

AJMERA REALTY & INFRA INDIA LTD.

Regd. Office: Citi Mall, Link Road, Andheri (W), Mumbai - 400 053.

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

CIN No.: L27104 MH 1985 PLC035659



Ref: SEC/ARILL/BSE-NSE/2024-25

Date: April 9, 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: Operations Update for the Quarter and Year Ended March 31, 2024

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 and Year Ended March 31, 2024.

This is for your information and appropriate dissemination.

Thanking You.

Yours faithfully,

For AJMERA REALTY & INFRA INDIA LIMITED

NITIN D. BAVISI
CHIEF FINANCIAL OFFICER
Encl : as above

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Ajmera Realty marches ahead with its sales momentum, crosses ₹1,000 Crs in FY24

Key Highlights for Q4 FY24:

- Sales Area stood at 1,12,931 sq. ft, up 63% YoY
- Sales Value stood at INR 287 crores, up 104% YoY
- Collections stood at INR 197 crores, up 91% YoY

Mumbai, 9th April 2024: Ajmera Realty & Infra India Ltd (BSE: 513349 & NSE: AJMERA), a leading real estate company with a pan India presence, announced its operational numbers for Q4 FY24.

ARIIL achieves sales value of INR 287 crores and collections of INR 197 crores for the Fourth Quarter of FY24 with a growth of 104% and 91% respectively as compared to the Fourth Quarter of FY23

Ajmera Realty achieved an impressive twofold sale in Q4 FY24, surging to INR 287 crore from INR 140 crores in Q4 FY23. With the connectivity boost facilitated by the inauguration of Atal Setu, Wadala—our flagship micro-market, has experienced a strong surge in demand, significantly contributing to this growth. Ajmera Manhattan saw a record INR 100 crores in sales in a single month, reflecting exceptional market response. The launch of the next phase of Ajmera Greenfinity has been equally impactful, underscoring the project's immense appeal. The quarter's robust collection, with a 97% YoY growth, was diversified across projects.

During FY24, ARIIL capitalized on industry growth and infrastructural advancements, resulting in tangible successes. The company strategically added six projects to its pipeline, aligning with its low capex model and inorganic growth strategy. This expansion increased the launch pipeline to 1.3 mn sq.ft. with a GDV of INR 3,130 crores, further solidifying its presence in various micro-markets within the MMR region. ARIIL's sales momentum across the portfolio witnessed a significant upsurge, complemented by the successful launch of two projects valued at INR 500 crore GDV in the central belt of MMR.

ARIIL highlighted its operational excellence through its faster project execution strategy before RERA timelines. Notably, the company achieved the remarkable milestone of delivering ~1,000 possessions across three projects within a span of 24 hours, demonstrating its unwavering dedication to customer satisfaction and adherence to project delivery schedules. Additionally, a recent structured deal for its Ajmera Manhattan project facilitated a partial prepayment of the GCP loan of INR 200 crores, indicative of ARIIL's prudent financial management practices.

Performance Summary- Q4 & FY24:

Particulars	Q4FY24	Q4FY23	YoY	Q3FY24	QoQ	FY24	FY23	YoY
Carpet area sold (sq. ft.)	1,12,931	69,209	63%	1,03,573	9%	4,72,751	3,70,219	28%
Sales Value (INR Cr)	287	140	104%	253	13%	1,017	842	21%
Collection (INR Cr)	197	103	91%	151	30%	561	532	6%

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Commenting on the Company's operational performance for Q4 FY24, Mr. Dhaval Ajmera, Director, Ajmera Realty & Infra India Ltd, said,

"As we reflect on FY24, I am pleased to share that it has been a stellar year for Ajmera Realty. We have achieved our highest ever pre-sales figures, totaling Rs. 1,017 crores, in alignment with our stated guidance. The company's relentless efforts have yielded remarkable results across aggressive acquisitions, business development endeavors, and execution strategies, underscoring excellence in every aspect of our operations. This achievement stands as a testament to our unwavering commitment to future growth and our ambitious 5x growth strategy moving forward."

About Ajmera Realty & Infra India Ltd:

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", "Prive" and "Eden" along with various projects at Bengaluru: "Ajmera Lugaano" and "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 been resorted to enable the Company to deliver targeted value to all its stakeholders.

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.*