

# Ajmera Realty & Infra India Limited

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

Tel.: +91-22-6698 4000 • Email: investors@ajmera.com • Website: www.ajmera.com

CIN NO. L27104 MH 1985 PLC035659



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

Date: July 6, 2023

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| <b>The Bombay Stock Exchange Limited</b><br>Phiroze Jeejeebhoy Towers<br>Dalal Street<br>Mumbai – 400 001<br><br><b>Script Code: 513349</b> | <b>National Stock Exchange of India Limited</b><br>5 <sup>th</sup> Floor, Exchange Plaza,<br>Bandra Kurla Complex Bandra (East)<br>Mumbai-400051<br><br><b>Script Code: AJMERA</b> |
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**Sub: Operations Update for the Quarter Ended June 30, 2023**

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

With reference to the above captioned subject and reference, please find enclosed a statement containing an update on the operations of the Company for the Quarter Ended June 30, 2023.

This is for your information and appropriate dissemination.

Thanking You.

Yours faithfully,

**For AJMERA REALTY & INFRA INDIA LIMITED**

**NITIN BAVISI**  
**CHIEF FINANCIAL OFFICER**

**Enc.: As above**



## Ajmera Realty's Q1 FY24 sales surge to INR 225 Crores, growth continues for another stellar year ahead

The summary of our Operational performance for Q1 FY24, at a consolidated basis is as under:

### Key Highlights for Q1 FY24:

- Sales volume stood at 1,35,460 sq. ft. (carpet area)
- Sales Value stood at INR 225 crores
- Collection stood at INR 111 crores
- Ajmera Eden, premium residences in Ghatkopar has opened its sales booking during mid of the June month and recorded sales of over 14% of its sales potential

**Mumbai, 6th July 2023:** Ajmera Realty & Infra India Ltd (BSE: 513349 & NSE: AJMERA), a leading real estate company with a pan India presence, announced its operational numbers for Q1 FY24.

ARIIL clocks sales value of INR 225 crores and collection of Rs. 111 crores for the Q1 FY24, witnessing growth of 60% and 8% respectively on Q-o-Q basis as compared to Q4 FY23

ARIIL has achieved remarkable sales performance in Q1 FY24, with a significant sales area of 1,35,460 Sq.ft. This marks an impressive 96% increase in the trailing quarter reflecting positive & continued market sentiment, though year-on-year comparisons are not comparable due to a massive sales launch included of Manhattan last year. During Q1 FY24, the sales growth was driven by the implementation of a revamped sales strategy for our Bangalore projects. Additionally, the successful launch sales of Ajmera Eden, which commenced in June 2023, contributed significantly to the sales growth.

### Performance Summary – Q1 FY24:

| Particulars                | Q1 FY24  | Q1 FY23  | YoY   | Q4 FY23 | QoQ |
|----------------------------|----------|----------|-------|---------|-----|
| Carpet area sold (sq. ft.) | 1,35,460 | 1,57,438 | (14%) | 69,209  | 96% |
| Sales Value (INR Cr)       | 225      | 400      | (44%) | 140     | 60% |
| Collection (INR Cr)        | 111      | 210      | (47%) | 103     | 8%  |

**Commenting on the Company's operational performance for Q1 FY24, Mr. Dhaval Ajmera, Director, Ajmera Realty & Infra India Ltd, said, "ARIIL has achieved sales of INR 225 crores during Q1, showcasing our commitment to delivering outstanding results following a successful FY23 and setting the stage for a promising year ahead. The outstanding results reflect the successful implementation of our revamped sales strategy and the positive impact of the new launch of Ajmera Eden during the quarter. Our performance aligns seamlessly with our 5x growth strategy, demonstrating our commitment to driving substantial growth and creating lasting value.**

*Looking ahead, we are highly optimistic about the favorable market conditions in the real estate sector. With stabilizing interest rates, we are witnessing a notable upturn in customer sentiment and a strong inclination to purchase from trusted brands like ours. Furthermore, we have a robust launch pipeline, which significantly bolsters our confidence in achieving our growth objectives and generating enduring value for all stakeholders."*

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## **About Ajmera Realty & Infra India Ltd (ARIL):**

Ajmera Realty & Infra India Limited (ARIL) is one of the trusted names having its PAN India presence. The Company has a huge development potential available on its balance land parcel at Ajmera I-Land, Bhakti Park, Wadala and Central Mumbai. Current projects are at Mumbai: "Manhattan", "Greenfinity", "Sikova", "Prive" and "Eden" along with various projects at Bengaluru: "Ajmera Nucleus", "Ajmera Lugaano", "Ajmera Florenza". The Company is focused on premium developments in luxury and mid-luxury projects in the residential segment. The Group works on Trust and delivers the trusted decisions of buyers. The GenNext of the Group believes in "KEEP EVOLVING" and accordingly the strategies, systems, processes, planning and use of cutting-edge technologies have resorted to enable the Company to deliver targeted value to all its stakeholders.

## **For further information, please contact:**

Investor Relations

Ajmera Realty & Infra India Limited

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**Safe Harbor Statement:** *Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.*