

INSIGHT TO REACH NEW HEIGHTS.



AJMERA **RISE**

NEWSLETTER : JUNE-2023

FROM THE CHAIRMAN & MD'S DESK

THE 5X GROWTH JOURNEY!



I am delighted to extend my greetings to all of you following a successful year for Ajmera Realty. It is with great pride that I reflect upon the achievements and growth we have experienced, thanks to the unwavering support and trust bestowed upon us. Together, we have achieved significant progress at Ajmera Realty, positioning ourselves as a prominent player in the real estate industry.

At Ajmera Realty, our legacy is built upon the construction of exceptional homes, the cultivation of enduring relationships, and the unwavering integrity with which we conduct our business. These principles have guided us every step of the way, and they will continue to drive us forward.

Amidst challenging external conditions, the Indian economy has showcased remarkable resilience, fuelled by strong domestic demand and government-led infrastructure push. Despite recent fluctuations, the Indian real estate market has shown steady growth and healthy sales volume, inspiring confidence among homebuyers and investors.

In these dynamic times, Ajmera Realty has embraced challenges and capitalized on opportunities by prioritizing technology, sustainability, quality, and fostering an inclusive work culture. I am delighted to share that Ajmera Realty & Infra India Limited has delivered an outstanding performance in FY23. We

achieved INR 842 crores of sales, representing a remarkable 95% jump compared to FY22. Furthermore, we surpassed even the pre-pandemic levels of FY21, where we achieved INR 630 crores of sales. Our PAT has grown 1.6 times from FY22 levels, with the PAT margin expanding from 9% to 16%. Additionally, our sales volume has increased by 50%, reaching 3.7 lakh square feet. This impressive performance can be attributed to strong new launches and sustained momentum in sales from our existing inventory.

Looking ahead, we are excited to announce four new launches in FY24. Our total revenue visibility from our existing projects as well as the new launches is around INR 4,000 crores. We will continue to unlock the land potential fully owned by the company and explore joint venture, joint development, and redevelopment projects as part of our growth strategy aiming for a 5x growth in the next four to five years.

I extend my heartfelt thanks to all our stakeholders for their unwavering support and trust in Ajmera Realty. We remain committed to delivering sustainable growth and creating long-term value for our shareholders. This year, we have made significant progress in bolstering our operational capabilities as well as strengthening our balance sheet. None of these achievements would have been possible without your faith in our organization and your unwavering support.

I express my gratitude to every team member at Ajmera Realty, our esteemed customers, partners, the Government, and all our stakeholders and shareholders. Our collective resources, determination, and resilience will guide us as we strive to uphold the highest standards and build a brighter future for all.

Thank you once again for your continued support.

Warm Regards,

RAJNIKANT S. AJMERA
Chairman and Managing Director

INDIA REAL ESTATE OVERVIEW

SUSTAINED MOMENTUM ACROSS THE REAL ESTATE SECTORS



As of December 2022, quarter (Q2 FY23), India's real GDP grew by **4.4%** YoY. GDP growth was largely impacted due to manufacturing contraction, along with weaker private consumption and government expenditure. The annual growth for FY-23 is currently projected at 6.8% as per RBI's estimates.

Highlights - Q4 FY23 (Jan - March quarter):

- Investment activity remained marginally subdued with ~INR 88.3 bn (USD 1.07 bn) of private equity inflows
- Foreign Investors accounted for almost INR 41 bn
- Office sector has seen its share come down over the last two quarters at 22%
- NCR took the lead accounting for 40% of total inflows
- Healthy fund-raising announcements in the office, data center, and L&I sectors
- Real Estate corporate transaction volumes of INR 7.74 bn (USD 0.94 bn), a q-o-q decrease of 55%.

Source: India Investment MarketBeat | India | Cushman & Wakefield ([cushmanwakefield.com](https://www.cushmanwakefield.com))

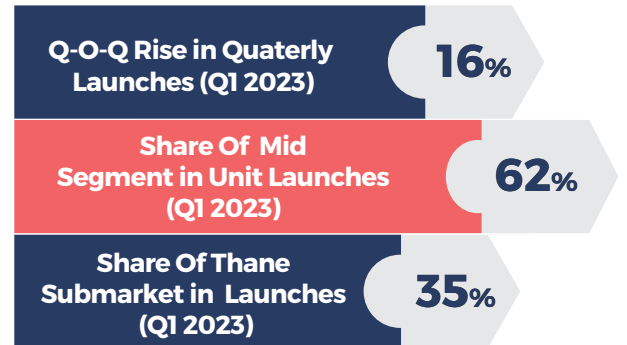
RESIDENTIAL MARKET

ANNUAL LAUNCHES AT 5-YEAR RECORD HIGH IN 2022

Mumbai Residential Market Highlights - Q4 FY23 (Jan - March quarter):

- Witnessed launches of 19,063 units
- Western Suburbs, Thane, and Extended Eastern Suburbs submarkets accounted for ~65% share
- Mid (38%) and high-end (31%) segment launches drove quarterly launch activity
- ~80% of quarterly launches witnessed in Western Suburbs in close proximity to the now operational metro line corridors
- Capital values in the suburban submarkets witnessed a rise.
- 2-3% q-o-q growth in quoted capital values across sub-markets.

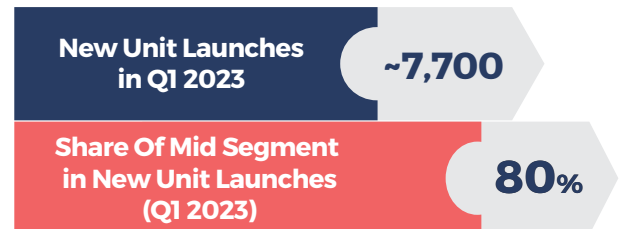
Source: Mumbai MarketBeat | India | Cushman & Wakefield (cushmanwakefield.com)



Bengaluru Residential Market Highlights – Q4 FY23 (Jan - March quarter):

- Launch of ~7,700 residential units
- Ready-to-move-in projects continue to attract buyers
- Mid-segment projects led quarterly launches with ~54% share backed by good demand
- High-end and luxury projects accounted for 14-15% share in new launches
- Preference of end-users for larger apartments is rising
- 3 & 4 BHK apartments accounted for a dominant ~54% share in quarterly launches
- 4-5% q-o-q growth of property prices in mid-segment projects
- 8-10% q-o-q growth & 25-30% y-o-y growth of city-wide rentals

Source: Bengaluru MarketBeat | India | Cushman & Wakefield (cushmanwakefield.com)



INDIA OFFICE MARKET

India Office Market Highlights - Q4 FY23 (Jan - March quarter):

- 15.8 MSF Gross Leasing Volume (GLV) in Top 8 cities; 15% decline q-o-q
- Pune led the GLV with 20% share, followed by Mumbai, Delhi NCR and Bengaluru
- IT-BPM dominated the leasing volumes with ~30% share. Followed by BFSI, Professional Services (13% each), Captives and Flexible Workspaces (10% each)
- Decline in Supply by ~ 12% on a q-o-q basis.
- New completions of 6.5 msf
- Net absorption stood at 8.3 msf

India Office Market Outlook:

- GLV in major Indian cities fell by 14% from the previous quarter to 15.8 MSF. Despite the decline, GLV was in line with longer period average, indicating resilience from occupiers' perspective.
- Vacancy rates rose due to increased supply, leading developers to slow down supply activity.
- Return-to-work levels have reached over 70% in BFSI & professional services, with others following suit.
- Office space requirements remained relatively muted during the Covid years due to remote work, but underlying demand is strong.
- There is a focus on health and safety at work, which may lead to lower office densities and further strengthen demand.
- Prime micro markets have tight vacancy rates. Rents may rise sharply when demand accelerates, posing a deterrent for some occupiers.
- Upcoming supply in the next 2-3 years will mainly be concentrated in prime SBD markets, helping rentals to remain stable or range bound.
- Tenant-friendly market conditions are expected to continue in the near-to-medium term.

Source: India Office Market Report Q1 2023 | India | Cushman & Wakefield (cushmanwakefield.com)

Real Estate

SECTOR IN NEWS

CURRENT TRENDS IN REAL ESTATE

This edition focuses on the real estate and construction industry, highlighting key developments and trends that are shaping these sectors. From RBI's unchanged repo rates and the surge in land deals, to the rise in foreign institutional inflows and the growing influence of millennials in the real estate market, we cover a range of topics that offer a comprehensive view of the industry. Stay tuned for more updates and insights in our future editions.

India to Become 3rd Largest Construction Market

India is set to become the third largest construction market within the next 2-3 years, according to Union Minister of Commerce and Industry, Piyush Goyal. He highlighted the sector's potential, citing increased demand and significant business opportunities, employment, and avenues for startups. Budget 2023 also prioritized infrastructure, with a planned ₹10 trillion direct investment by the central government.

Foreign Institutional Inflows in Indian Real Estate Surge

The real estate sector in India has witnessed a three-fold rise in foreign institutional inflows, from \$26.6 billion between 2017 and 2022. This surge is attributed to recent structural and policy reforms that have improved transparency and ease of doing business in the sector. Leading developers have seen significant traction from NRI investors, especially in the residential segment.

Millennials Driving Demand for Real Estate in India

Millennials are showing high interest in real estate as an asset class. According to 'The Housing Market Boom' report released by property consultancy firm Anarock and the Confederation of Indian Industry (CII), 61% of Indians today believe real estate is the best asset class for investment. However, 96% of Indians believe that higher home loan rates will affect demand.

RBI Rates Unchanged: A Boost for Homebuyers and Real Estate Industry

The RBI's decision to keep the repo rate unchanged has been welcomed by homebuyers and the real estate industry. This move, which marks the second time the RBI has paused rate hikes, comes in response to a significant correction in the Consumer Price Index (CPI) inflation trajectory. The unchanged repo rate is expected to sustain the robust momentum in housing sales witnessed throughout 2023, making it a favorable outlook for first-time homebuyers.

Land Deals Surge in FY23: A Sign of Real Estate Boom

The real estate sector in India has seen a significant increase in land deals in FY23, with approx.. 87 separate land deals accounting for over 1,862 acres. This is a substantial increase from FY22, which saw 44 land deals accounting for approximately 1,649 acres. The surge in land deals is a clear indication of the ongoing real estate development boom in the country, with leading players securing prime land parcels in key locations.

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 : ~3.9 Lacs Sq. ft.
Residential Area Sold : 90%
Avg Sales Price: ~Rs. 8,500 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 : 40%
Avg Sales Price: ~Rs. 28,800 per sq.ft.



Ajmera Sikova
Ghatkopar, Mumbai

Total Carpet Area : ~1.3 Lacs Sq. ft.
Area Sold: 86%
Avg Sales Price: ~Rs. 19,000 per sq.ft.

PROJECT PORTFOLIO



Ajmera Greenfinity
Wadala, Mumbai

Total Carpet Area : ~0.7 Lacs Sq. ft.
Area Sold: 80%
Avg Sales Price: ~Rs. 28,000 per sq.ft.



Ajmera Lugaano
Yelahanka, Bengaluru

Total Carpet Area : ~1.3 Lacs Sq. ft.
Area Sold: 36%
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

Total Carpet Area : ~0.3 Lacs Sq. ft.
Area Sold: 23%
Avg Sales Price: ~Rs. 47,000 per sq.ft.

Developments on Projects in Launch Pipeline

Codename Ghatkopar
Pantnagar - Ghatkopar, Mumbai

Acquisition of land rights concluded

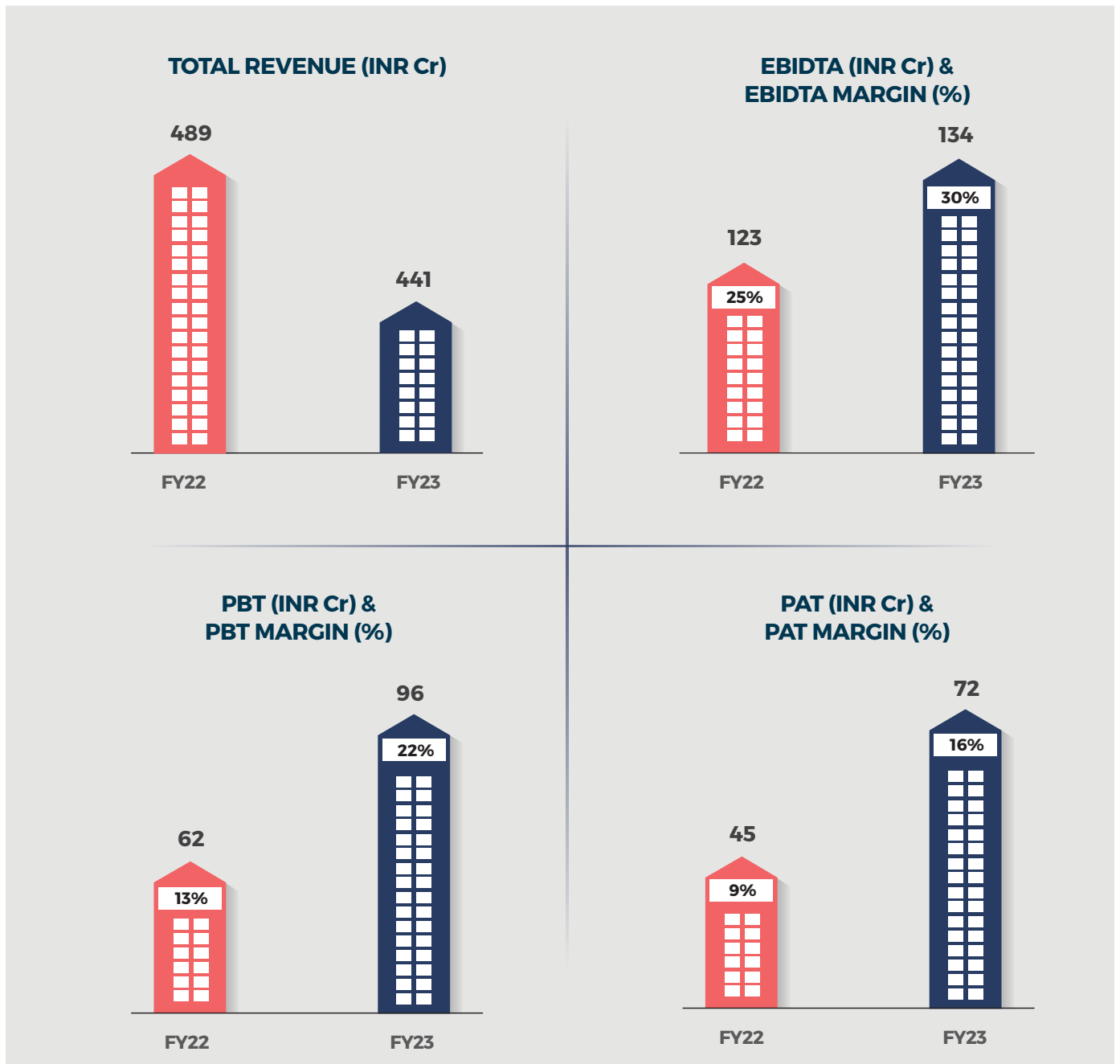
Codename Vikhroli
Kamannagar - Vikhroli, Mumbai

Acquisition of land rights concluded

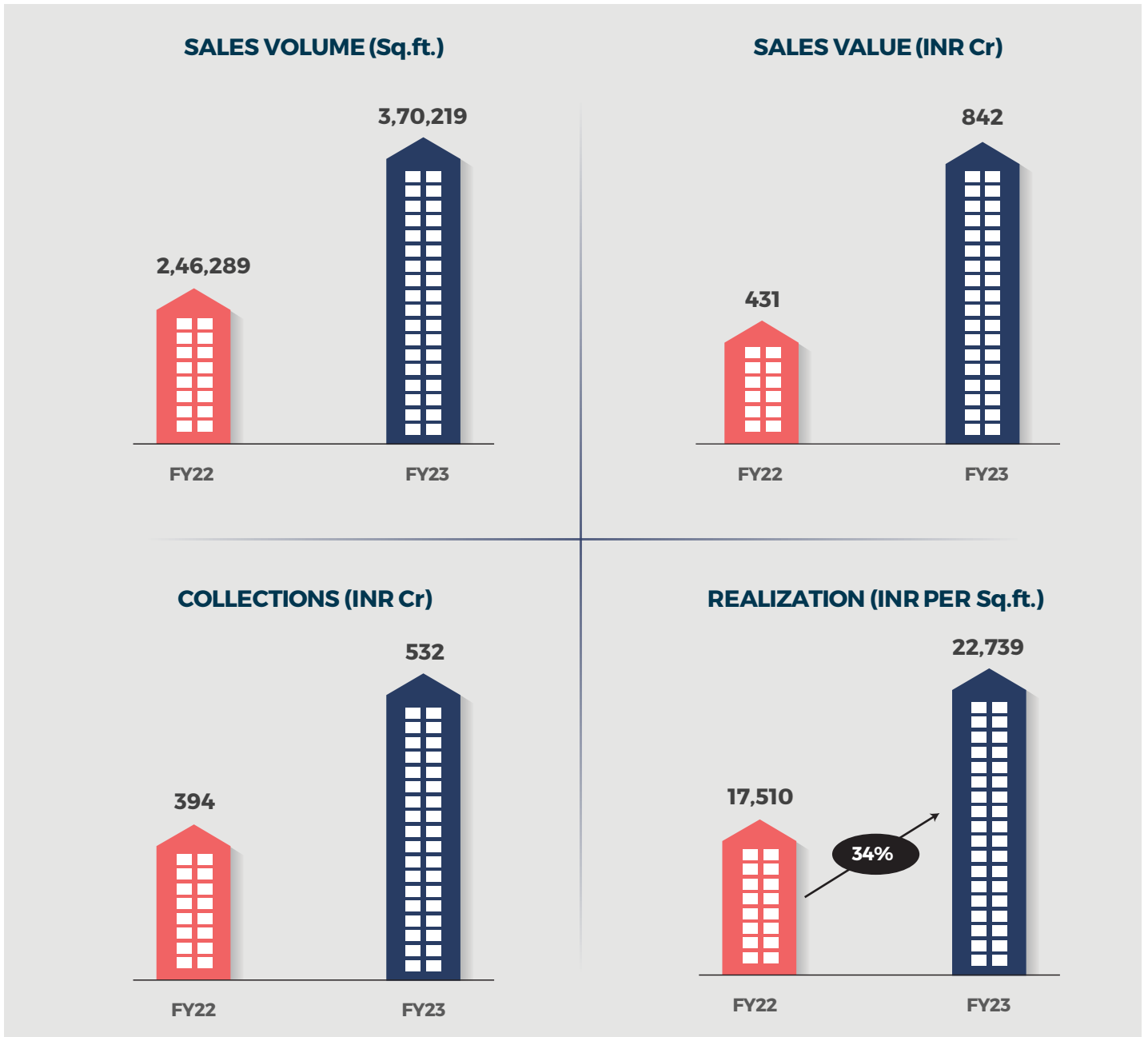
FINANCIAL HIGHLIGHTS

A STELLAR PERFORMANCE

Ajmera Realty 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.



OPERATIONAL HIGHLIGHTS



FINANCIAL HIGHLIGHTS

DEBT PORTFOLIO AS ON Q4 FY23

Gross Debt	INR 776 Cr
Avg. Cost of Debt	13.7%
Debt to Equity Ratio	1.00: 1
Leading Bankers	HDFC Limited, Aditya Birla, Standard Chartered, SBI and Capri Global Capital Ltd

Future Strategy

Deleveraging is also on radar, with repatriation of funds from UK projects, from existing ongoing projects and sales advances from our delivered projects. Additional debt may be required for projects in pipeline.

REVENUE VISIBILITY As on Q4 FY23

Total Revenue Visibility from existing projects (INR Cr)	Revenue Visibility (INR Cr)		
	OC received & Advanced Stage Projects	Mid Stage Projects	Future Launches in FY24
~4,050 Cr	~305 Cr	~1,677 Cr	~2,050 Cr

BUSINESS HIGHLIGHTS

• Land Acquisitions:

Ajmera Realty has successfully acquired a land parcel in Vikhroli for the purpose of residential development, with estimated sales potential of INR 550 crores and carpet area of 2,40,000 sq.ft.

• PAT Margin expansion:

During FY 23, there was a significant rise of 58% in the PAT, amounting 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.

• Debt deleveraged:

- Despite working on business developments, deleveraged debt by INR 54 Cr during FY23
- Debt management efforts aided in bringing the debt-to-equity ratio down to 1.00:1, primarily on account of our debt.
- Cumulative increase in the repo rate has led to an increase in the weighted average cost of debt. However, reduced avg. cost of debt is 11.9% as of 1st April 2023 (from 13.7%) through strategic loan rate revisions.

COMPANY UPDATE

AJMERA REALTY EXPANDS IN VIKHROLI EAST WITH LAND ACQUISITION - UNLOCKING GROWTH POTENTIAL"

PUBLISHED DATE : 24TH APRIL 2023

- Ajmera Realty's subsidiary, Shree Yogi Realcon Private Limited, acquires a 5017 sq. mt. land parcel in Vikhroli East for INR 76 crores.
- The project aims to offer 1/2/3 BHK units, anticipating an impressive potential sales area & value of approximately 2,40,000 sq. ft. & INR 550 crores respectively.
- The strategic location of the upcoming residential project offers proximity to Airoli, Thane, and South Mumbai, with easy access to the eastern express highway and Vikhroli railway station.
- The land acquisition in Vikhroli East is strategically located and holds immense potential, creating a favorable market environment for Ajmera Realty's expansion efforts.
- This acquisition aligns with Ajmera Realty's 5x growth strategy, allowing them to broaden their scope and tap into newer micro-markets across Mumbai and the MMR region where residential sales have been accelerating and are expected to further grow.
- With the addition of Vikhroli, Ajmera Realty expands its launch pipeline to include four projects, targeting a total estimated sales value of ~INR 2050 crores for the current fiscal year.
- The company is committed to delivering high-quality homes that meet the evolving needs of customers in the Mumbai and MMR region, capitalizing on the demand for better lifestyles and infrastructure development.



#WELCOMEHOME

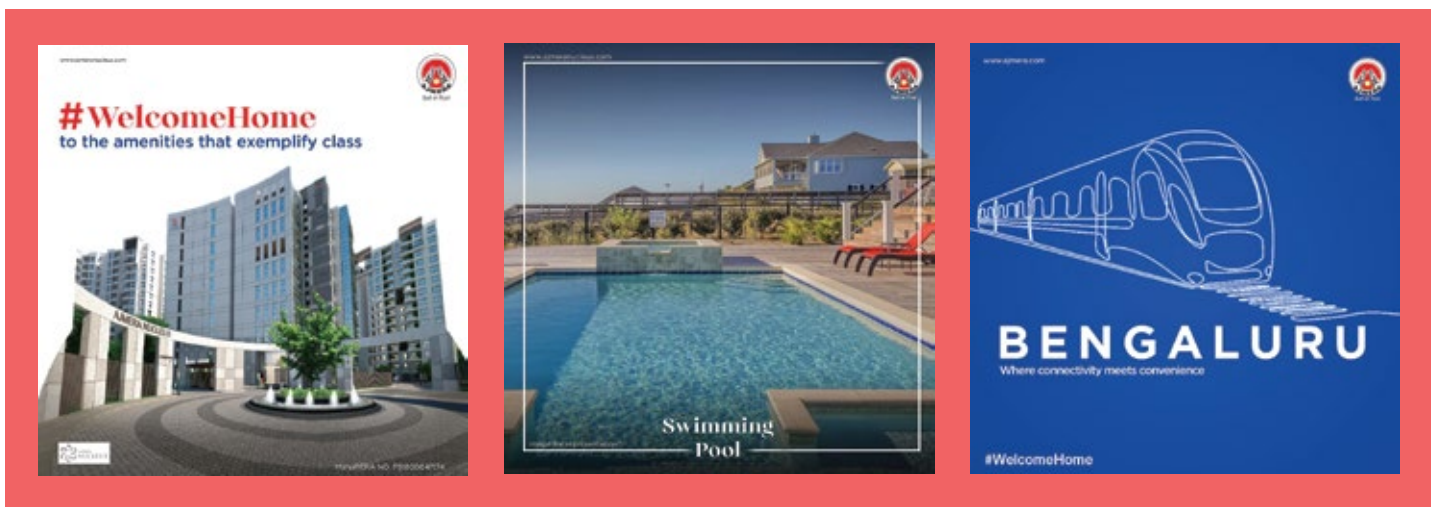
The #WelcomeHome campaign is designed to create a sense of warmth, comfort, and belonging for prospective home buyers.

The goal is to create an emotional connection between potential buyers and the properties they are considering.

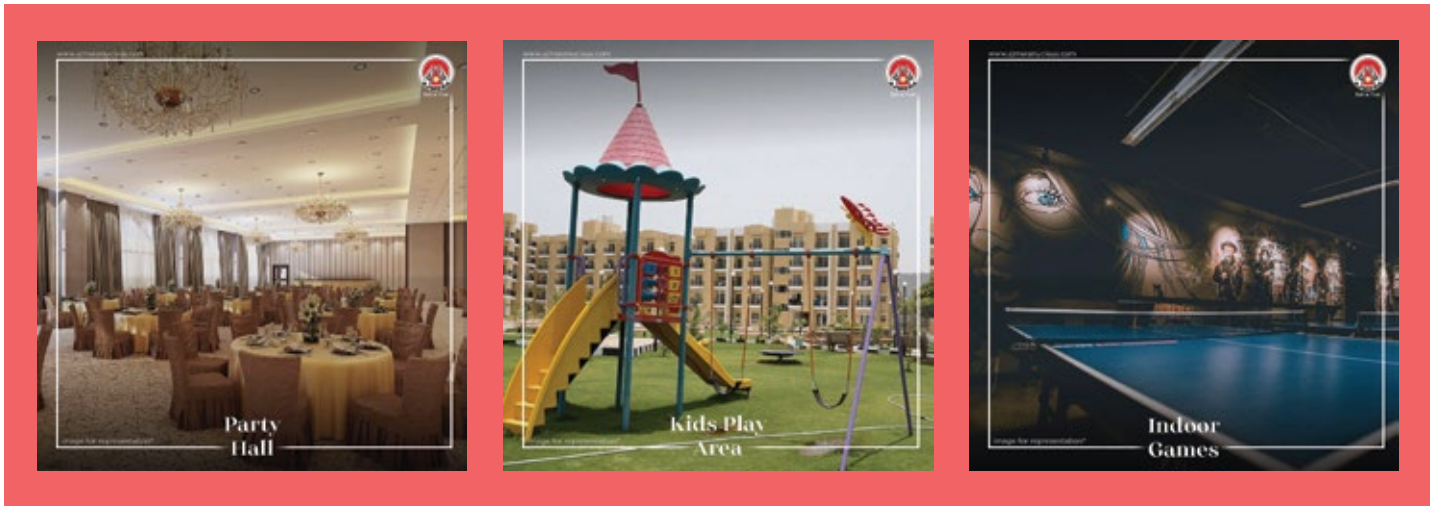
This will leverage various social media platforms to showcase the homes, neighbourhoods and communities in an engaging and visually appealing way.



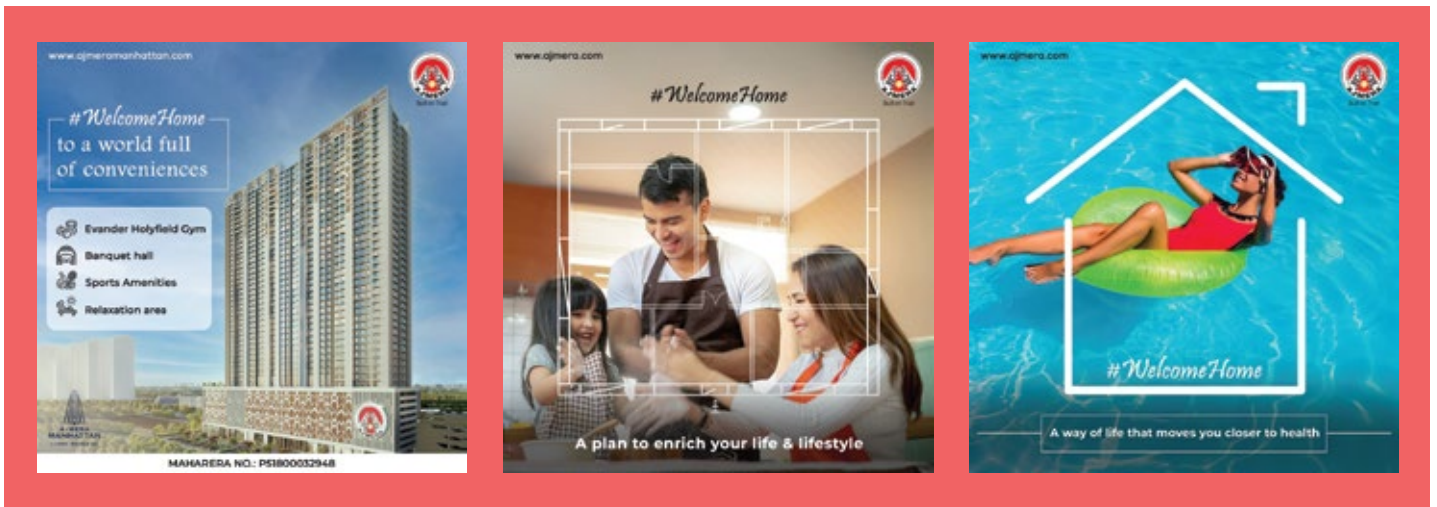
Ajmera Nucleus - Bengaluru, one of the well-known cities in India, has experienced rapid development in recent years. There has been immense physical and social development in the city, with a steady increase in essential facilities. Call it a dream, call it a home, with Ajmera Nucleus.



Ajmera Nucleus - Enjoy every moment here that feels like a dream with our exclusive homes and upscale amenities. An investment that fulfills all your needs and lets you rejoice your day.



Ajmera Manhattan - Wadala offers something that's a rare find in our city. From blueprint to reality of life we make sure all the dreams and ambitions are brought to life at Ajmera Manhattan.



Mothers Day Campaign – Highlighting the importance of mothers in every family



AJMERA, IN NEWS

Over 87 land deals for 1,862 acres closed in 2022-23 across India: Report

ANI | Updated: May 08, 2023 11:41 IST

New Delhi [India], May 8 (ANI): Indian real estate developers' post-Covid focus on land acquisition shows no signs of slowing down, with prime land parcels being targeted across India for various types of developments.

Real estate consultancy firm Anarock's data indicated that in fiscal year 2022-23, approximately 87 separate land deals were sealed cumulatively accounting for over 1,862 acres. In contrast, the previous 2021-22 saw 44 land deals accounting for approximately 1,649 acres closed across various cities.

The top developers who bought land parcels for various developments in 2022-23 include Godrej Properties, Birla Estates, Gaur's Group, Sobha Ltd., Oberoi Realty, Ajmera Realty, Mahindra LifeSpaces, M3M Group, and Gera Developers.

ANI

ANI is a leading national news agency.

Realty check: Stocks gain on the back of robust sales, RBI rate pause

VENKAT KURUMANN
Mumbai, 8 April

The BSE Realty index — a group of real estate stocks — rose 4.3 per cent on Monday, extending its two-day advance to 7.8 per cent. The latest gains came on the back of robust sales posted by realty developers in the March quarter of financial year 2022-23 (Q4FY23).

On Thursday, the rate-sensitive index had gained 2.9 per cent following the Reserve Bank of India's decision to pause interest rate hikes in its latest monetary policy review. On Monday, Godrej Properties announced that it saw the highest-ever quarterly and annual sales in the quarter. The company's share price rose 4.1 per cent and was the best performer on the BSE Realty index.

Earlier, Sobha Developers posted its highest annual sales of ₹3,198 crore in FY23. In Q4, the company said it achieved its highest-ever quarterly sales



WELL BUILT

Company	Q4 FY23 Sales (₹ Cr)	QoQ Change (%)
Godrej Properties	3,227.3	8.1
Purigo Estates Projects	845.2	8.1
BTL	485.3	5.9
Sobha	466.1	3.5
Brigade Enterprises	489.3	3.3

Source: Anarock

BSE REALTY



value, a rise of 2.7 per cent over Q4FY23 and 16.9 per cent compared to the corresponding period last year. Similarly, in an exchange filing, Macrotech Developers said it achieved best-ever annual

pre-sales performance of ₹12,048 crore. And it posted sales worth more than ₹3,000 crore for the third consecutive quarter in Q4. Mumbai-based Ajmera Realty said it recorded a sales value of ₹140 crore in

housing. Analysts said the realty companies had benefited from inflation as it led to a rise in asset prices.

"Inflation is positive for real estate because the land asset prices shoot up. Many realty companies were striking on high inventory, both land and partly developed assets. In the last six months, real estate prices went up 10-20 per cent. I see another 10-20 per cent upside for realty stocks," said G Chokkalingam, founder of Equicomics.

"Record pre-sales numbers by real estate companies along with a pause in an interest rate hike by RBI and a further improvement in demand could keep real estate in momentum going forward as well," added Siddhartha Khosla, head of retail research, Motilal Oswal.

Analysts, however, asked investors to tread cautiously. "It's better to buy stocks that have lower debt compared to their peers," said Chokkalingam.

Business Standard

AJMERA REALTY SETS SIGHTS ON RS 550 CR REVENUE WITH VIKHROLI EXPANSION

Shree Yogi Realcon, a 100% subsidiary of Ajmera Realty & Infra India, has acquired a land parcel admeasuring 5017m2 from Tata Communications in a bidding process for a total consideration of Rs 76 crore. The acquisition is intended for a residential development offering 1/2/3 BHK with an estimated gross sales value of Rs 550 crores.

Located in Vikhroli East, the upcoming project is located in proximity to Airoli, Thane and South Mumbai. The land acquisition marks the initial step in the project, signaling the potential launch of this project in FY 2024.

Dhaval Ajmera, director, ARIL, said, "This micro-market at Vikhroli is strategically well-located and holds immense potential, with a favorable market environment."



▲ Ajmera Prive.

This acquisition aligns with the 5x growth strategy and has expanded its launch pipeline for the current fiscal year to include four projects with the potential to generate an estimated total sales value of ~Rs 2570 crore.

CONSTRUCTION WEEK

19 MMR land deals last fiscal meant for residential devpt

TIMES NEWS NETWORK

Mumbai: The MMR topped in big land deals while Chennai was No. 1 in areas sold across cities in 2022-23, a report by ANAROCK Property Consultants said on Sunday. "With land becoming scarce amid the unfettered real estate development boom, leading players are pulling out all the stops to secure the best land parcels in key locations," Anuj Puri, ANAROCK Group chairman, said.

In terms of area, the increase over FY22 was just 13%, implying that several smaller plots were closed in FY23, he said. Puri added, "With residential sales in the top seven cities scaling an all-time high in the last financial year (approx. 3.8 lakh units), large and listed developers have been cashing in on the underpricing housing boom."

Of the total land deals in FY23, 17 of them covering over 92 acres have been proposed for residential or plotted developments. In MMR, 19 land acquisitions have been proposed for residential or plotted developments, accounting for 100 acres, followed by NCR with nine deals for 182 acres, and Chennai with seven plots for 194 acres.

SOME OF THE BIG DEALS

CITY	SIZE IN ACRES	PROPOSED DEVPT
Buyer — Godrej Properties		
Nagpur	50	Residential
Buyer — BLS Builders		
NCR	51	Residential
Buyer — Ananya Bharati Hospitals		
Mumbai	23	Residential
Buyer — Birla Estates		
B'ware	10	Residential
Buyer — Microsoft		
Pune	25	Data centre
Buyer — Squarespace Infra City		
Hyderabad	12.25	Yet-to-be-proposed

In terms of commercial and retail-related land deals, we saw 11 transactions for 96.5 acres. At least 714 acres acquired in eight land deals have been earmarked for mixed-use and township developments. About 83 acres in three deals were closed for data centres in cities like MMR and Pune. The top developers who bought land parcels for various projects in FY23 include Godrej Properties, Birla Estates, Gaur's Group, Sobha Ltd., Oberoi Realty, Ajmera Realty, Mahindra LifeSpaces, M3M Group, and Gera Developers.

THE TIMES OF INDIA

अजमेरा रियल्टी करेगी परियोजना विकास

अजमेरा रियल्टी एंड इन्फ्रा इंडिया लिमिटेड की पूर्ण सहायक इकाई श्री योगी रियलकॉन प्राइवेट लिमिटेड ने टाटा कम्युनिकेशंस से 76 करोड़ रुपये में एक भूखंड खरीदा है। इस भूखंड 5,017 वर्ग मीटर में फैला है। कंपनी ने कहा कि इस भूखंड पर कंपनी आवासीय परियोजना का विकास करेगी और 550 करोड़ रुपये मूल्य के फ्लैटों की बिक्री करेगी। यह भूखंड मुंबई के विखरोल ईस्ट में है। यह परियोजना वित्त वर्ष इसी मिन नॉर्न में ज़रूरी हो सकती है। वीएस बिजनेस स्टैंडर्ड्स

Ajmera Realty buys land parcel in Mumbai

AJMERA REALTY & Infra India has acquired 5,017 square meters of land in Mumbai from Tata Communications for ₹76 crore to build a residential project. The land parcel has been acquired by its subsidiary Shree Yogi Realcon in a bidding process for ₹76 crore. PTI

Ajmera Realty & Infra India records 93% rise in FY23 sales at Rs 834 crore

Synopsis
Ajmera Realty & Infra India achieved the highest-ever growth in sales of Rs 834 crore for the financial year 2022-23, up 93% from the previous year. The company sold 3.70 lakh sq ft of carpet area, 50% higher YoY, and collections for the year rose 25% to Rs 532 crore. The growth can be attributed to affordability, job creation and income growth.



Realty developer: Ajmera Realty & Infra India has recorded its best-ever performance with a 93% growth in sales at Rs 834 crore for the financial year 2022-23.

The company has sold over 3.70 lakh sq ft carpet area during the year, up 50% from a year ago. Collections for the year also rose 25% to Rs 532 crore owing to robust pace of construction.

For the quarter ended March, the company has reported a 10% rise in sales value of Rs 140 crores on the back of 9% higher sales volume of 69,209 sq ft carpet area.

"Our FY23 performance, surpassing the peak sales of the COVID period, shows the sustained housing upcycle driven by strong affordability, job creation, and income growth. Looking ahead, we are excited to double our launch pipeline in FY24, with the aim of garnering Rs 2,000 crores of estimated gross sales towards this effort," said Dhaval Ajmera, director, Ajmera Realty & Infra India.



मुंबई में प्रॉपर्टी रजिस्ट्रेशन में आई गिरावट, इसके बावजूद ₹840 करोड़ की कमाई

■ बिजनेस डेस्क, मुंबई: प्रॉपर्टी कंसल्टेंट फर्म नाइट फ्रेंक इंडिया की रिपोर्ट के मुताबिक, मुंबई में अप्रैल महीने में प्रॉपर्टी के रजिस्ट्रेशन में भले ही गिरावट दर्ज की गई लेकिन प्रॉपर्टी रजिस्ट्रेशन पर चुकाई जाने वाली स्टेप ड्यूटी से होने वाली राज्य सरकार की कमाई सालाना आधार पर 14% बढ़ गई। अप्रैल में कुल 9,867 संपत्तियों का रजिस्ट्रेशन हुआ जिसमें से 83% संपत्तियां रेजिडेंशियल थीं। मार्च, 2023 में 13,151 संपत्तियों का रजिस्ट्रेशन हुआ था इसलिए अप्रैल, 2023 में प्रॉपर्टी के रजिस्ट्रेशन में 25% की गिरावट दर्ज की गई। अप्रैल, 2022 से तुलना (11,743 रजिस्ट्रेशन) की जाए तो सालाना आधार पर 16% की गिरावट रही।

रेवेन्यू बढ़ने की वजह: अप्रैल में प्रॉपर्टी रजिस्ट्रेशन से हुआ रेवेन्यू कलेक्शन पिछले 10 वर्षों में सर्वाधिक रहा। अप्रैल 2022 में स्टेप ड्यूटी से राज्य सरकार ने 738 करोड़ रुपये कमाए थे। सालाना आधार पर सरकार की स्टेप ड्यूटी से होने वाली कमाई 14% बढ़ी है। रिपोर्ट के मुताबिक, स्टेप ड्यूटी की बढ़ी हुई दरें और महंगे दाम वाली संपत्तियों के सौदे बढ़ने से रेवेन्यू में बढ़ोतरी हुई है।

बड़े घरों की मांग ज्यादा: रिपोर्ट के मुताबिक, अप्रैल में 1000 स्क्वेयर फीट से अधिक एरिया वाले घरों की बिक्री बढ़ी है।

इंफ्रास्ट्रक्चर को दूरत मिलने के कारण बड़े और सुविधाओं से संपन्न घर की डिमांड बढ़ रही है। ये सेंटिमेंट आगे भी बरकरार रहेगी।

- सायरस मोदी, वायसरॉय प्रॉपर्टीज

आरबीआई द्वारा हल ही में रीपो रेट न बढ़ाने के फैसले ने घरों की डिमांड को प्रभावित नहीं होने दिया है। मुंबई के परिचयी सबर्ब में नए ट्रांसिट इलाक़ा प्रोजेक्ट्स के शुरू होने से घरों की डिमांड बढ़ी है। - धवल अजमेरा, अजमेरा रियल्टी



Indices end flat: Realty, Auto gain; Bank, FMCG struggle

32 min read. Updated: 10 Apr 2023, 03:38 PM IST

Vijay Kishore

10 Apr 2023, 11:45:00 AM IST

Ajmera Realty and Infra achieves 93% YoY growth, reaching ₹834 crore in FY23

Ajmera Realty & Infra India Limited (ARIL) recorded a sales value of INR 140 crores in Q4 FY23, the quarter registered an increase of 10% as compared to the Rs. 128 crores in Q3 FY23. The carpet area sold by ARIL was 69,209 Sq.ft. in Q4 FY23 which was an incremental growth of 9% from the 63,595 Sq. ft in Q3 FY23. Robust sales and a good construction pace have resulted in firm growth of 35% YoY in collections for FY23. The Company firmly believes that its strong cash generation will pave the way for business development prospects and debt deleveraging, thereby enhancing growth visibility.



Ajmera Realty's Q4 sales rise 16% y-o-y, collections up 11%

Apr 10, 2023 03:38 PM IST


The carpet area sold by the real estate developer was 69,209 sq ft in the quarter under review, a rise of 1% per cent in the year.

Ajmera Realty & Infra India recorded sales of ₹840 crore in the March quarter, an increase of 16 per cent from a year ago, on firm demand and a good pace of construction.

The carpet area sold by the real estate developer was 69,209 sq ft in the quarter under review, a rise of 1 per cent on the year. The company said it believed that its strong cash generation will pave the way for business development prospects and debt deleveraging, thereby enhancing growth visibility.

In FY23, the company notched up sales of ₹834 crore, nearly double from a year ago, while in terms of volume, it was 50 per cent higher. Collections in the quarter rose 11 per cent to ₹103 crore, while for the whole year, it was higher by 35 per cent at ₹532 crore.

Director Dhaval Ajmera said the company was aiming to double its launch pipeline in FY24 with ₹2,000 crore of gross sales. The company is also in discussions for joint development projects to give a further boost to its pipeline.




Ajmera Realty Q4FY23 profit up 7.9% at Rs 15.11 crore, revenue falls 36.7% on-year

Ajmera Realty posted revenue from operations at Rs 14.25 crore, down 36.7 per cent from Rs 180.51 crore in Q4FY22.

Ajmera Realty on Thursday posted net profit for the fourth quarter of FY23 at Rs 15.11 crore, up 7.9 per cent from Rs 14.01 crore in the same quarter last year. It posted revenue from operations at Rs 114.25 crore, down 36.7 per cent from Rs 180.51 crore in Q4FY22. The Board also recommended a final dividend of Rs 3 per equity share on face value of Rs 10 each for the financial year ended March 31, 2023.

On an annual basis, Ajmera Realty posted sales volume increase by 95 per cent on-year to Rs 842 crore. The real estate firm also launched two projects for a Gross Development Value of around Rs 1,680 crore and acquired land with a Gross Development Value of around Rs 850 crore during FY23. "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," said Dhaval Ajmera, Director, ARIL.

Going forward, Ajmera Realty is betting on its 5x growth strategy with its launch pipeline of four projects with Gross Development Value (GDV) of about Rs 2000+ crore. "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," it said in a regulatory filing. "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," said Dhaval Ajmera.



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Ajmera Realty & Infra net profit rises 8% to 15 cr in March quarter

On operational front, the company's sales bookings rose 95 per cent to Rs 842 crore last fiscal from Rs 431 crore in the previous year

Ajmera Realty & Infra India Ltd on Thursday reported an 8 per cent increase in its consolidated net profit at Rs 15.11 crore for the quarter ended March 2023.

Its net profit stood at Rs 14.01 crore in the year-ago period.

Total income declined to Rs 117.80 crore during the January-March quarter of 2022-23 fiscal year from Rs 183.62 crore a year ago, Mumbai-based real estate developer said in a regulatory filing.

For the full 2022-23, the net profit increased to Rs 71.50 crore from Rs 45.39 crore in the previous year.

Total income fell to Rs 440.63 crore in the last fiscal from Rs 489.11 crore in the 2021-22 fiscal.

On operational front, the company's sales bookings rose 95 per cent to Rs 842 crore last fiscal from Rs 431 crore in the previous year.



Why you should buy Jodi flats in Mumbai: 5 benefits

Jodi flats/apartments in Mumbai offer well-planned and dedicated spaces with convenience and respect for individual privacy.

The demand for Jodi flats is rising in Mumbai as homebuyers are looking to buy bigger apartments or those with better amenities. Addressing this need of homebuyers, many developers in Mumbai are marketing Jodi flats or combination apartments.

While the concept of Jodi flats has been around for a while, they have found new prominence since the pandemic as homebuyers have realized the need for space at home. Several real estate players in Mumbai say that the demand for Jodi flats is coming mostly from millennials along with HNIs with joint family arrangements.

"After the pandemic, the demand for combination flats has rapidly increased because people realized the importance of living with their families. In this case, the combination flats are playing a significant role in meeting the demands of the end consumer. These apartments offer well-planned and dedicated spaces with the convenience and respect for individual privacy," says Cyrus Mody, Managing Partner, Vicinity Properties, which has sold 52 of its inventory of 263 flats as Jodi apartments.

Dhaval Ajmera, Director at Ajmera Realty Infra India Ltd, says they are also witnessing a rise in demand for Jodi apartments with a sizable share of sales falling under this category. The demand is prevalent in the mid-luxury housing segment across.


Benefits of Jodi Flats

Combination apartments offer several benefits to homebuyers such as:

A Larger House

For someone looking to buy a larger house in Mumbai, the biggest challenge is that apartments with a larger configuration are hardly available in the city. Even in places where larger apartments are available, the budget is generally beyond the reach of many buyers.

Mody says that the option of Jodi flats allows buyers to secure a larger apartment for themselves and their families while staying within their budget.



The Financial Express: The idea on jodi flat was suggested by Team Ajmera

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Keep us updated with your feedback, opinion, inputs, reviews
and suggestions that shall help us deliver **AJMERA RISE**

Do email us: ir@ajmera.com