

Ajmera Realty & Infra India Limited

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CIN NO. L27104 MH 1985 PLC035659



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

Date: March 19, 2024

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

Dear Sir / Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, the Investor Presentation is available on the Company's website www.ajmera.com. A copy of the same is attached herewith.

Kindly take the same on record.

Thanking You.

Yours faithfully,

For AJMERA REALTY & INFRA INDIA LIMITED

KARTIK SHARMA
COMPANY SECRETARY AND COMPLIANCE OFFICER
Enc : As above



Built on Trust

Ajmera Realty & Infra India Limited

Motilal Oswal Conference Presentation
March 2024

www.ajmera.com



DISCLAIMER

The information in this presentation contains certain forward-looking statements. These include statements regarding the intent, plans, objectives, goals, strategies, future events or performance, current expectations of the Company and the underlying assumptions, other than those based on historical facts, including, but not limited to, those that are identified by the use of words

Such as “anticipates”, “believes”, “estimates”, “expects”, “intends”, “plans”, “predicts”, “projects” and similar expressions.

These forward-looking statements involve certain risks and uncertainties like economic or regulatory changes, political developments and other factors that could cause the actual results to differ materially from those expressed by such forward looking statements. These risks and uncertainties include, but are not limited to; general economic and business conditions; changes in macroeconomic and political trends;

the ability to implement our growth, expansion plans & strategy; fluctuations in currency exchange rates; changes in interest rates and other fiscal cost; government policies and actions with respect to investments; changes in the laws and regulations; changes in tax laws, import duties, litigation, industry structure and labour relations; competitive pressures; technical developments & technological changes.

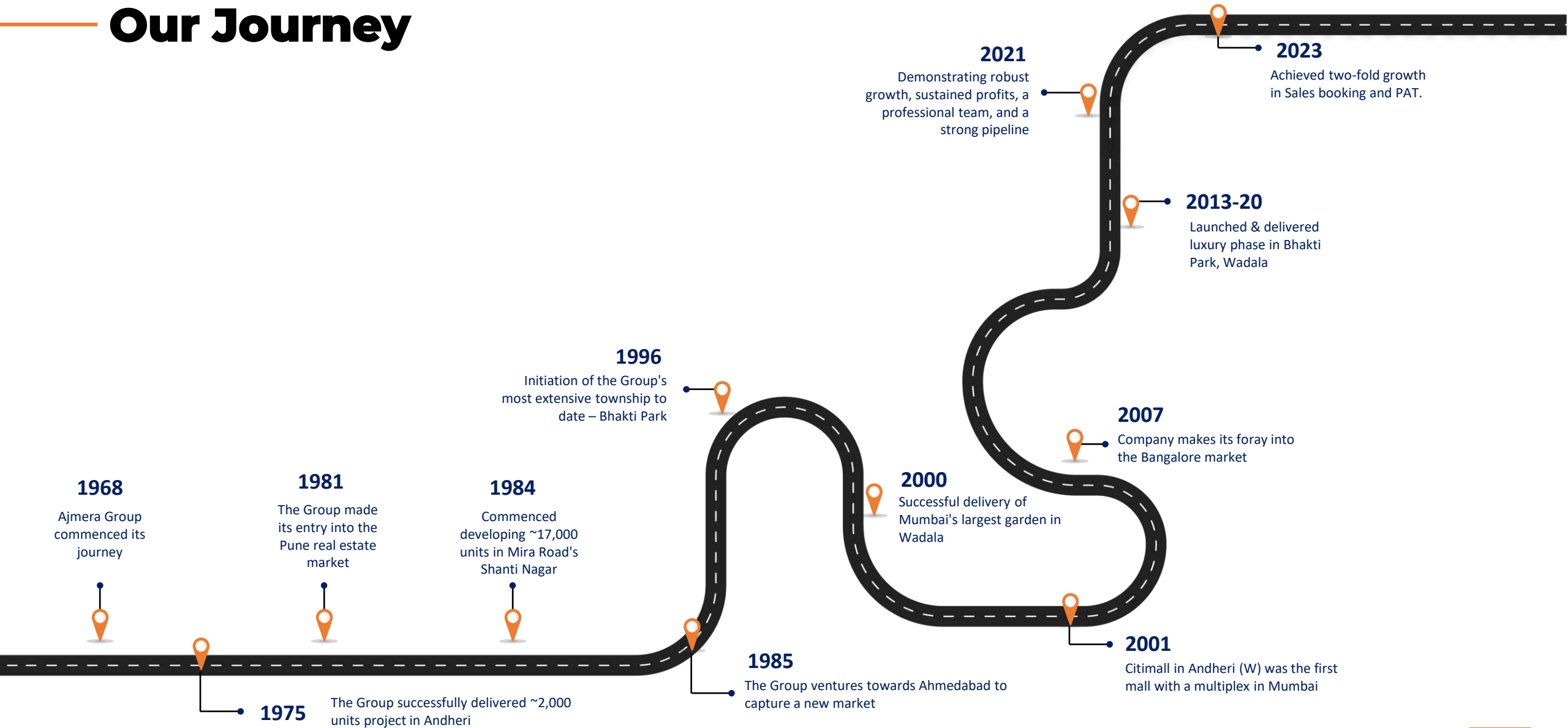
We undertake no obligation to update any forward-looking information contained in this Presentation to reflect any subsequent events or circumstances unless it is required by Law. Any statements and projections made by third parties included in this Presentation are not adopted by us and we are not responsible for such third-party statements.

Ajmera's Group Legacy

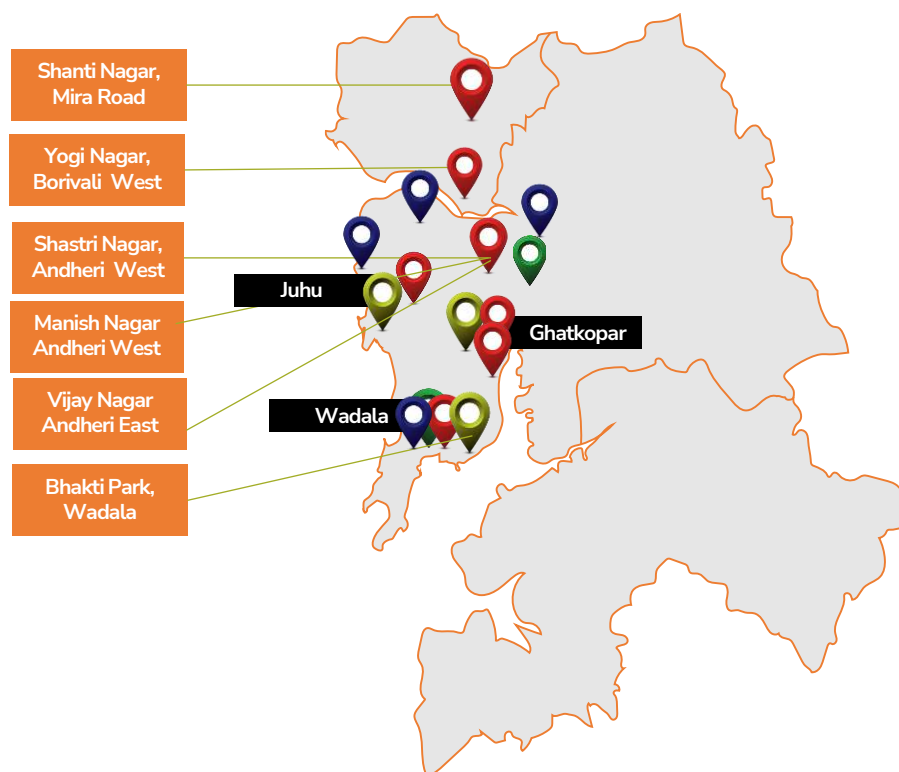


Area mentioned above is basis carpet.

Our Journey



Ajmera Group – The Pin-code Creators



Vijay Nagar, Marol, Andheri East	~1,000 units
Manish Nagar, Andheri West	~2,000 units
Yogi Nagar, Borivali West	~4,000 units
Shastri Nagar, Andheri West	~4,000 units
Shanti Nagar, Mira Road	~17,000 units
Bhakti Park, Wadala	~5,000 units

Our Esteemed Board Of Directors



Rajnikant S. Ajmera

Chairman & MD

- Aged 70, is the pillar and guiding force behind the growth of Ajmera Group.
- Served as President of CREDAI & CREDAI MCHI .
- Recently honored with Lifetime Achievement Award presented by Desi Homes Realty Icon Awards 2023.



A. C. Patel

Independent Director

- Aged 79, 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.



Manoj I. Ajmera

Managing Director

- Aged 61, 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.



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.



Sanjay C. Ajmera

Whole-time Director

- Aged 57, 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.



Aarti Ramani

Independent Director

- Aged 63, 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.

Our Leadership Team



Dhaval Ajmera

Director

21+ years of experience



Nitin Bavisi

CFO

28+ years of experience



Shweta Rathor

GM Human

21+ years of experience



Suresh Rawat

VP Projects

28+ years of experience



Shekar Dhumal

AVP Projects

21+ years of experience



Sunil Shah

GM Liasoning

29+ years of experience



Dhimant Choksi

GM Purchase

38+ years of experience



Bhavesh Joshi

DGM Sales

25+ years of experience



Naveen Kumar

DGM Projects

18+ years of experience

Strategic Business Model

Residential – 94%

Greenfield & Phase 2 development

45%

- Leveraging our fully owned land bank of 11.6 mn Sq.ft. potential with phased development based on market dynamics.

Ajmera Manhattan
Ajmera Greenfinity
Codename Central Mumbai 1
(GDV : ~INR 2,700 crs)

Society Redevelopment

14%

- ARIL's dedicated society redevelopment cell evaluates and acquires projects, with strong brand recall playing a pivotal role.

Ajmera Prive
Codename Yogi Nagar
Codename Versova
(GDV : ~INR 850 crs)

Regulatory Redevelopment

19%

- ARIL has initiated MHADA and SRA redevelopment projects, formalizing approvals and launching the initiatives.

Ajmera Eden
Codename Bhandup (Phase 1)
Codename Vikhroli
(GDV : ~INR 1,100 crs)

JV / JDA / DM Stressed acquisition

16%

- Expanding aggressively in established markets with strong brand recognition, actively evaluating asset-light JV and JDA structures.

Ajmera Nucleus
Ajmera Lugaano & Florenza
Ajmera Iris
Codename Bandra
(GDV : ~INR 1,000 crs)

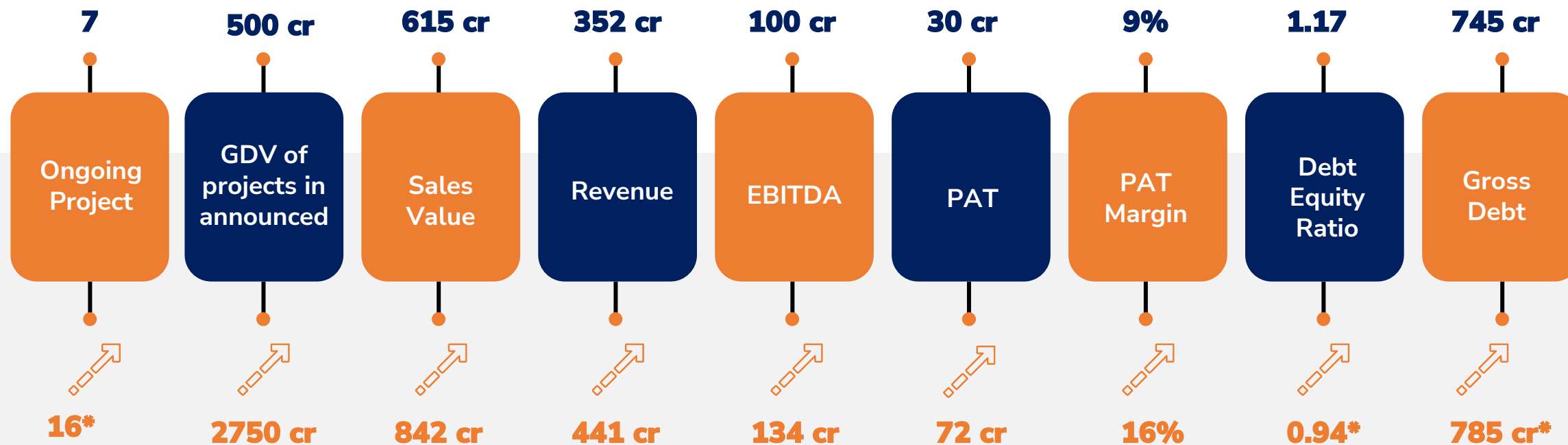
Commercial – 6%

- The company continues to expand its commercial portfolio through strata sales and lease models, developing mixed-use spaces including retail, hospitality, etc.

Ajmera Sikova
Ajmera Nucleus
(GDV : ~INR 350 crs)

Expanding Horizons

FY21



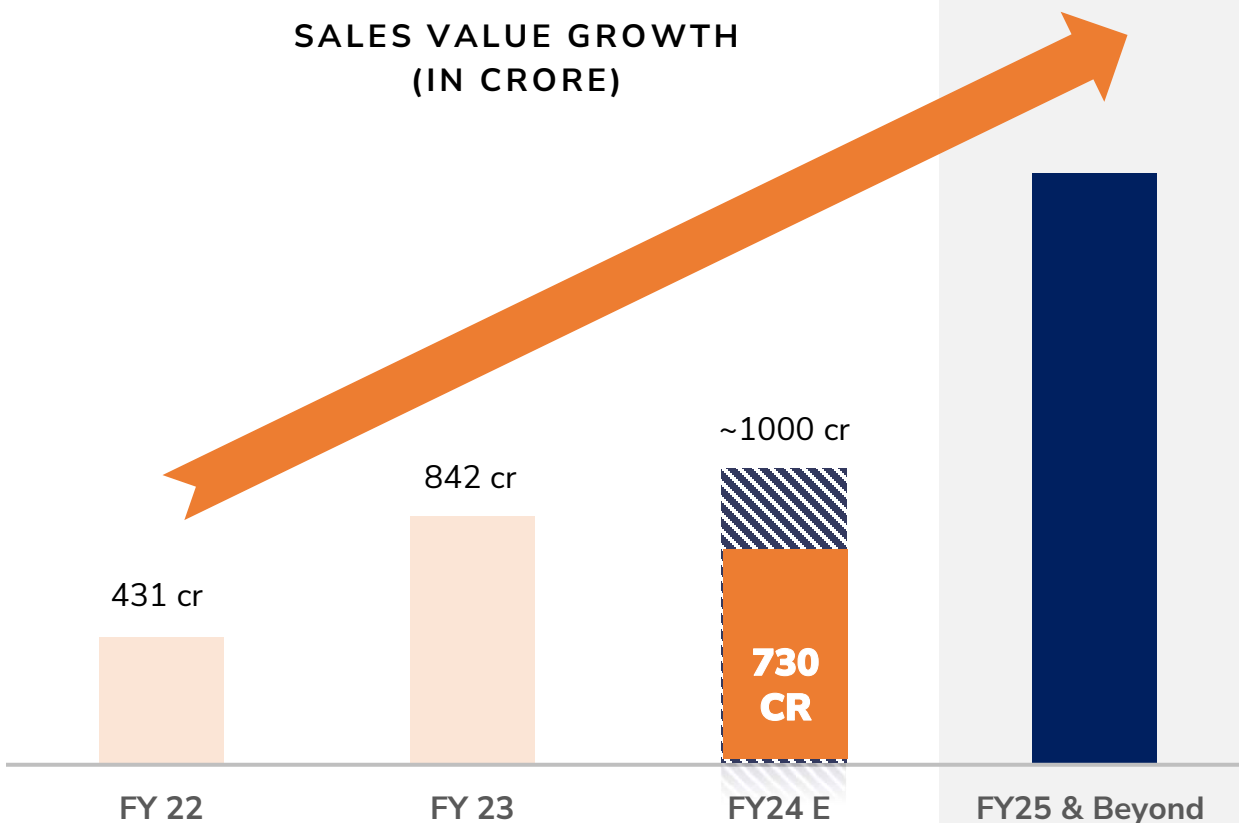
FY23

* represents numbers as of 9M FY 2024.

Portfolio Expansion

by outperforming business guidance

SALES VALUE GROWTH
(IN CRORE)



* As announced as of Q1 FY24.

How we are scaling up

Parameter	Existing	Future
Growing portfolio size	0.9 msf	2.2 msf
Expanding Launch Pipeline	0.8 msf*	1.3 msf
Maximizing Sales Inventory	INR 1,000 Cr	INR 3,130 Cr
Geographical expansion	4 locations	12 locations
Project Multiplicity	5	13

FY 2024



PERFORMANCE & OPERATIONS
BUSINESS UPDATES

Key Business Highlights – Q3 & 9M FY24



1,03,573 Sq.ft.

Sales Volume

63% YoY Increase



INR 253 Cr

Sales Value

98% YoY Increase



INR 151 Cr

Collections

30% YoY Increase due to strong Sales momentum & fast track execution



8 Projects

Acquired during 9M FY24

GDV of INR 3,130 Cr;
Bandra Project recently added



INR 209 Cr

Total Revenue

159% YoY Increase



INR 30 Cr

Profit After Tax

186% YoY Increase



INR 474 Cr

9M FY24 - Total Revenue

Surpassed the FY23 levels of
INR 441 Cr



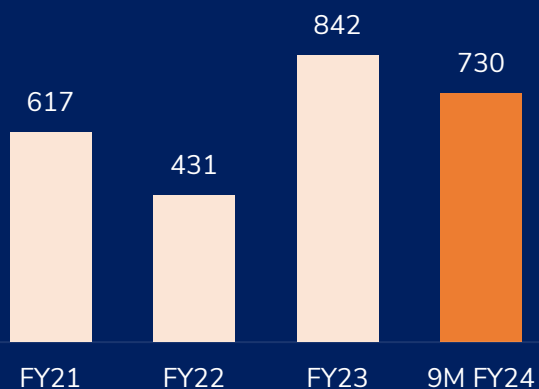
INR 74 Cr

9M FY24 - Profit After Tax

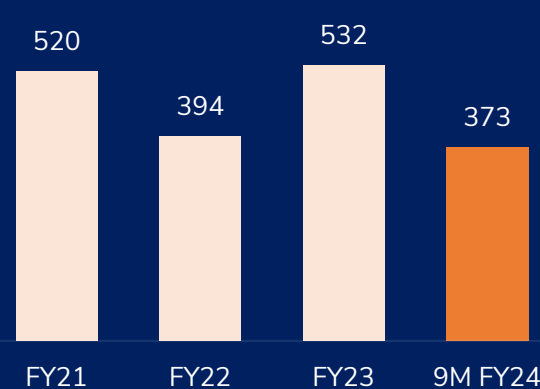
Surpassed FY23 levels of INR 72 Cr with
similar PAT margins of 16%

Performance Trends

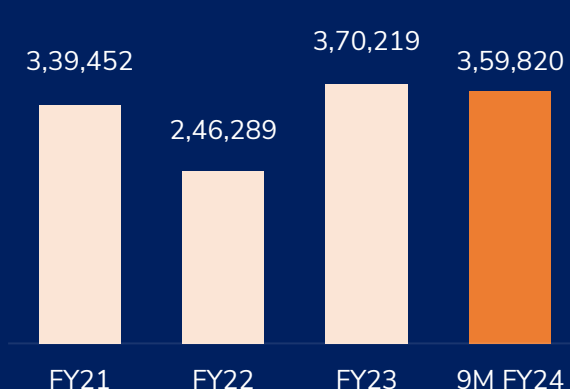
SALES VALUE (INR Cr)



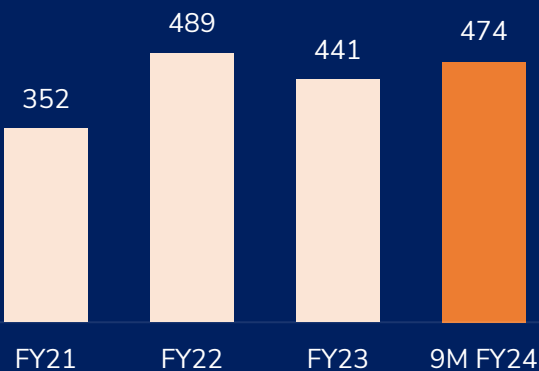
COLLECTIONS (INR Cr)



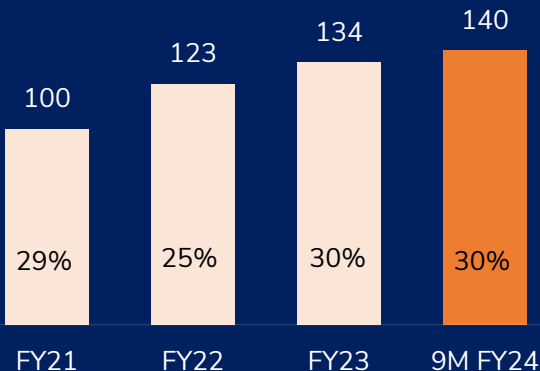
SALES VOLUME (Sq.ft.)



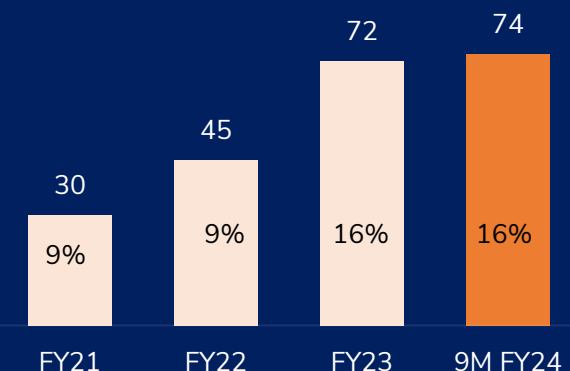
TOTAL REVENUE (INR Cr)



EBITDA (INR Cr) & EBITDA MARGIN (%)

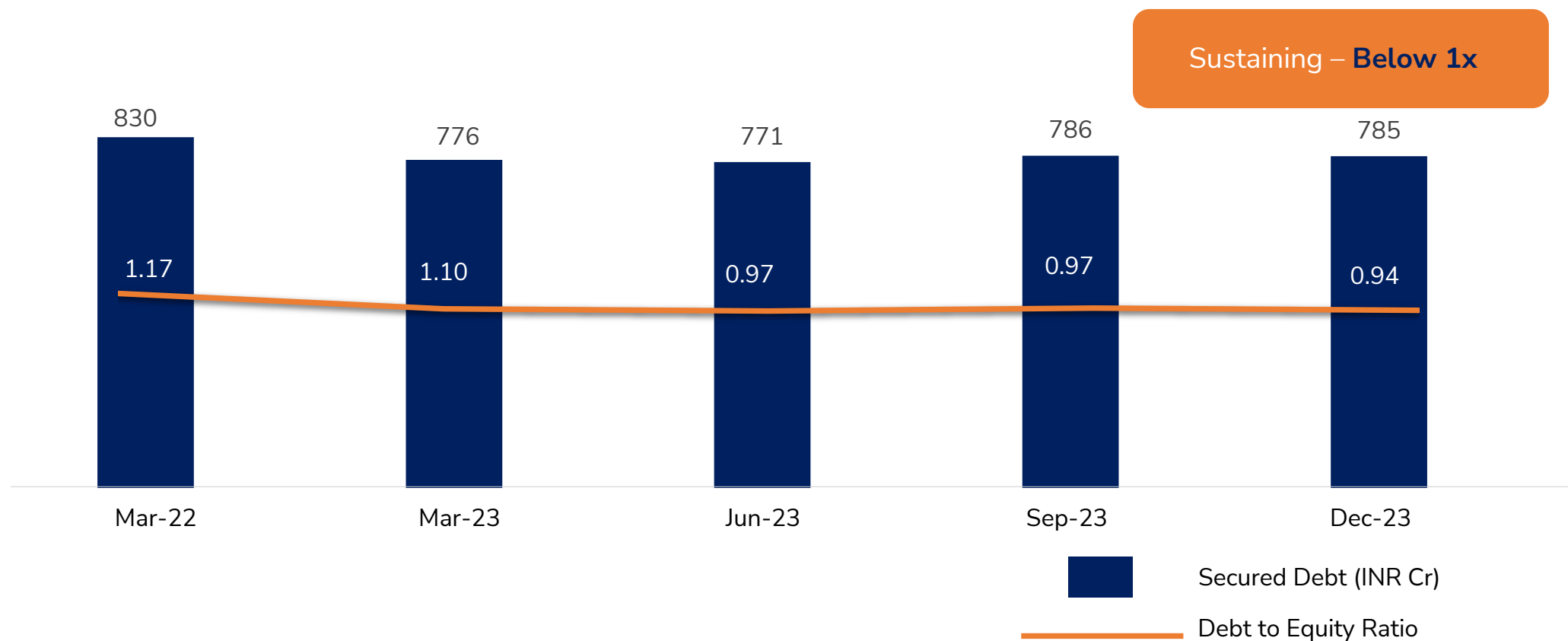


PAT (INR Cr) & PAT MARGIN (%)



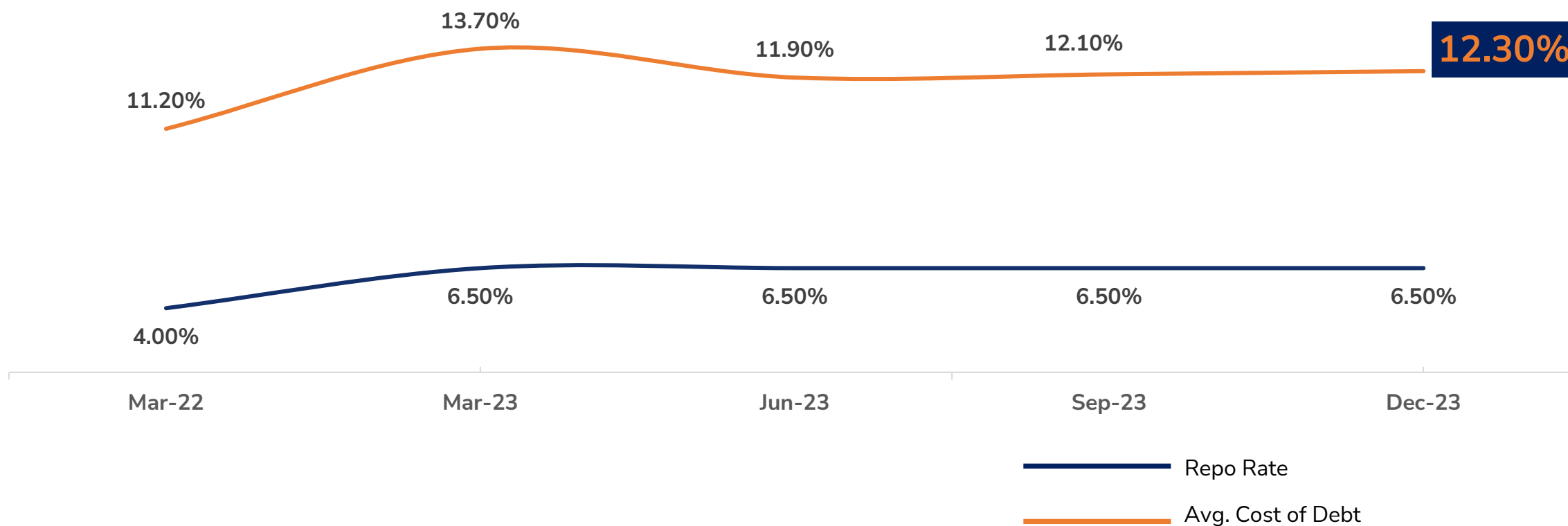
Continued De-leveraging & Improving Debt Profile

SECURED DEBT (INR Cr) & DEBT TO EQUITY RATIO



Continued De-leveraging & Improving Debt Profile

AVG COST OF DEBT & REPO RATE



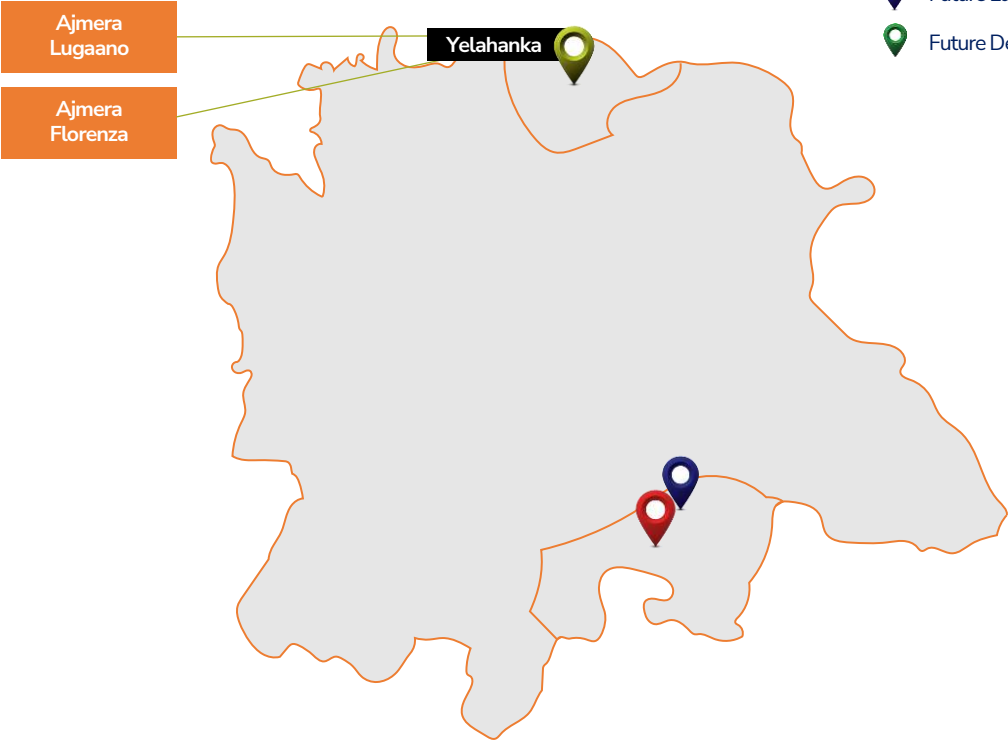
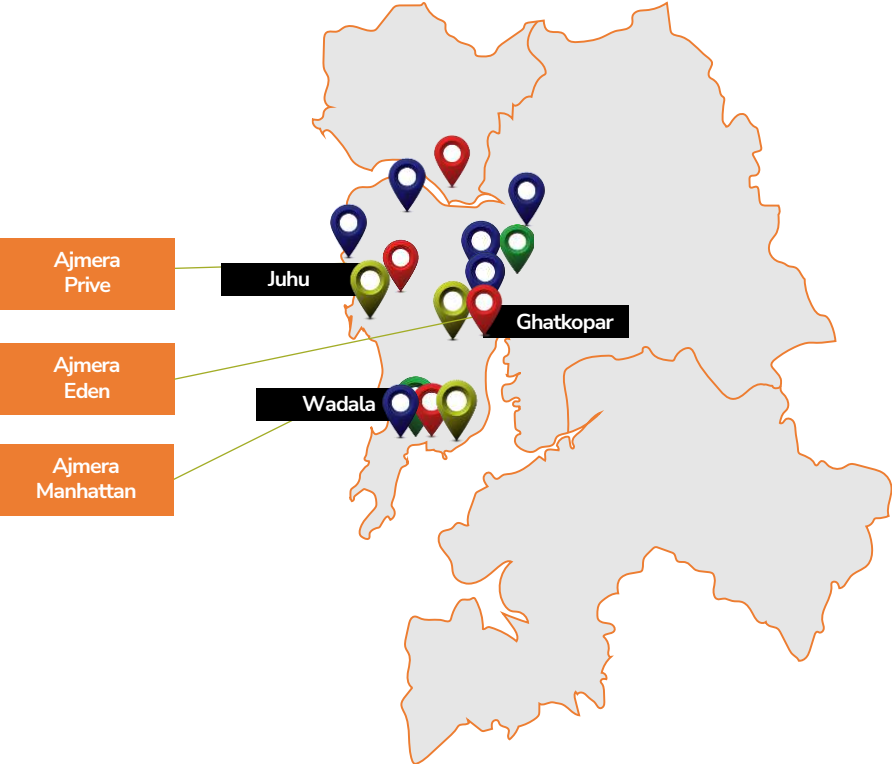
FY 2024

PORTFOLIO UPDATE

AJMERIA



Micro Market Presence



- 📍 Completed Destinations
- 📍 Under Development Destinations
- 📍 Future Launches
- 📍 Future Development Potential

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

Mumbai Metropolitan Region

Completed Projects	Under Development Projects	Future Launches	Future Development Potential
134	6	12	116

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

Bangalore

Completed Projects	Under Development Projects	Future Launches	Future Development Potential
21	3	2	-

*Map for illustration purpose, not to scale | Completed destinations are not being exhaustively displayed

Project Portfolio

Project Status	Project	Ownership	Total Carpet Area (Sq.ft.)	Carpet Area Sold (Sq.ft.)	Total Sales Value (INR Cr)	Revenue Recognised (INR Cr)	Revenue Unrecognised (INR Cr)	Carpet Area Unsold (Sq.ft.)	Estimated Value Of Unsold Area (INR Cr)
	Nucleus C	70%	1,03,149	1,02,163	91	82	9	986	1
OC Received	Sikova	100%	127,876	1,23,129	238	233	5	4,747	11
	Greenfinity	100%	69,652	59,911	166	164	2	9,741	24
	Nucleus Commercial	70%	98,950	-	-	-	-	98,950	105
Under Construction	Manhattan	100%	498,096	3,15,987	940	359	581	1,82,109	573
	Prive	100%	30,602	11,533	58	35	23	19,069	106
	Eden	100%	95,708	46,038	119	43	76	49,670	129
	Lugaano & Florenza	70%	2,60,288	2,08,350	185	62	123	51,938	55
	TOTAL		12,84,321	8,67,111	1,797	978	819	4,17,210	1,004

Potential launches

Project	Location	Ownership (%)	Estimated Launch (Month, Year)	Estimated Completion (Month, Year)	Estimated Revenue (INR Cr)	Estimated Carpet Area (Sq.ft.)
Ajmera Greenfinity – Phase 2	Mumbai	100%	Mar'24	Sep'26	240	87,700
Ajmera Iris	Bangalore	70%	Apr'24	Sep'27	150	1,62,000
Codename Bhandup*- Phase 1	Mumbai	85%	Apr'24	Sep'27	320	1,70,000
Codename Vikhroli	Mumbai	100%	July'24	Dec'27	550	2,40,000
Codename Central Mumbai 1	Mumbai	100%	Aug'24	Jul'28	800	4,05,000
Codename Versova	Mumbai	100%	Nov'24	Mar'28	360	90,700
Codename Yogi Nagar	Mumbai	100%	Dec'24	Jun'28	330	1,07,000
Codename Bandra**	Mumbai	50%	Dec'24	Jun'28	380	65,000
TOTAL ESTIMATED SALES					3,130	13,27,400

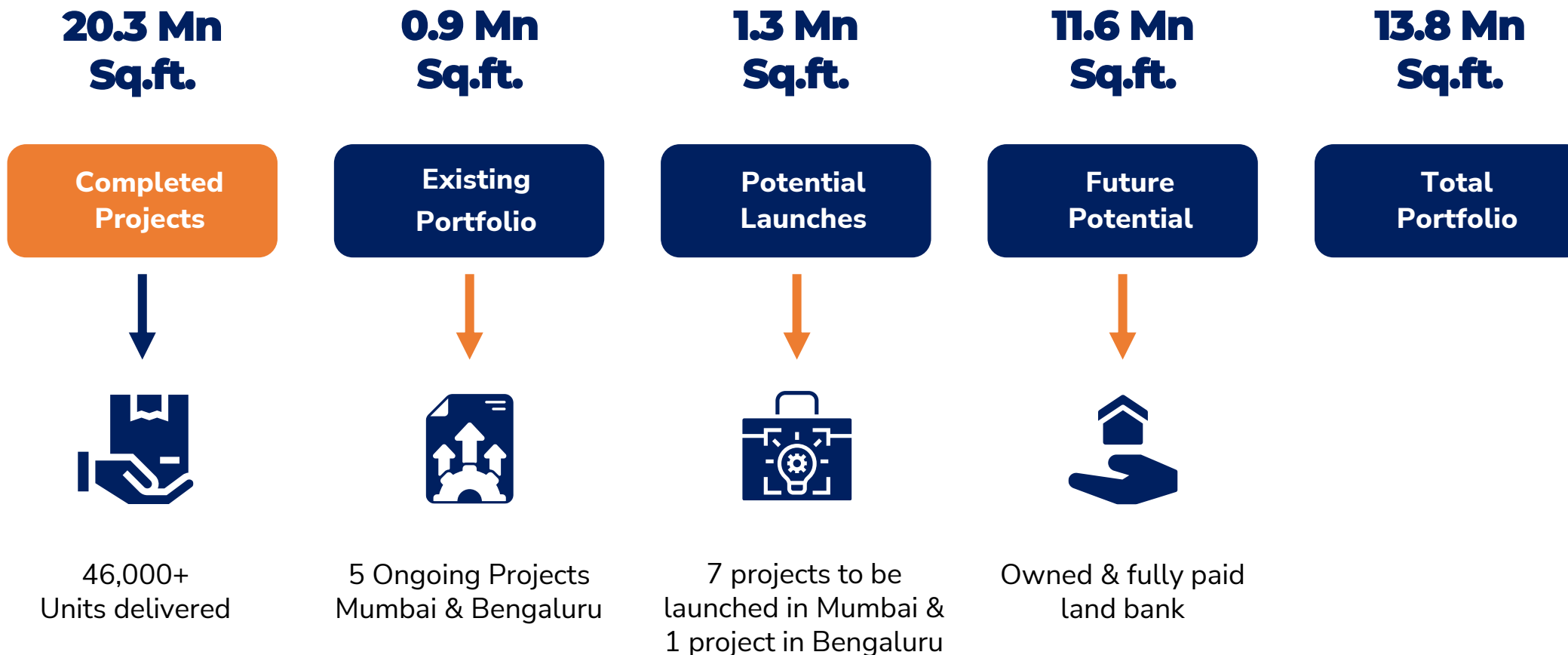
*Codename Bhandup has further balance developmental potential of 8,30,000 sq.ft. with Gross Development Value (GDV) of INR1,600 Cr

** Economic Interest of 50% Stake considered.

Development potential – Owned Land Bank

Location	Type of Development	Estimated Carpet Area (in lakh Sq.ft.)	ARIL Stake	Development Plan
Wadala	Residential	18	100%	Phase-wise launch within 4-6 years
	Commercial	18.5	100%	Expected to be a lease model
Kanjurmarg	Residential	61	100%	Township development within 7-8 years
	Mix Use	18	100%	Phase-wise launch within 5-6 years
	TOTAL	116		

Our portfolio



Revenue Visibility



Cash flow potential

Ongoing Projects (pre-tax & post-debt)	Completed Projects (INR Cr)	Mid Stage Projects (INR Cr)	Total (INR Cr)
Balance collection from sold units	48	912	960
Value of unsold inventory	141	863	1,004
Balance Cost to incur	(15)	(760)	(775)
Project Debt	(16)	(219)	(235)
Estimated Net Cash Flow	158	765	954

- The projects that are yet to be launched are not included above. However, the surplus (pre-tax & post- debt) from projects is pipeline is estimated be around INR 850 crores.
- Cash flow from other avenues is estimated to be INR 330 crores
- Cash flow potential from ongoing projects, upcoming projects & from other avenues is estimated to be **INR 2,100 crores**

THANK YOU

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