkopar, Mumbai
Area Sq. Ft - 128,000
Estimated Revenue - INR 240 Cr



Greenfinity - Wadala, Mumbai
Area Sq. Ft - 1,15,000
Estimated Revenue - INR 180 Cr



Nucleus Tower C - Bangalore
Area Sq. Ft - 138,000
Estimated Revenue - INR 80 Cr



Total Value of Stock
~INR 500 Cr



Area Launched
381,000 sq. ft



Asset Mix
Residential & Commercial



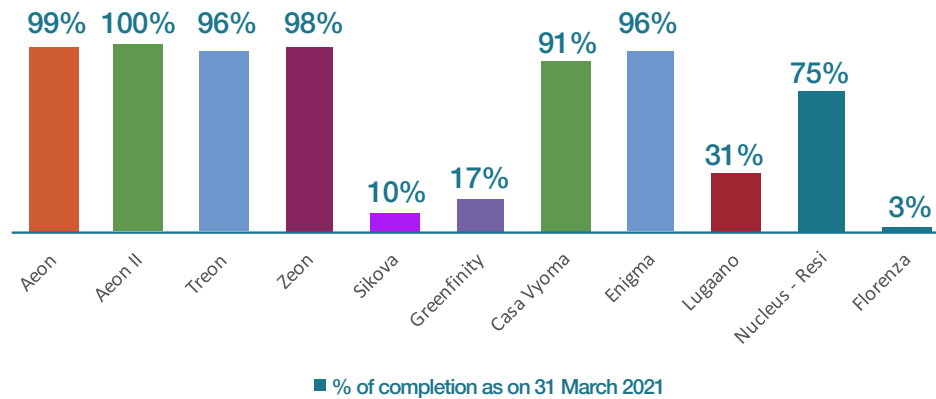
Area Sold
54,665 sq. ft



Value of Area Sold
~INR 90 Cr

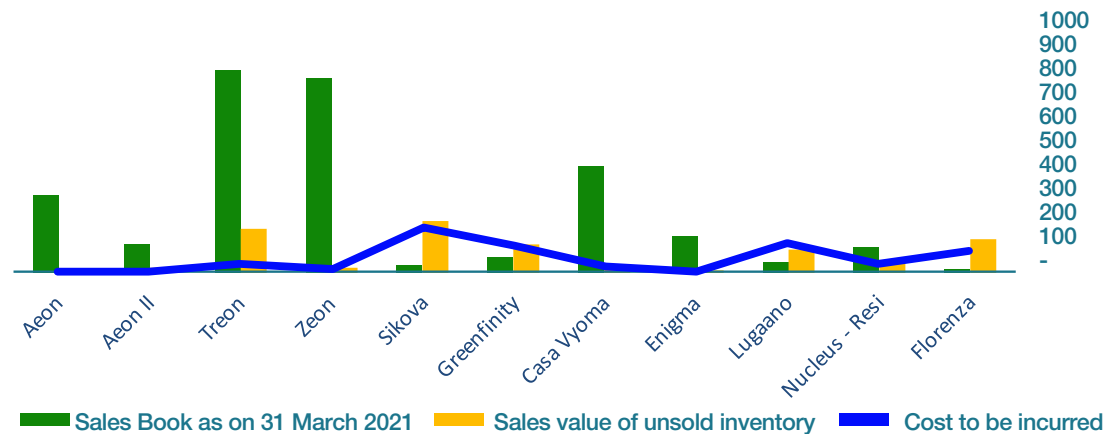
PROJECTS UNDER COMPLETION STAGE

Completion Status of Ongoing Projects

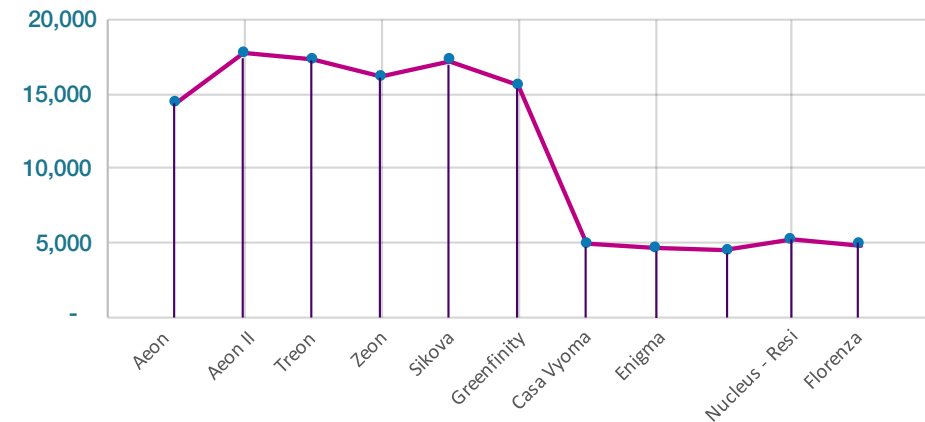


- Newly launched projects Sikova & Greenfinity witnessed sales of ~INR 88 Cr upto March 2021;
- Flagship projects – Aeon & Treon which completed in FY 21 accounted for 70% of the total sales
- Bangalore with a mix of newly launched and advanced stage projects contributed over INR 55 Cr of sales in FY21;
- The group is expected to complete 6 projects in FY22 and will look target's selling remaining inventory in these project valued at over INR 250 Cr.

Sold Unsold & Stock



Average Sales Prices Achieved per sq. ft



INTERNATIONAL PROJECTS UPDATE - UNITED KINGDOM

The Crossways, London



Kings Borough, London



Southhall Men's Working Club, Southhall



Calico, Liverpool



The Mill House, Windsor



Area under development
~67,000 sq. ft



Estimated Revenue
~INR 270 Cr

Execution in full swing,
Expected to be
completed in FY-22

WADALA - DEMERGER

Demerger of 6.5 acres of commercial project in Wadala from Ajmera Realty & Infra India Limited (ARIL) to Radha Raman Dev Ventures Private Limited (WOS)

Unlocking of Historical land value



Strategic SPV level potential partnership



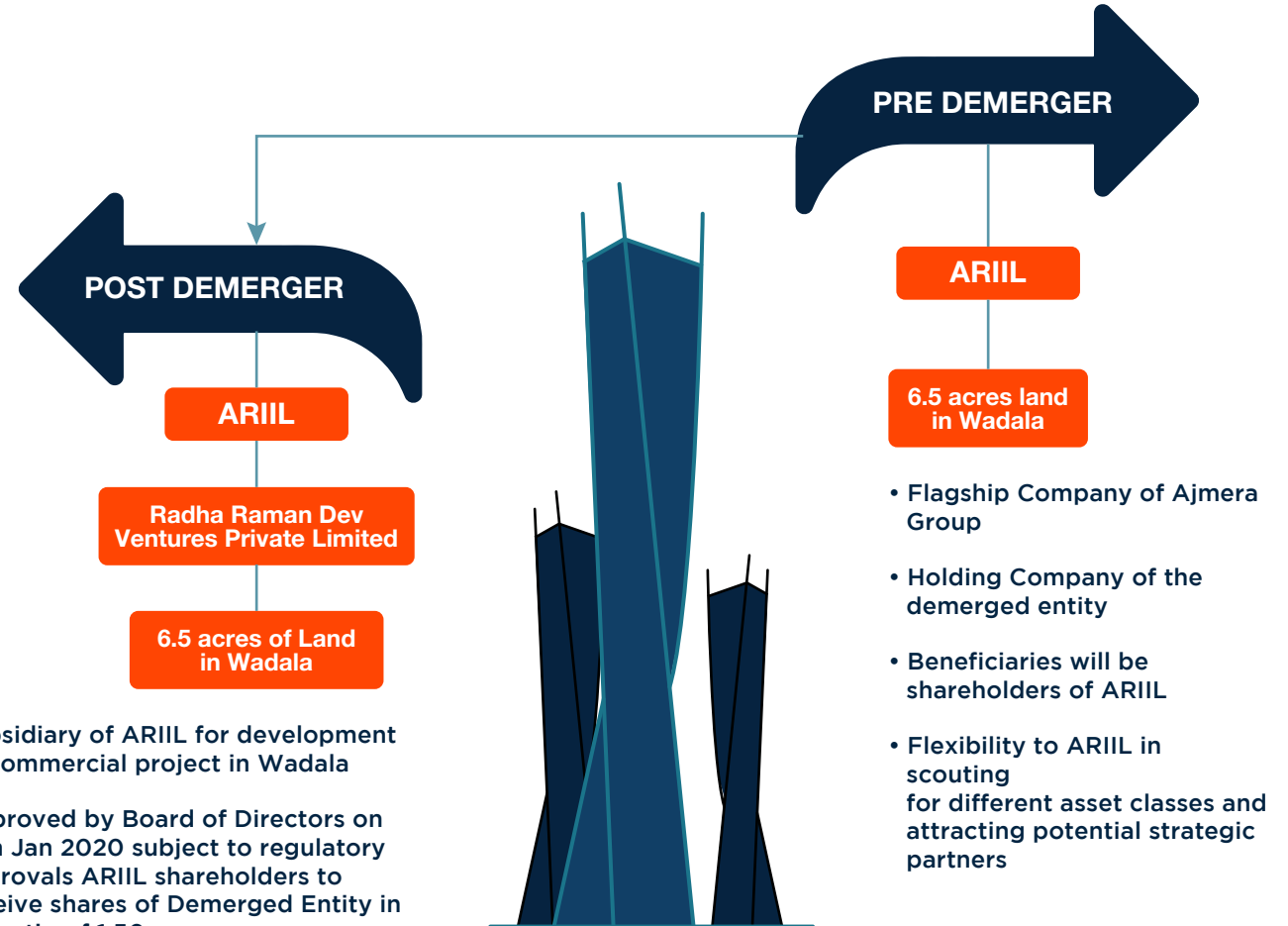
Long term rent yielding asset



Value creation for all stakeholders



Tax efficient structure

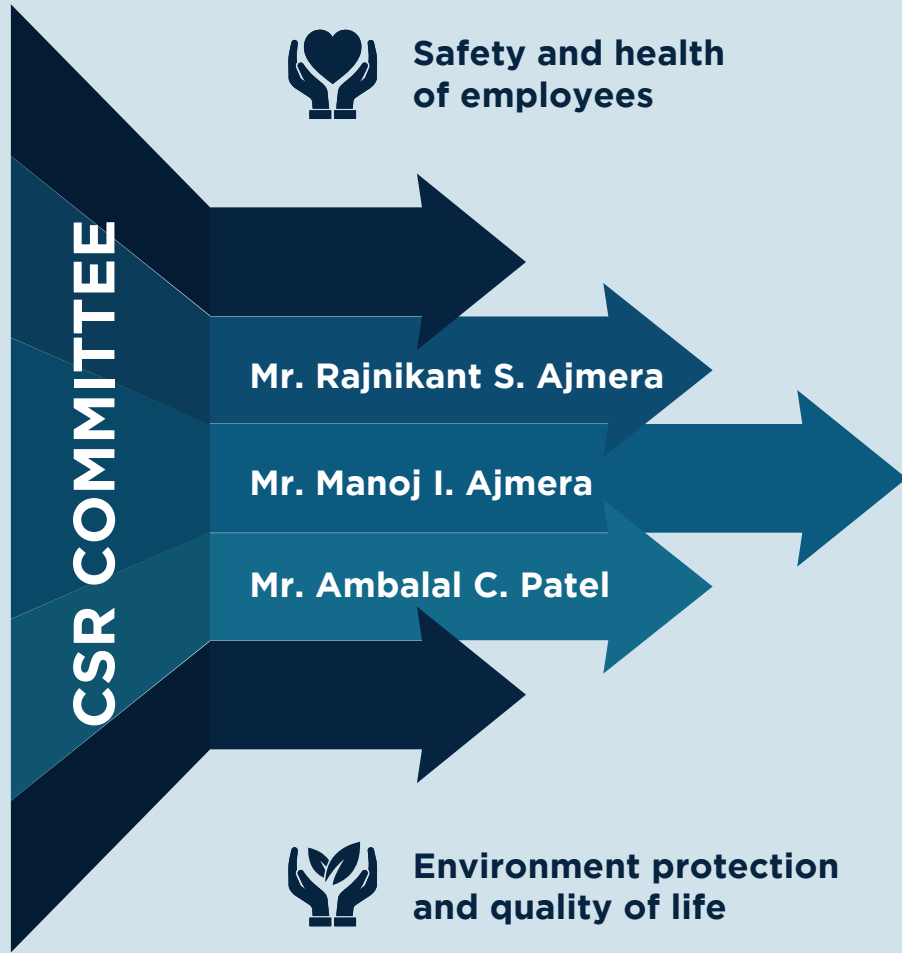




HUMAN CAPITAL & SOCIAL RESPONSIBILITIES & ESG - FY2021

CSR INITIATIVES

Sustainable & Socially Responsible



Total of INR 1.29 Cr towards Healthcare and Education



Healthcare

Donation of PPE Kits to
Orion Healthcare
INR 15,00,000



Healthcare

Donation to **Shri Swami Narayan Hospital and Medical Research Foundation** for medical facilities INR 51,00,000



COVID 19 Initiatives

First private free of cost **Oxygenated Covid Care Centre** in Andheri East with 40 beds



Education

Donation to **Shri Swami Narayan Vidyapith** (Gujarat) for Education purposes INR 51,00,000



Education

Donation towards **School Building Fund** for Construction of new school (Mumbai) INR 12,05,000

Covid Centre in Dahisar East - 150 beds



ESG INITIATIVES

E

Environment safety first

- Use of **organic waste converters** to minimise garbage volumes
- **Solar Power, reusing STP** wastage water for irrigation and toilets in projects
- **Environment friendly AAC blocks** instead of using burnt clay bricks
- **Gold rating by India Green Building Council** for flagship project – Ajmera Zeon

S

Social Responsibility

- **Free health checkup camps** and free medical at clinics for laborer's
- **Best in class safety** arrangements to all at project sites
- **INR 1.29 Cr** donated in FY21 towards healthcare and education
- **First private free Covid Care Centre** in Andheri East with 40 beds and 150 beds in Dahisar Centre

G

Strong Governance

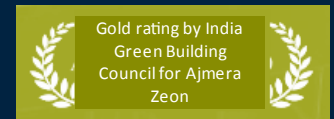
- **Structured digital database online portal to curb trading with UPSI**
- **Board diversity policy to enhance effectiveness of board performance**
- **Insurance renewals with regular health checkups**
- **SEBI Compliant, Regular and timely disclosures**
- **Use of ERP platform for supply chain management**
- **Manufacturers with low carbon footprint**



Proposed arrangements
for Onsite Vaccination
Drive for employees and Labourers



Two Covid Care Centers
40 beds in Andheri East,
150 beds in Dahisar



HR INITIATIVES

COVID 19 Safety Measures

Precaution & Safety

- Site & Office Safety
- Daily Sanitization
- Sanitisers at all touch points

Precaution & Safety

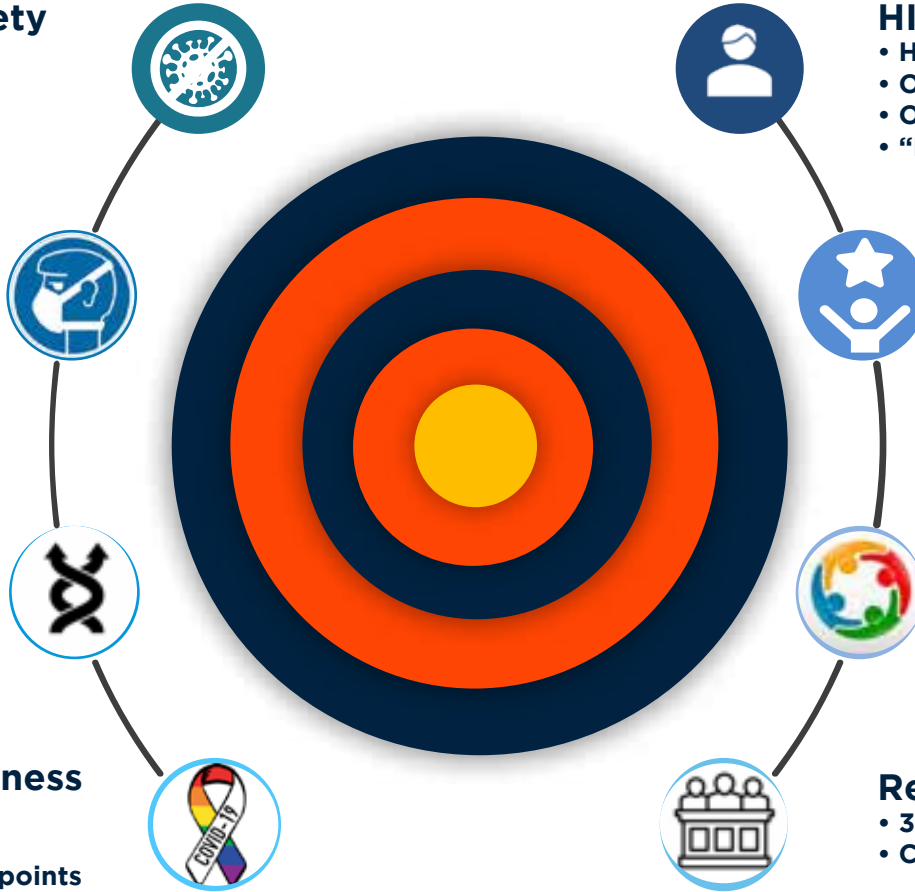
- Mask Distribution
- Steam Machines
- Food to construction workers

Work & Travel

- 5 Days work week
- Work from home option
- Transport cards & bus service

Training & Awareness

- Site & Office Safety
- Daily Sanitization
- Sanitisers at all touch points



EOM Program - HIGH FIVE

HIPO's

- High Potential Employee
- Outstanding performance
- Outstanding customer service
- "Never Give Up" spirit

High Five'r

- 5 Clusters of all offices & sites
- One High Five'r
- Monetary reward

Teamwork

- Quartely team rewards
- Monetary rewards

Review Committee

- 3 Functional heads
- Change at every 3 months

Employee Wellbeing



Antigen Test & RTPCR for Employees & Labourers



Proposed arrangements for Onsite Vaccination Drive for employees and Labourers

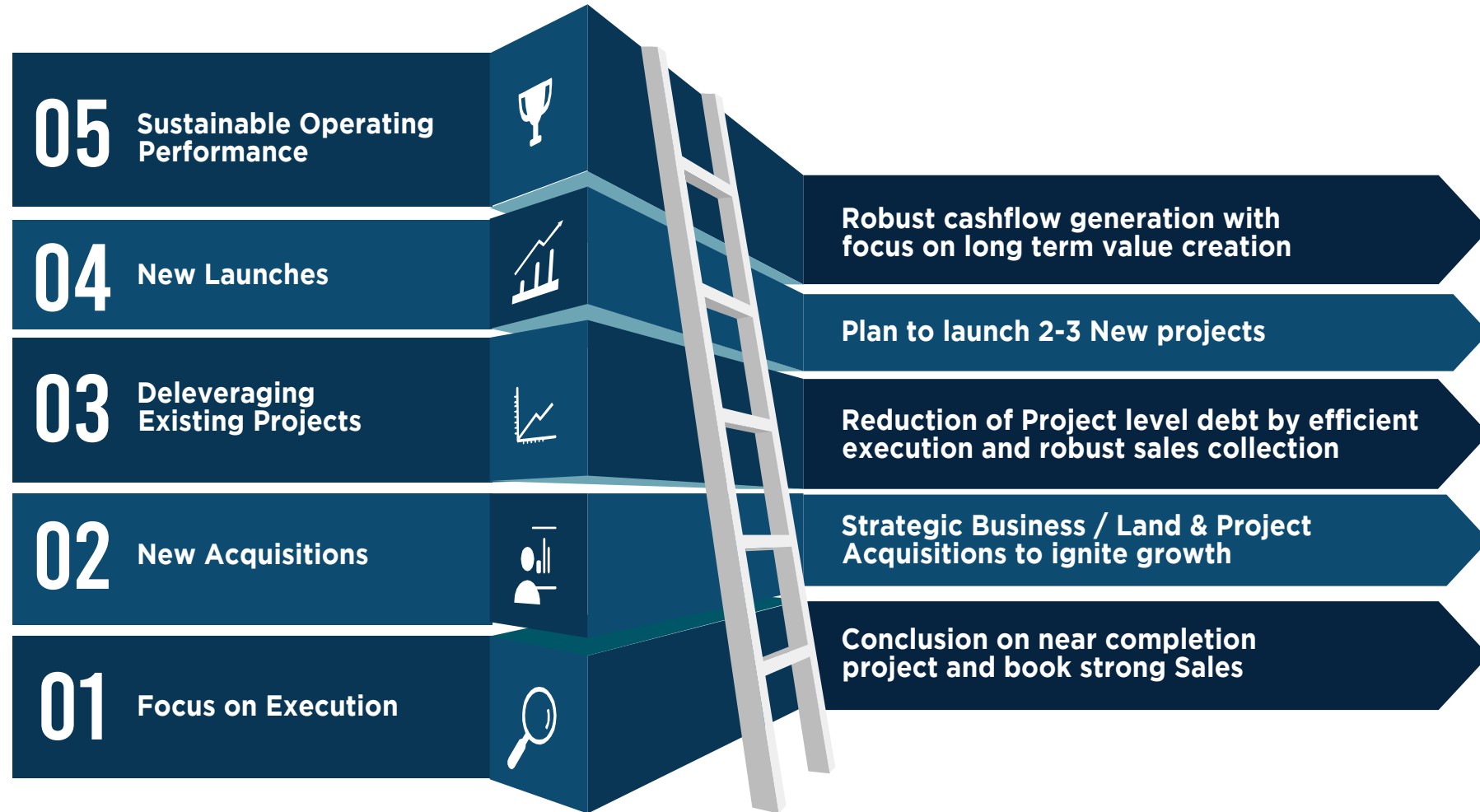


Insurance Renewals & regular Health Checkup



THE ROAD AHEAD - FY2022

THE FIVE PILLARS OF GROWTH FOR FY 2022



PROJECTS SET FOR LAUNCH IN FY 2022

				
	Code name Wadala	Code name Ghatkopar	Code name Market Yard	Code name Electronic City
 Location	Wadala, Mumbai	Ghatkopar, Mumbai	Market Yard Pune	Electronic City II Bangalore
 Size	~8.5 lakh sq. ft	~1.5 lakh sq. ft	~3.1 lakh sq. ft	~2 lakh sq. ft
 Estimated Revenue	INR 1,400 Cr	INR 250 Cr	INR 340 Cr	INR 100 Cr
 Asset Class	Residential	Residential	Residential + Commercial	Residential



Area to be launched
~15.1 lakh sq. ft



Total Value of Stock
~INR 2,090 Cr

REVENUE POTENTIAL – FY 22

ESTIMATED COMPLETION FY 22

Projects	Completion as on 31 March 2021	Total Area Sold (sq.ft)	Sales Book as on 31 March 2021	Revenue Recognised (INR Cr)	Balance Revenue Recognition (INR Cr)	Unsold Area (sq.ft) Ready Stock	Estimated Sale value (INR Cr)	Revenue Potential (INR Cr)
Aeon	99%	2,14,795	310	307	3	5,970	10	13
Aeon II	40%	61,075	108	18	90	9,970	17	107
Treon	96%	4,64,055	800	768	32	99,024	169	201
Zeon	98%	4,75,164	765	750	15	9,855	17	32
Total	-	1,215,089	1,983	1,843	140	124,819	213	353

**INR
1,983 Cr**

Sales Book as on
31st March 2021

**INR
140 Cr**

Revenue to be Recognised on
committed sales

**INR
213 Cr**

Revenue to be Recognised from
Unsold stock

**INR
353 Cr**

Total Revenue
Potential

REVENUE POTENTIAL – FY 22

ONGOING PROJECTS - 3 YEAR DEVELOPMENT CYCLE

MUMBAI

Projects	Completion as on 31 March 2021	Total Area Sold (sq.ft)	Sales Book as on 31 March 2021	Revenue Recognised (INR Cr)	Balance Revenue Recognition (INR Cr)	Unsold Area (sq.ft) Ready Stock	Estimated Sale value (INR Cr)	Revenue Potential (INR Cr)
Sikova	10%	15,969	27	-	27	111,907	207	235
Greenfinity	17%	38,697	60	-	60	76,229	106	167
Total	-	54,566	87	-	87	188,136	314	402

Sales Book as on 31st March 2021

INR 226Cr

Revenue to be Recognised on committed sales

INR 153 Cr

BANGALORE

Projects	Completion as on 31 March 2021	Total Area Sold (sq.ft)	Sales Book as on 31 March 2021	Revenue Recognised (INR Cr)	Balance Revenue Recognition (INR Cr)	Unsold Area (sq.ft)	Estimated Sale value (INR Cr)	Revenue Potential (INR Cr)
Lugaano	31%	76,747	35	-	35	2,01,494	93	128
Nucleus - Resi	75%	183,631	96	72	24	96,242	50	74
Florenza	3%	15,441	7	0	7	257,403	129	136
Total	-	275,819	139	72	66	555,140	271	338

Revenue to be Recognised from Unsold stock

INR 585 Cr

Total Revenue Potential

INR 739 Cr

Casa Vyoma	50% post tax share of profit
Enigma	50% post tax share of profit

ONGOING PROJECTS - 3 YEAR DEVELOPMENT CYCLE

NEARING COMPLETION

140

PRE SALES REVENUE FROM
NEAR COMPLETION PROJECTS

213

SALES REVENUE FROM NEARING
COMPLETION PROJECTS

353 Crs
Envisaged in next
9-12 Months

ONGOING UNDER CONSTRUCTION

153

PRESALES REVENUE FROM
PROJECTS UNDER EXECUTION

585

SALES REVENUE FROM
PROJECTS UNDER EXECUTION

739 Crs
Envisaged over
next 36 Months

AJMERA GROUP'S CONTINUOUS ENDEAVOURS



**Growth by
3x to 5x in
the next 4
years**

**Deleveraging
existing
project
portfolio**

**Customer
focused and
timely
delivery**

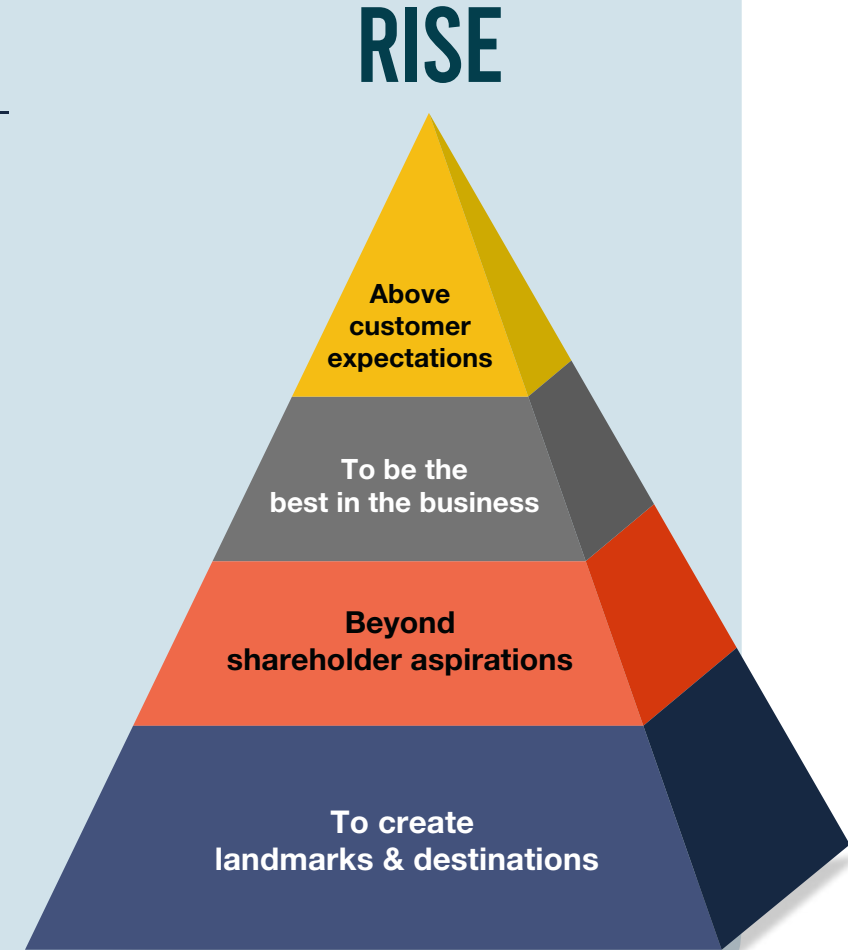
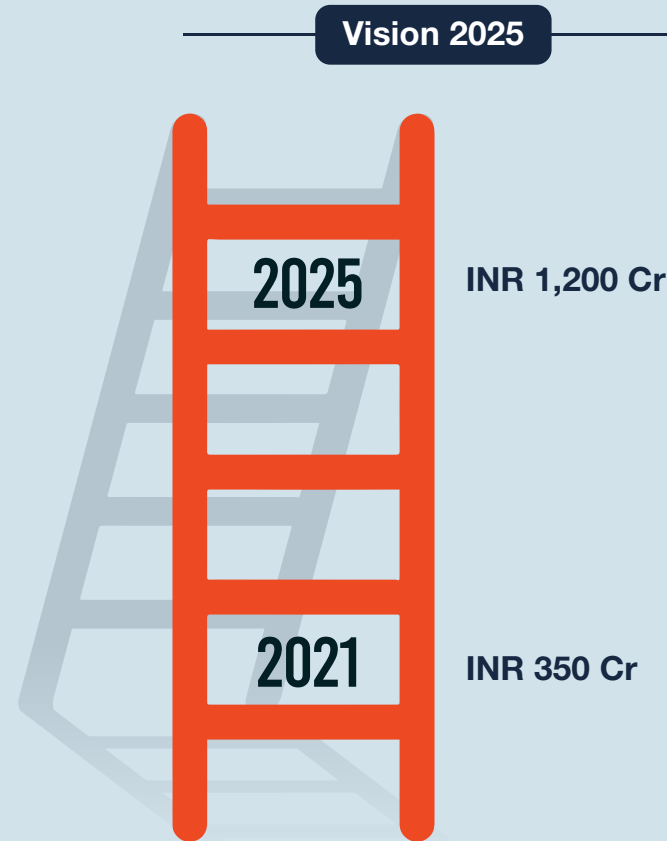
**Launches
across the
spectrum -
Affordable
luxury & mid
segment
housing**

**Continued
strides
towards
quality and
trust**

**Gain market
leadership in
area of
operations**

RISE TO SHINE – THE AJMERA WAY

- R** Re-invent the wheel through new business practises
- I** Inspire to adopt & adapt to the new world order
- S** Supply creation to meet demands of end users
- E** An Example to the community exemplified by the Ajmera family values



INVESTOR RELATIONS



Corporate Head office

Ajmera Realty & Infra India Ltd.

Citi Mall, Link Road, Andheri (W), Mumbai – 400 053

Board line: 022 - 6698 4000

investors@ajmera.com



PROJECT PORTFOLIO

MUMBAI ONGOING PROJECTS



Project Name : Aeon, i-Land
Location : Wadala
City : Mumbai
Area In Sq. Ft. : 2,92,000
Units : 159



Project Name : Treon, i-Land
Location : Wadala
City : Mumbai
Area In Sq. Ft. : 5,63,000
Units : 262

MUMBAI ONGOING PROJECTS



Project Name : Greenfinity
Location : Wadala
City : Mumbai
Area In Sq. Ft. : 1,15,000
Units : 172



Project Name : Sikova
Location : Ghatkopar
City : Mumbai
Area In Sq. Ft. : 1,28,000
Units : 383

BANGALORE ONGOING PROJECTS



Project Name : Lugaano
Location : Yelahanka
City : Bangalore
Area In Sq. Ft. : 9,50,000
Units : 1200



Project Name : Nucleus
Location : Electronic City
Phase II
City : Bangalore
Area In Sq. Ft. : 5,13,000
Units : 352

COMPLETED PROJECTS IN MUMBAI

Project Name	Location	City	Area (sq.ft.)	Units
Bhakti-Park	Wadala	Mumbai	39,63,028	3400
Zeon, i-Land	Wadala	Mumbai	4,82,000	225
Shastri Nagar	Andheri- West	Mumbai	17,30,000	4026
Vijay Nagar	Andheri- East	Mumbai	6,00,000	1000
Citi Mall	Andheri- West	Mumbai	1,00,000	235
Yogi Nagar	Borivali	Mumbai	16,01,688	3000
Royal Classique	Andheri- West	Mumbai	4,00,000	413
Yogidham Phase-I	Kalyan	Mumbai	3,00,000	568
Yogidham Phase III	Kalyan	Mumbai	6,85,027	800
Yogidham Phase IV	Kalyan	Mumbai	1,00,000	378
Shanti Nagar	Miraroad	Mumbai	70,00,000	17000
Manish Nagar	Andheri- West	Mumbai	9,75,000	2000
YogiHills	Mulund-West	Mumbai	6,00,000	855
Regalia	Borivali	Mumbai	65,000	60
Summit	Kalina	Mumbai	45,000	12

COMPLETED PROJECTS IN MUMBAI

Project Name	Location	City	Area (sq.ft.)	Units
Jay Jatin	Ghatkopar	Mumbai	30,000	
Viman Darshan	Kurla	Mumbai	25,000	
Cizar Palace	Andheri- West	Mumbai	25,000	
Ghanshyam Darshan	Vile Parle	Mumbai	20,000	
Ghanshyam Kripa	Vile Parle	Mumbai	20,000	
Gopal Bhavan	Vile Parle	Mumbai	25,000	
Kuber Bhavan	Vile Parle	Mumbai	30,000	
Eastern Ceramics	Kurla Goregaon	Mumbai	80,000	

COMPLETED PROJECTS IN PUNE

Project Name	Location	City	Area (sq.ft.)	Units
Yogi Park	Koregaon Park	Pune	50,000	100
Neelkanth Nagar	Bhavani Park	Pune	2,00,000	240
Parvati Nagar	Parvati Nagar	Pune	3,50,000	600
Ajmera Housing Complex	Pimpri	Pune		2000
Aria	Koregaon Park	Pune	1,50,000	25

COMPLETED PROJECTS IN GUJARAT

Project Name	Location	City	Area (sq.ft.)	Units
Shastri Nagar	Rajkot	Gujarat	7,00,000	1200
Enigma	SG Road	Ahmedabad	3,00,000	150
Sahajanand Shopping Center	Ahmedabad	Gujarat	1,10,000	374
Pramukh Park	Surat	Gujarat	35,00,000	Approx. 7,000
Casa Vyoma	Vastrapur	Ahmedabad	6,99,840	400

COMPLETED PROJECTS IN BANGALORE



Project Name	Location	City	Area (sq.ft.)	Units
Stone Park	E-City	Bangalore	3,00,000	355
Infinity	E-City	Bangalore	15,06,904	1221
Green Acres	Bannerghatta	Bangalore	5,38,180	354
Villows	E-City	Bangalore	1,80,000	54
Arista	Banaswadi	Bangalore	96,872	36
Annex	Electronic City	Bangalore	86,000	60

ANNEXURES

INDIAN REAL ESTATE

INVESTOR PREFERENCE IN INDIAN REAL ESTATE

Investments – Sector wise allocation (INR Bn)



Office



Residential



Retail

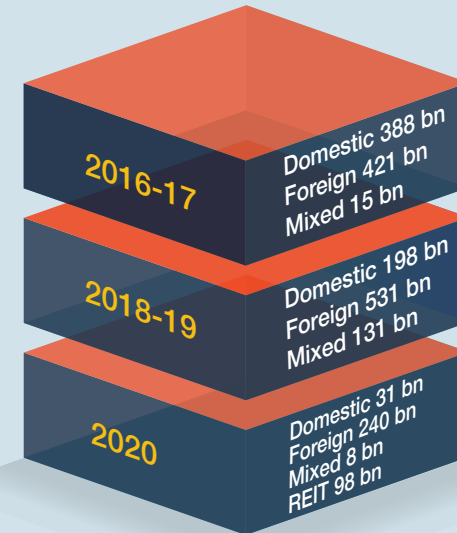


Industrial



Hospitality & Others

Year	Office	Residential	Retail	Industrial	Hospitality & Others
2016 - 17	235.4 Bn	353.7 Bn	132.8 Bn	65.4 Bn	35.3 Bn
2018 - 19	457.2 Bn	170.5 Bn	74.88 Bn	66.7 Bn	91.1 Bn
2020	289.5 Bn	32.6 Bn	-	25.6 Bn	29.7 Bn



Total of INR 824 Bn that was invested in real estate over two years. Equal distribution between domestic and foreign investments

Foreign capital accounted for ~62% of the total inflows over 2018-19. Total investment for these two years was INR 860 Bn

Total inflow of INR 377 Bn, of which INR 98 Bn the form of REIT investments. Inflow from domestic sources dropped considerably

Largely, Foreign Capital has dominated the real estate space over the last 5 years with Domestic investments dropping in 2020 due to the pandemic and economic slowdown

STRUCTURAL REFORMS & POLICY INITIATIVES

Government has been working towards formalizing real estate sector
Sector evolving from an unorganized, unregulated play to a largely regulated play

FDI Norms

- 100% in Single brand retail (IKEA, APPLE)
- Relaxed norms in construction - development projects (residential, commercial, retail, hotels etc)

RERA

- Green shoots in consumer confidence
- Good progress in implementation – 30* states have set up regulatory authority
- Led to developer consolidation

REITs

- 2 listed REITs over the last 2 yrs
- Improved governance, diversification of portfolios
- Capital churn for developers

Housing for ALL

- Affordable housing – 42% growth in new launches in FY19 YOY from 2.1 msf to 3 msf
- Extension of tax deduction on home loan interest and tax holiday on affordable housing projects

Smart Cities

- Focus on infrastructure, development opportunities in Tier 2, 3 cities
- 1,333 projects with USD 7.2 bn over the last 4 years (Total proposed – USD 28.5 bn)

GST

- Boost to investment, Make in India – warehousing sector benefits
- Reduction in GST on residential properties outside affordable segment from 12% to 5%

Rank in Ease of doing business





2016 – 130

2020 – 63



- Construction permits
- Trading across borders
- Starting a business
- Resolving Insolvency
- Getting electricity
- Paying taxes

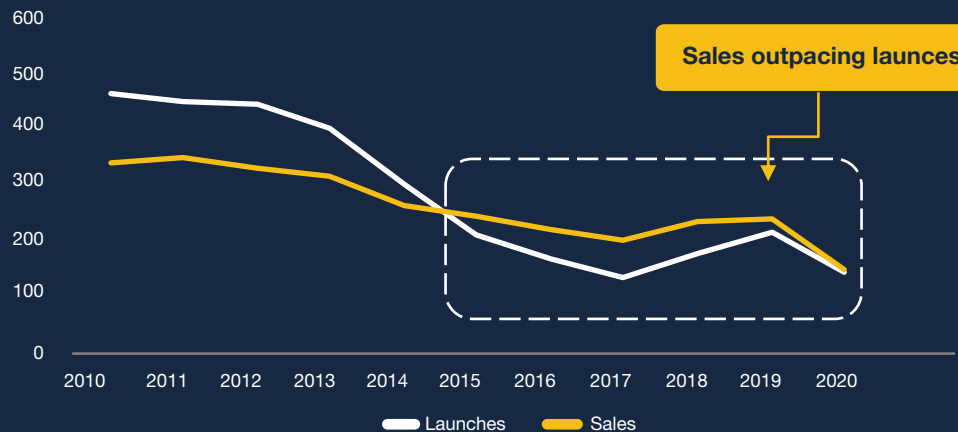
HOUSING IN TIER 1 CITIES OF INDIA

-  Housing interest rates at 15 year low leading to increased affordability of homes
-  Liquidity crunch favouring organised and financially stable developers
-  Branded developers selling significant inventory within a quarter of project launch because of positive buyer perception
-  Mega infrastructural initiatives in tier 1 cities such as Mumbai where ~INR 1.1 tn being spent towards the 3 mega projects - Metro, Coastal road & Trans-harbour sea link

Indian Real Estate Market Growing at 18% CAGR



Healthy Sales have helped in reducing the built up inventory



Years are Calendar year

Source: C&W Research; Red Herring Prospectus

FINANCIALS

CONSOLIDATED PROFIT & LOSS SUMMARY



INR Lakhs

Sr no.	Particulars	Quarter Ended 31/03/2021	Quarter Ended 31/03/2020	Year Ended 31/03/2021	Year Ended 31/03/2020
1	Income From Operations				
	a) Revenue from Operation	7,873	9,427	34,672	34,438
	b) Other Income	105	423	507	623
	Total Income From Operations (a+b)	7,978	9,850	35,179	35,061
2	Expenses:				
	a) Cost of Material Consumed/ Construction Related Costs	5,002	6,935	22,573	21,323
	b) Employees benefit Expenses	364	714	2,557	2,670
	c) Finance Cost	947	1,416	5,771	6,585
	d) Depreciation and Amortization Expense	45	71	178	217
	Total Expenses	6,358	9,136	31,079	30,795
3	Profit/(Loss) before exceptional items and tax (1-2)	1,620	714	4,100	4,266
4	Less : Exceptional Items	-	-	-	-
5	Profit/(Loss) Before Tax After exceptional items (3-4)	1,620	714	4,100	4,266
6	Tax Expense	331	282	951	972
	a) Current Tax	331	282	951	972
7	Profit/(Loss) after Tax before Minority Interest (6-7)	1,289	432	3,149	3,294
8	Less : Non Controlling Interests	41	24	131	24
9	Profit/(Loss) after Tax and Minority Interest (7-8)	1,248	408	3,018	3,270
10	Other Comprehensive Income	71	(17)	71	(17)
	a) Items that will not be reclassified to profit and loss				
	i) Remeasurements of the defined benefit plans	71	(17)	71	(17)
11	Total Comprehensive Income for the period (9+10)	1,319	391	3,089	3,253
12	Paid up Equity Share Capital (Face Value Rs. 10/- per share)	3,548	3,548	3,548	3,548
13	EPS (of Rs.10/- each)				
	a) Basic	3.72	1.10	8.71	9.17
	b) Diluted	3.72	1.10	8.71	9.17

CONSOLIDATED BALANCE SHEET SUMMARY

EQUITY AND LIABILITIES	Year Ended 31/03/2021	Year Ended 31/03/2020	ASSETS	Year Ended 31/03/2021	Year Ended 31/03/2020
Equity			ASSETS		
Equity Share Capital	3,548	3,548	Non Current Assets		
Other Equity	63,417	60,326	(a) Property Plant & Equipment	5,609	3,395
Equity Attributable to Owners of the Company	66,965	63,875	(b) Goodwill	4,160	4,160
Non Controlling Interests	10,148	10,472	(c) Intangible Assets	7	10
Liabilities			(d) Financial Assets		
Non Current Liabilities			(i) Investments	3,448	3,449
(a) Financial Liabilities			(ii) Trade Receivables	85	-
(i) Borrowings	69,420	86,553	(iii) Loans	46,440	39,598
(ii) Trade Payables	1,973	2,011	(iv) Other Financial Assets	258	181
(iii) Other Financial Liabilities	7	14	(e) Tax Asset (Net of Provision)	-	-
(b) Provisions	302	471	(f) Other Non Current Assets	3,068	3,062
(c) Other Non Current Liabilities	17,431	7,566	Total Non Current Assets	63,075	53,854
Total Non Current Liabilities	99,282	107,087	Current Assets		
Current Liabilities			(a) Inventories	90,999	99,954
(a) Financial liabilities			(b) Financial Assets		
(i) Borrowings	5,955	8	(i) Other Investments	1,562	3,220
(ii) Trade Payable	2,865	3,387	(ii) Trade Receivable	17,932	21,039
(iii) Other Financial Liabilities	3,069	11,887	(iii) Cash and Cash Equivalents	2,508	841
(b) Other Current Liabilities	10,236	9,434	(iv) Bank balances other than (iii) above	1,759	1,364
(c) Provisions	1,319	1,472	(v) Loans	20	4,296
(d) Current Tax Liabilities (Net)	8	8	(vi) Other Financial Assets		
Total Current Liabilities	23,453	26,197	(c) Current Tax Assets (Net)	1,243	1,185
Total Equity and Liabilities	189,699	197,158	(d) Other Current Assets	10,601	11,405
			Total Current Assets	126,624	143,304
			Total Assets	189,699	197,158

INR Lakhs

THANK YOU