

Ajmera Realty & Infra India Limited

Regd. Office: "Citi Mall", 2nd 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/ARIL/BSE-NSE/2023-24

Date: December 08, 2023

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
---	--

Sub: Submission of presentation made to the Analysts/Investors on Investor Day by the Company

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and with further reference to our letter bearing Ref: SEC/ARIL/BSE-NSE/2023-24 dated December 5, 2023, please find enclosed herewith the presentation which was presented to the Analysts/Investors on Ajmera Realty & India Limited Investor Day.

The same shall also be available on the Company's website www.ajmera.com

Kindly take the same on your records.

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

Corporate Presentation

December 2023

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;

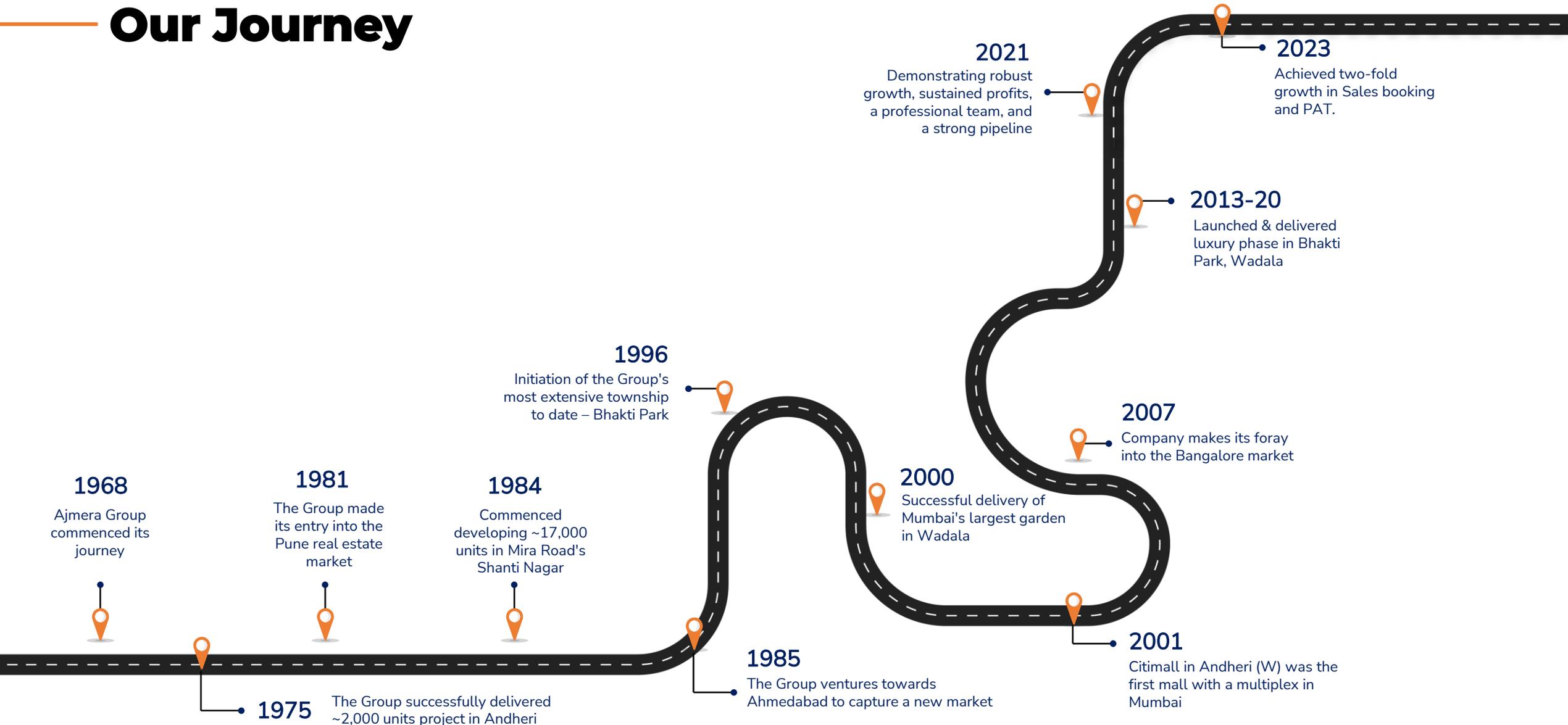
the ability to implement our growth, expansion plans & strategy; fluctuations in currency exchange rates; changes in interest rates and other fiscal cost; government policies and actions with respect to investments; changes in the laws and regulations; changes in tax laws, import duties, litigation, 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



Our Journey



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

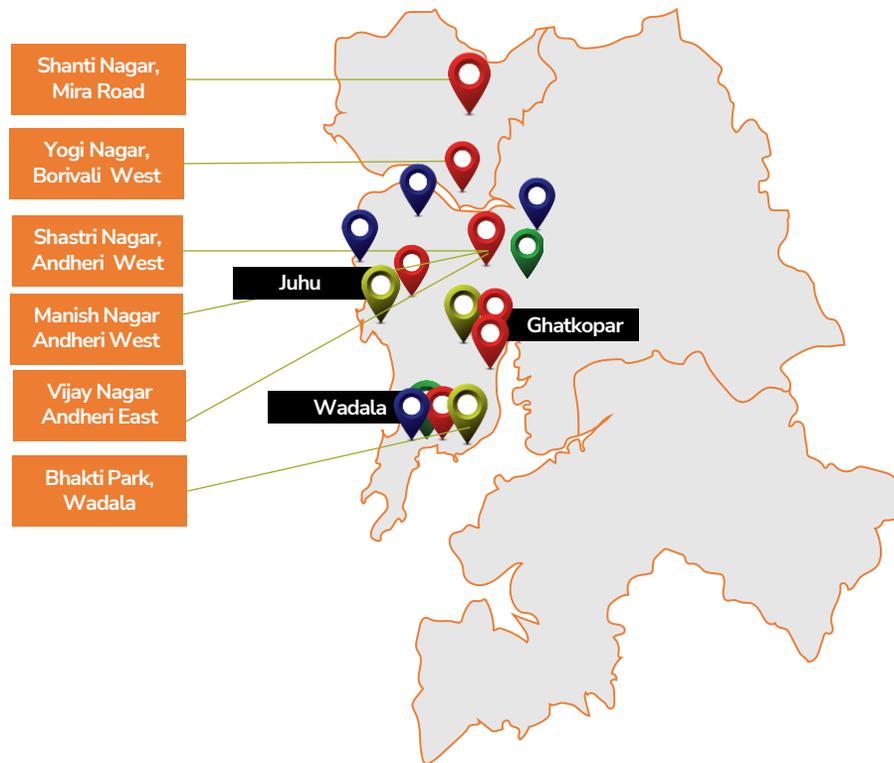


Naveen Kumar

DGM Projects

18+ years of experience

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

Strategic Business Model

Residential – 94%

Greenfield & Phase 2 development

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

Ajmera Manhattan
Ajmera Greenfinity AB
Codename Central Mumbai 1
 (GDV : ~INR 2,500 crs)

Society Redevelopment

- 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

- 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

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

Ajmera Nucleus
Ajmera Lugaano & Florenza
Ajmera Iris
 (GDV : ~INR 600 crs)

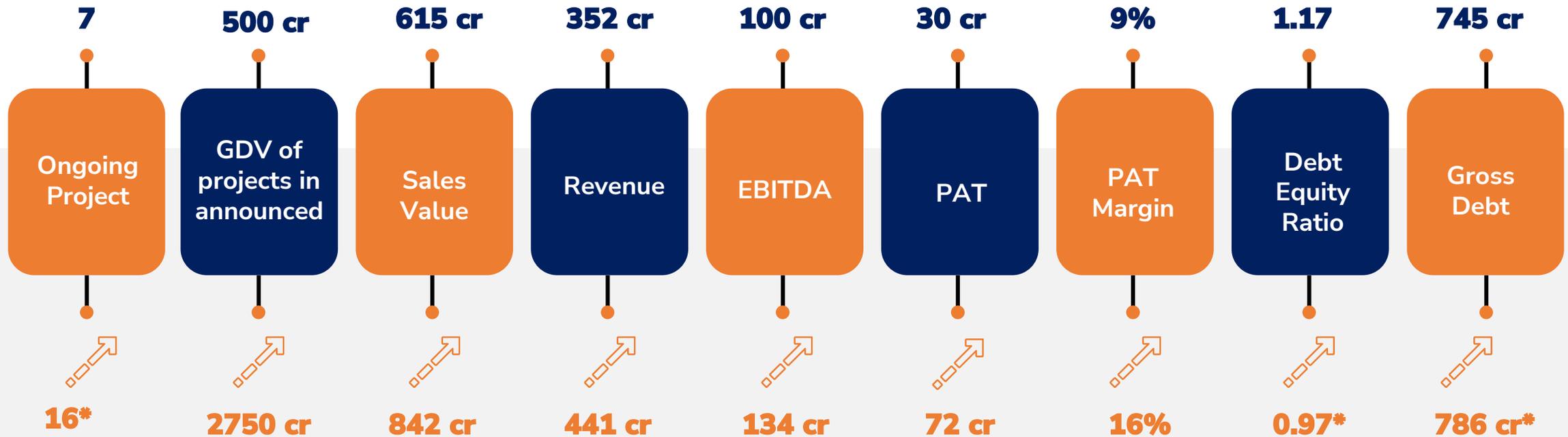
Commercial – 6%

- 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 H1 FY 2024.

Projects Milestones



Delivered Ajmera Aeon, Ajmera Zeon
& Ajmera Treon

2019

2020

2021

2022

2023

Projects Milestones



Launched Ajmera Sikova during peak covid

2019

2020

2021

2022

2023

Projects Milestones



Launched Ajmera Greenfinity (Mid Affordable)

- 2019
- 2020
- 2021**
- 2022
- 2023

Projects Milestones



Launched Ajmera Manhattan

2019

2020

2021

2022

2023

Projects Milestones



Launched Ajmera Prive

- 2019
- 2020
- 2021
- 2022**
- 2023

Projects Milestones



Ajmera Luganno &
Ajmera Florenza
(Revamped Sales Strategy)

2019

2020

2021

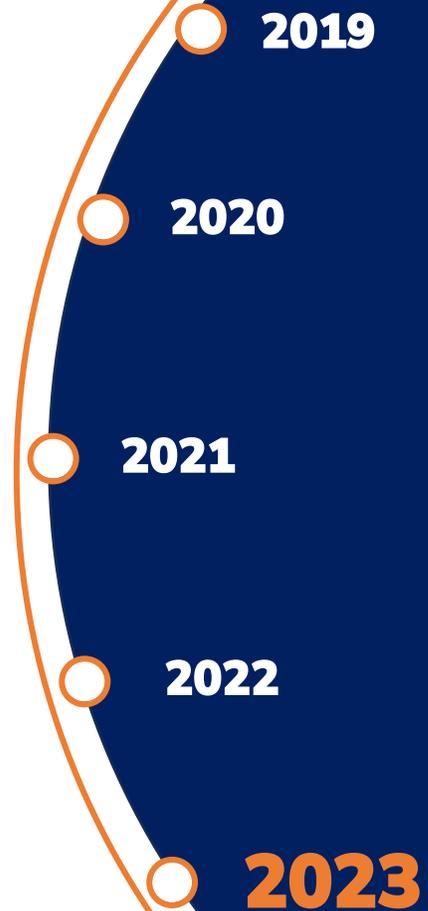
2022

2023

Projects Milestones



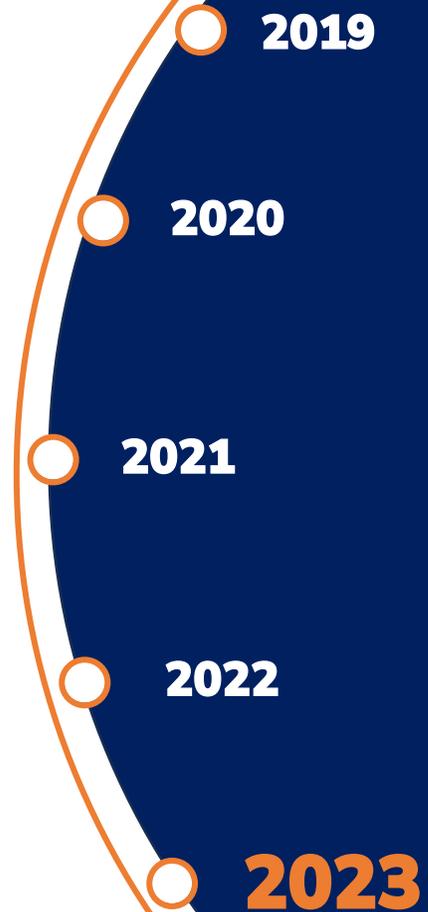
Codename Vikhroli
Land Acquired



Projects Milestones



Launched Ajmera Eden



Projects Milestones



Codename Bhandup (Phase 1)
Codename Yogi Nagar
Codename Versova

2019

2020

2021

2022

2023

Projects Milestones



Joint Development Agreement
signed for Ajmera Iris
Located in Electronic City - Phase 2

2019

2020

2021

2022

2023

Projects Milestones

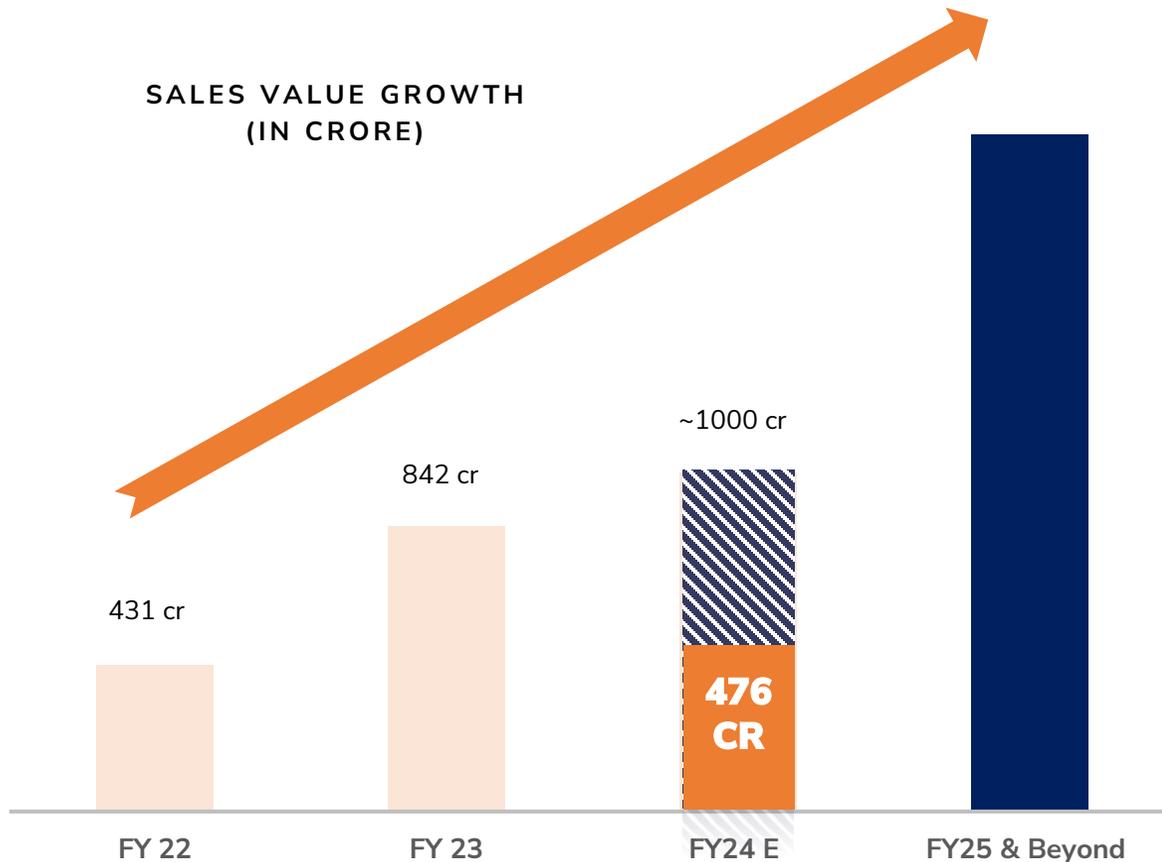


Over 1,000 possession made
in 24 hours; across 3 projects



Portfolio Expansion

by outperforming business guidance



How we are scaling up

Parameter	Existing	Future
Growing portfolio size	1 msf →	2.3 msf
Expanding Launch Pipeline	0.8 msf →	1.3 msf
Maximizing Sales Inventory	INR 1,000 Cr →	INR 4,000 Cr
Geographical expansion	5 locations →	11
Project Multiplicity	6 →	13

Differentiating factors



100 Acres Wadala Master Layout



MONORAIL



TREON

ZEON

AEON

10 MINS TO PROPOSED NHAVA SHEVA SEA LINK

EASTERN FREEWAY

20 MINS TOWARDS FORT

TOWARDS CHEMBUR & NAVI MUMBAI

25 ACRES GARDEN

DIRECT ACCESS TO EASTERN FREEWAY

GREENFINITY

IMAX DOME THEATRE

PROPOSED METRO RAIL

10 MINS TOWARDS BKC

BHAKTI PARK MONORAIL STATION

FY 2024

Project Sales & Execution UPDATE

AJMEERA



Projects Bandwith



SH: Bhavesh Joshi
PH: Suresh Rawat
350+ workforce



SH: Bhavesh Joshi
PH: Suresh Rawat
250+ workforce



SH: Sagar Mehta
PH: Shekhar Dhumal
200+ workforce



SH: Vikramjeet Gill
PH: Santosh Pandit
150+ workforce



SH: Sagar Mehta
PH: Shekhar Dhumal
200+ workforce



SH: Srinivasa
PH: Naveen Kumar
200+ workforce

Notes:

1. SH : Sales Head
2. PH : Project Head
3. Workforce includes Company employees, consultants, contractors & laborers..

Fast Track Execution



AJMERA GREENFINITY

Completed in less
than 36 months



AJMERA SIKOVA

Completed in less
than 40 months

OC Received Projects

Fast Track Execution



AJMERA GREENFINITY

Completed in less
than 36 months



AJMERA SIKOVA

Completed in less
than 40 months

OC Received Projects

Fast Track Execution



AJMERA GREENFINITY

Completed in less
than 36 months



AJMERA SIKOVA

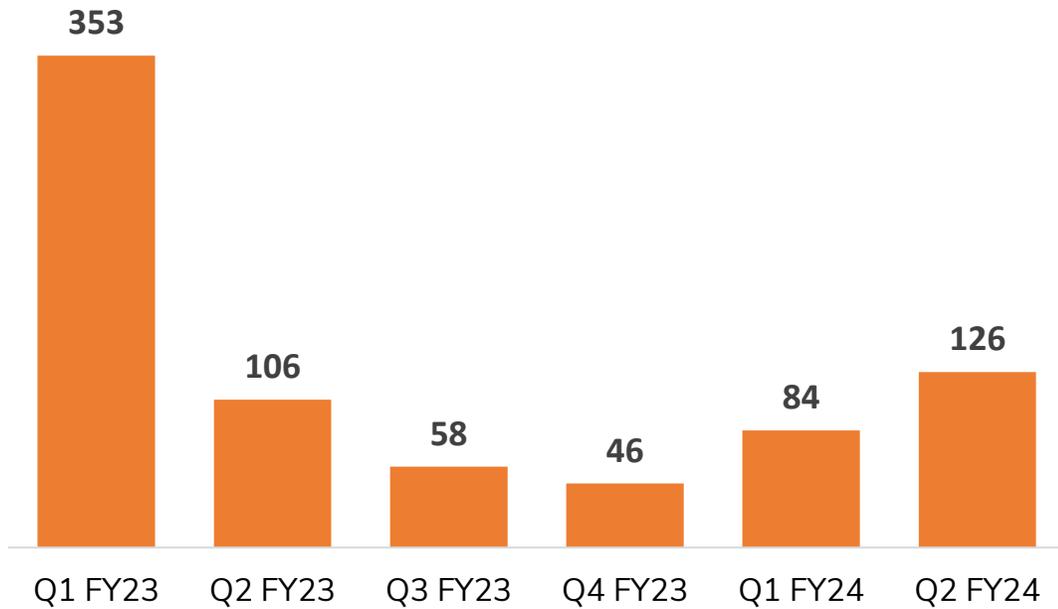
Completed in less
than 40 months



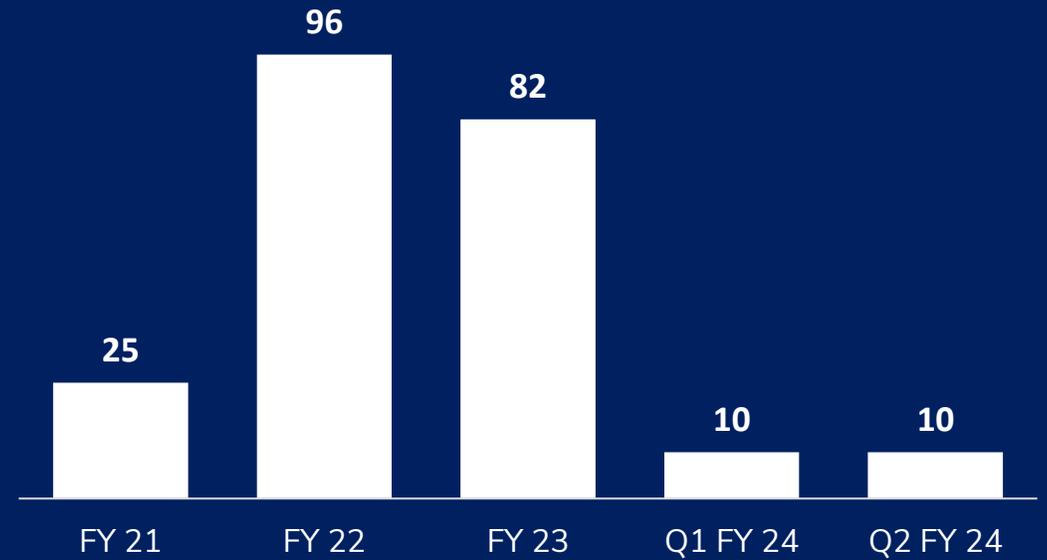
OC Received Projects

Decoding Sales Trend

Manhattan Sales Trend (INR Cr)



Sikova Sales Trend (INR Cr)



FY 2024

Projects Portfolio UPDATE



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)
OC Received	Nucleus Commercial	70%	98,950	-	-	-	-	98,950	105
	Sikova	100%	127,876	1,18,923	228	215	12	8,953	17
	Greenfinity	100%	69,652	59,911	167	161	6	9,741	27
Near to Completion	Nucleus C	70%	1,03,149	1,01,749	96	75	21	1,400	1
Under Construction	Manhattan	100%	498,096	2,67,368	782	275	507	2,30,728	718
	Prive	100%	30,602	9,485	46	24	22	21,117	103
	Eden	100%	95,708	30,766	78	-	78	64,942	165
	Lugaano & Florenza	70%	2,60,288	1,77,158	154	20	133	83,130	79
	TOTAL		12,84,321	7,65,360	1,551	772	780	5,18,960	1,216

Potential launches

Project	Location	Ownership %	Estimated Launch (Month, Year)	Estimated Completion (Month, Year)	Estimated Revenue (INR Cr)	Estimated Carpet Area (Sq.ft.)
Codename Bhandup	Mumbai	85%	Mar'24	Sep'27	320	1,70,000
Codename Vikhroli	Mumbai	100%	Apr'24	Mar'27	550	2,40,000
Codename Central Mumbai 1	Mumbai	100%	May'24	Mar'28	800	4,05,000
Greenfinity – Phase 2	Mumbai	100%	Dec'23	Dec'26	240	87,700
Ajmera Iris	Bangalore	70%	Feb'24	Feb'27	150	1,62,000
Codename Yogi Nagar	Mumbai	100%	Sep'24	Mar'28	330	1,07,000
Codename Versova	Mumbai	100%	Nov'24	Mar'28	360	90,700
TOTAL ESTIMATED SALES					~2,750	~12,62,400

Cash flow potential

Ongoing Projects (pre-tax & post-debt)	Completed & Advanced Stage Projects (INR Cr)	Mid Stage Projects (INR Cr)	Total (INR Cr)
Balance collection from sold units	85	772	858
Value of unsold inventory	151	1,066	1,216
Balance Cost to incur	(29)	(838)	867
Project Debt	28	214	242
Surplus (A+B-C)	179	786	965

- The projects that are yet to be launched are not included above. However, the surplus (pre-tax & post- debt) from projects is pipeline will be around INR 800 crores.
- Cash flow from other avenues is estimated to be ~INR 370 crores
- Cash flow potential from ongoing projects, upcoming projects & from other avenues is estimated to be **~INR 2,100 crores**

Way Forward

Robust Sales Target	Potential Launches	Surplus Cash Flow generation	Prudent Debt Management
FY24E Sales Target INR 1,000 cr	7 projects with GDV ~INR 2,750 cr	Estimated cash flows ~INR 2,100 cr	Sustaining Debt Equity Ratio Below ~1x

THANK YOU

Ajmera Realty & Infra India Limited

Contact Info:

E-mail: ir@ajmera.com

Registered Office:

Ajmera Realty & Infra India Ltd ,
2nd Floor, Citi Mall, Andheri Link Road,
Andheri (West), Mumbai - 400053
Phone: 022 - 6698 4000

CIN No.: L27104MH1985PLC035659

Website: www.ajmera.com

