

Ajmera Realty & Infra India Limited

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CIN NO. L27104 MH 1985 PLC035659



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

Date: May 11, 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
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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, 2023.

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

VINIT TANNA
COMPANY SECRETARY & COMPLIANCE OFFICER
A50504
Encl. As above

ARIIL records outstanding performance Sales value up 95% YoY, PAT up 58% YoY and PAT margin expansion by 75% YoY

Key Highlights for FY23:

- Sales Value increased by 95% YoY to INR 842 crore
- Sales Volume grew by 50% YoY to 3,70,219 lakh Sq. ft.
- Collections increased by 35% YoY to INR 532 crore
- PAT increased by 58% YoY to INR 72 crore, with PAT Margin at 16%
- Debt decreased by 7% YoY to INR 776 crore
- Launched 2 projects for a Gross Development Value of around INR 1650 crore
- Acquired land with a Gross Development Value of around INR 550 crore

Mumbai, 11th May 2023: Ajmera Realty & Infra India Ltd - ARIIL (BSE: 513349 & NSE: AJMERA), a leading real estate company, with pan India and international presence, announced its financial results for the fourth quarter that ended 31st March 2023 today.

Commenting on the performance during Q4 & FY23, **Mr. Dhaval Ajmera, Director –ARIIL** said, “We are pleased to announce that our company has achieved strong performance throughout FY23, with sales reaching INR 842 crores. This success is due to sales momentum gained in our existing as well as the new launches of Ajmera Manhattan & Ajmera Prive during the year, fast-paced execution, and the strong demand for quality homes in the sector. Backed by industry reforms and continued demand from homebuyers along with the unchanged repo rate, we are highly optimistic about our growth strategy and the future of the real estate sector.

Operational Highlights

Particulars	Q4 FY23	Q4 FY22	YOY	Q3 FY23	QoQ	FY23	FY22	YoY
Carpet area sold (Sq. ft.)	69,209	68,540	1%	63,595	9%	3,70,219	2,46,289	50%
Sales Value (INR Cr)	140	122	16%	128	10%	842	431	95%
Collection (INR Cr)	103	93	11%	116	(11%)	532	394	35%

Our company achieved a remarkable 58% growth in PAT to Rs. 72 crores, with PAT margin increasing by 695 bps to 16%, which has been a testimony to our operational efficiency in faster execution capability showcased for Sikova & Greenfinity project. We also deleveraged debt by 7% on a YoY basis, yielding to our debt/equity ratio of 1:1 for FY23 which has been primarily on account of our debt management efforts and growth in our sales collection.

Financial Highlights

Particulars (INR crore)	Q4 FY23	Q4 FY22	YoY	Q3 FY23	QoQ	FY23	FY22	YoY
Total Revenue	118	184	(36%)	81	46%	441	489	(10%)
EBITDA	35	43	(19%)	23	47%	134	122	9%
EBITDA Margin (%)	29%	23%	607 bps	29%	24 bps	30%	25%	534 bps
PBT	19	20	(0.6%)	15	26%	96	62	56%
PBT margin (%)	16%	11%	584 bps	19%	(265 bps)	22%	13%	921 bps
PAT	15	14	8%	11	42%	72	45	58%
PAT margin (%)	13%	8%	520bps	13%	(38 bps)	16%	9%	695 bps
EPS (in INR)	4	3.9	11%	3	44%	20	13	59%

Looking forward, we are confident in our 5x growth strategy, with a promising launch pipeline of four projects with Gross Development Value (GDV) of about INR 2000+ crores, this includes our upcoming sales launch for Ajmera Eden during this quarter. We are also excited to share that we recently

acquired a land parcel at Vikhroli East, which is expected to further fuel our growth journey. Our brand's legacy and commitment to providing homes across segments and customer satisfaction are key to our growth moving forward, and we remain optimistic about our prospects in the coming year."

About Ajmera Realty & Infra India Ltd (ARIL):

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", "Sikova" and "Prive", along with various projects at Bengaluru: "Ajmera Nucleus", "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 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.*