

AJMERA REALTY & INFRA INDIA LTD.

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CIN No.: L27104 MH 1985 PLC035659



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

Date: May 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: Press Release

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 Press Release for the Quarter and financial year ended March 31, 2024.

The copy of Press Release 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

NITIN BAVISI
CHIEF FINANCIAL OFFICER
Encl. As above

Ajmera Realty surpasses milestone during FY24; Revenue surges 61%, PAT climbs 44%, Crossing INR 1,000+ Cr Sales mark

Key Highlights for Q4 & FY24:

- Sales Value grew by an impressive twofold in Q4 FY24, surging to INR 287 Cr from INR 140 Cr in Q4 FY23, while for FY24 it was INR 1,017 Cr, recording a 21% YoY growth.
- Collections remained robust in Q4 FY24 with a 91% YoY growth, surging to INR 197 Cr from INR 103 Cr in Q4 FY23.
- Total Revenue in Q4 FY24 grew by 99% on YoY basis to INR 234 Cr from INR 118 Cr in Q4 FY23, while FY24 recorded a YoY growth of 61% to INR 708 Cr from INR 441 Cr in FY23.
- PAT in Q4 FY24 grew by 90% on a YoY basis to INR 29 Cr as compared to INR 15 Cr in Q4 FY23, while FY24 PAT grew by 44% YoY basis to INR 103 Cr from INR 72 Cr in FY23.
- Debt-equity ratio being 0.90:1 as against 0.94:1 as at Q3 FY24 & 1.00:1 at the end of the Q4 FY23.

Mumbai, 9 May 2024: Ajmera Realty & Infra India Ltd (BSE: 513349 & NSE: AJMERA), a leading real estate company with pan India and international presence, announced its 4th Quarter & Financial Year ended 31st March 2024 financial results today.

Commenting on the Q4 & FY24 performance, Mr. Dhaval Ajmera, Director – Ajmera Realty & Infra India Limited said: *“I’m pleased to announce that FY24 marked a structural shift in our company’s illustrious history, with many major milestones being achieved. Ajmera Realty recorded its robust annual topline of INR 700+ Cr and a bottomline of INR 100+ Cr. The pre-sales for the company clocked over INR 1,000 Cr which is remarkable despite the higher base effect. Looking ahead, we are more confident than ever of achieving our strategic vision of 5x growth, considering our exceptionally strong pipeline of launches, project additions, managing leverage despite growth momentum; we hereby are taking a leap ahead with our guidance for FY25E with a 33% growth in Pre-Sales.”*

Operational Highlights: Q4 & FY24:

Particulars	Q4 FY24	Q4 FY23	YoY	Q3 FY24	QoQ	FY24	FY23	YoY
Sales Volume (Sq. ft.)	1,13,271	69,209	64%	1,03,573	9%	4,73,091	3,70,219	28%
Sales Value (INR Cr)	287	140	104%	253	13%	1,017	842	21%
Collections (INR Cr)	197	103	91%	151	30%	570	532	7%

Financial Highlights: Q4 & FY24:

Particulars	Q4 FY24	Q4 FY23	YoY	Q3 FY24	QoQ	FY24	FY23	YoY
Total Revenue	234.1	117.8	99%	208.6	12%	707.8	440.6	61%
EBIDTA	68.6	34.6	98%	61.8	11%	209.0	134.0	56%
EBIDTA Margin (%)	29%	29%	(6bps)	30%	(34bps)	30%	30%	(87bps)
PBT	39.8	19.4	105%	40.6	(2%)	138.8	96.2	44%
PBT margin (%)	17%	16%	50 bps	19%	(247bps)	20%	22%	(222bps)
PAT	28.8	15.1	90%	30.5	(6%)	102.8	71.5	44%
PAT margin (%)	12%	13%	(54bps)	15%	(232bps)	15%	16%	(170bps)
EPS (in INR)	8.1	4.3	88%	8.6	(5%)	28.9	20.2	43%

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", "Greenfinity- next phase", "Sikova", "Prive" and "Eden" along with various projects at Bangalore: "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 been resorted to enable the Company to deliver targeted value to all its stakeholders.

For further information, please contact:

Investor Relations

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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.*