

Ajmera Realty & Infra India Limited



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CIN No. L27104 MH1985 PLCO35659

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

Date: 2nd August, 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 Q1 & FY 2021-22

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 Unaudited Financial Results of the Company for the first quarter ended 30th June, 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

Ajmera Realty & Infra India Limited

INVESTOR PRESENTATION

Q1 FY 2022

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 to 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



**RISING UP
& ABOVE**



**OUR FINANCIAL
PERFORMANCE**



**PROJECT
PERFORMANCE**



**WHAT LIES
AHEAD**



RISING UP & ABOVE

RISE- THE AJMERA WAY

Re-invent the wheel through
new business practises

Inspire to adopt & adapt to
the new world order

Supply creation to meet
demands of end users

An Example to the
community exemplified by
the Ajmera family values

R
I
S
E

Deleveraged book by INR 46 cr
in Q1 FY22.

Group is focused on reducing
substantial secured loan debt
book throughout FY 2022.

2-3 new acquisitions
at various stages of
negotiations.

1 out of the 4 projects
scheduled for this
FY moved up for
approvals.

0.8 mn sft of the L5
mn sft targeted to
be launched within
Q2 of FY22.

Next Phase of our Flagship
township Wadala I-Land at
now at approval stage.

Large commercial office at
Wadala moved to planning
stage.

Handed over 119 Units to customers.
Managed Digital Site visits, customer
engagements and Events.

**Above
customer
expectations**

**To debt
reduction**

**Beyond
shareholder
aspirations**

Exponential value created
in the last 9 months.

During the Quarter ARIL
was able to outperform
the BSE realty index, the
index grew by 19% while
ARIL grew by 158%
during the quarter.

**To create
landmarks &
destinations**

RISE

**To the
society
at large**

Managed two
Covid Facilities in
Mumbai.

Facilitated Food
and Medicine
distribution.

**To create
landmarks &
destinations**

**To be the
best in
business**

**To support
employee
and
workers**

Vaccinated full
staff and family
members of staff.

Vaccinated
workers on site.

Accomplished quarterly incremental sales in a
challenging environment.

Continued visibility of revenue realization for the
rest of financial year.

RISE PROGRESS SUMMARY



**Challenging environment
but business performance
still improved**



**Project execution well on track,
two OC's & one part OC received.
Development projects on schedule**



**Poised for growth with clear
revenue and bottom-line visibility**



**1 out of the 4 projects to be
launched during the year put
for approvals**



**Deleveraging of balance
sheet continues**



**Encouraging engagements for
Investment Partnerships**

OUR FINANCIAL PERFORMANCE - Q1 FY 2022

Sustainable Growth In
A Challenging Environment

2 Months Lockdown In
Key Cities of Operation

Significant Revenue Visibility
And Sales Book

ANALYSING THE PANDEMIC YEAR

Dealing with the new normal and realigning business goals and milestones under complete restrictions and migration of labourers

**FULL
LOCKDOWN**

Q1 FY2021

Economy opened up during this time which enabled Ajmera Group to push sales and return to pre COVID construction speeds

**NO
LOCKDOWN
RESTRICTIONS**

Q4 FY2021

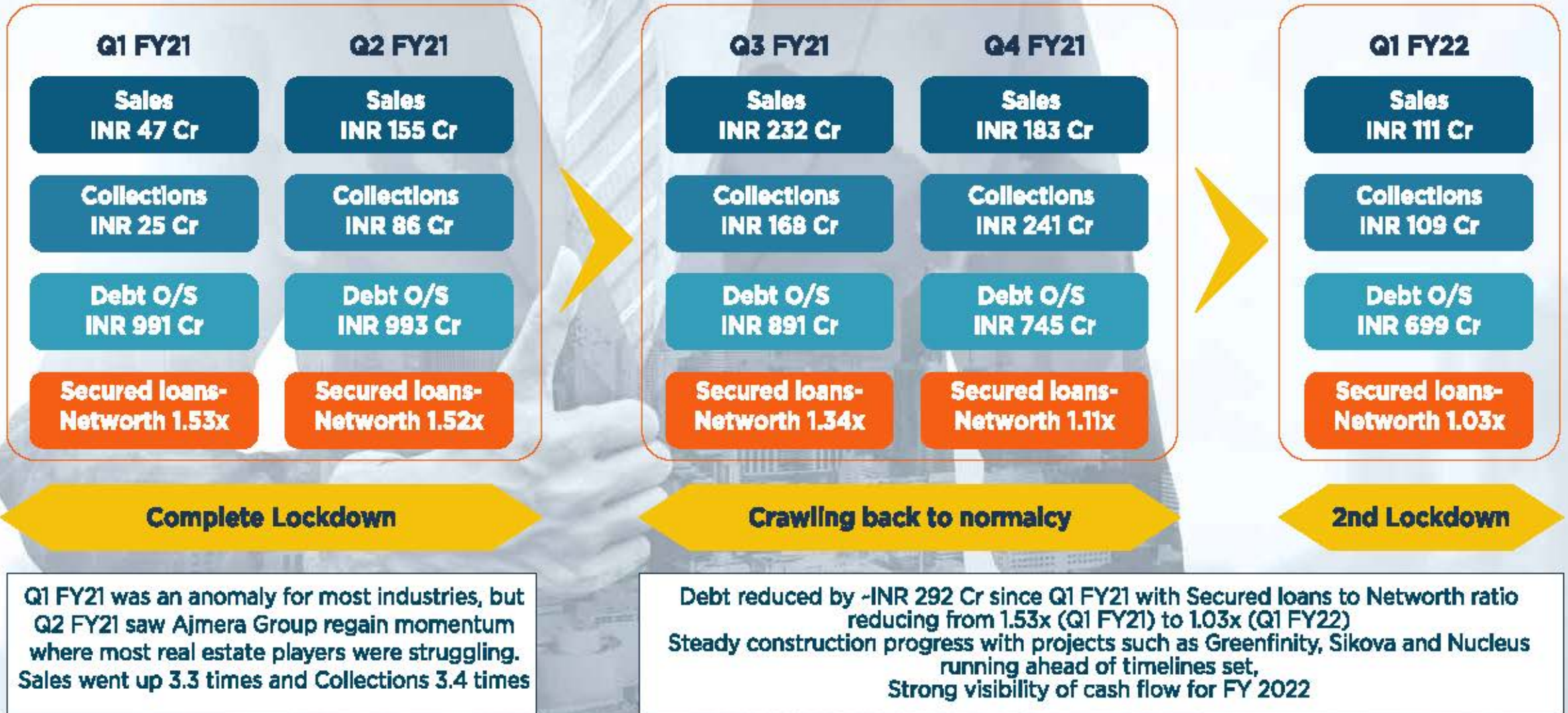
Partial lockdown brought about fresh challenges in sales and construction operations

**PARTIAL
LOCKDOWN**

Q1 FY2022

Group managed to push through and achieve formidable numbers considering lockdown restrictions

WHEN THE GOING GETS TOUGH



AJMERA GETS GOING....

KEY BUSINESS HIGHLIGHTS – Q1 FY 2022

INR 111 Cr of sales



Sales VALUE increased
by 138% YoY

61 units sold



Increase in number of
UNITS sold by ~53% YoY

92185 sft sold



Increase in area sold
by ~92% YoY

INR 109 Cr received



Sales advances rose by
over 335% YoY



Met construction timelines
for projects such as
Greenfinity, Sikova and
Nucleus



Sequential debt reduction
of INR 46 Cr**

**Secured loans for debt reduction



Strong cashflow
visibility

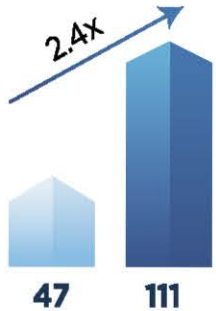


1 new project moved
for approvals

SALES PERFORMANCE

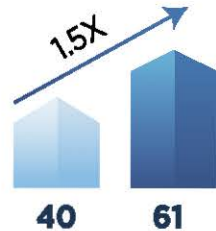


VALUE OF SALES
YoY Comparison



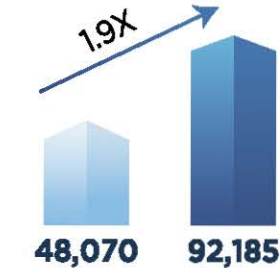
Value of Sales (INR Cr)
■ Q1 FY21 ■ Q1 FY22

NUMBER OF UNITS SOLD
YoY Comparison



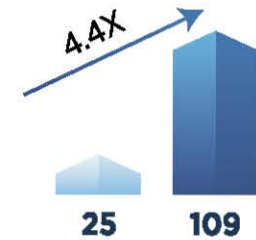
Number of units sold
■ Q1 FY21 ■ Q1 FY22

AREA SOLD
YoY Comparison



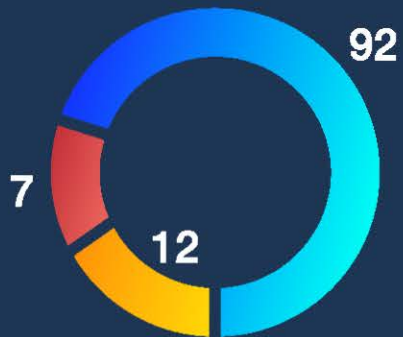
Area Sold (sq. ft)
■ Q1 FY21 ■ Q1 FY22

SALES ADVANCES
YoY Comparison

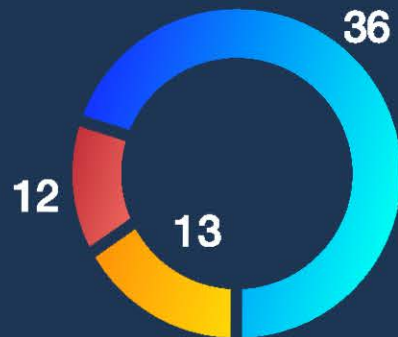


Sale Advances (INR Cr)
■ Q1 FY21 ■ Q1 FY22

Q1 FY 2022

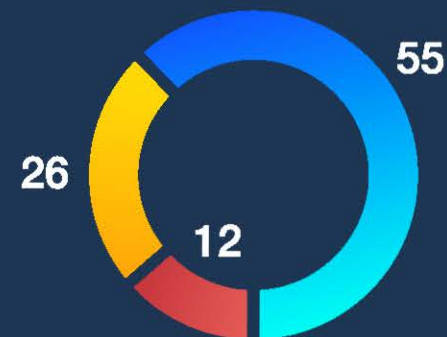


VALUE OF SALES
(INR Cr)



NUMBER OF UNITS SOLD

■ Mumbai ■ Bangalore ■ Ahmedabad



AREA SOLD
(Thousand sft)



SALES ADVANCES
(INR Cr)

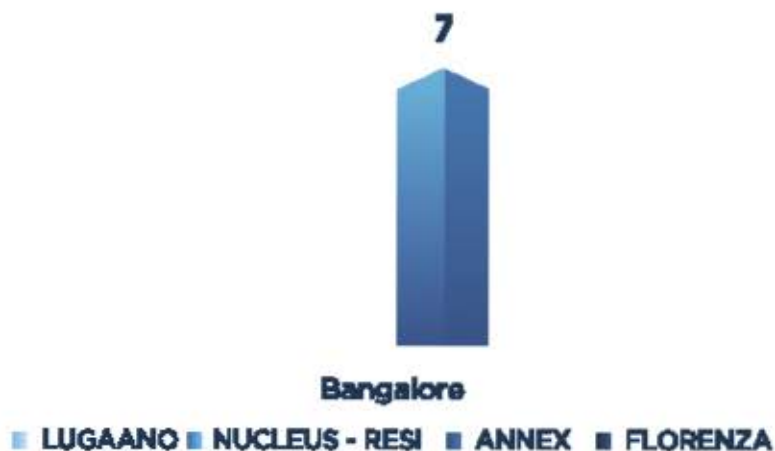
SALES – Q1 FY 2022



Mumbai - Sales (INR Cr)



Bangalore - Sales (INR Cr)



Ahmedabad - Sales (INR Cr)



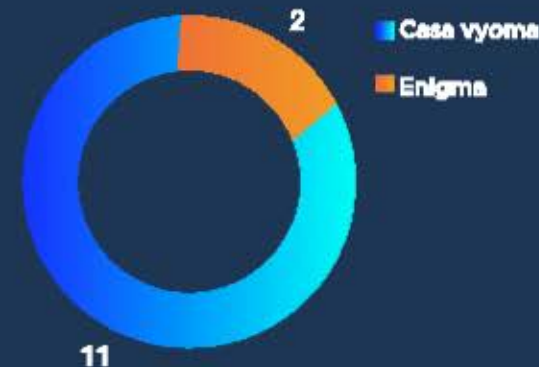
Number of units sold In Mumbai



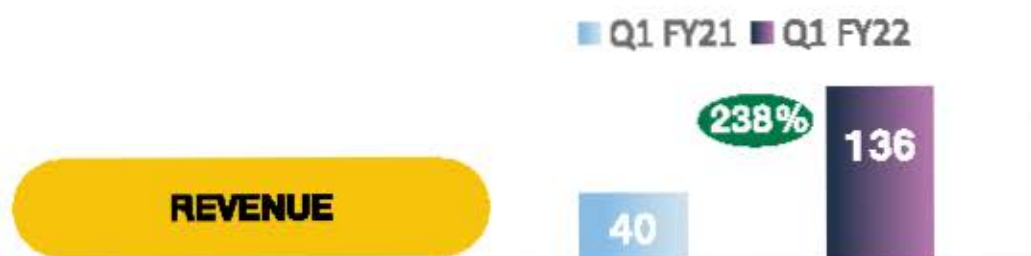
Number of units sold In Bangalore



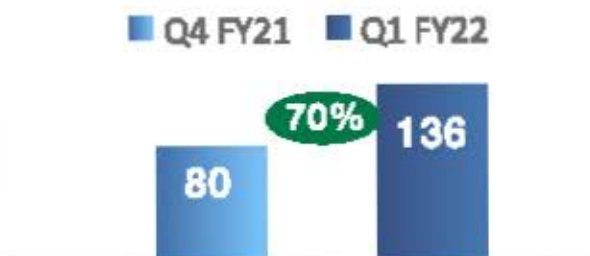
Number of units sold In Ahmedabad



FINANCIAL PERFORMANCE



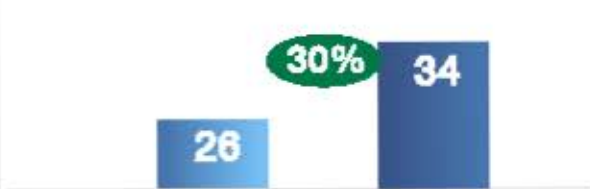
Revenue (INR Cr)



Revenue (INR Cr)



Operating Profit (INR Cr)



Operating Profit (INR Cr)



PBT (INR Cr)



PBT (INR Cr)



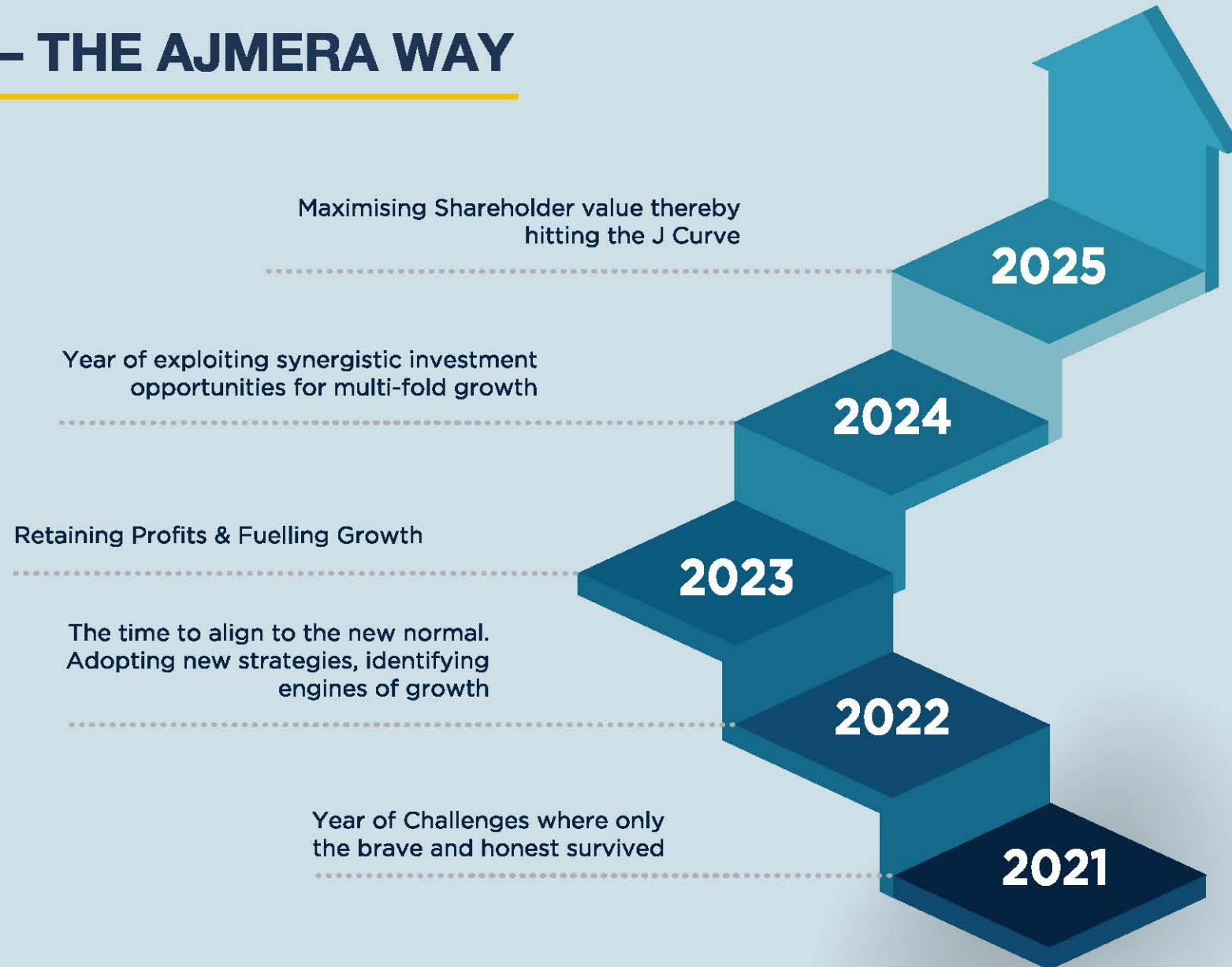
PAT (INR Cr)



PAT (INR Cr)

- Exponential revenue growth with robust cashflows
- Steep rise in revenue even when compared to Q4 FY21
- Sharp rise in QoQ EBITA on account of overwhelming sales response
- Despite lockdown profitability has increased
- Similar annual PBT as compared with Q4 FY21
- Sharp rise in Q1 FY22 profits as compared to Q1 FY 21
- Steep Increase in profitability as compared to Q1 FY21
- PAT levels maintained impressively at pre 2nd lockdown levels

RISE- THE AJMERA WAY



PROJECT PERFORMANCE - Q1 FY 2022

Advanced stage / nearing
completion projects

Under development projects

Projects at launch stage



PROJECT PERFORMANCE - Q1 FY 2022

Advanced stage / nearing
completion projects

AEON, ZEON & TREON - WADALA



**Sales Book as on
30th June 2021
-INR 2,038 Cr**



**Area Sold
1,247,537 sft**



**Revenue Recognised
upto 30 June 2021
INR 1,969 Cr**



**Balance revenue pending
Sold -INR 68 Cr
Unsold -INR 158 Cr**



**Future Revenue Potential
-INR 226 Cr**



**Estimated Completion
December 2021**



**Aeon - OC received
Zeon - OC received
Treon - Part OC received**



**Asset Mix
Residential - Luxury**



**Area Launched
1,339,908 sft**

NUCLEUS BANGALORE



**Sales Book as on
30th June 2021
-INR 99 Cr**



**Estimated Completion -
Wing A & B - January 2022,
Wing C - December 2022**



**Area Sold
189,892 Sft**



**Wing A & B- RCC Completed,
Internal work ongoing
Wing C- Excavation work
completed Commercial- RCC
completed, Internal work
ongoing Project Construction
ahead of Schedule**



**Revenue Recognised
upto 30 June 2021
INR 78 Cr**



**Balance Revenue pending
Sold -INR 21 Cr
Unsold -INR 47 Cr**



**Area Launched
279,873 Sft**



**Future Revenue Potential
-INR 68 Cr**



**Asset Mix
Residential**

PROJECT PERFORMANCE - Q1 FY 2022

Under development
projects

SIKOVA - GHATKOPAR



**Sales Book as on
30th June 2021
INR 26 Cr**



**Area Sold
15,323 sft**



**Balance Revenue pending
Sold -INR 26 Cr
Unsold -INR 228 Cr**



**Future Revenue Potential
-INR 255 Cr**



**Estimated Completion
2 years/ 2023**



**5th Slab casted out of
a total of 15 slabs.
Project Construction
ahead of Schedule**



**Asset Mix
Commercial**



**Area Launched
1,27,876 sft**

GREENFINITY - WADALA



**Sales Book as on
30th June 2021
INR 70 Cr**



**Area Sold
45,060 sft**



**Balance Revenue pending
Sold -INR 70 Cr
Unsold -INR 108 Cr**



**Future Revenue Potential
-INR 178 Cr**



**Estimated Completion
December 2022**



**8th slab Casted out of
a total of 23 slabs.
Project Construction
ahead of Schedule**



**Asset Mix
Residential**



**Area Launched
114,926 sft**

LUGAANO – YELAHANKA, BANGALORE



**Sales Book as on
30th June 2021
INR 35 Cr**



**Area Sold
75,739 sft**



**Balance Revenue Pending
Sold ~INR 35 Cr
Unsold ~INR 93 Cr**



**Future Revenue Potential
~INR 128 Cr**



**Estimated Completion
2 years/ June 2023**



**Wing A & B- 3rd slab
work ongoing**



**Asset Mix
Residential**



**Area Launched
278,241 sft**

FLORENZA – YELAHANKA, BANGALORE



Total Value of Stock
-INR 131 Cr



Area Sold
15,651 sft



Balance Revenue Pending
Sold -INR 7 Cr
Unsold -INR 124 Cr



Future Revenue Potential
-INR 131 Cr



Estimated Completion
3 years/ April 2024



Plinth work commenced,
Approvals in place



Asset Mix
Residential



Area Launched
274,182 sft



PROJECT PERFORMANCE - Q1 FY 2022

Projects at launch stage

CODENAME WADALA



Land ownership status
Owned



**Project Timelines/
Estimated Completion**
Mar-2026



Total Project Area
~800,000 sft (Saleable)



Total Value of stock
~INR 1,450 Cr



Asset Mix
Residential - Affordable luxury
Mid Income



Indicative Cost
~INR 850 Cr



Product Mix
2 & 3 BHK



Estimated Surplus
~INR 600 Cr



Project Status
To be launched / Approvals in process

Codename Wadala is just to identify upcoming project at Wadala, which is yet to be launched and titled

INTERNATIONAL PROJECTS UPDATE - UNITED KINGDOM

The Crossways, London



Kings Borough, London



Area under development
~67,000 sq. ft



Estimated Revenue
~INR 270 Cr



Southhall Men's Working Club, Southhall



Calico, Liverpool



The Mill House, Windsor

REVENUE GUIDANCE POTENTIAL FY 22 – ADVANCED STAGE PROJECTS

Projects	Completion as on 30 June 2021	Total Area Sold (sq.ft)	Sales Book as on 30 June 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) FY 22
Aeon	100%	218,770	317	317	-	1,995	3	3
Aeon II	79%	62,335	111	68	43	8,710	15	58
Treon	97%	491,268	845	819	25	71,811	123	148
Zeon	100%	475,164	766	766	-	9,855	17	17
Nucleus - Resi	80%	189,892	99	79	21	89,981	47	68
Total	-	1,437,429	2,137	2,048	89	182,352	205	294

**INR
2,137 Cr**

**Sale Book as on
30th June 2021**

**INR
89 Cr**

**Revenue to be Recognised on
committed sales**

**INR
205 Cr**

**Revenue to be Recognised from
Unsold stock**

**INR
294 Cr**

**Total Revenue
Potential**

REVENUE GUIDANCE OVER NEXT 36 MONTHS - UNDER DEVELOPMENT PROJECTS

Projects	Completion as on 30 June 2021	Total Area Sold (sq.ft)	Sales Book as on 30 June 2021	Revenue Recognised (INR Cr)	Balance Revenue Recognition (INR Cr)	Unsold Area (sq.ft)	Estimated Sale value (INR Cr)	Revenue Potential (INR Cr) FY 22
Sikova (Carpet)	13%	15,323	26	-	26	112,553	228	255
Greenfinity	24%	45,060	70	-	70	69,866	108	178
Lugaano	32%	75,739	35	-	35	202,502	93	128
Florenza	3%	15,651	7	-	7	258,531	124	131
Total	-	151,773	139	-	139	643,452	554	693

**INR
139 Cr**

**Sale Book as on
30th June 2021**

**INR
139 Cr**

**Revenue to be Recognised on
committed sales**

**INR
554 Cr**

**Revenue to be Recognised from
Unsold stock**

**INR
693 Cr**

**Total Revenue
Potential**

REVENUE VISIBILITY

Advanced Stage Projects



Pre-sales revenue from nearly completed projects

Sales revenue from unsold inventory

INR 294 Cr envisaged over the next 9 months

Under Development Projects



Pre-sales revenue from mid stage projects

Sales revenue from unsold inventory

INR 693 Cr envisaged over the next 36 months

Upcoming Projects



Potential Sales Revenue

Total Revenue Potential INR 3,087 Cr

**Estimated revenue of three other upcoming projects have been included in the potential revenue



WHAT LIES AHEAD INTERESTING OPPORTUNITIES

PROJECTS UNDER CONSIDERATION

Total development potential

1.15 MSF

Aspirational Year of acquisition

2022



Type of projects

Residential

(Affordable Housing, Mid-Segment housing and Luxury Offerings)

Eastern Suburbs
(8 lakh sft)

Western Suburbs
(1.5 lakh sft)

Central Suburbs
(1 lakh sft)

South Mumbai
(1 lakh sft)



* Map not to scale

RISING TO EVOLVE AND GROW

OPPORTUNISTIC PARTNERSHIP

Evaluating and negotiating for a developments specializing specialising in Mid Income Housing Segment projects

OPPORTUNISTIC PARTNERSHIP

Ongoing discussions and negotiations with an international Private Equity firm for investment in a brownfield project

STRATEGIC PARTNERSHIP

Final stages of acquisition of project in Mumbai with Indian Private Equity partner

INTERNATIONAL ALLIANCE

Multiple discussions and evaluations with strategic Investor for building a commercial park with long term goal of annuity income for Ajmera Group





HUMAN CAPITAL & SOCIAL RESPONSIBILITIES

COVID CARE AND PRECAUTIONS



Safety and health of employees

CSR COMMITTEE

Mr. Rajnikant S. Ajmera

Mr. Manoj I. Ajmera

Mr. Ambalal C. Patel

Total of INR 8.25 Lakhs towards vaccination of employees of their families during the course of Q1 FY22



Precaution & Safety

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



Work & Travel

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



Utilities Distribution

- Mask Distribution
- Steam Machines
- Food to construction workers



Training & Awareness

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



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



Covid Centre In Dahisar East - 150 beds

EMPLOYEE WELL BEING INITIATIVES

YOGA DAY INITIATIVE



EMPLOYEE VACCINATION DRIVE



EMPLOYEE AWARDS



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 8.25 lakhs** spent in Q1 Fy22 towards vaccination of employees and their families
- **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**



On site Vaccination Drive planning, Daily sanitization, mask distribution and work from home option for employees



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



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

ANNEXURES



Ajmera i-Land, Wadala 100 Acres of Integrated Township



AJMERA GROUP AT A GLANCE



Built on Trust

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 GROUP – THE JOURNEY



...winning industry wide accolades



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



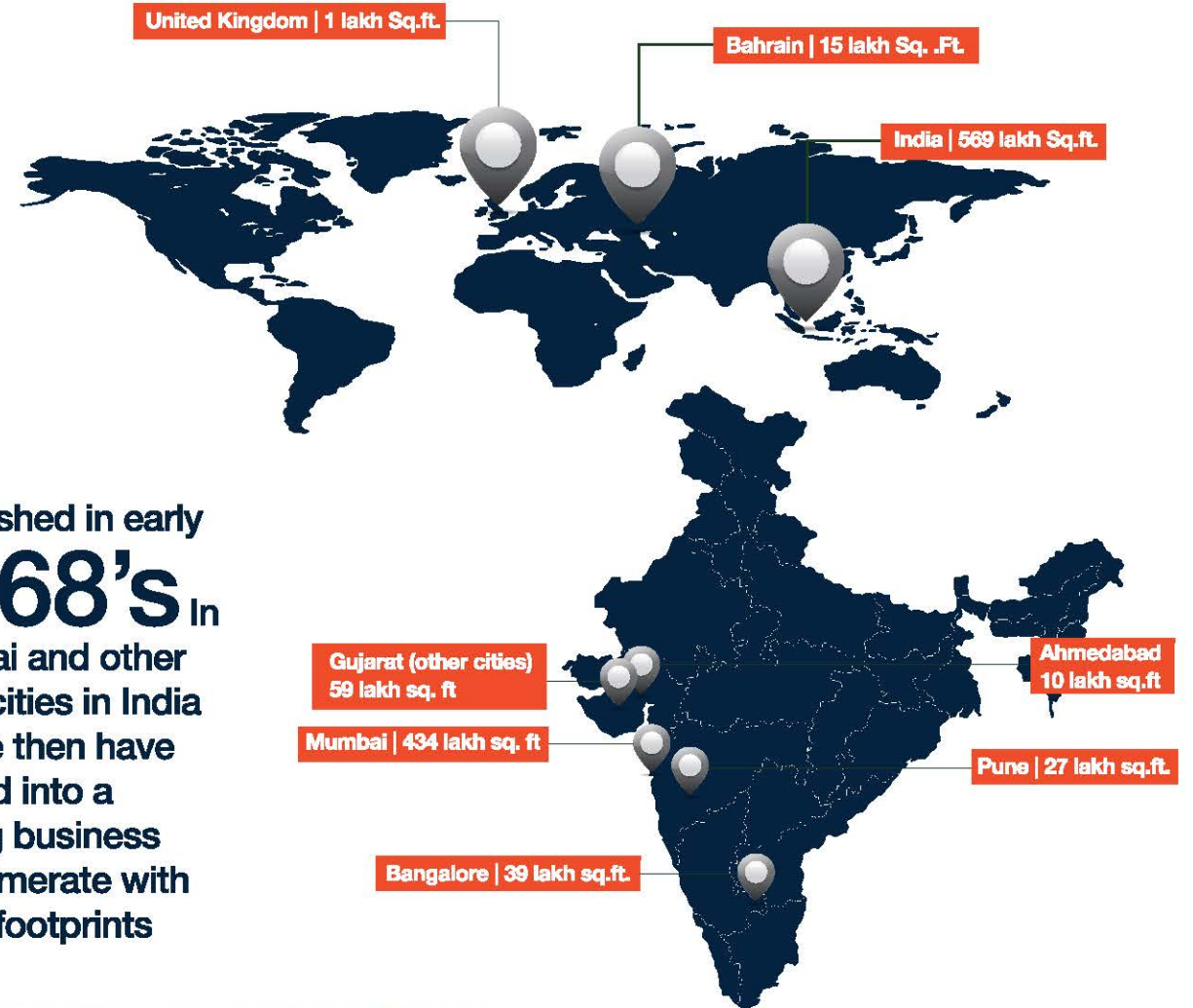
Working with the best professionals in the business,

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

Bangalore, Mumbai, Pune, Ahmedabad, Surat & Rajkot



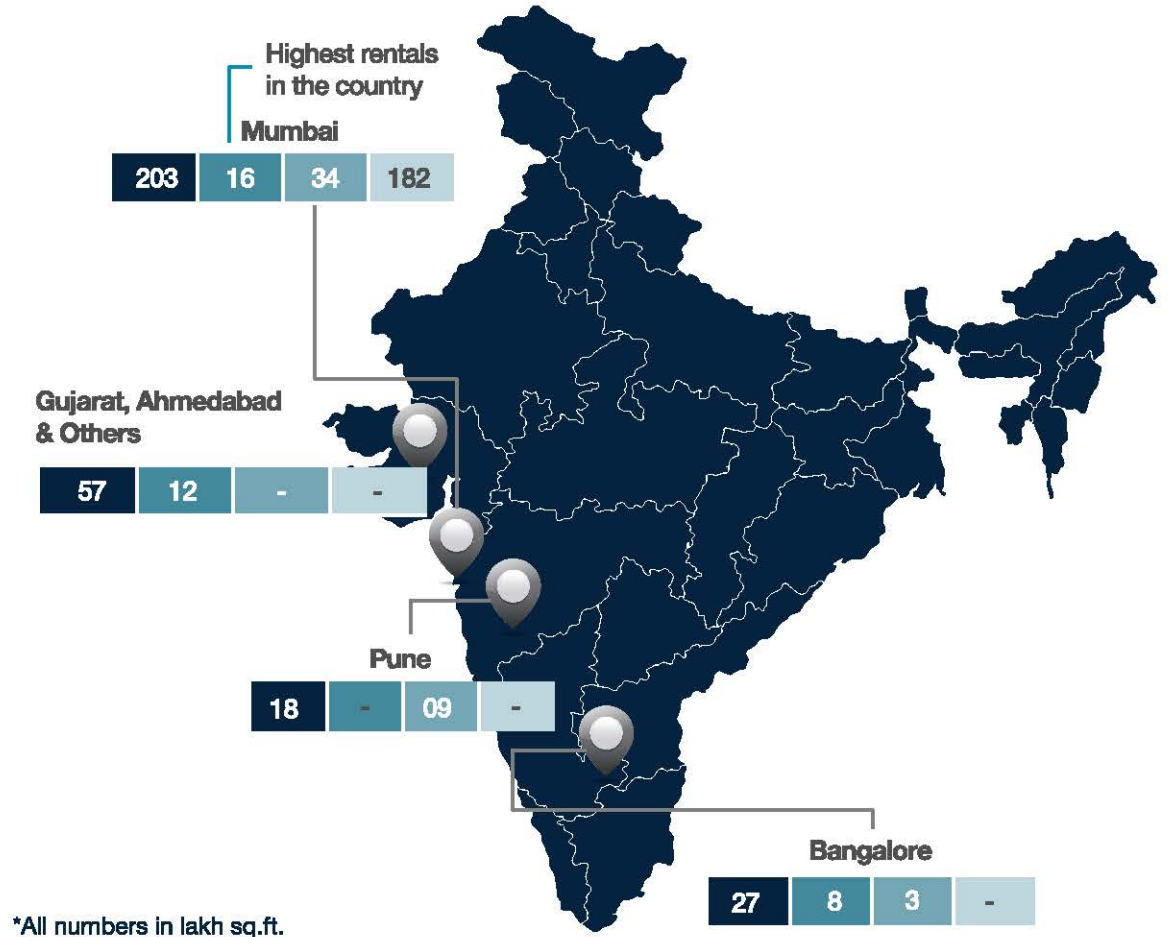
Presence across Asset Classes

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	36	46	182

MUMBAI PRESENCE

434 lakh square feet of development **

**Includes completed, ongoing & upcoming development

Advanced stage projects set for delivery in FY22

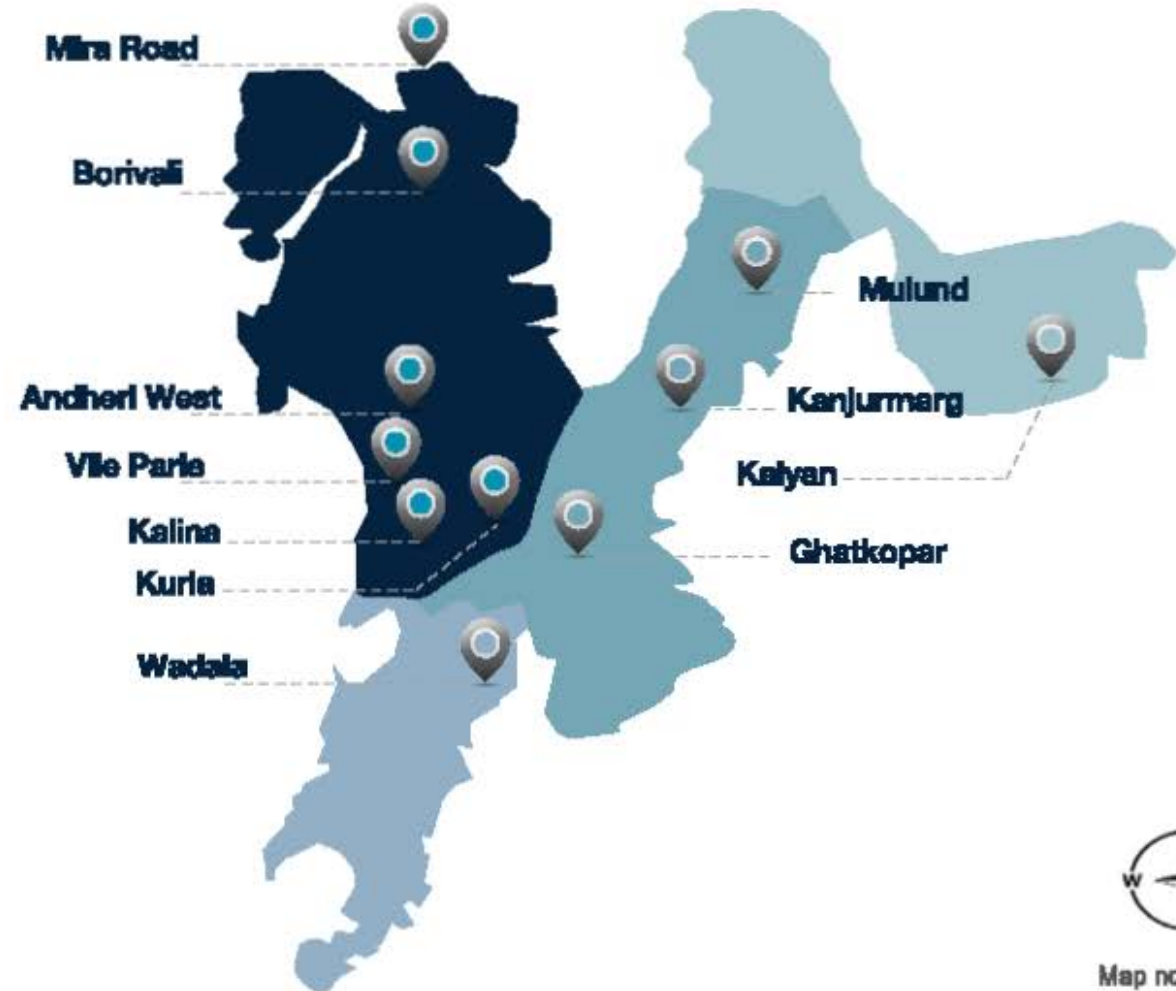
Two new launches in FY21

Acquisitions at various stages of evaluation

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



Mumbai Presence



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
Yogdham 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
Summit	Kalina	Mumbai	45,000	12

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 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. 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

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.

INDIAN REAL ESTATE

INVESTOR PREFERENCE IN INDIAN REAL ESTATE

Investments - Sector wise allocation (INR Bn)



Office



Residential



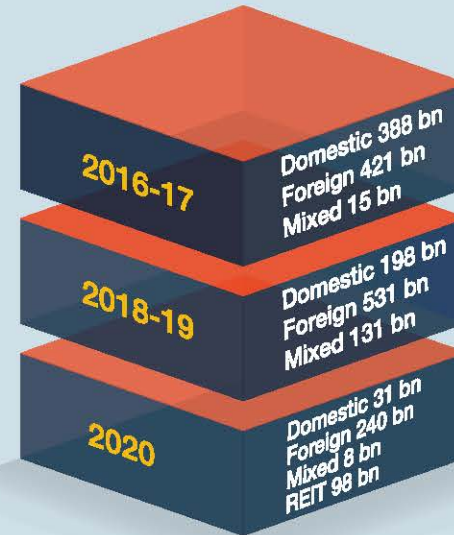
Retail



Industrial



Hospitality & Others



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

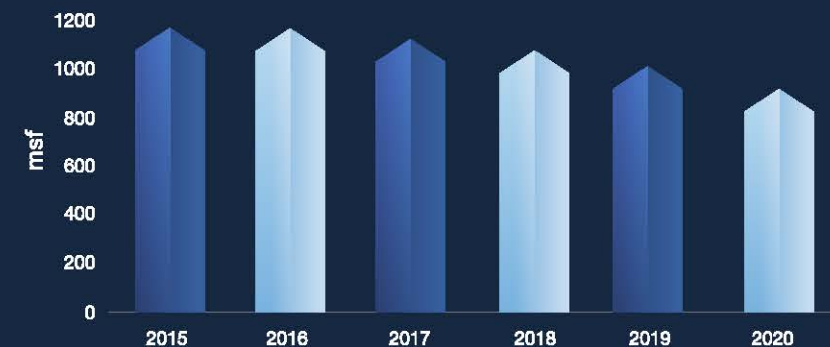
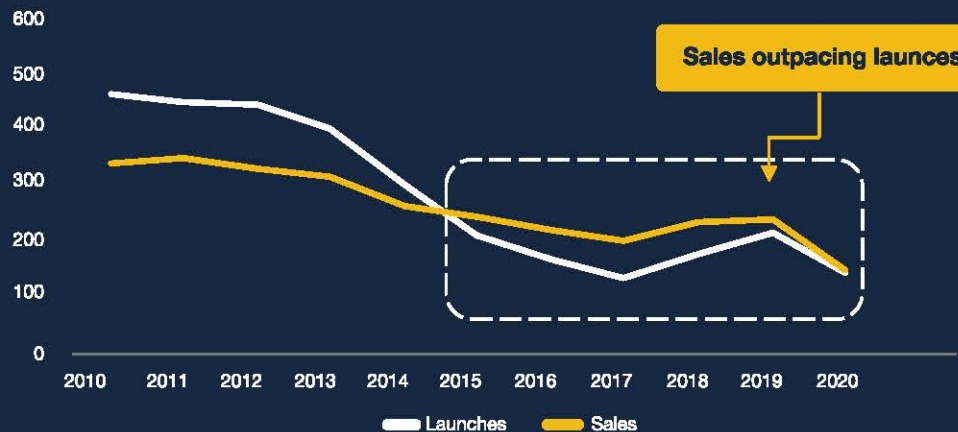
HOUSING IN TIER 1 CITIES OF INDIA

-  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 30.06.2021	Quarter Ended 31.03.2021	Quarter Ended 30.06.2020	Year Ended 31.03.2021
1	Income From Operations				
a)	Revenue from Operation	13,482	7,873	3,957	34,872
b)	Other Operating Income	-	-	-	-
c)	Other Income	65	105	59	507
	Total Income From Operations (a+b+c)	13,527	7,978	4,016	35,179
2	Expenses:				
a)	Cost of Material Consumed/ Construction Related Costs	9,412	5,002	2,255	22,573
b)	Changes In Inventories	-	-	-	-
d)	Employees benefit Expenses	711	364	429	2,557
e)	Finance Cost	1,917	947	1,014	5,771
f)	Depreciation and Amortization Expense	44	45	42	178
	Total Expenses	12,084	6,358	3,740	31,079
3	Profit/(Loss) before exceptional items and tax (1-2)	1,443	1,620	276	4,100
4	Less : Exceptional Items	-	-	-	-
5	Profit/(Loss) before extra-ordinary item and tax (3-4)	1,443	1,620	276	4,100
6	Less : Extra-ordinary Item	-	-	-	-
7	Profit/(Loss) Before Tax After exceptional items (5-6)	1,443	1,620	276	4,100
8	Tax Expense				
	Current Tax	376	331	66	951
	Deferred Tax		-		-
9	Profit/(Loss) after Tax before Minority Interest (7-8)	1,067	1,289	210	3,149
10	Less : Non Controlling Interests	41	41	-	131
11	Profit/(Loss) after Tax and Minority Interest (9-10)	1,026	1,248	210	3,018
12	Other Comprehensive Income				
a)	Items that will not be reclassified to profit and loss				
	l) Remeasurements of the defined benefit plans	-	71	-	71
13	Total Comprehensive Income for the period (11+12)	1,026	1,319	210	3,089
14	Paid up Equity Share Capital (Face Value Rs. 10/- per share)	3,548	3,548	3,548	3,548
15	Other Equity	-	-	-	63,415
16	Net Worth	-	-	-	66,963
17	EPS (of Rs.10/- each)				
	(a) Basic	2.89	3.72	0.59	8.71
	(b) Diluted	2.89	3.72	0.59	8.71

GROUP PARTNERS



Strategic Partner



Financial & Legal Partners



Design & Architecture



Other Consultants





THANK YOU