Built on Trust

Ajmera Realty & Infra India Limited

AJMERA MANHATTAN

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AJMERA ARIIL
Built on Trust

AJMERA GROUP AT A GLANCE

ARIIL

Built on Trust

LEGACY

50+ YEARS

Year of Incorporation 1968

LAND BANK

182 LAKHS

Massive Potential Landbank already owned by Ajmera

DELIVERY

305 LAKHS

305 lakhs of Total area already delivered in 6 cities & 2 countries

CREATION

TOWNSHIP CULTURE & PINCODE CREATOR

Early Creators of townships in the regions of Wadala, Andheri & Borivali in Mumbai

COMMUNITY

45,000+ FAMILIES 185 ON ROLL EMPLOYEES

Delivered homes to more than 45,000 families with the support of a dedicated workforce

GROWTH

5X GROWTH

Poised for 5x growth in the next 5 years with promising launches

LISTING

NSE & BSE

Year of Listing

BSE – 1992
NSE – 2009

AJMERA GROUP - JOURNEY

ARIIL
Built on Trust

1968 — Ajmera Group is Born

1975 — The Group delivers its first major project in Andheri (2,000 units)

1980 — Delivered 17,000 units in Mira Road, Shanti Nagar

1981 — ARIL enters the Pune Real Estate Market

1985 — The Group Looks towards Ahmedabad to conquer a new market

1998 — The Group's Biggest Township date gets underway Bhakti Park

2000 — Mumbai's Largest Garden in Wadala Delivered

2004 - 2006 — 20,000 units delivered in this period in Mira Road, Shanti Nagar, Borivali Projects Delivered

2007 — ARIIL enters the Bangalore Market

2009 — Name changed from SPSL to ARIIL; the company undertook it's first overseas project in Bahrain

2014 - 2017 — 1500 units delivered in kalyan Yogi Dham, The Group sets-up it's UK operations

2021 — Robust Growth sustainable profits professional team strong Pipeline

PAN INDIA PRESENCE

555 lakh square feet of development

**Includes completed, ongoing & upcoming development

Presence in 6 cities

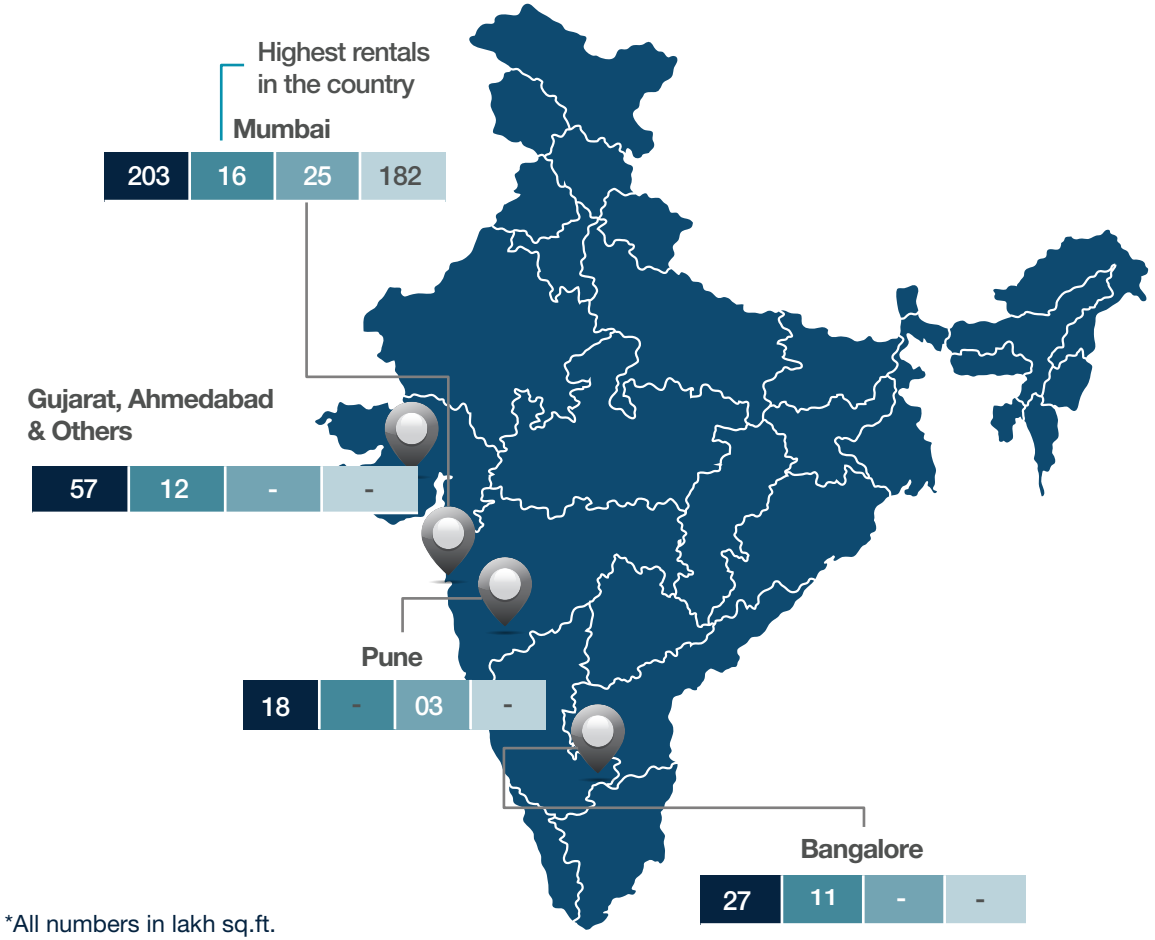
Bangalore, Mumbai, Pune, Ahmedabad, Surat & Rajkot

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	40	28	182

PORTFOLIO SNAPSHOT

~305 Lakh sq. ft. COMPLETED PROJECTS	~40 Lakh sq. ft. ONGOING PROJECTS*	~21 Lakh sq. ft. FY23 LAUNCHES	~7 Lakh sq. ft. FY24 LAUNCHES	~182 Lakh sq. ft. FUTURE POTENTIAL	~250 Lakh sq. ft. TOTAL PORTFOLIO

*Ongoing Projects as per Q3 FY 22 : 3.79 mn sq. ft., which now includes Nucleus Commercial space of 1.28 lakh sq. ft, which is strategically moved from rental based cash flow model to an outright sale model

UPCOMING PROJECTS - POTENTIAL DEVELOPMENT

Project Name	Location	Project Type	Expected Launch	Ownership %	Estimated Revenue (INR cr)	Estimated Saleable Area (sq.ft)
Codename Wadala	Mumbai	Residential	FY23	100%	~1,500 Cr	~8,00,000
Central Mumbai 2	Mumbai	Residential	FY23	85%	~975 Cr	~8,00,000
Codename Market Yard	Pune	Residential	FY23	23%	~350 Cr	~3,00,000
Codename Ghatkopar	Mumbai	Residential	FY23	100%	~250 Cr	~1,50,000
Codename Juhu	Mumbai	Residential	FY23	100%	~150 Cr	~30,000
Central Mumbai 1	Mumbai	Mix Use	FY24	100%	~800 Cr	~6,50,000
TOTAL					~4000 Cr	~27,30,000

ONGOING PROJECTS – REVENUE POTENTIAL

Project Name	Location	Project Type	Saleable Area (sq.ft)	Estimated Revenues (in crs.)	Revenue Recognised (in crs.)	Revenue Unrecognised (in crs.)	Esitimated Sales Vale of Unsold Units (in crs.)	Estimated Balance Revenue Potential (in crs.)
Aeon I & II, Zeon & Treon	Mumbai	Residential	1,339,908	2,201	2,100	9	92	101
Sikova (Carpet)	Mumbai	Commercial	127,876	249	-	69	180	249
Greenfinity	Mumbai	Residential	114,926	179	37	56	87	142
Lugaano	Bangalore	Residential	278,241	128	-	35	93	128
Casa Vyoma	Ahmedabad	Residential	916,506	-	-	-	-	-
Engima	Ahmedabad	Residential	306,196	-	-	-	-	-
Nucleus - Resi	Bangalore	Residential	279,873	147	104	14	29	43
Nucleus - C	Bangalore	Residential	150,355	80	3	6	71	77
Florenza	Bangalore	Residential	274,182	131	0	7	124	131
Nucleus Commercial	Bangalore	Commercial	127,646	104	-	-	104	104
TOTAL			3,915,709	3,220	2,244	196	779	976

*Nucleus Commercial space of 1.28 lakh sq. ft and revenue potential of ~INR 104 Cr, has now been strategically moved from rental based cash flow model to an outright sale model

5 YEAR REVENUE VISIBILITY

5X GROWTH PLAN

Unlocking development potential of owned land banks

Acquisition through asset light model approach

Robust business pipeline for next 15 months

Steady increase in profitability margins EBIDTA margin of ~30%

Company is aggressively moving towards inorganic Growth, through low capex acquisitions by JV / JDA / DA Model

VALUTAION & GROWTH DRIVERS

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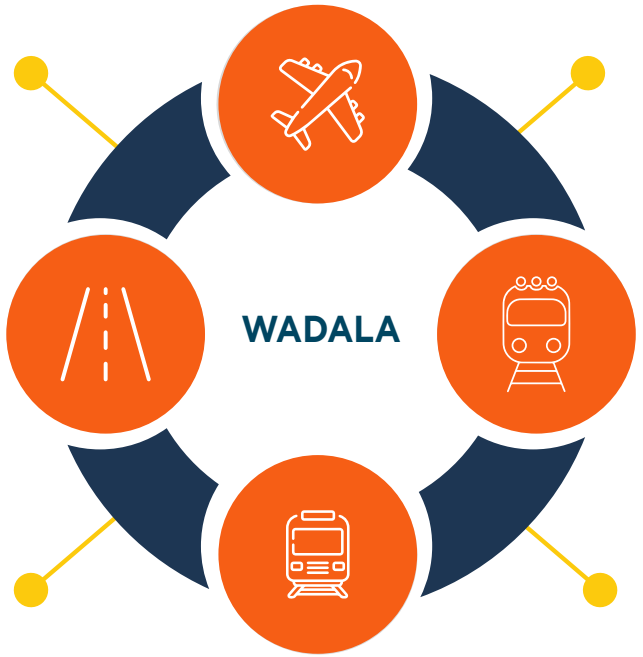
WADALA
PIN CODE CREATED

LOCATIONAL ADVANTAGE – WADALA INFRASTRUCTURE

~15 Km from International Airport & ~12 km from the Domestic Airport

Excellent connectivity via Eastern Freeway & Sewri-Chembur Road



Upcoming metro lines – Dahisar to Mankhurd & Wadala to Kasarvadavali

Wadala Railway Station runs on the Harbour Railway Line

- PROXIMITY TO BUSINESS HUBS
- UPCOMING METRO RAIL NETWORK
- GRADE A DEVELOPMENTS
- ATTRACTION FOR FUTURE COMMERCIAL PROJECTS

Infrastructure Upgrades that have further improved connectivity

BKC Connector

Monorail

LOCATIONAL ADVANTAGE – WADALA MICRO MARKET SUMMARY

Wadala got its first large scale project in 1995 with **Ajmera Group's Bhakti Park Complex**

In recent times, this micro market has seen **multiple large scale developments by Grade A developers**

Connectivity to major business hubs has propelled residential sales in this micro market

Upcoming infrastructure projects in the area continue to **attract buyers** across the spectrum from mid to luxury segments

Key Developers in Micro Market

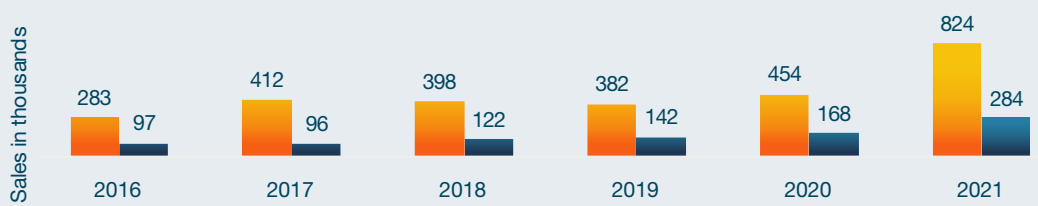
28,000- 32,000 psf (carpet area)

Large Scale Developments

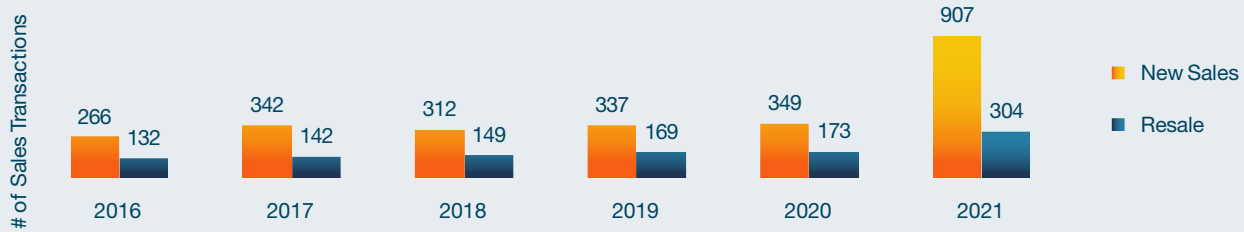
Ajmera I-Land

The Group has delivered ~8 lakh sft of carpet area in the last decade and have another ~4 million sft of development potential apart from existing launches announced on the 100 acre layout

YoY Sales in Wadala (sq.ft.)



YoY Number of Sales Transactions Wadala (in units)



10 MINS TO PROPOSED NHAVA SHEVA SEA
TREON
ZEON
AEON
MONORAIL
EASTERN FREEWAY
TOWARDS CHEMBUR & NAVI MUMBAI
MANHATTAN
25 ACRES GARDEN
GREENFINITY
IMAX DOME THEATRE
PROPOSED METRO RAIL
10 MINS TOWARDS BKC
BHAKTI PARK MONORAIL STATION
AJMERA I-LAND
DELIVERED - PROJECTS
AEON | ZEON | TREON
ONGOING – PROJECTS
GREENFINITY | MANHATTAN

AJMERA I-LAND – DELIVERED PROJECTS

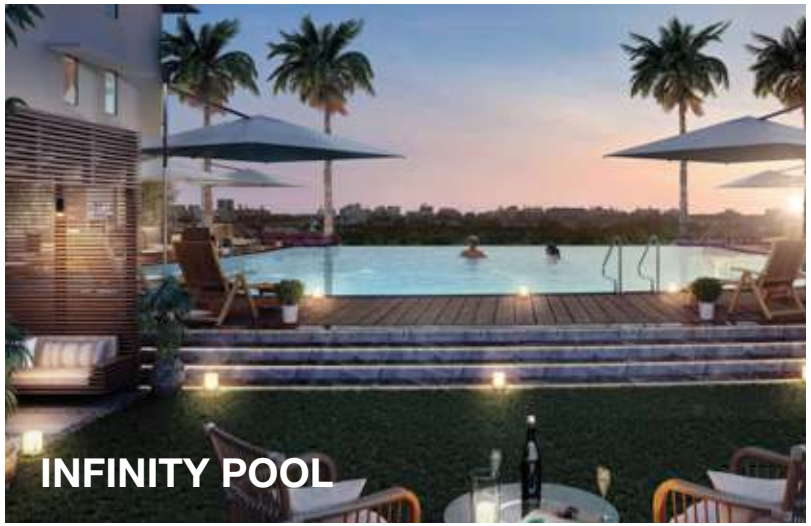
AJMERA AEON

AJMERA ZEON

AJMERA TREON

Actual Images

AJMERA I-LAND – DELIVERED PROJECTS AMENITIES



GREENFINITY –
GREAT PLANNING, BETTER EXECUTION

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Launched – January 2021 | Structure Complete - February 2022 | Completion Expected by Dec 2022

(MAR-21) 4TH SLAB

(JUN-21) 9TH SLAB

(SEP-21)13TH SLAB

(DEC 21) 20TH SLAB

(FEB 22) SUPER STRUCTURE COMPLETED

AJMERA MANHATTAN - LUXURY HAS A NEW ADDRESS

RERA Number - **P51800032948**

2 & 3 BHK - Lifestyle Homes

2 Buildings – **540 flats**

44 Levels

Ticket size – **INR 2 Cr +**

CONFIGURATION

UNITS	SIZE
2 BHK	750 SQ. FT.
3 BHK Small / Big	977 / 1122 SQ. FT.

Estimated Date of the possession - **March 2026**

Current Status - **Piling in full swing**

AJMERA MANHATTAN - AMENITIES

FITNESS

Well-Equipped Gymnasium

Yoga Zone

Jogging Track

LEISURE

Library

Spa

Steam & Sauna

Cafeteria

Swimming Pool

ENTERTAINMENT & SPORTS

Plug & Play Internet connectivity

Multiple Game Court

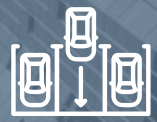
Lawn Tennis Court

Children Play Area

Reflexology Path

SAFETY FEATURES

CCTV Security System


Public address system in Parking Area

Video Door Phone with connectivity

Advance fire Alarm Systems

ECO- FRIENDLY FEATURES

Intelligent Building Management System

Environment & Energy Efficient HVAC System

Rainwater Harvesting System

AJMERA MANHATTAN - PROJECT CREDENTIALS

- Approval & premiums payments made before 31st Dec 2021 deadline
- Payment made ~INR 163 Cr
- Savings to company ~INR 123 Cr
- Upfront payment of one time Approval Cost, shall accelerate the Revenue Recognition Process

- Financial closure achieved
- ~INR 300 Cr at ~9.85%
- Positively impacting overall cost of debt

ONGOING PROJECTS

ARIIL

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AJMERA I-LAND

AEON I & II, ZEON & TREON

~ 13.39 LAKHS
SALEABLE AREA

~INR 2100 CR
REVENUE RECOGNIZED

~ INR 101 CR
BALANCE REVENUE POTENTIAL

BHAKTI PARK, WADALA (E),
MUMBAI

RESIDENTIAL

ARIIL
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AJMERA SIKOVA
PREMIUM SMART OFFICES

~ 1.28 LAKHS
SALEABLE AREA

~ INR 249 CR
BALANCE REVENUE POTENTIAL

LBS ROAD, GHATKOPAR

COMMERCIAL

ARIIL
Built on Trust

AJMERA
GREENFINITY
A LITTLE PIECE OF HEAVEN

~ 1.15 LAKHS
SALEABLE AREA

~ INR 37 CR
REVENUE RECOGNIZED

~ INR 142 CR
BALANCE REVENUE POTENTIAL

BHAKTI PARK, WADALA (E), MUMBAI

RESIDENTIAL

Nucleus Commercial space of 1.28 lakh sq. ft and revenue potential of ~INR 104 Cr, has now been strategically moved from rental based cash flow model to an outright sale model

AJMERA
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ARIIL

AJMERA NUCLEUS

~ 5.58 LAKHS
SALEABLE AREA

~ INR 107 CR
REVENUE RECOGNIZED

~ INR 224 CR
BALANCE REVENUE POTENTIAL

ELECTRONIC CITY, BENGALURU.

RESIDENTIAL & COMMERCIAL

ARIIL
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AJMERA LUGAANO

~ 2.78 LAKHS
SALEABLE AREA

~ 128 CR
BALANCE REVENUE POTENTIAL

YELAHANKA, BENGALURU.

RESIDENTIAL

ARIIL
Built on Trust

AJMERA Florenza

~ 2.74 LAKHS
SALEABLE AREA

~ INR 131CR
BALANCE REVENUE POTENTIAL

YELAHANKA, BENGALURU.

RESIDENTIAL

ARIIL

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THANK YOU

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