

Ajmera Realty & Infra India Limited



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CIN NO. L27104 MH 1985 PLC035659

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

Date: August 8, 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: Investor Presentation First Quarter ended June 30, 2022.

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 First Quarter ended June 30, 2022.

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

**VINIT TANNA
COMPANY SECRETARY & COMPLIANCE OFFICER
A50504
Encl. As above**



Built on Trust

Ajmera Realty & Infra India Limited

INVESTOR PRESENTATION

Q1 FY23

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.





BUSINESS HIGHLIGHTS

Our Growth
Journey Continues

KEY BUSINESS HIGHLIGHTS – Q1 FY23

~INR **400** Cr
Sales Value



Steep rise in Sales value
with 261% YoY increase

157,438 Sq. ft.
Sales volume



Robust sales volume
with 155% YoY increase

~INR **210** Cr
Collections



Substantial Collections
with 93% YoY increase

25,411 INR/Sq. ft.
Avg. Realization



Upward trend in avg. realization,
due to high velocity
from Mumbai projects

~INR **25** Cr
Debt Reduction



Debt reduced on
QoQ basis

11.6%
Cost of debt



Increase of 40 bps on
QoQ basis

Strong
Revenue
Recognition



Revenue fully recognized
for advanced stage
Mumbai projects

~**25%**
Manhattan
inventory sold



~1,25,000 sq. ft.
carpet area sold
as on June 2022

OPERATIONAL AND EXECUTION MOMENTUM FUELING GROWTH



All advanced stage projects deleveraged with no outstanding project debt



Bangalore Project Nucleus residential (AB wing) and commercial OC awaited



Fast track execution coupled with front ended approval cost paid off augurs well for Manhattan Project performance

Self funded Greenfinity project construction running ahead of schedule

~60% of inventory sold in boutique commercial office project – Sikova with project execution ahead of schedule

Mid stage projects Greenfinity and Sikova set for completion in FY23

NEW LAUNCHES & ACQUISITIONS

Ajmera Manhattan execution in full swing; record pre sales of INR 354 Cr within one quarter of launch

Juhu acquisition – tenants rehabilitated demolition of existing structure in progress

Codename Ghatkopar, acquisition is at final stage project launch is on track

AT AJMERA WE KEEP EVOLVING

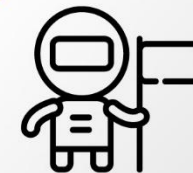
VISION

TO BUILD ON
OUR LEGACY BY
ADOPTING NEW
TECHNOLOGY TO
DELIVER BEST IN
CLASS REAL
ESTATE



MISSION

IDEATE
INNOVATE
EXECUTE



WADALA – PRODUCT OFFERINGS ACROSS MID MARKET AND COMPACT LUXURY



**AEON, ZEON,
TREON**
READY TO MOVE IN

GREENFINITY
MID MARKET

MANHATTAN
COMPACT LUXURY

LUXURY HAS A NEW ADDRESS – AJMERA MANHATTAN, WADALA

INR 354 Cr
OF
PRE SALES

SUCCESSFULLY LAUNCHED IN
APRIL 2022

~25%
OF PROJECT INVENTORY
SOLD



Piling Work Completed
May 2022



Excavation Work in progress
June 2022



THE PILLARS BEHIND OUR SUCCESS

BOARD OF DIRECTORS - OUR GUIDING FORCE

EXECUTIVE DIRECTORS



Mr. Rajnikant S. Ajmera
Chairman & MD

- Aged 68, is the pillar and guiding force behind the growth of Ajmera Group
- Served as MCHI President as well as President and Vice President of CREDAI



Mr. Manoj I. Ajmera
Managing Director

- Aged 59, 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.



Mr. Sanjay C. Ajmera
Whole - Time Director

- Aged 55, 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.

INDEPENDENT DIRECTORS



Mr. A C PATEL
Independent Director

- Aged 77, 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.



Mr. 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.



Mrs. Aarti Ramani
Independent Director

- Aged 61, 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.

LEADERSHIP TEAM



As director, Dhaval's primary role within the group is leading company strategy, operations and project coordination. With Dhaval at the helm, the firm has delivered a series of residential & commercial projects in cities like Mumbai, Bangalore, Ahmedabad and Pune. Dhaval is also the Hon. Secretary at MCHI CREDAI



Nitin brings with him over 25 years of experience across the field of finance, taxation & accounting. Alongside being a Chartered Accountant, he is a Certified Valuer (ICAI) & Professional Member of RICS, UK.



Sanjeev leads architecture and plays a vital role in conceptualization of project planning. He has also played an active role in obtaining Sanctions & Approvals, Engaging with Legal Council for Court matters & Arbitrations.



Sunil's responsibilities include managing project planning, DRG coordination, project feasibility, monitoring approval processes and documentations. Sunil has been instrumental in the Ease of Doing Business documentation by MCGM on behalf of MCHI.



With over 18 years of experience, Shweta leads developing and implementing HR strategies and initiatives aligned with the overall business strategy of the Company. She has been instrumental introducing a number of employee centric policies and initiatives during her time at Ajmera.



Sunil has been for over 30 years in the construction industry. Over the years, Sunil has managed and led various areas of project management including budgeting, cash flow management and project scheduling.



With a rich experience of 37 years, Dhimant leads in vendor development, negotiations, Imports of materials, planning & scheduling of materials, deciding credit terms and maintaining records of MIS & ISO.

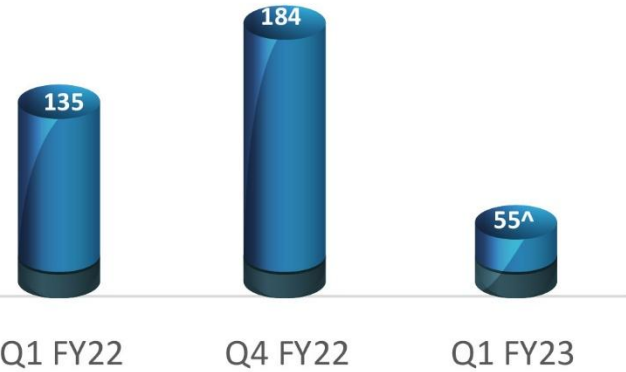


Bhavesh has been part of the group for over 24 years and has a rich experience in sales and marketing strategy planning and execution. He has been instrumental in formulating the company's sales strategy for i-Land township in Wadala over the years.

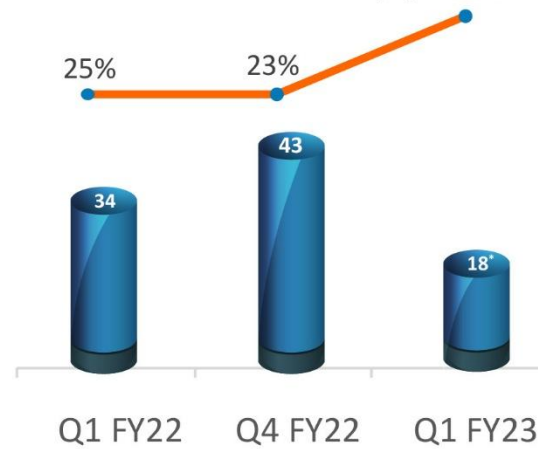
PERFORMANCE HIGHLIGHTS

FINANCIAL HIGHLIGHTS – Q1 FY23

TOTAL REVENUE (INR Cr)



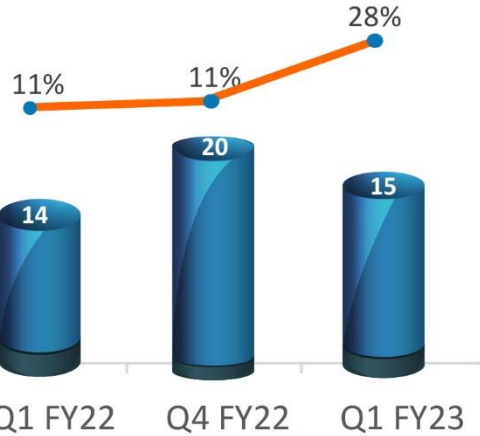
EBIDTA (INR Cr) & EBIDTA MARGIN (%)



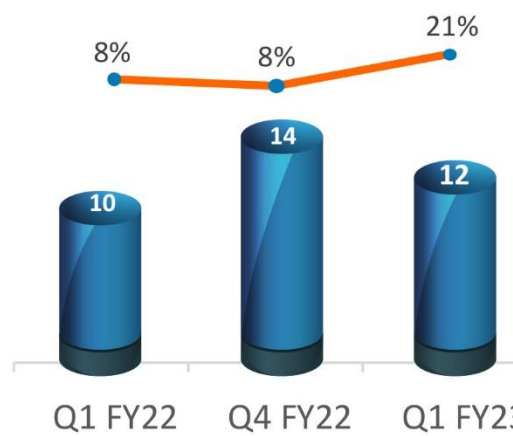
Operational Efficiency Spurring Growth

- » Normalized PAT margin at 9.3% maintained
- » Operational efficiency despite inflationary pressure and input cost rise
- » Continued debt reduction by INR 25 Cr

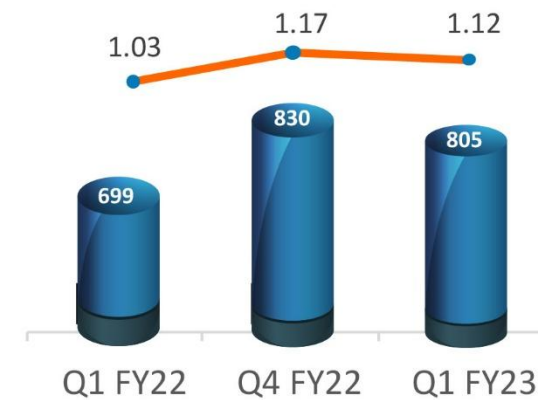
PBT (INR Cr) & PBT MARGIN (%)



PAT (INR Cr) & PAT MARGIN (%)



SECURED DEBT (INR CR) & DEBT TO EQUITY RATIO



[^] Includes first time revenue recognized under POCM for part sale value upon completion visibility of Greenfinity project

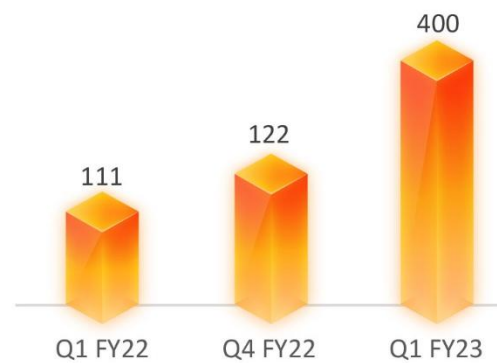
* EBIDTA includes contribution on account of above revenue

OPERATIONAL HIGHLIGHTS – Q1 FY23

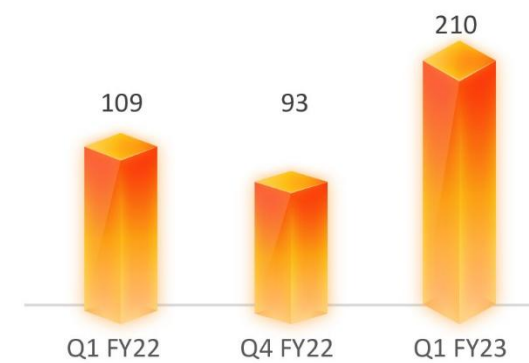
VOLUME (Sq.ft.)



SALES VALUE (INR Cr)



COLLECTIONS (INR Cr)



REALIZATION (INR PER Sq.ft.)



Operational Efficiency Spurring Growth

- » Exponential 155% YoY rise in sales volume
- » Steep 261% YoY rise in sales value
- » Successful launch of Manhattan gave impetus to record sales and carpet area sold during the last quarter

PROJECT-WISE SALES & COLLECTIONS FOR Q1 FY23

Project	Location	Area Sold (Carpet Sq. ft.)	Sales Value (INR Cr.)	Realization (INR/Sq. ft.)	Collections (INR Cr)
Manhattan	Mumbai	125,565	354	28,169	79
Aeon, Zeon, Treon	Mumbai	-	-	-	33
Sikova	Mumbai	10,977	20	18,396	33
Greenfinity	Mumbai	3,592	9	25,625	15
Nucleus	Bengaluru	14,779	15	9,910	45
Lugaano	Bengaluru	-	-	-	2
Casa Vyoma & Enigma	Ahmedabad	2,526	2	9,187	3
TOTAL		157,438	400	25,411	210



PORTFOLIO & LAND BANK

LANDMARKS IN THE MAKING



AJMERA I-LAND
AEON I & II, ZEON &
TREON*



AJMERA
SIKOVA
PREMIUM SMART OFFICES



AJMERA
GREENFINITY
A LITTLE PIECE OF HEAVEN

~9.58 LACS Sq.ft.
CARPET AREA

INR 2,168 Cr
REVENUE RECOGNIZED

INR 37 Cr
BALANCE REVENUE POTENTIAL

LOCATION

BHAKTI PARK, WADALA (E),
MUMBAI

CONFIGURATION

RESIDENTIAL

~1.28 LACS Sq.ft.
CARPET AREA

INR 75 Cr
REVENUE RECOGNIZED

INR 175 Cr
BALANCE REVENUE POTENTIAL

LOCATION

LBS ROAD, GHATKOPAR

CONFIGURATION

COMMERCIAL

~0.70 LACS Sq.ft.
CARPET AREA

INR 82 Cr
REVENUE RECOGNIZED

INR 107 Cr
BALANCE REVENUE POTENTIAL

LOCATION

BHAKTI PARK, WADALA (E), MUMBAI

CONFIGURATION

RESIDENTIAL

* 100% Construction complete

LANDMARKS IN THE MAKING



 AJMERA
NUCLEUS

~3.97 LACS Sq.ft.
CARPET AREA

~INR 124 Cr
REVENUE RECOGNIZED

~INR 218 Cr
BALANCE REVENUE POTENTIAL

LOCATION
ELECTRONIC CITY, BENGALURU.

CONFIGURATION
RESIDENTIAL & COMMERCIAL

NUCLEUS COMMERCIAL CARPET SPACE OF 1.05 LACS Sq. ft.
HAVING REVENUE POTENTIAL OF ~ INR 105 Cr, HAS NOW BEEN STRATEGICALLY
MOVED FROM RENTAL BASED CASH FLOW MODEL TO AN OUTRIGHT SALE MODEL.



AJMERA
LUGAANO 

~1.17 LACS Sq.ft.
CARPET AREA

~INR 85 Cr
BALANCE REVENUE POTENTIAL

LOCATION
YELAHANKA, BENGALURU.

CONFIGURATION
RESIDENTIAL



AJMERA
Florenza 

~1.19 LACS Sq.ft.
CARPET AREA

~INR 87 Cr
BALANCE REVENUE POTENTIAL

LOCATION
YELAHANKA, BENGALURU.

CONFIGURATION
RESIDENTIAL

ONGOING PROJECTS

Project	Ownership	Total Carpet Area (Sq. ft.)	Completion %	Carpet Area Sold (Sq. ft.)	Revenue Recognised (INR Cr)	Revenue Unrecognised (INR Cr)	Carpet Area Unsold (Sq. ft.)	Estimated Value of Unsold Area (INR Cr)	Completion Status
Manhattan	100%	4,98,096	24%	125,565	-	354	3,72,531	1,146	Under Construction
Aeon, Zeon, Treon	100%	9,58,348	100%	9,42,447	2,168	-	15,901	37	OC Received
Sikova	100%	1,27,876	52%	74,659	75	69	53,217	106	Under Construction
Greenfinity	100%	69,652	68%	43,178	82	39	26,474	68	Super Structure Completed
Lugaano	70%	1,16,775	55%	46,920	-	34	69,855	51	Under Construction
Florenza	70%	1,18,830	3%	10,254	-	8	1,08,576	79	Under Construction
Nucleus – Resi	70%	1,88,666	99%	1,73,783	124	13	14,882	13	OC Awaited
Nucleus – C	70%	1,03,149	48%	22,705	-	19	80,444	68	Under Construction
Nucleus Commercial	70%	1,05,000	75%	-	-	-	1,05,000	105	OC Awaited
TOTAL		22,86,392		14,39,511	2,449	536	8,46,880	1,673	

Note: Nucleus commercial carpet space of 1.05 Lacs Sq. ft. having revenue potential of ~INR 105 Cr, has now been strategically moved from rental based cash flow model to an outright sale model

UPCOMING PROJECTS

POTENTIAL LAUNCHES IN FY 23 & FY 24

Project Name	Location	Project Type	Ownership %	Estimated Launch (Month, Year)	Estimated Completion (Month, Year)	Estimated Revenue (INR Cr)	Estimated Carpet Area (Sq.ft)
Codename Ghatkopar	Mumbai	Residential	100%	Dec 22	Dec 24	250	95,000
Codename Juhu	Mumbai	Residential	100%	Sept 22	Sept 24	150	30,700
Central Mumbai 2	Mumbai	Residential	85%	Mar 23	Mar 26	975	489,615
Central Mumbai 1	Mumbai	Mix Use	100%	Sept 23	Sept 26	795	398,182
TOTAL						2,170	10,13,497

~19.7
Mn Sq.ft.

COMPLETED
PROJECTS

~1.3
Mn Sq.ft.

EXISTING
PORTFOLIO

~0.6
Mn Sq.ft.

FY23
LAUNCHES

~0.4
Mn Sq.ft.

FY24
LAUNCHES

~11.8
Mn Sq.ft.

FUTURE
POTENTIAL

~14.1
Mn Sq.ft.

TOTAL
PORTFOLIO



WAY AHEAD

ENCASHING ON THE
MARKET OPPORTUNITIES

PROJECT-WISE REVENUE RECOGNITION – ADVANCED STAGE PROJECTS

Projects	Completion as on 30 Jun 2022	Total Carpet Area Sold (Sq.ft.)	Sales Book as on 30 Jun 2022 (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) FY23
(i)	(ii)	(iii)	(iv)	(v)	(vi)= (iv) – (v)	(vii)	(viii)	(ix)= (vi) + (viii)
Aeon	100%	154,899	317	317	-	1,412	3	3
Aeon II	100%	50,235	129	129	-	-	-	-
Zeon	100%	395,166	944	944	-	12,026	28	28
Treon	100%	342,147	778	778	-	2,463	6	6
Nucleus Resi	99%	173,783	137	124	13	14,882	13	26
Nucleus Commercial	75%	-	-	-	-	105,000	105	105
TOTAL		11,16,230	2,305	2,292	13	1,35,783	155	168

Sale Book as on
30 June 2022
INR 2,305 Cr

Revenue to be
recognized on
committed sales
INR 13 Cr

Revenue to be
recognized from
unsold stock
INR 155 Cr

Total Revenue
Potential
INR 168 Cr

Note: Nucleus commercial carpet space of 1.05 Lacs Sq. ft. having revenue potential of ~ INR 105 Cr, has now been strategically moved from rental based cash flow model to an outright sale model

PROJECT-WISE REVENUE RECOGNITION – MID STAGE PROJECTS

Projects	Completion as on 30 Jun 2022	Total Carpet Area Sold (Sq.ft.)	Sales Book as on 30 Jun 2022 (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) FY23
(i)	(ii)	(iii)	(iv)	(v)	(vi)= (iv) – (v)	(vii)	(viii)	(ix)= (vi) + (viii)
Sikova	52%	74,659	144	75	69	53,217	106	175
Greenfinity	68%	43,178	121	82	39	26,474	68	107
Lugaano	55%	46,920	34	-	34	69,855	51	85
Nucleus – C	48%	22,705	19	-	19	80,444	68	87
Florenza	3%	10,254	8	-	8	108,576	79	87
TOTAL		1,97,716	326	157	169	3,38,566	372	541

Sale Book as on
30 June 2022
INR 326 Cr

Revenue to be
recognized on
committed sales
INR 169 Cr

Revenue to be
recognized from
unsold stock
INR 372 Cr

Total Revenue
Potential
INR 541 Cr

REVENUE VISIBILITY

Advanced Stage Projects



Pre-sales revenue to be recognized from nearly completed projects



Sales revenue from unsold inventory



Mid Stage Projects



Pre-sales revenue to be recognized from mid stage projects



Sales revenue from unsold inventory



Upcoming Projects



Sales revenue from Manhattan launched in Apr'22



Sales revenue from launches in FY23 & FY24



INFLECTION POINT – THE START OF AN UNPRECEDENTED GROWTH JOURNEY



5X GROWTH PLAN



Unlocking development potential of owned land banks



Targeting Inorganic growth through low capex acquisitions by JV / JDA / DA model, asset light approach



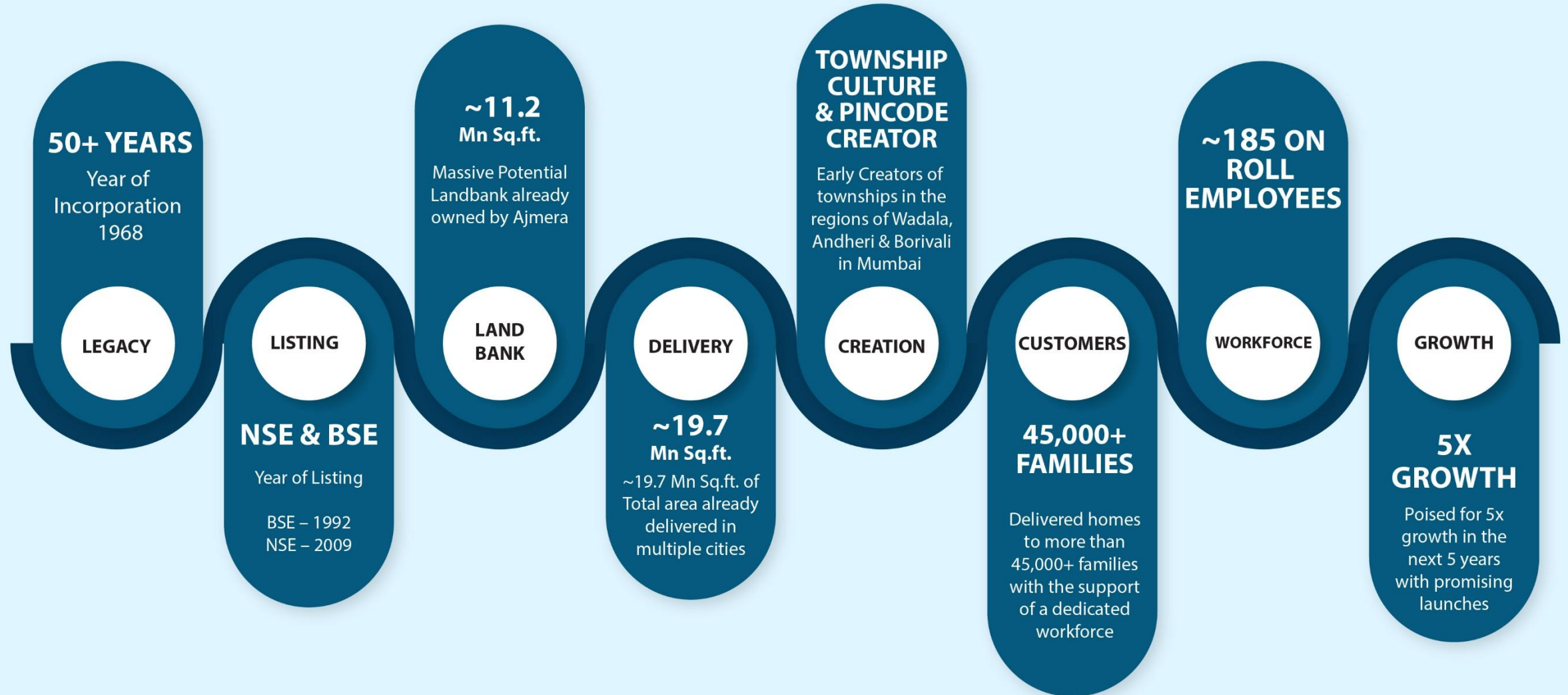
Robust business pipeline for next 15 months



4 project launches expected in next 24 months

COMPANY OVERVIEW

AJMERA GROUP AT A GLANCE



THE AJMERA FOOTPRINT

~338 lakh carpet Sq. ft. of development

Above includes completed, ongoing & upcoming developments



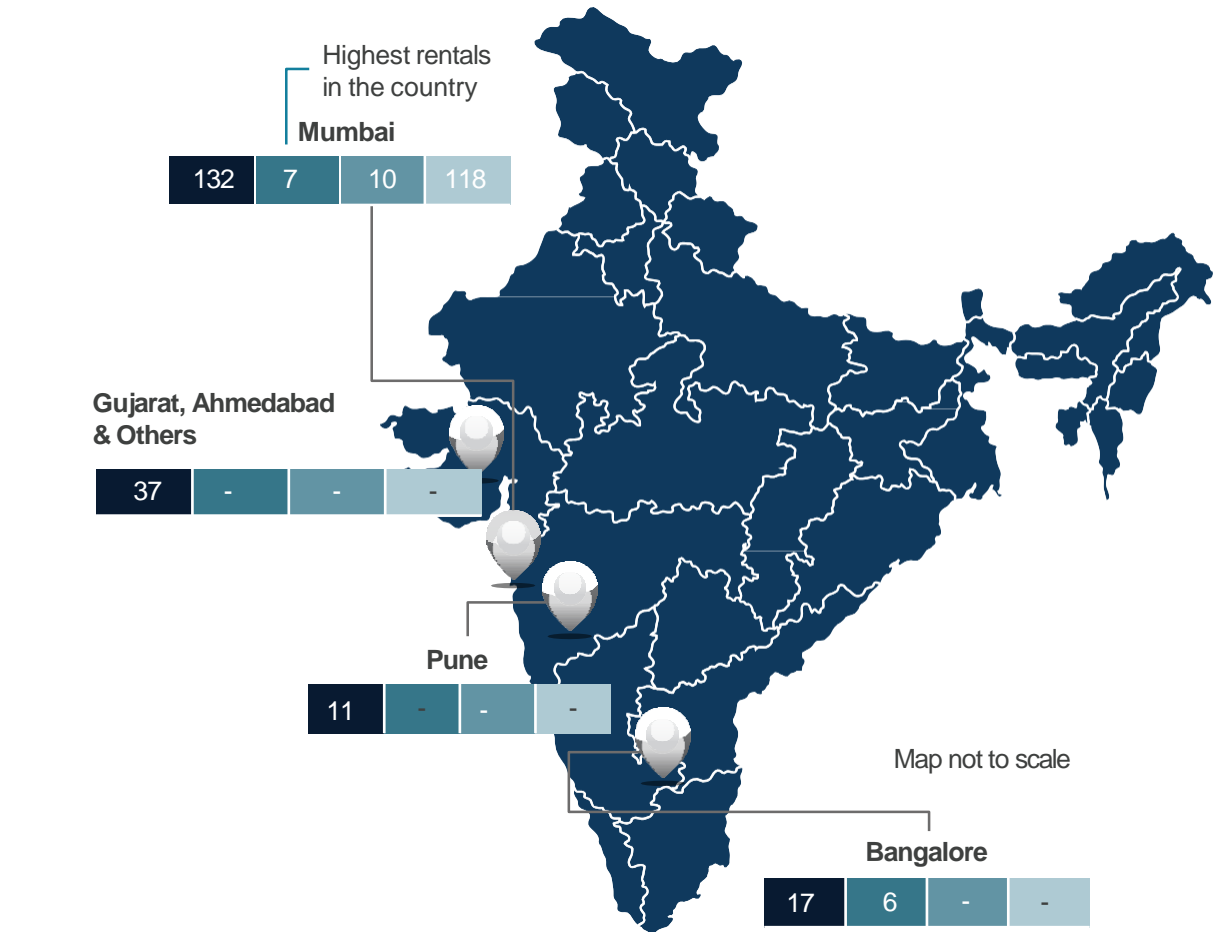
Greenfinity & Sikova projects expected to be delivered in FY 23



Destination creator - Wadala, Andheri, Borivali, Mira Road



**UK Presence Update:
5 Projects : ~67,000 sq. ft. footprint
Steady Sales momentum,
Repatriation expected in FY 23**



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

Developed & Handed Over	Under Development	Planned launches by FY24	Future Potential
197	13	10	118

ESG – ENVIRONMENTAL INITIATIVES

Energy Management

- **VRV & inverter type HVAC systems**
- **Motion Sensor Lights, LED Lights** and high-efficiency lighting fixtures
- **Inverter technology Drive** compressors for HVAC
- **Alternate power supply lines** in the event of power failure to curb the usage of fossil fuel
- **Double Gazed Unit / performance glass**
- Installed Lifts with **Group Control**

Use of Solar Energy

- Use of **rooftop solar panels**
- **Solar coated glass facades** on exteriors for improved HVAC cooling & reduced carbon footprint

Waste & Wastewater Management



Reduce

Recycle

Reuse

- **Zero toxic chemical wastage**
- Installation of **onsite waste treatment system**
- **Organic waste converters**
- Reuse of **generated waste**
- **STP (Sewage Treatment Plant)** to treat 100% of waste water generated
- Reuse of **construction waste**
- Reuse of **Scrap generated** on site
- **Environment friendly AAC blocks**
- **Reuse treated waste water** for landscaping & flushing water

ESG – ENVIRONMENTAL INITIATIVES & RECOGNITION

Product Design & Lifecycle Management

- Installation of **Electric Vehicle** charging station
- Effective building **design**
- Use of **Borewell water** for construction
- **Rain water** harvesting
- Site Workers **medical camp**
- **Parking height optimization**
- Use of **couplers** for steel lapping
- Minimized use of **natural woods**
- **Bus Bar system** in High rise

Certified Green Building



THIS CERTIFIES THAT
AJIMERA NUCLEUS RESIDENTIAL TOWERS - 2BHK
208 Units
HAS ACHIEVED AN
EDGE PRELIMINARY CERTIFICATE
CERTIFICATE NUMBER
LPS-IND-18090410042130-208-P

Exemplifying achievement in the following areas:

- 26% Energy Savings
- 62% Water Savings
- 51% Less Embodied Energy in Materials

2.45 tCO₂/unit/year Operational CO₂ Emissions
0.98 tCO₂/unit/year Operational CO₂ Savings

DEVELOPED BY
AJIMERA HOUSING CORPORATION BANGALORE

CERTIFIED BY
Green Business Certification Inc. (GBCI)

Mahesh Ramanujam
Mahesh Ramanujam, President and CEO, Green Business Certification Inc.
DATE OF ISSUE: 08-MAY-2019

WORLD BANK GROUP
THE WORLD BANK IFC International Finance Corporation

CSR Activities



Supporting rejuvenation of 9 lakes under Participatory Water Management Programme*

Villages covered	<ul style="list-style-type: none"> • Chovatiya Talav of Chalva • Mata Na Thalwalu Talav at Tadav
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No. of Beneficiaries	Entire Population of the villages benefiting ~32,000 individuals
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Objective	To maximize the efforts to recharge underground water tables
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~10 crore litres of Water	Provision for ~10 crore litres of water thereby increasing levels of underground water table
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*conducted through VICHARTA SAMUDAY SAMARTHAN MANCH NGO



Women Empowerment : Company follows gender diversity and offers equal opportunity



Education to underprivileged kids



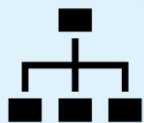
Medical Assistance to needy Patients including Heart Patients & **Free health check up** camps for laborers

Malnutrition and women health program**	Providing support to women & children through health programs in 5 villages situated at Melghat (Amravati), benefitting 172 children & 80 pregnant women with treatments of various ailments
--	--

Vocational Education	Providing vocational skills in the form of MSCIT to 25 individuals & Early Childhood Care and Education (ECCE) teacher training program to 10 needy women through Dharma Bharathi Mission
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**engaged MAHAN TRUST

Strong Governance Practices



Board consists of professionals from **diverse fields**



SEBI Compliant, Regular and **timely disclosures**



Manufacturers **with low carbon footprint**



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 (D&O Insurance Policy)*
- Code of conduct
- Whistle Blower Policy
- Nomination and Remuneration Policy
- Risk Management Policy

*w.e.f. April 1, 2022

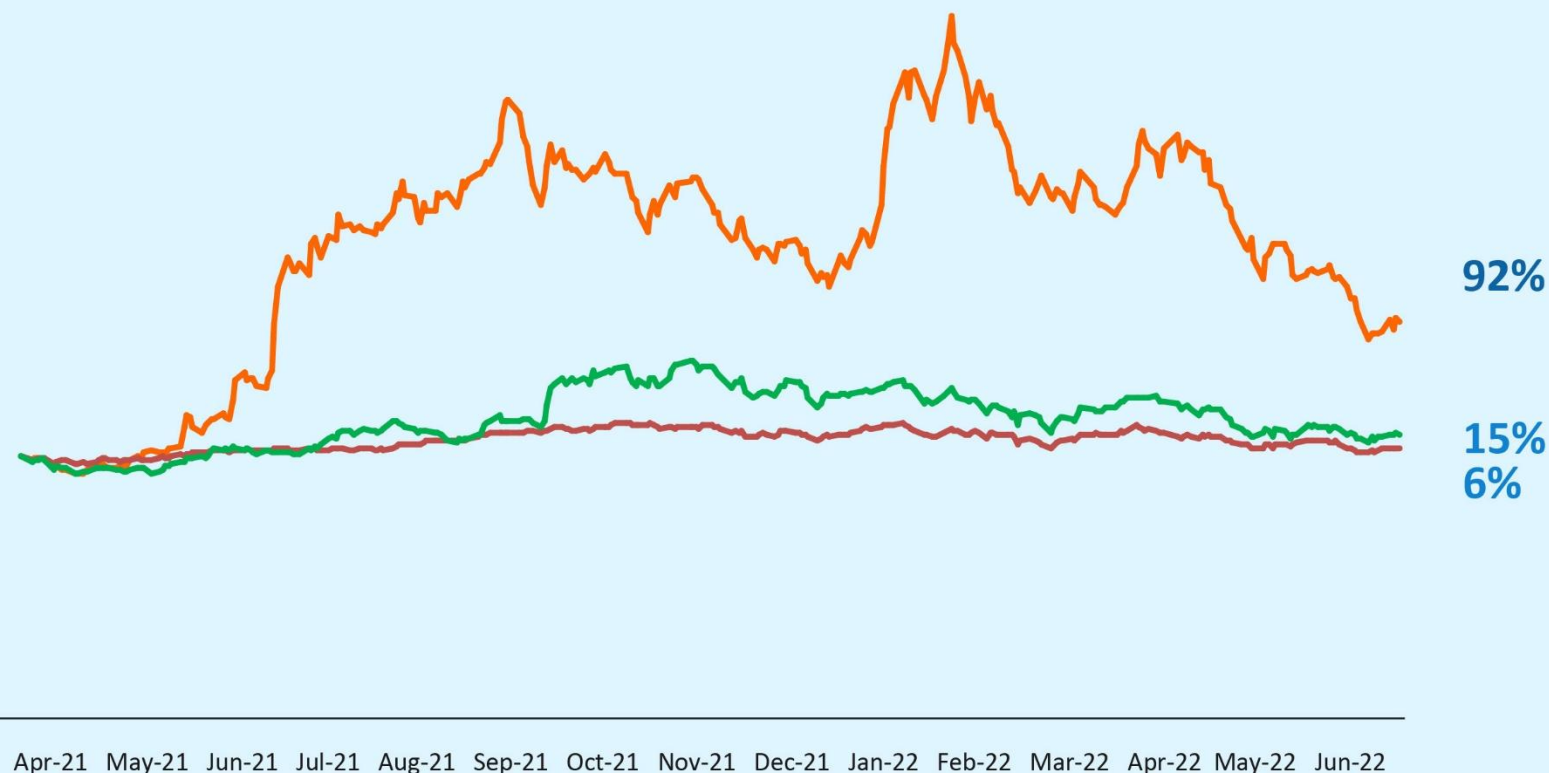
SHAREHOLDING & PRICE MOVEMENT

Shareholder Information as on 30th June 2022

BSE Ticker	513349
NSE Symbol	AJMERA
Market Cap* (in INR Cr)	1,050
Promoter holding %	69.73 %
% Free-Float	30.27%
Free-Float Market Cap (in INR Cr)	318
Shares Outstanding in (in Cr)	3.55
1M ADTV (Shares)	1,46,082
6M ADTV (Shares)	94,103
Industry	Real Estate

*Market Cap as on 3rd August 2022

** ADTV : Average daily trading volume



— Ajmera — S&P BSE Sensex — S&P BSE Realty

ANNEXURE

FINANCIAL SUMMARY – Q1 FY23

Particulars (INR Cr)	Q1 FY23	Q1 FY22	YoY	Q4 FY22	QoQ	FY22	FY21	YoY
Revenue From Operations	52.3 [^]	134.6	(61%)	180.5	(71%)	482.7	346.7	39%
Other Income	2.8	0.6	332%	3.1	(10%)	6.4	5.1	27%
Total Income	55.1	135.3	(59%)	183.6	(70%)	489.1	351.8	39%
Cost Of Raw Material	34.0	94.1	(64%)	131.8	(74%)	338.7	225.7	50%
Employee Benefit Cost	2.8	7.1	(60%)	9.1	(69%)	27.8	25.6	9%
Finance Cost	2.5	19.2	(87%)	22.7	(89%)	59.2	57.7	3%
Depreciation & Amortisation	0.3	0.4	(30%)	0.5	(34%)	1.7	1.8	(6%)
Total Expenses	39.6	120.8	(67%)	164.1	(76%)	427.4	310.8	38%
Profit Before Tax	15.5 [*]	14.4	7%	19.6	(21%)	61.7	41.0	51%
Total Tax Expense	3.9	3.8	3%	4.9	(21%)	15.4	9.5	62%
Profit After Tax	11.6	10.7	9%	14.7	(21%)	46.3	31.5	47%

[^] Includes first time revenue recognized under POCM for part sale value upon completion visibility of Greenfinity project

^{*} PBT includes contribution on account of above revenue

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
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 -IV	Kalyan	Mumbai	10,85,027	1,546
Shanti Nagar	Miraroad	Mumbai	70,00,000	17000
Yogi Hills	Mulund-West	Mumbai	6,00,000	855
Aeon, Zeon & Treon	Wadala	Mumbai	14,00,000	650

COMPLETED PROJECTS IN GUJARAT

Project Name	Location	City	Area (sq.ft.)*	Units
Shastri Nagar	Dharam Nagar	Rajkot	7,00,000	1200
Enigma	SG Road	Ahmedabad	3,00,000	150
Sahajanand Shopping Center	Khadia	Ahmedabad	1,10,000	374
Pramukh Park	Udhna	Surat	35,00,000	Approx. 7000
Casa Vyoma	Vastrapur	Ahmedabad	9,16,506	550
Engima	Thaltej	Ahmedabad	3,06,196	150

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	10,00,000	2000
Aria	Koregaon Park	Pune	1,50,000	25

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

* Represents saleable area

THANK YOU

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