

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/2022-23

Date: May 19, 2022

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: Investor Presentation Q4 & FY 2021-22

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 a copy of the Investor presentation on the Audited Financial Results (Standalone and Consolidate) of the Company for the Fourth Quarter and Financial Year ended March 31, 2022.

The copy of the same 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



Built on Trust

Ajmera Realty & Infra India Limited

INVESTOR PRESENTATION

Q4 FY22

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.



BUSINESS HIGHLIGHTS

WE ARE AT AN
INFLECTION POINT

KEY BUSINESS HIGHLIGHTS – Q4 FY22

~INR **122** Cr
Sales Value



Steady Sales book with QoQ increase by 12%

90,353 Sq. ft.
Sales volume



QoQ increase in Sale volume by 4%

~INR **93** Cr
Collections



Collections remain steady with 11% increase on QoQ basis

13,452 INR/Sq. ft.
Realisation



Realisation increased by 8% on QoQ comparison

~INR **56** Cr
Debt Reduction



Debt reduced on QoQ basis

11.2%
Cost of debt



Incremental project debt at sub 10% to positively impacting overall cost of debt

~INR **184** Cr
Robust Revenue



162% growth on QoQ basis, fueled with sales and collection momentum

~INR **43** Cr
Sikova Revenue



Sikova project reaches revenue recognition stage during Q4 FY22

STRONG PROJECT EXECUTION COUPLED WITH REVENUE VISIBILITY



All advanced stage projects brought to OC stage with significant inventory sold out



Greenfinity, Wadala - Ahead of schedule execution as superstructure completed in 14 months



Silkova Ghatkopar - RCC work ~90% completed with project estimated for December 2022 delivery

Approval & premiums payments (INR 209 Cr) made before 31st Dec 2021 deadline to avail of Maharashtra Government premium benefit

Manhattan - Secured Financial closure at sub 10% for ~INR 300 Cr positively impacting overall cost of debt

~INR 4,800 Cr of potential revenue with strong visibility over next 3-4 years

NEW LAUNCHES & ACQUISITIONS

RERA Certificate received for Ajmera Manhattan [Area ~0.8 Mn Sq.ft, Est. revenue of ~INR 1500 Cr]

High end residential project acquisition in Juhu [Area ~30,000 Sq.ft, Est. revenue INR 150 Cr]

~2.1 Mn sq.ft. to be launched in FY23
5 projects with an Est. revenue of ~INR 3200 Cr

GREAT PLANNING, BETTER EXECUTION – GREENFINITY, WADALA

Launched – Jan 2021 | Structure Completed - Feb 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

LUXURY HAS A NEW ADDRESS – AJMERA MANHATTAN, WADALA



Piling Work Completed

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

THE PILLARS BEHIND OUR SUCCESS

BOARD OF DIRECTORS - OUR GUIDING FORCE



EXECUTIVE DIRECTORS



Mr. Rajnikant S. Ajmera
Chairman & MD

- Aged 68, is the pillar and guiding force behind the growth of Ajmera Group
- Served as MCHI President as well as President and Vice President of CREDAI



Mr. Manoj I. Ajmera
Managing Director

- Aged 59, 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.



Mr. Sanjay C. Ajmera
Whole - Time Director

- Aged 55, 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.

INDEPENDENT DIRECTORS



Mr. A C PATEL
Independent Director

- Aged 77, 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. and Shree Precoated Steels Ltd.



Mr. 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. and Shriram Properties & Puravankara.



Mrs. Aarti Ramani
Independent Director

- Aged 61, 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.

LEADERSHIP TEAM



Mr. Dhaval Ajmera
Director

As director, Dhaval's primary role within the group is leading company strategy, operations and project coordination. With Dhaval at the helm, the firm has delivered a series of residential & commercial projects in cities like Mumbai, Bangalore, Ahmedabad and Pune. Dhaval is also the Hon. Secretary at MCHI CREDAI



Mr. Nitin Bavisi
CFO

Nitin brings with him over 25 years of experience across the field of finance, taxation & accounting. Alongside being a Chartered Accountant, he is a Certified Valuer (ICAI) & Professional Member of RICS, UK.



Mr. Sanjeev Kumar
CTO

Sanjeev leads architecture and plays a vital role in conceptualization of project planning. He has also played an active role in obtaining Sanctions & Approvals, Engaging with Legal Council for Court matters & Arbitrations.



Mr. Sunil Shah
GM Liaisoning

Sunil's responsibilities include managing project planning, DRG coordination, project feasibility, monitoring approval processes and documentations. Sunil has been instrumental in the Ease of Doing Business documentation by MCGM on behalf of MCHI.



Mrs. Shweta Rathor
GM Human Resources

With over 18 years of experience, Shweta leads developing and implementing HR strategies and initiatives aligned with the overall business strategy of the Company. She has been instrumental introducing a number of employee centric policies and initiatives during her time at Ajmera.



Mr. Sunil Nalawade
GM Projects

Sunil has been for over 30 years in the construction industry. Over the years, Sunil has managed and led various areas of project management including budgeting, cash flow management and project scheduling.



Mr. Dhimant Choksi
GM Purchase

With a rich experience of 37 years, Dhimant leads in vendor development, negotiations, Imports of materials, planning & scheduling of materials, deciding credit terms and maintaining records of MIS & ISO.



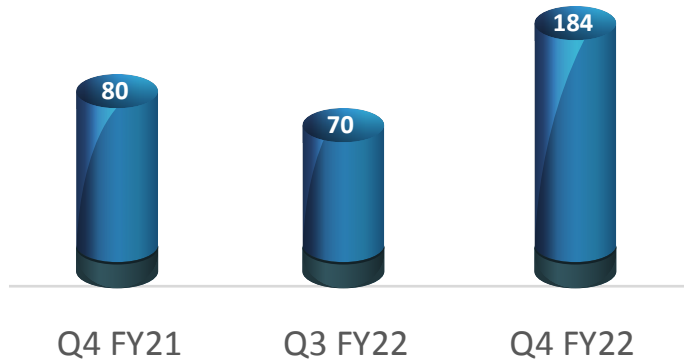
Mr. Bhavesh Joshi
DGM Sales

Bhavesh has been part of the group for over 24 years and has a rich experience in sales and marketing strategy planning and execution. He has been instrumental in formulating the company's sales strategy for i-Land township in Wadala over the years.

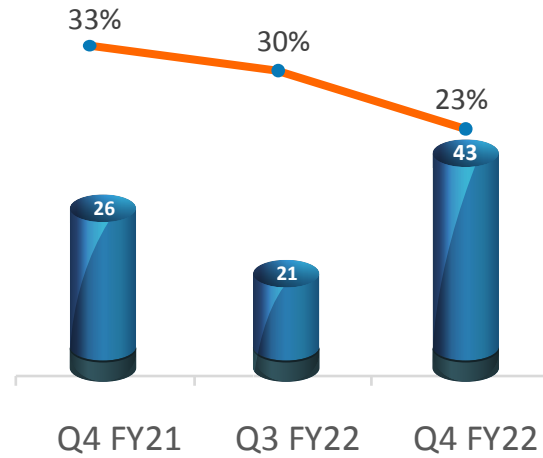
PERFORMANCE HIGHLIGHTS

FINANCIAL HIGHLIGHTS – Q4 FY22

TOTAL REVENUE
(INR Cr)



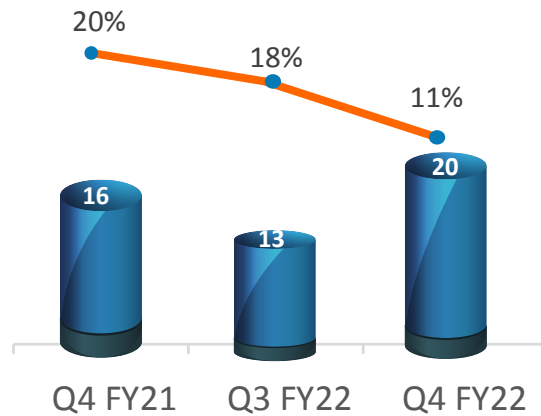
EBIDTA (INR Cr) &
EBIDTA MARGIN %



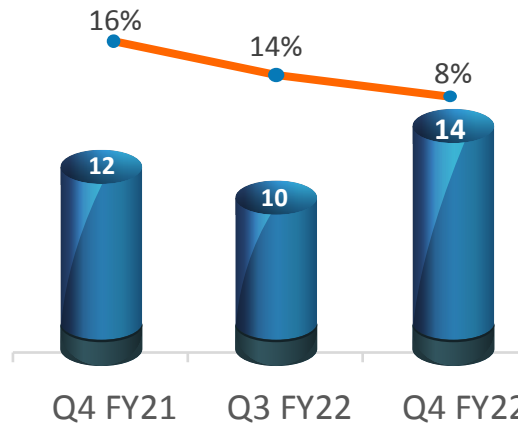
Value protection under growing input cost pressure in Q4 FY22

- » Revenue increase – by 130% on YoY basis over Q4 FY21
- » Value creation through EBIDTA growing by 64% YoY
- » Steady and sustainable PAT improvement
- » Cost of debt reduced by 80bps on YoY basis over FY 21

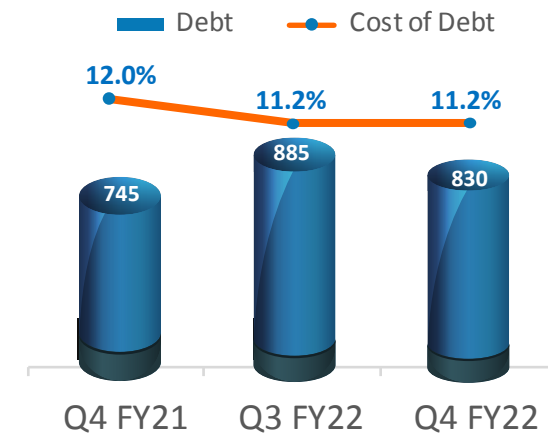
PBT (INR Cr)
& PBT MARGIN %



PAT (INR Cr)
& PAT MARGIN %

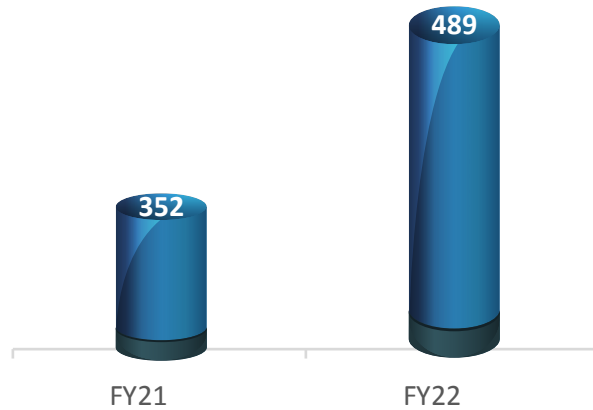


SECURED DEBT
(INR Cr)

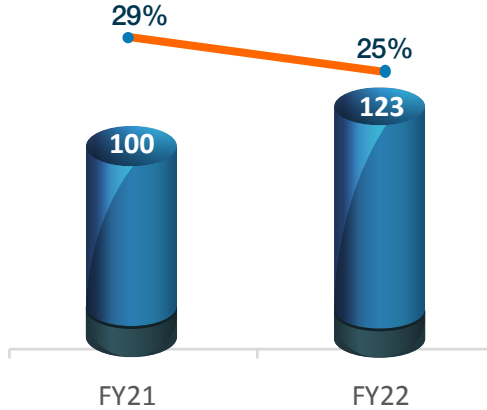


FINANCIAL HIGHLIGHTS – FY22

TOTAL REVENUE
(INR Cr)



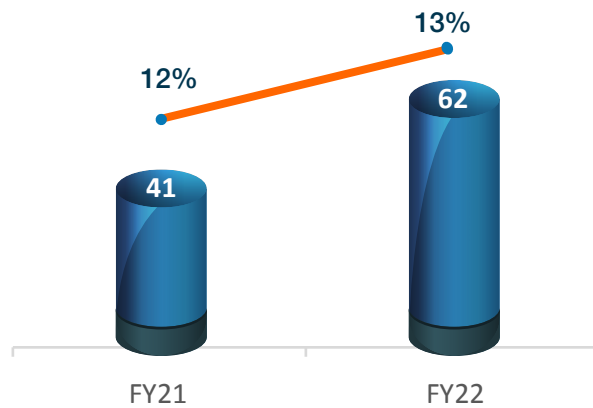
EBITDA (INR Cr) &
EBITDA MARGIN %



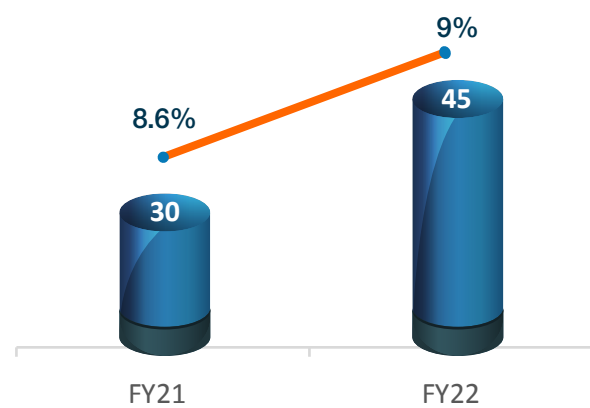
Traction in Financial performance - FY22

- » Resilient revenue growth at 39% increase YoY
- » Operational efficiency shown through 22% increase
- » 50% PAT increase inspite of growing input costs during the financial year

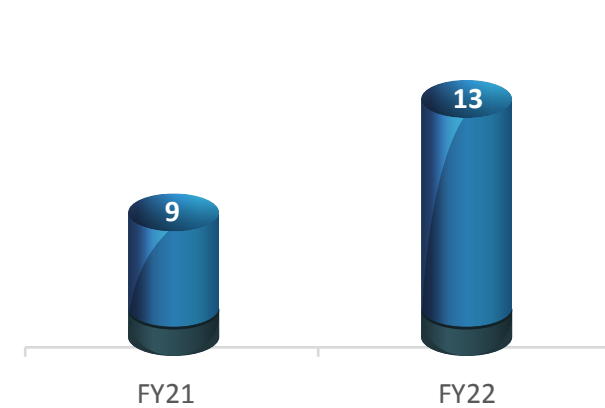
PBT (INR Cr) &
PBT MARGIN %



PAT (INR Cr) &
PAT MARGIN %

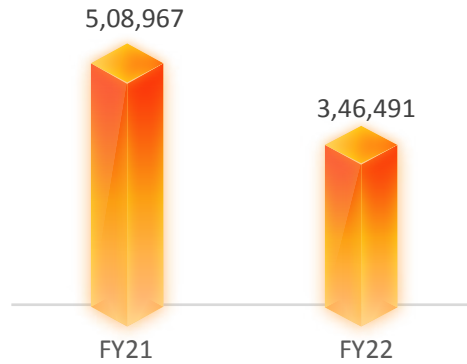


EPS
(INR)

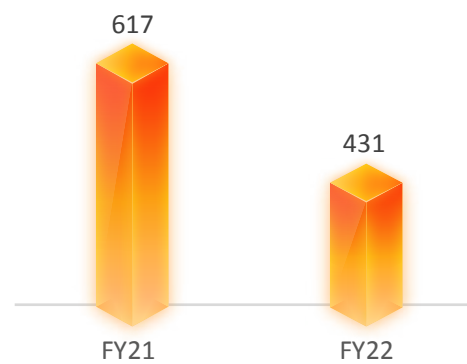


OPERATIONAL HIGHLIGHTS – Q4 FY22 & FY22

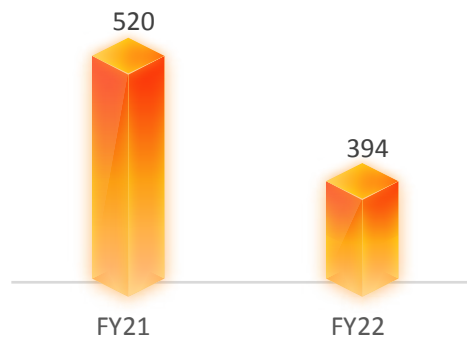
VOLUME (Sq.ft.)



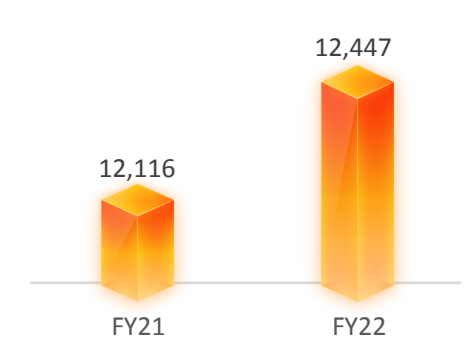
SALES VALUE (INR Cr)



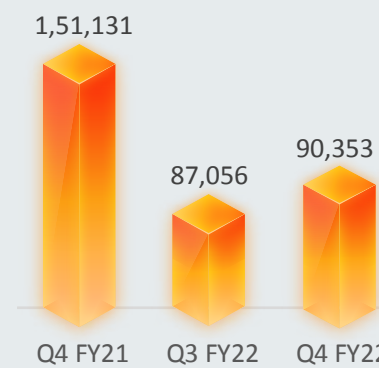
COLLECTIONS (INR Cr)



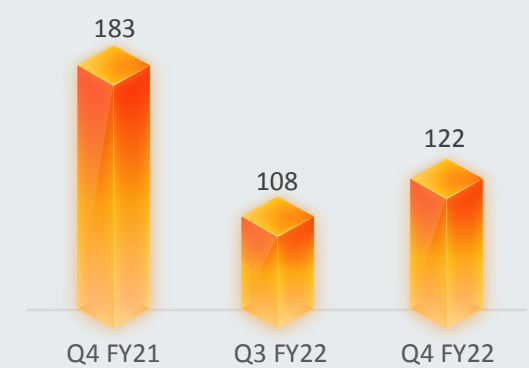
REALIZATION (INR PER Sq.ft)



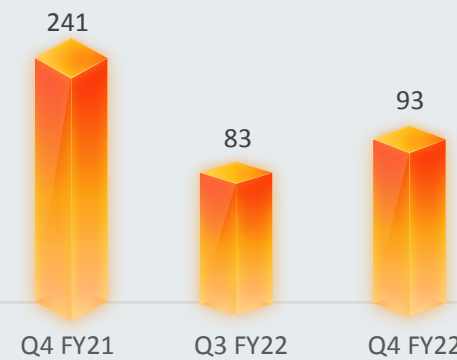
VOLUME (Sq.ft.)



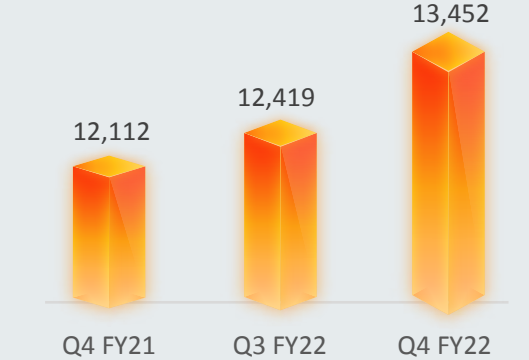
SALES VALUE (INR Cr)



COLLECTIONS (INR Cr)



REALIZATION (INR PER Sq.ft.)



PROJECT-WISE SALES & COLLECTIONS FOR Q4 FY22

Project	Location	Area sold (Sq.ft.)	Sales Value (INR Cr)	Realization (INR/Sq.ft.)	Collections (INR Cr)
Aeon, Zeon, Treon	Mumbai	18,790	36	19,072	49
Sikova	Mumbai	26,596	54	20,190	18
Greenfinity	Mumbai	6,144	9	15,030	17
Nucleus	Bangalore	28,896	18	6,305	3
Casa Vyoma & Enigma	Ahmedabad	9,927	5	4,593	5
TOTAL		90,353	122	13,452	93

PROJECT-WISE SALES & COLLECTIONS FOR FY22

Project	Location	Area sold (Sq.ft.)	Sales Value (INR Cr)	Realization (INR/Sq.ft.)	Collections (INR Cr)
Aeon, Zeon, Treon	Mumbai	1,14,145	205	17,977	233
Sikova	Mumbai	47,819	96	20,011	41
Greenfinity	Mumbai	29,844	46	15,496	54
Nucleus	Bangalore	90,925	53	5,849	30
Lugaano	Bangalore	972	1	5,439	1
Annex	Bangalore	-	-	-	1
Casa Vyoma & Enigma	Ahmedabad	62,786	30	4,781	33
Total		3,46,491	431	12,447	394

PORTFOLIO & LAND BANK

LANDMARKS IN THE MAKING



AJMERA I-LAND
AEON I & II, ZEON & TREON

~13.39 LACS Sq.ft.
SALEABLE AREA

INR 2,168 Cr
REVENUE RECOGNIZED

INR 37 Cr
BALANCE REVENUE POTENTIAL

LOCATION

BHAKTI PARK, WADALA (E),
MUMBAI

CONFIGURATION

RESIDENTIAL



AJMERA
SIKOVA
PREMIUM SMART OFFICES

~1.28 LACS Sq.ft.
SALEABLE AREA

INR 43 Cr
REVENUE RECOGNIZED

INR 206 Cr
BALANCE REVENUE POTENTIAL

LOCATION

LBS ROAD, GHATKOPAR

CONFIGURATION

COMMERCIAL



AJMERA
GREENFINITY
A LITTLE PIECE OF HEAVEN

~1.15 LACS Sq.ft.
SALEABLE AREA

INR 61 Cr
REVENUE RECOGNIZED

INR 117 Cr
BALANCE REVENUE POTENTIAL

LOCATION

BHAKTI PARK, WADALA (E), MUMBAI

CONFIGURATION

RESIDENTIAL

LANDMARKS IN THE MAKING



 AJMERA
NUCLEUS

~5.58 LACS Sq.ft.
SALEABLE AREA

~INR 130 Cr
REVENUE RECOGNIZED

~INR 212 Cr
BALANCE REVENUE POTENTIAL

LOCATION
ELECTRONIC CITY, BENGALURU.

CONFIGURATION
RESIDENTIAL & COMMERCIAL

NUCLEUS COMMERCIAL SPACE OF 1.28 LACS Sq. ft.
HAVING REVENUE POTENTIAL OF ~ INR 105 Cr, HAS NOW BEEN STRATEGICALLY
MOVED FROM RENTAL BASED CASH FLOW MODEL TO AN OUTRIGHT SALE MODEL



AJMERA
LUGAANO 

~2.78 LACS Sq.ft.
SALEABLE AREA

~INR 13 Cr
REVENUE RECOGNIZED

~INR 115 Cr
BALANCE REVENUE POTENTIAL

LOCATION
YELAHANKA, BENGALURU.

CONFIGURATION
RESIDENTIAL



AJMERA
Florenza 

~2.74 Sq.ft. LACS
SALEABLE AREA

~INR 131 Cr
BALANCE REVENUE POTENTIAL

LOCATION
YELAHANKA, BENGALURU.

CONFIGURATION
RESIDENTIAL

ONGOING PROJECTS

Project Name	Ownership %	Total area (Sq.ft.)	Completion %	Sold Area (Sq.ft.)	Revenue Recognised (INR Cr)	Revenue Unrecognised (INR Cr)	Unsold Area (Sq.ft.)	Estimated Sales Value of Unsold Area (INR Cr)	Completion Status
Aeon, Zeon & Treon	100%	13,39,908	100%	13,18,164	2,168	-	21,744	37	OC Received
Sikova (Carpet)	100%	1,27,876	46%	63,682	43	79	64,194	127	Under Construction
Greenfinity	100%	1,14,926	64%	65,859	61	41	49,067	76	Super Structure Completed
Lugaano	70%	2,78,241	38%	76,711	13	22	2,01,530	93	Under Construction
Florenza	70%	2,74,182	2%	15,650	-	7	2,58,532	124	Under Construction
Nucleus - Resi	70%	2,79,873	96%	2,44,531	124	5	35,342	19	OC Applied
Nucleus - C	70%	1,50,355	39%	23,695	5	8	1,26,660	75	Under Construction
Nucleus Commercial	70%	1,27,646	73%	-	-	-	1,27,646	105	OC Applied
Casa Vyoma	50%	9,16,506	100%	9,01,620	-	-	14,886	-	OC Received
Engima	50%	3,06,196	100%	3,01,299	-	-	4,897	-	OC Received
Total		39,15,709		30,11,210	2,415	163	9,04,499	655	

Note: Nucleus commercial space of 1.28 Lacs Sq. ft. having revenue potential of ~INR 105 Cr, has now been strategically moved from rental based cash flow model to an outright sale model

UPCOMING PROJECTS

POTENTIAL LAUNCHES IN FY 23 & FY 24

Project Name	Location	Project Type	Ownership %	Estimated Launch (Month, Year)	Estimated Completion (Month, Year)	Estimated Revenue (INR Cr)	Estimated Saleable Area (Sq.ft)
Ajmera Manhattan	Mumbai	Residential	100%	Launched	Mar 26	1,500	8,07,782
Central Mumbai 2	Mumbai	Residential	85%	Dec 22	Mar 26	975	8,07,864
Codename Market Yard	Pune	Residential	23%	Dec 22	Dec 25	340	3,08,145
Codename Ghatkopar	Mumbai	Residential	100%	Dec 22	Dec 24	250	1,50,604
Codename Juhu	Mumbai	Residential	100%	Jun 22	Jun 24	150	30,482
Central Mumbai 1	Mumbai	Mix Use	100%	Mar 23	Mar 26	795	6,67,500
TOTAL						4,010	27,72,376

~30.5
Mn Sq.ft.

**COMPLETED
PROJECTS**

~3.9
Mn Sq.ft.

**EXISTING
PORTFOLIO**

~2.1
Mn Sq.ft.

**FY23
LAUNCHES**

~0.7
Mn Sq.ft.

**FY24
LAUNCHES**

~18.2
Mn Sq.ft.

**FUTURE
POTENTIAL**

~25
Mn Sq.ft.

**TOTAL
PORTFOLIO**



WAY AHEAD

ENCASHING ON THE
MARKET OPPORTUNITIES

PROJECT-WISE REVENUE RECOGNITION – ADVANCED STAGE PROJECTS

Projects	Completion as 31 Mar 2022	Total Area Sold (Sq.ft.)	Sales Book as on 31 Mar 2022 (INR Cr)	Revenue Recognised (INR Cr)	Balance Revenue Recognition (INR Cr)	Unsold Area (Sq.ft.)	Estimated Sale value (INR Cr)	Revenue Potential (INR Cr) FY23
Aeon	100%	2,18,770	317	317	-	1,995	3	3
Aeon II	100%	71,045	129	129	-	-	-	-
Treon	100%	5,46,615	944	944	-	16,464	28	28
Zeon	100%	4,81,734	778	778	-	3,285	6	6
Nucleus – Resi	96%	2,44,531	129	124	5	35,342	19	24
Nucleus – Commercial	73%	-	-	-	-	1,27,646	105	105
Total		15,62,695	2,297	2,292	5	1,84,732	161	166

Sale Book as on
31 March 2022
INR 2,297 Cr

Revenue to be
Recognised
on committed sales
INR 5 Cr

Revenue to be
Recognised from
Unsold stock
INR 161 Cr

Total Revenue
Potential
INR 166 Cr

Note: Nucleus commercial space of 1.28 Lacs Sq. ft. having revenue potential of ~ INR 105 Cr, has now been strategically moved from rental based cash flow model to an outright sale model

PROJECT-WISE REVENUE RECOGNITION – MID STAGE PROJECTS

Projects	Completion as on 31 March 2022	Total Area Sold (Sq.ft.)	Sales Book as on 31 March 2022	Revenue Recognised (INR Cr)	Balance Revenue Recognition (INR Cr)	Unsold Area (Sq.ft.)	Estimated Sale value (INR Cr)	Revenue Potential (INR Cr)
Sikova (Carpet)	46%	63,682	122	43	79	64,194	127	206
Greenfinity	64%	65,859	102	61	41	49,067	76	117
Lugaano	38%	76,711	35	13	22	2,01,530	93	115
Nucleus – C	39%	23,695	14	5	8	1,26,660	75	83
Florenza	2%	15,650	7	-	7	2,58,532	124	131
Total	-	2,45,597	281	123	158	6,99,984	495	653

Sale Book as on
31 March 2022
INR 281 Cr

Revenue to be
Recognised on
committed sales
INR 158 Cr

Revenue to be
Recognised from
Unsold stock
INR 495 Cr

Total Revenue
Potential
INR 653 Cr

REVENUE VISIBILITY

Advanced Stage Projects

INR
5 Cr

Pre-sales revenue to be recognized from nearly completed projects

INR
161 Cr

Sales revenue from unsold inventory

INR **166** Cr
envisaged over the next 12 months

Mid Stage Projects

INR
158 Cr

Pre-sales revenue to be recognized from mid stage projects

INR
495 Cr

Sales revenue from unsold inventory

INR **653** Cr
envisaged over the next 36 months

Upcoming Projects

~INR
4,000 Cr

Sales revenue from launches in FY23 & FY24

TOTAL REVENUE
POTENTIAL
~INR **4,800** Cr

INFLECTION POINT – THE START OF AN UNPRECEDENTED GROWTH JOURNEY



5X GROWTH PLAN



Unlocking development potential
of owned land banks



Targeting Inorganic growth through
low capex acquisitions by
JV / JDA / DA model, asset light approach



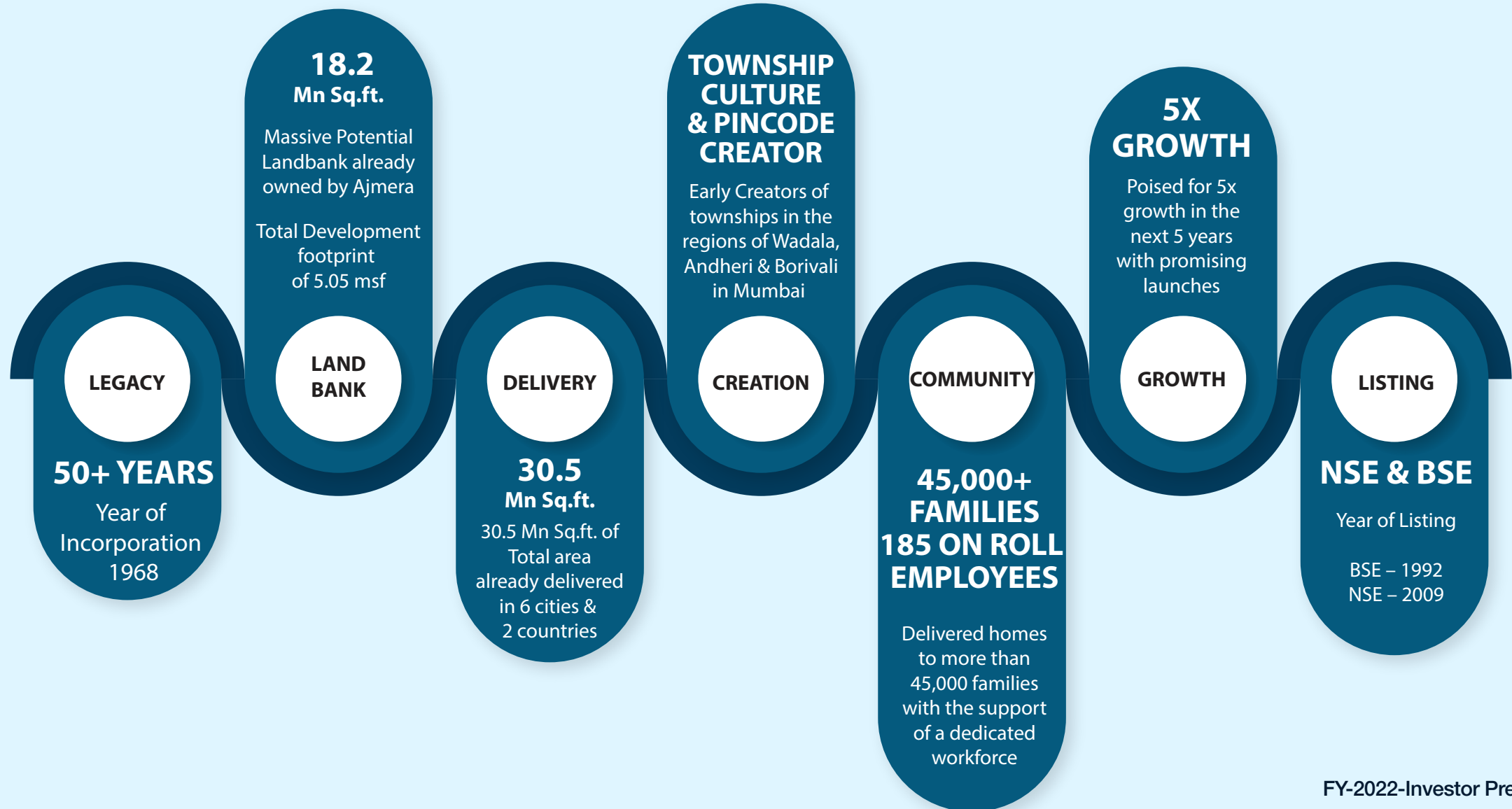
Robust business pipeline for
next 15 months



~2.8 Mn Sq. ft. of launches in next 24 months

COMPANY OVERVIEW

AJMERA GROUP AT A GLANCE



THE AJMERA FOOTPRINT

554 lakh square feet of development

**Includes completed, ongoing & upcoming development



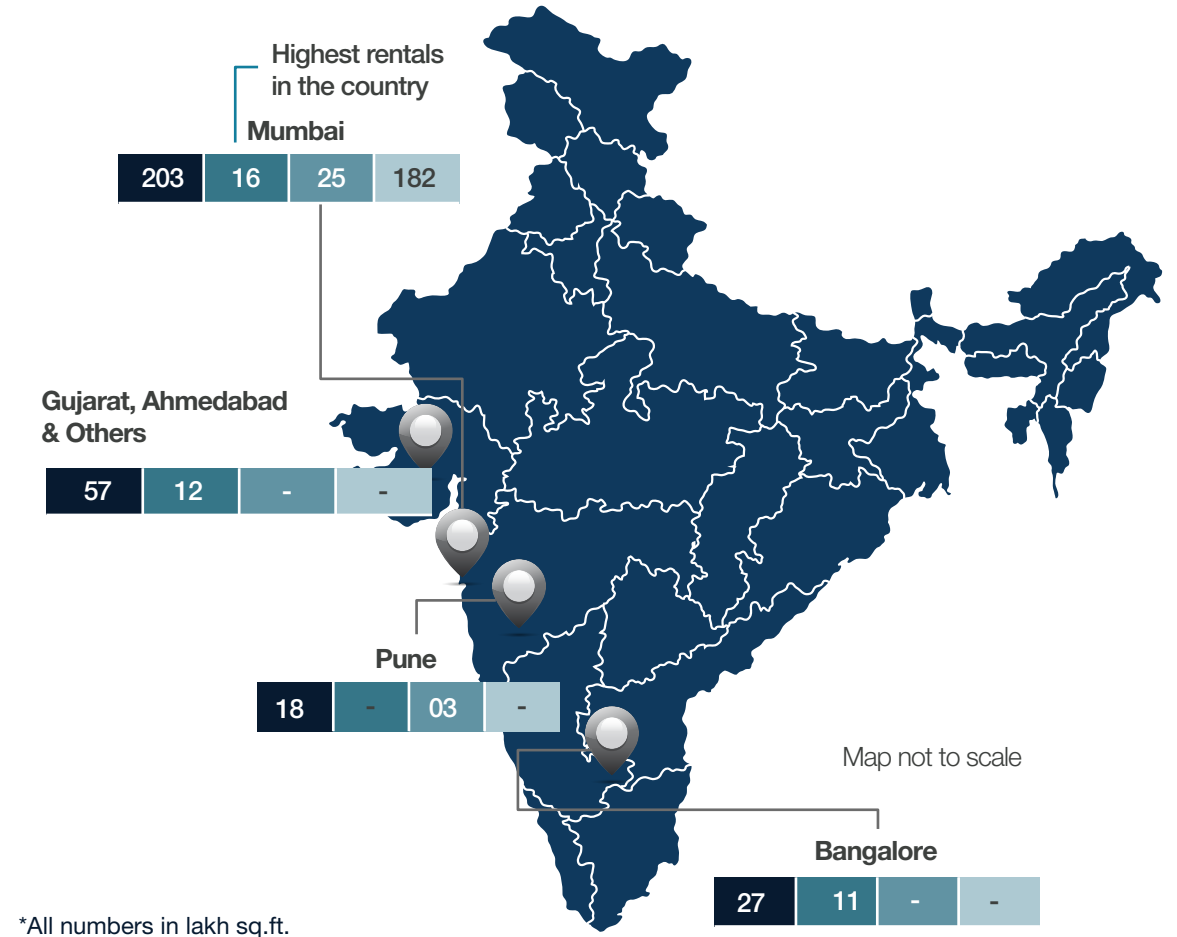
Advanced stage projects set for delivery in FY 23



Destination creator - Wadala, Andheri, Borivali, Mira Road & Kalyan



**UK Presence Update:
5 Projects : ~67,000 sq. ft. footprint
~INR 270 Cr – Revenue Potential**

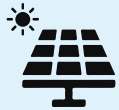


Map not to scale

Environment friendly initiatives & recognition



Use of **organic waste converters** to minimise garbage volumes



Solar Power, reusing **STP** wastage water for irrigation and toilets in projects

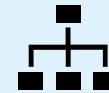


Environment friendly AAC blocks instead of using burnt clay bricks

Gold rating by India Green Building Council for Ajmera Zeon , Mumbai



Strong Governance Practices



Board diversity policy to enhance **effectiveness of board performance**



Insurance renewals with **regular health checkups**



Structured digital database online portal to **curb trading with UPSI**



SEBI Compliant, Regular and **timely disclosures**



Use of **ERP platform** for supply chain management



Manufacturers **with low carbon footprint**

Social Initiatives



Participatory Water Management Programme*

2 villages covered	<ul style="list-style-type: none"> • Chovatiya Talav of Chalva • Mata Na Thalwalu Talav at Tadav
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No. of Beneficiaries	Entire Population of the villages
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Objective	To maximize the efforts to recharge underground water tables
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*conducted through VICHARTA SAMUDAY SAMARTHAN MANCH NGO



Women Empowerment : Company follows gender diversity and offers equal opportunity



Improving Nutritional status of **Malnourished Children in Tribal region viz. Melghat ****



Education to underprivileged kids



Medical Assistance to the needy Patients including the Heart Patients



Free health checkup camps and free medical at clinics for laborer's



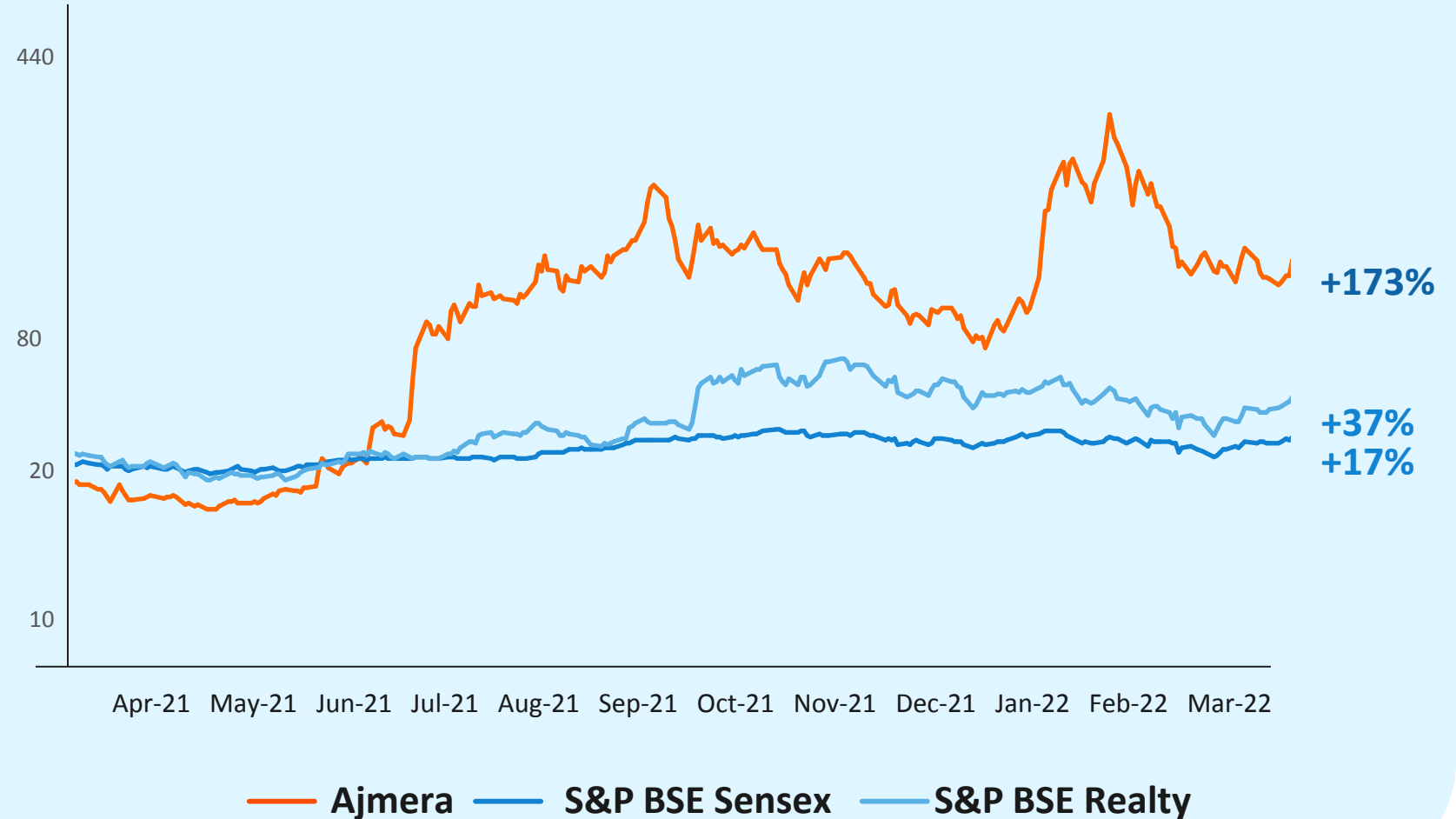
Best in class safety arrangements to all at project sites

CSR Expenditure	<ul style="list-style-type: none"> • INR 31 LACS (Q4 FY22) • INR 94 LACS (FY22)
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**engaged Mahan Trust

SHAREHOLDING & PRICE MOVEMENT

Shareholder Information as on 31st Mar 2022	
BSE Ticker	513349
NSE Symbol	AJMERA
Market Cap* (in INR Cr)	1,003
Promoter holding %	69.73 %
% Free-Float	30.27%
Free-Float Market Cap (in INR Cr)	303
Shares Outstanding in (in Cr)	3.55
1M ADTV (Shares)	1,31,683
6M ADTV (Shares)	95,926
Industry	Real Estate



*Market Cap and Volume data as of 17th May 2022

ANNEXURE

FINANCIAL SUMMARY – Q4 & FY22

Particulars (INR Cr)	Q4 FY22	Q4 FY21	YoY	Q3 FY22	QoQ	FY22	FY21	YoY
Revenue From Operations	180.5	78.7	129%	69.1	161%	482.7	346.7	39%
Other Income	3.1	1.1	196%	1.1	191%	6.4	5.1	27%
Total Income	183.6	79.8	130%	70.1	162%	489.1	351.8	39%
Cost Of Raw Material	131.8	50.0	164%	43.2	206%	338.7	225.7	50%
Employee Benefit Cost	9.1	3.6	149%	5.9	53%	27.8	25.6	9%
Finance Cost	22.7	9.5	140%	7.8	190%	59.2	57.7	3%
Depreciation & Amortisation	0.5	0.5	4%	0.3	42%	1.7	1.8	(6%)
Total Expenses	164.1	63.6	158%	57.2	187%	427.4	310.8	38%
Profit Before Tax	19.6	16.2	21%	12.9	51%	61.7	41.0	51%
Total Tax Expense	4.9	3.3	49%	3.3	50%	15.4	9.5	62%
Profit After Tax	14.6	12.9	13%	9.6	52%	46.3	31.5	47%

CASH FLOW STATEMENT & BALANCE SHEET (SUMMARY)

CASH FLOW STATEMENT

Particulars	FY22 (INR Cr)	FY21 (INR Cr)
Opening Cash & Cash Equivalents	25	8
Operating Cash Flows	(64)	201
Investing Cash Flows	29	(9)
Financing Cash Flows	33	(175)
Net increase/(decrease) in cash and cash equivalents	(2)	17
Closing Cash and Bank Balance	23	25

BALANCE SHEET (CONSOLIDATED)

Liabilities	FY22 (INR Cr)	FY21 (INR Cr)	Assets	FY22 (INR Cr)	FY21 (INR Cr)
Shareholders Funds	710	665	Trade Receivables	265	180
Minority Interest	101	102	Inventories	999	942
Borrowings	868	775	Loans & Advances	450	443
Others	324	334	Cash & Bank balances	35	43
Provisions	15	21	Others	269	289
Total	2018	1897	Total	2018	1897

COMPLETED PROJECTS IN MUMBAI

Project Name	Location	City	Area (sq.ft.)	Units
Bhakti-Park	Wadala	Mumbai	39,63,028	3400
Zeon, i-Land	Wadala	Mumbai	4,82,000	225
Shastri Nagar	Andheri- West	Mumbai	17,30,000	4026
Citi Mall	Andheri- West	Mumbai	1,00,000	235
Yogi Nagar	Borivali	Mumbai	16,01,688	3000
Royal Classique	Andheri- West	Mumbai	4,00,000	413
Yogidham Phase-I -IV	Kalyan	Mumbai	10,85,027	1,546
Shanti Nagar	Miraroad	Mumbai	70,00,000	17000
Yogi Hills	Mulund-West	Mumbai	6,00,000	855
Summit	Kalina	Mumbai	45,000	12

COMPLETED PROJECTS IN GUJARAT

Project Name	Location	City	Area (sq.ft.)	Units
Shastri Nagar	Dharam Nagar	Rajkot	7,00,000	1200
Enigma	SG Road	Ahmedabad	3,00,000	150
Sahajanand Shopping Center	Khadia	Ahmedabad	1,10,000	374
Pramukh Park	Udhna	Surat	35,00,000	Approx.7,000
Casa Vyoma	Vastrapur	Ahmedabad	6,99,840	400

COMPLETED PROJECTS IN PUNE

Project Name	Location	City	Area (sq.ft.)	Units
Yogi Park	Koregaon Park	Pune	50,000	100
Neelkanth Nagar	Bhavani Park	Pune	2,00,000	240
Parvati Nagar	Parvati Nagar	Pune	3,50,000	600
Ajmera Housing Complex	Pimpri	Pune	10,00,000	2000
Aria	Koregaon Park	Pune	1,50,000	25

COMPLETED PROJECTS IN BANGALORE

Project Name	Location	City	Area (sq.ft.)	Units
Stone Park	E-City	Bangalore	3,00,000	355
Infinity	E-City	Bangalore	15,06,904	1221
Green Acres	Bannerghatta	Bangalore	5,38,180	354
Villows	E-City	Bangalore	1,80,000	54
Arista	Banaswadi	Bangalore	96,872	36
Annex	Electronic City	Bangalore	86,000	60

THANK YOU

Ajmera Realty and Infra India Limited

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