

INSIGHT TO REACH NEW HEIGHTS.



FROM THE CHAIRMAN & MD'S DESK

A FORESIGHT WHICH BUILDS INSIGHTS FOR THE INDUSTRY AND OUR COMPANY



At Ajmera, it gives us a great pleasure in addressing all and sharing the performance highlights, achievements, and outlook for our Company.

The economy continues to witness strong and positive momentum in the real estate market, riding on the back of a favourable macro-economic outlook, increased demand, rising work from office resuming trends coupled with strong hiring plans posted by corporates. The sector is also undergoing a favourable change with increased use of technology, improvement in labour market, to name a few.

Given the continued demand in homeownership, Ajmera reported the best sales value of INR 566 crore, up 181% year-on-year which is about 1.3 times of sales value of FY22, which was INR 431 crore. At Ajmera, we have the vision to achieve 5x growth over the next three to five years and we are happy to report that the Company is well-poised to benefit from an uptick in the realty market

with a strong launch pipeline, a de-leveraged balance sheet, a huge land bank, credible management bandwidth, phenomenal execution capabilities, asset-light model through JVs. These all factors will contribute to and drive towards our 5x growth vision.

Company is focused on a robust launch pipeline which would provide a healthy value proposition, as we plan to launch three projects in Mumbai during FY23 and FY24. Future growth will be driven by healthy mix of organic growth through potential development on our owned land bank and inorganically with asset-light model through JVs/JDs and partnerships.

As I mentioned in my opening remarks, despite a gloomier outlook for the world economy, India's economic development is still expected to grow, despite global headwinds and challenges. India's real estate market is likely to maintain its current upward trend and so do we remain confident in adding value for all our stakeholders by delivering growth and margin expansion through optimal utilization of capital.

On a closing note, we wish to extend gratitude to all our stakeholders, regulatory bodies, government, our valued customers, suppliers, vendors, and investors for their consistent cooperation and trust.

Warm Regards,

RAJNIKANT S. AJMERA
Chairman and Managing Director

INDIA REAL ESTATE OVERVIEW

SUSTAINED MOMENTUM ACROSS THE REAL ESTATE SECTORS



While GDP Growth Estimation has been revised downwards as of Oct 2022, India continues to remain one of the fastest growing economies with IMF pegging India's GDP growth at **6.8%** as of October 2022.

The Indian real estate industry's strong momentum continued in the second quarter of FY23 with a **9.5%** y-o-y growth in residential launches.

On the office market front, gross leasing numbers hit around **17.6 MSF** in the quarter ended September 2022 with Mumbai accounting for a 24% share of the leasing numbers. The Indian office space had around **15.5 MSF** of new supply in Q2 FY23

which was ~17% growth q-o-q. Almost 30,000 co-working seats were leased in the same quarter which was a 13% drop q-o-q.

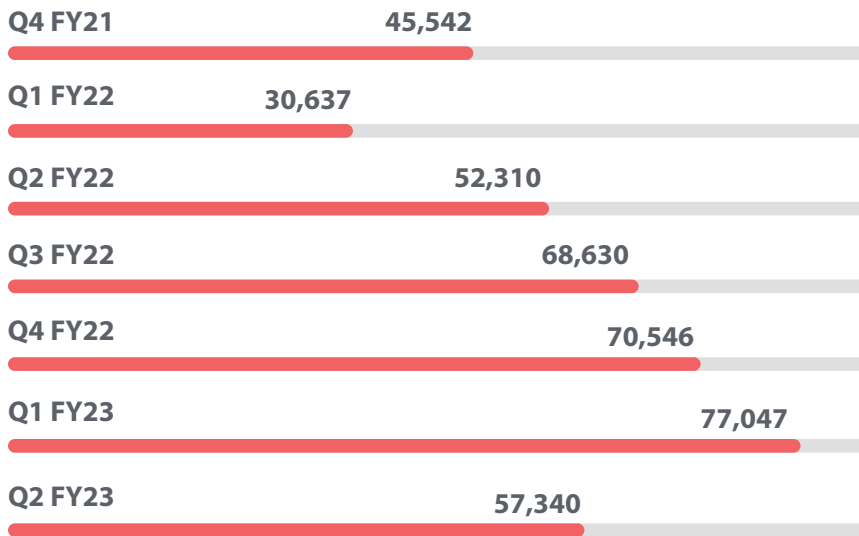
Q2 FY23 saw ~USD 2.27 bn of fund inflow into the Indian CRE space of which the office segment attracted ~60% of the institutional investment.

Source: Cushman & Wakefield Research, Secondary Research Reports

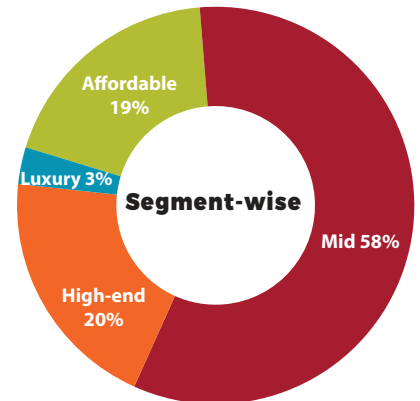
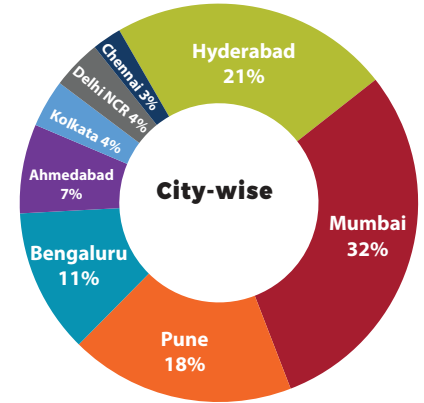
RESIDENTIAL MARKET

Sustained growth despite rising interest rates & input costs

NEW LAUNCHES - COMPARISON



New Launches
~205,000 Units
Q4 FY22 - Q2 FY23



MARKET HIGHLIGHTS

Q2 FY23 recorded a 9.5% y-o-y growth in new launches, but a 25% q-o-q decline in launches largely due to the surge in launches in the previous quarter; overall launch momentum remained strong, especially in cities such as Mumbai, Pune and Hyderabad.

CY YTD 2022 launches have surpassed full-year figures in both 2021 as well as 2019, when the quantum of launches reached a record high

Rising input costs and interest rates have still not affected market momentum significantly with top cities reporting healthy property registrations and sales figures

Launches and sales could pick up during the festive season with developers offering various price and non-price incentives

Sustained growth in sales in Q2 FY23 despite higher interest rates and marginal price appreciation in certain markets; housing demand in mid/upper-mid and high-end segments remains strong

Lower launches in Q2 FY23 could be temporary with the upcoming festive season likely to boost launches and sales, especially by listed and reputed developers

Source: Cushman & Wakefield Research , Secondary Research Reports

INDIA OFFICE MARKET

Grade A Office Supply over next 2 years

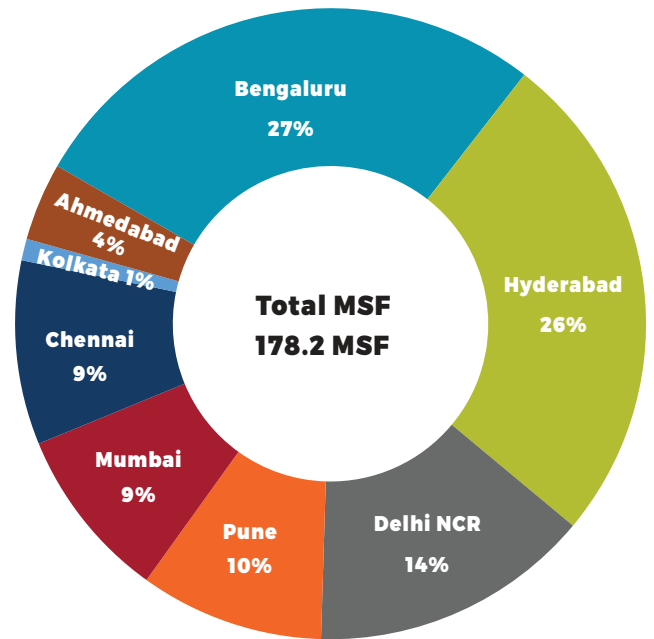
UPCOMING SUPPLY GRADE A

High developer confidence and rebound in demand is resulting in a surge in the upcoming supply

Projects with higher pre-commitments are expected to witness faster completions

More than half of the upcoming supply till 2024 concentrated in the leading tech cities of Bengaluru and Hyderabad

Bengaluru and Pune collectively boast of ~40% share in pre-commitment in upcoming supply during Q3 FY23



~65%

of upcoming supply in tech cities such as Hyderabad, Bengaluru & Pune

35-40%

Bengaluru has the highest pre-commitments in 2022 supply

40-45%

of upcoming supply in core/prime submarkets with a tight vacancy rate

~30%

Approximately 30% of upcoming supply during 2022 – 2024 has PE and institutional presence

Source: Cushman & Wakefield Research, Secondary Research Reports

SECTOR IN NEWS

Monetary Policy - REPO Rates

The Reserve Bank of India, on December 2, 2022, increased the repo rate by 35 basis points to 6.25%, intending to counter the inflationary pressure. The central bank maintained its 6.7% inflation forecast for the current fiscal year ending March while saying that the battle against inflation is not over yet.

Boost in Mumbai property registrations & stamp duty collection :

Despite rising rates, inflationary pressure on costs and implementation of metro cess, property registrations in Mumbai and revenue collections have recorded growth on year on year basis, for 2022 representing the positive market sentiment driving sales.

Residential Sector on a high:

The festive season and positive home buyer sentiment continue to drive residential real estate. The decline in unsold inventory is likely to continue in the short to medium term. Sustained traction in the mid to luxury segments is expected to continue with the two segments dominating residential real estate.

Commercial real estate sustained leasing activity:

Grade A supply and leasing activity continues the upward trend in the commercial office space and the general outlook on commercial real estate remains positive with return to the office and hybrid working models picking up.

Increased diversification of Real Estate offerings:

REITs were introduced a few years ago in India to attract retail investors to rent yielding commercial assets. Currently, the country has three listed REITs – Brookfield, Mindspace & Embassy Office Parks. With investment in the retail sector increasing, India is expected to get its first retail asset-backed REIT by global & renowned institutional player.

PROJECT PORTFOLIO

PROJECTS - OC RECEIVED



Ajmera Aeon, Zeon & Treon
Wadala, Mumbai

Total Carpet Area : ~9.58 Lacs Sq. ft.
Area Sold : 99%
Avg Sales Price: ~Rs. 23,000 per sq.ft.



Ajmera Nucleus
Electronic City, Bengaluru

Total Carpet Area : ~3.97 Lacs Sq. ft.
Residential Area Sold : 77%
Avg Sales Price: ~Rs. 9,200 per sq.ft.

* Nucleus C Wing currently under construction stage.

PROJECTS - ONGOING CONSTRUCTION



Ajmera Manhattan
Wadala, Mumbai

Total Carpet Area : ~5 Lacs Sq. ft.
Area Sold : 33%
Avg Sales Price: ~Rs. 28,250 per sq.ft.



Ajmera Sikova
Ghatkopar, Mumbai

Total Carpet Area : ~1.3 Lacs Sq. ft.
Area Sold: 66%
Avg Sales Price: ~Rs. 19,200 per sq.ft.

PROJECT PORTFOLIO



Ajmera Greenfinity

Wadala, Mumbai

Total Carpet Area : ~0.7 Lacs Sq. ft.
Area Sold: 73%
Avg Sales Price: ~Rs. 28,100 per sq.ft.



Ajmera Lugaano

Yelahanka, Bengaluru

Total Carpet Area : ~1.2 Lacs Sq. ft.
Area Sold: 40%
Avg Sales Price: ~Rs. 7,500 per sq.ft.



Ajmera Florenza

Yelahanka, Bengaluru

Total Carpet Area : ~1.4 Lacs Sq. ft.
Area Sold: 7%
Avg Sales Price: ~Rs. 7,500 per sq.ft.



Ajmera Prive

Juhu, Mumbai

1st Redevelopment Project
Received: RERA & CC
Launched in October 2022

Developments on Projects in Launch Pipeline

Codename Ghatkopar

Acquisition of land rights concluded

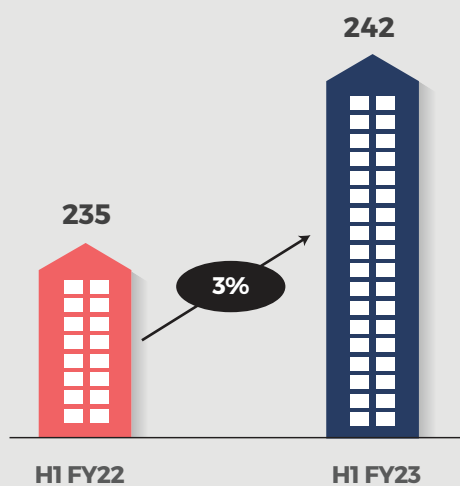
FINANCIAL HIGHLIGHTS

A STELLAR PERFORMANCE

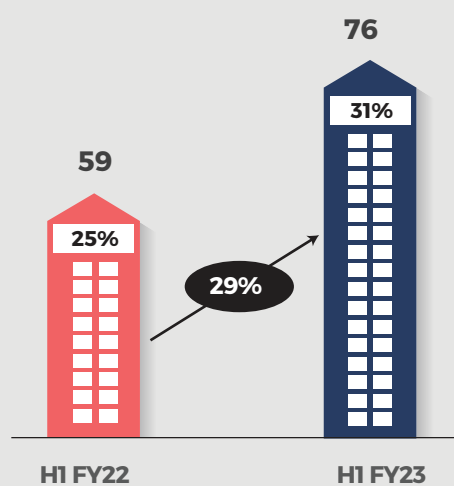
Ajmera Realty delivered yet another successful half-year performance with a Sales Value of INR 566 crore which is up **181%** YoY, surpassing the annual sales value of INR 431 crore which was recorded in the previous fiscal. Our collection momentum remains strong reflecting a **44%** YoY growth. The sales momentum also carried through to the bottom line with the PAT & PAT Margin at INR 46 crore and **19%** which also surpassed the FY 22 levels.



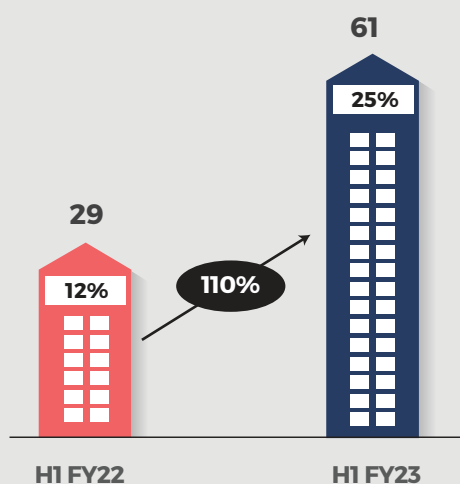
TOTAL REVENUE (INR Cr)



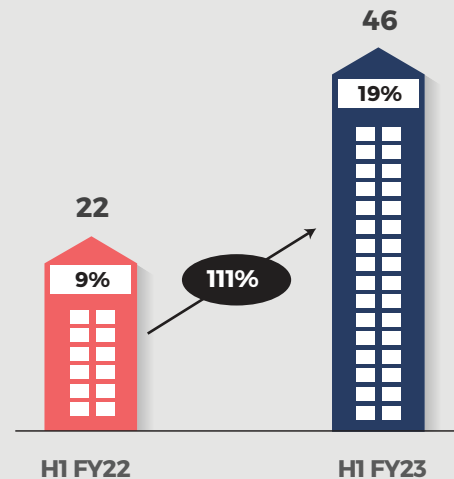
EBIDTA (INR Cr) & EBIDTA MARGIN (%)



PBT (INR Cr) & PBT MARGIN (%)



PAT (INR Cr) & PAT MARGIN (%)



FINANCIAL HIGHLIGHTS

DEBT PORTFOLIO AS ON Q2 FY23

Gross Debt	INR 826 Cr
Avg. Cost of Debt	12.6%
Debt to Equity Ratio	1.11: 1
Leading Bankers	HDFC Limited, Aditya Birla, Standard Chartered, SBI and Tata Capital

REVENUE VISIBILITY AS ON Q2 FY23

Total Revenue Visibility (INR Cr)	Revenue Visibility (INR Cr)			
	OC received Projects	Advanced Stage Projects	Mid Stage Projects	Future Launches in FY23 & FY24
~4,300 Cr	~152 Cr	~310 Cr	~1,583 Cr	~2,200 Cr

BUSINESS HIGHLIGHTS

Adhering to launch pipeline:

- Redevelopment Acquisition: Ajmera Prive – RERA received during Oct-22, wherein construction is under progress. The company is actively evaluating various JV / JD / DM proposals leading towards inorganic growth opportunities.

Faster execution of our projects:

- Greenfinity & Sikova on fast track execution and moving towards completion.
- The construction of Manhattan project is set for a fast paced execution trajectory. The foundation work of the project has been completed and achieved a milestone recently, wherein concrete pouring was done for an uninterrupted 30 hours.

Future projects in the pipeline:

- 1 MSF planned to be launched in the next 18 months with an estimated revenue potential of ~INR 2,200 Crs

Debt management plan:

- Continued collection momentum, advance stage projects sales advances, repatriation from UK projects and asset monetisation will be effectively utilised for execution of project and debt repayment. Going forward, additional debt may be considered at project level.

Strategic movement:

- Nucleus commercial was strategically moved from rental based cash flow model to an outright sale model.

EMERGING PLAYERS TOO REAPING BENEFITS OF HOUSING UPCYCLE

BY ANTIQUE STOCK BROKING LIMITED

SECTOR UPDATE - REAL ESTATE

PUBLISHED DATE: 2ND DECEMBER 2022

Over the last decade, the Indian real estate sector has undergone a plethora of regulatory and disruptive changes that have intensified consolidation in the sector. Antique Stock Broking believes that it would intensify further as the new emerging stars (smaller organized players) with a strong focus on execution, financial discipline, strong regional presence, and aspirations to scale and grow, also join the bandwagon to create a niche for themselves in an otherwise fragmented segment.

Owing to the disruptive and regulatory changes in the past few years, consolidation in the real estate sector has gained pace. As per Anarock's data over FY17-22, the market share of organized developers (listed as well as unlisted) in the top 7 cities has improved from 1200 bps to 29%, and the trend is likely to continue further.

The sales performance of these emerging players has improved significantly over pre-Covid-19 levels with the cumulative sales booking registering a CAGR of 22% over FY20-22 vs. 26% for our coverage universe (which are mostly larger listed developers) and industry growth of 14%.

Net debt has come down for most of these organized players with a marked improvement in net debt to equity in the past couple of years. Net debt for our coverage universe is down ~40% in 1HFY23 vs. pre-Covid-19 (FY20) compared to a

decline of ~35% over the same period for the smaller organized players.

The organized developers (both small and big) have geared up to accelerate the launch trajectory to benefit from the housing upcycle and launch guidance have remained robust across the board.

India's housing market is likely to remain in an upcycling over the next few years driven by strong underlying demand and favorable macros. A key ingredient of the underlying housing upcycle will continue to be "sector consolidation", which will benefit organized developers. However, Antique believes that the underlying trend will provide a host of opportunities to even smaller players with the ability to scale and maintain the financial discipline to be key beneficiaries of the trend.



STRONG TRACTION, ROBUST LAUNCH PIPELINE & STEADY GROWTH

BY EDELWEISS WEALTH RESEARCH

MANAGEMENT VISIT NOTE

PUBLISHED DATE: 27TH SEPTEMBER 2022

- Ajmera Realty primarily focuses on developing projects in Mumbai which will constitute 85% of the projects, remaining 15% in Pune and Bengaluru.
- Has 1.3 msf of projects under development, including flagship projects such as Manhattan, Greenfinity and Sikova.

Launches

- Ajmera Manhattan - launched flagship project Ajmera Manhattan in April 2022 and sold 25% of inventory worth INR354cr in less than six months of the launch.
- Plans to launch over 1 msf across Ghatkopar, Juhu and Central Mumbai in the next two years with a potential revenue size of ~INR2,100cr.

Plan to monetise existing land bank and adopt an asset-light model

- The company has 11.8 msf of land bank, 2.5msf - Wadala and - rest in Kanjurmarg.
- Majority of land issues in Kanjurmarg have been resolved, where Ajmera Realty aims to develop projects in the near term.
- Targeting - asset-light model for growth by exploring JV/JDA and DM models, which will constitute as a core strategy to scale operations.

Asset monetisation, high operating cashflow to aid debt reduction

- Reported strong operating cashflow of INR200cr for FY22.
- The company plans to reduce gross debt by almost 60% by FY24E.
- Annual operating cashflow of INR200cr, repatriation of UK and Bahrain investments worth INR160cr, and monetisation of Indian assets of INR140cr will help the company to significantly cut down its debt.

Steady growth and margin guidance

- EBITDA margins estimated at 24–30%.
- Project level IRR expected to be more than 20%.
- The size of the company's primary micro market (Wadala) has increased by almost 30% from pre-Covid levels to 5 lac sqft/year. Ajmera Realty has almost 40% share in this market.
- The management has guided to double annual sales to 3.5–4 lac sqft over the coming 3–4 years with average ARR of INR25,000/sqft.

To access the report :

<https://ajmera.com/wp-content/uploads/2022/10/Analyst-Note-by-Edelweiss-Wealth-Research-Sep-20221.pdf>

RIDING THE GROWTH MOMENTUM

BY YES SECURITIES INSTITUTIONAL EQUITIES

MANAGEMENT VISIT NOTE

PUBLISHED DATE : 28TH SEPTEMBER 2022

- Having carved a niche as 'Destination and PIN Code Creators', ARIIL has expanded its footprint across Mumbai, Bengaluru, Ahmedabad, Pune, Surat, and Rajkot in India, besides UK & Bahrain.
- Impressive track record of completing ~30.5msf of real estate projects.
- Company's vision is to achieve 5x growth with a revenue potential of ~Rs40bn over the next 3-5 years.
- Focused on building residential and commercial establishments, creating diversified real estate asset classes, deploying asset-light approaches and low CAPEX acquisitions through Joint Ventures (JV) and Joint Developer Agreements (JDA).
- A dedicated vertical to evaluate opportunities and tap the growth potential in the redevelopment space.
- Company has 100 acres of land in Wadala, a premium area of Mumbai with an excellent ecosystem and connectivity to MMR business districts.
- ARIIL only used 0.8msf till to date from Wadala land and future growth will be predominantly driven by unused land.
- ARIIL's mixed development project (residential and commercial) in Bangalore has total sales potential of 0.6msf, modelled on the urban 'walk-to-work' concept.
- We reckon ARIIL will continue to gain momentum in the coming two years led by ongoing projects, prospective launches, and a robust pipeline built on the asset-light approach.



To access the report :

<https://ajmera.com/wp-content/uploads/2022/12/Analyst-Note-by-Yes-Securities-Sep-2022.pdf>

#YouBelongHere

#YouBelongHere campaign was executed across social media to create a buzz about the luxurious and affordable homes needs being available widely for people with different pocket size with the thought process to be:

- ✓ Who doesn't love a delightful morning where you can wake up to a gentle breeze and feel connected to nature?
- ✓ Is affordability, quality, and connectivity your major concern? Don't worry, we've got a solution.
- ✓ Less space and large family is a problem? Find a solution to all your problems with us.
- ✓ Many more...



AJMERA PRIVE

PREMIUM RESIDENCES IN UPSCALE JUHU

The extravagant Juhu gets an extraordinary lifestyle with 3 & 4 BHK premium residences at the prestigious locale. The project has a grand entrance lobby and spectacular sky-level lifestyle amenities to offer. The project has also received CC & RERA registration.



AJMERERA, IN NEWS



#newhome #realestate #cnbctv18

New Home Launches In 2022 Highest Since 2014, Jude Sannith Reports | India Business Hour

← Tweet



#RealEstate | 2022 is turning out to a blockbuster year for India's residential real estate market as far as new home launches are concerned. @JudeSannith24 reports.



7:49 PM · Nov 17, 2022 · Twitter Media Studio - LiveCut




कमशियल प्रॉपर्टी में किराए से रिटर्न ज्यादा मिलता है. लीज एजीमेंट लंबी अवधि का वनता है इसलिए मेंटेनेंस, बार-बार किराएदार खोजने जैसी दिक्कतें कम आती हैं

धवल अजमेरा
इक्विटी, अजमेरा रियल्टी
एंड इन्फ्रा लिमिटेड

THE HANS INDIA

Ajmera Realty's sales up 181% to ₹566 cr in Q2

HANS BUREAU

HYDERABAD: Ajmera Realty and Infra India Ltd, a real estate company, reported 181 per cent year-on-year growth with Rs 566 crore garnered in sales during July-September (Q2) of FY 2022-23, compared to Rs 431 crore sales value recorded in the same quarter previous fiscal. The drivers to the quarterly growth numbers being sales of residential projects in Mumbai and Bengaluru, the realtor stated.

The company deals with premium developments in luxury and mid-luxury projects in the residential segment. In Q2 FY23, Ajmera Realty reported 83 per cent y-o-y growth in sales worth of Rs 166 crore.

The residential project Manhattan in Mumbai contributed nearly 64 per cent of their sales, while 15 per cent of sales were realised from the Bengaluru based project.

Dhaval Ajmera, Director, Ajmera Realty and Infra India Limited said, "We have a huge development potential available at our balance land parcel. We remain confident of our launch pipeline of one million sq ft, estimated having revenue potential of around Rs 2,200 crores over the next 18 months."

Home buyers ready to pay 15-20% premium for health and wellness amenities: Dhaval Ajmera

■ VAAHANA SETHI | NOV 29, 2022, 08:37 IST



- Amenities like fitness facilities, clubhouses, swimming pools and tennis courts have become an important factor for people looking to buy properties.
- Demand for housing properties has been increasing post pandemic, with real estate becoming an important investment for people, says Dhaval Ajmera, director of Ajmera Realty and Infra India.
- According to Edelweiss, the realty developer is planning to reduce gross debt by ₹350-400 crore by FY24.

The Covid-19 pandemic has made people more conscious about their health. And, that's reflecting in their housing choices. Health and wellness amenities like gyms, Yoga rooms, workout centres, spas and the like – become a top priority for homebuyers, says Dhaval Ajmera, director of Ajmera Realty and Infra India.

Amenities and community living are what people are most concerned about while choosing a home and are ready to pay a premium for these, said Ajmera. Ajmera Realty is known for its mid-luxury to luxury housing projects across Mumbai, Pune and Bengaluru.

"Even if it is a single building or even a complex, people would really want to live in projects that have got plenty of amenities where they or their families can enjoy. And, these amenities come at a 15-20% premium," Ajmera told Business Insider India in an interview.

"Even if it is a single building or even a complex, people would really want to live in projects that have got plenty of amenities where they or their families can enjoy. And, these amenities come at a 15-20% premium," Ajmera told Business Insider India in an interview.

The love for facilities, clubhouses, swimming pools and tennis courts within a housing complex have become all the more important after the pandemic, when people were stuck in their homes.

Demand to keep growing

In general, the demand for housing properties has been increasing post pandemic, with real estate becoming an important investment for people, beating even gold and stocks. Ajmera expects this trend to continue.

"Post pandemic, we are seeing demand for homes and that is where we have seen good numbers clocked in by many listed and unlisted developers," Ajmera added.

Within his group, luxury and mid-luxury properties sales were good. Affordable property – defined as properties worth ₹1 crore in Mumbai – also clocked good sales this year, Ajmera added.

The realty developer recorded an 82% year-on-year jump in sales at ₹166 crore for the quarter ended September this year. It sold nearly 80,000 sq ft carpet area during the period.

An exclusive Interview appeared in Business Insider result of Relationship Building Meeting. The interview captures insights on change in consumer trends post pandemic, business way forward plan of the brand.

01 Market Buzz



Market rally extends to fourth week; 30 small-cap stocks rise 10-23%

The market extended the winning run for the fourth consecutive week ended November 11 amid supporting global markets, robust earnings, continued FII buying and stronger rupee. The BSE Small-cap index shed 0.4 percent. TCPL Packaging, Honda India Power Products, Kamdhenu HLV, Future Retail, Sanghvi Movers, Neuland Laboratories, SMS Pharmaceuticals, FIEM Industries, Lumax Industries, MPS, Indraprastha Medical Corporation, Hindustan Foods, Timex Group India, KPI Green Energy, Swan Energy, Dhunseri Ventures and Ajmera Realty rose 15-23 percent. Read [here](#).

Ajmera Realty & Infra July-September net profit jumps 199% to Rs 34 crore



Net profit and margin for the first half of the financial year doubled to Rs 46 crore and 19%, respectively.

Ajmera Realty & Infra India has reported a 199% year-on-year jump in net profit at Rs 34 crore for the quarter ended September on the back of 87% rise in sales at Rs 187 crore.

Operating profit for the quarter rose 133% to Rs 58 crore with operating margin of 31%.

The company's sales rose 83% to Rs 166 crore with 49% growth in sales volume of nearly 80,000 sq ft. Collections for the quarter stood at Rs 102 crore.

Net profit and margin for the first half of the financial year doubled to Rs 46 crore and 19%, respectively.

"We have delivered yet another successful half-year performance with a sales value of Rs 166 crore which is up 181% from a year ago, surpassing the annual sales value of Rs 431 crore that we recorded in the previous fiscal. Our collection momentum remains strong reflecting a 44% on-year growth. The sales momentum also carried through to the bottom line with the PAT & PAT Margin at Rs 46 crore and 19% which also surpassed the FY 22 levels," said **Dhaval Ajmera**, Director, Ajmera Realty & Infra India.

Ajmera Realty & Infra India consolidated net profit rises 199.04% in the September 2022 quarter

ALSO READ

Ajmera Realty reports 82% YoY jump in Q2 FY23 sales value

Keynote Financial Services Ltd leads gainers in 'B' group

Barometers trade with decent gains; realty shares in demand

Sales rise 88.33% to Rs 185.47 crore

Net profit of Ajmera Realty & Infra India rose 199.04% to Rs 34.18 crore in the quarter ended September 2022 as against Rs 11.43 crore during the previous quarter ended September 2021. Sales rose 88.33% to Rs 185.47 crore in the quarter ended September 2022 as against Rs 98.48 crore during the previous quarter ended September 2021. Particulars Quarter Ended Sep. 2022 Sep. 2021%
 Yr Sales 55,475.42 88.09% N32,222.53
 PBDT46,291.25 203 PBT145,551.45 299 NP34,181.14 199

Powered by Capital Market - Live News

Ajmera Realty Standalone Net Sales at Rs 150.31 crore, up 55.17% Y-o-Y

Reported Standalone quarterly numbers for Ajmera Realty and Infra India are:

Net Sales at Rs 150.31 crore in September 2022 up 55.17% from Rs. 96.87 crore in September 2021.

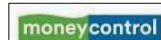
Quarterly Net Profit at Rs. 33.99 crore in September 2022 up 246.84% from Rs. 9.80 crore in September 2021.

EBITDA stands at Rs. 53.19 crore in September 2022 up 132.47% from Rs. 22.88 crore in September 2021.

Ajmera Realty EPS has increased to Rs. 9.59 in September 2022 from Rs. 2.76 in September 2021.

Ajmera Realty shares closed at 241.40 on November 10, 2022 (NSE) and has given -17.43% returns over the last 6 months and -30.61% over the last 12 months.

Business Standard



Ajmera Realty posts net profit of Rs 34.18 crore in Q2 FY23



Net profit and margin for the first half of the financial year doubled to Rs 46 crore and 19%, respectively.

NEW DELHI: Ajmera Realty & Infra India has reported net consolidated profit after tax (PAT) of Rs 34.18 crore in the quarter ended September 30, 2022. It had registered PAT of Rs 11.43 crore in the corresponding quarter of the previous year. The company said in a BSE filing.

The company's net consolidated income stood at Rs 107.14 crore in Q2 FY23, a growth of 86.99 per cent from Rs 100.06 crore it recorded in the similar quarter last year.

Its sales value was up 83% year-on-year (YoY) and stood at Rs 166 crore, sales volume was up 49% YoY at 79,976 sq ft.

Dhaval Ajmera, director of the company said, "The company delivered yet another successful half-year performance with a Sales Value of Rs 166 crore which is up 181% YoY, surpassing annual sales value of Rs 431 crore that we recorded in the previous fiscal. Our collection momentum remains strong reflecting a 44% YoY growth. The sales momentum also carried through to the bottom line with the PAT & PAT Margin at INR 46 crore and 19% which also surpassed the FY 22 levels. We remain confident of our launch pipeline of one million sq ft with estimated revenue potential of around Rs 2,200 crore over the next 18 months."

The weighted average cost of debt as on September 30, 2022 stands at 12.6% while debt-to-equity ratio stood at 1.11.



Ajmera Realty & Infra India September quarter net profit jumps by 199%

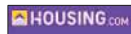
Developer firm Ajmera Realty & Infra India has reported its net profit increase by 199% annually during the second quarter of the current financial year (Q2FY23). The company's net profit stood at Rs 34 crore as on September 30, 2022, as compared to Rs 11 crore in the corresponding period last year (Q2FY22). Announcing its financial results for the second quarter of the current fiscal on November 10, 2022, the company said its operating profit for the quarter increased 133% to Rs 58 crore in Q2FY23 when compared to Rs 25 crore in Q2FY22, with operating margin of 31%.

Positive reception of some of its key housing projects in Mumbai and Bangalore housing markets has also resulted in the company witnessing its sales value in the September quarter growing up by 83% annually to Rs 166 crore. Sales volume for the quarter also increased 49%, at 79,976 square foot. Collections for the quarter stood at Rs 102 crore.

Ajmera Realty & Infra India Limited (ARIL), a developer of luxury and mid-luxury housing projects, primarily has a pan-India presence, with major projects located in Mumbai, Bangalore and Ahmedabad housing markets.

The company's debt-to-equity ratio stands at 1.11 at Q2 FY23.

The company delivered yet another successful half-year performance with sales value of Rs 166 crore which is up 181% YoY, surpassing annual sales value of Rs 431 crore that we recorded in the previous fiscal. Our collection momentum remains strong, reflecting 44% YoY growth. The sales momentum also carried through to the bottom line with the PAT and PAT margin at Rs 46 crore and 19% which also surpassed the FY 22 levels," said **Dhaval Ajmera**, director, Ajmera Realty & Infra India Limited.



AJMEREA REALTY & INFRA INDIA LTD. DELIVERED SALES VALUE OF INR 566 CR

Ajmera Realty & Infra India Ltd with pan India and international presence announced its financial results for the second quarter that ended 30th September 2022. Commenting on the performance during Q2&H FY23, Dhaval Ajmera, Director - Ajmera Realty & Infra India Limited said: "The Company delivered yet another successful half-year performance with a Sales Value of INR 566 crore which is up 181% YoY, surpassing the annual sales value of INR 431 crore that we recorded in the previous fiscal. Our collection momentum remains strong reflecting a 44% YoY growth. The sales momentum also carried through to the bottom line with the PAT & PAT Margin at INR 46 crore and 19% which also surpassed the FY 22 levels."

He further added, "The sales velocity recorded in our residential projects of Manhattan in Mumbai & Nucleus in Bangalore were the key drivers to the quarterly growth numbers. In Q2 FY23, we achieved 83% YoY growth in the sales value at Rs 166 crores. Manhattan constituted nearly 64% of sales value, while 15% of sales were realised from the Bangalore-based projects."

The mid-luxury residential projects of Nucleus AB in Bangalore received OC during the quarter, and cumulatively sold 77% of the residential inventory, which includes under construction project Nucleus C wing. The affordable segment projects of Florenza & Lugano are under construction currently. Nucleus Commercial also received OC during the quarter.

The company obtained financial closure with respect to the upcoming launch at Codename Ghatkopar. The weighted average cost of debt as of 30th September stands at 12.6%, due to the cumulative increase of repo rate. Our debt-to-equity ratio stands stable at 1.11 at Q2 FY23.



Muthoot Capital Services Ltd leads gainers in 'B' group

Ajmera Realty & Infra India Ltd, Shreeji Translogistics Ltd, RPG Life Sciences Ltd and Rossell India Ltd are among the other gainers in the BSE's 'B' group today, 11 November 2022.

Ajmera Realty & Infra India Ltd, Shreeji Translogistics Ltd, RPG Life Sciences Ltd and Rossell India Ltd are among the other gainers in the BSE's 'B' group today, 11 November 2022.

Muthoot Capital Services Ltd surged 17.23% to Rs 340.6 at 12:01 IST. The stock was the biggest gainer in the BSE's 'B' group. On the BSE, 18891 shares were traded on the counter so far as against the average daily volumes of 8192 shares in the past one month.

Ajmera Realty & Infra India Ltd soared 14.16% to Rs 275.25. The stock was the second biggest gainer in 'B' group. On the BSE, 39674 shares were traded on the counter so far as against the average daily volumes of 1691 shares in the past one month.

Business Standard

Market extends rally in fourth week on cooling US inflation, FII buying, strong rupee

BAKESH PATIL
N11-1229-12/14 AM/12

The BSE Small-cap index shed 0.4 percent. TCPL Packaging, Honda India Power Products, Kamdhenu HLV, Future Retail, Sanghvi Movers, Neuland Laboratories, SMS Pharmaceuticals, FIEM Industries, Lumax Industries, MPS, Indraprastha Medical Corporation, Hindustan Foods, Timex Group India, KPI Green Energy, Swan Energy, Dhunseri Ventures and Ajmera Realty rising 15-23 percent. However, Cressanda Solution, TeamLease Services, NR Agarwal Industries, DMCC Speciality Chemicals, Campus Activewear, Renaissance Global, Everest Industries, NRB Bearings, and Fairchem Organics lost 15-18

Small-cap में रही कमजोरी

BSE Small-cap इंडेक्स 0.4 फीसदी की गिरावट के साथ बंद हुआ। TCPL Packaging, Honda India Power Products, Kamdhenu HLV, Future Retail, Sanghvi Movers, Neuland Laboratories, SMS Pharmaceuticals, FIEM Industries, Lumax Industries, MPS, Indraprastha Medical Corporation, Hindustan Foods, Timex Group India, KPI Green Energy, Swan Energy, Dhunseri Ventures और Ajmera Realty में 15-23 फीसदी की तेजी देखने को मिली। वहीं, Cressanda Solution, TeamLease Services, NR Agarwal Industries, DMCC Speciality Chemicals, Campus Activewear, Renaissance Global, Everest Industries, NRB Bearings और Fairchem Organics में 15-18 फीसदी की गिरावट रही।



Company	Current Price (Rs)	% Change
BDH Industries	168.05	19.99
Ship Gravures L	110.15	19.99
Bimetal Bear.	465.1	19.99
Pradeep Metals	152.45	19.99
Link Pharma Chem	53.55	19.93
GPT Infraprojects	66.75	13.42
Muthoot Capital	329.4	13.37
Ajmera Realty & Infr	271	12.4
Shreeji Translogist	410	11.69
HB Stockholding	60	11.52



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Xanadu Realty aims to double inventory under management by March end



Xanadu Realty, an institutional sales & marketing platform for real estate companies, is looking to double its stock boot or inventory under management to Rs 160 crore by the end of the ongoing financial year.

The company's revenue under boot included projects from Mumbai, Pune and Bangalore and it has managed to grow at compounded annual growth rate (CAGR) of 68% since 2015-20 despite difficulty faced by industry following the outbreak of the COVID-19 pandemic.

The company has clocked its highest-ever 45-day sales revenue of Rs 102 crore across projects of Raheja Universal, The House of Abhinandan Lodha, Kumar Properties, Menarsi and Tara Value Homes in Mumbai, Pune, Bangalore and Goa.

THE ECONOMIC TIMES

It also represents projects of other developers including The Wadhwa Group, Ajmera Group, Kamdhenu Realities, Ransak Group, Mayfair Housing, and Bonito Design.

Buying by foreign institutional investors (FII) continued this week too, as they bought equities worth Rs 6,329.63 crore, while domestic institutional investors (DII) sold equities worth Rs 2,955.91 crore.

The BSE Small-cap index shed 0.4 percent. TCPL Packaging, Honda India Power Products, Kamdhenu HLV, Future Retail, Sanghvi Movers, Neuland Laboratories, SMS Pharmaceuticals, FIEM Industries, Lumax Industries, MPS, Indraprastha Medical Corporation, Hindustan Foods, Timex Group India, KPI Green Energy, Swan Energy, Dhunseri Ventures and Ajmera Realty rose 15-23 percent.

Where is Nifty50 headed?



Ruchit Jain, Lead Research, Spansia.com

With continuation of the 'Higher Top, Higher Bottom' structure, the support base for Nifty has now shifted to 18,150 followed by 18,000, while momentum in the index heavyweights could lead the index towards 18,500 followed by 18,700 very soon. Hence, traders are advised to trade with a positive bias and look for buying opportunities from a short-term perspective.

The heavyweights have taken the leadership while the Nifty Midcap and Smallcap indices are still trading below their swing highs. Hence, instead of anticipating reversals in the underperformers, traders should look to ride the trend with the heavyweights or sectors which are participating in this upmove.

These high-performing stocks that rallied more than 10% during the session included, **Rossell India (14.76%), Eco Recycling (14.25%), Zomato Ltd. (13.84%), Ajmera Realty (12.82%), Saksoft Ltd (12.75%), Swan Energy (12.33%), Hindustan Foods (12.14%), Link Pharma (11.09%), GPT Infraproj (10.71%) and FSN E-Comm (Nykaa) (10.67%).**



Buzzing stocks. Stocks that will see action on November 10, 2022

Results Calendar: 63 moons technologies, Adani Green Energy, Ajmera Realty, Alkali Metals, Ansal Housing, Apollo Hospital, Aro Granite, Ashok Leyland, Asian Ther, Aster DM, Balaji Telefilms, B&E Beta India, Beige Palms, Bharat Gear, BSE India, Capcity India, Centrum Capital, Century Fibre&Tech, CG Vek Software, Cochin Shipyard, Coffee Day, Cooper, Durgam Petliwars, Durgam Industries, DIC India, Dico India, Dollar Industries, Durgam Corp, eCura, Eicher Motors, Equinox Holdings, Future Commerce, Gubler, Genus Power, GPCF, GR Infra, GTL India, Gajraj Gas, GSCF, HCC, Harrisers Malayan, HOG, Hercules Hotels, Hindustan Motors, Indian Hotels, IRFC, ITC, Jindal Steel Power, Kalpataru Power, Karmarama, Kolorax Brothers, MRS Bector Foods, Kotha Patti, Krote Bio, Linfo India, Man Infra, Mitsu Chem, Murexan Lab, Multisense, IIT, Muthoot Capital, Neuland Labs, Omax Auto, Page Ind, FFC, Penta Builders, Precision Wire, Railtel, Paramount Med, RTES, Shroff, PNL, Securix, SLS, Suresh, Surlax, Shore Resista Steels, TNP, Trest, TVS Solutica, VRL Logistics, Xchanging and Zomato



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Your opinion counts



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and suggestions that shall help us deliver **AJMERA RISE**

Do email us: ir@ajmera.com