

AJMERA REALTY & INFRA INDIA LTD.

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CIN No.: L27104 MH 1985 PLC035659



Ref: SEC/ARIIL/BSE-NSE/2024-25

Date: August 08, 2024

The Bombay Stock Exchange Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai – 400 001 Script Code: 513349	National Stock Exchange of India Limited 5 th Floor, Exchange Plaza, Bandra Kurla Complex Bandra (East) Mumbai-400051 Script Code: AJMERA
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Sub: Press Release

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, we are enclosing herewith Press Release for First Quarter ended June 30, 2024.

The copy of Press Release shall be uploaded on the Company's website www.ajmera.com

Kindly take the same on record.

Thanking You.

Yours faithfully,

For AJMERA REALTY & INFRA INDIA LIMITED

Shweta Jhavar
Company Secretary & Compliance Officer
A46940

Enc.: As above

Ajmera Realty achieves debt reduction by INR 58 Cr on the strength of 36% growth in sales value and strong Operating Cash Flows.

Key Highlights for Q1 FY25:

- Revenue grew by 67% in Q1 FY25 on YoY basis to INR 196 crores from INR 118 crores in Q1 FY24.
- PAT grew by 52% in Q1 FY25 on a YoY basis, surging to INR 33 crores from INR 22 crores in Q1 FY24.
- Sales value grew by 36% YoY in Q1 FY25, increasing to INR 306 crore from INR 225 crores in Q1 FY24, which was buoyed by the successful launch of Ajmera Vihara at Bhandup and sustained sales of Ajmera Manhattan Ajmera Prive and Ajmera Greenfinity AB.
- Collections remained healthy in Q1 FY25 with a 49% YoY growth, surging to INR 165 crores from INR 111 crores in Q1 FY24.
- Debt has been reduced by INR 58 Cr in Q1 FY25 from Operating cash flow.

Mumbai, 08 August 2024: Ajmera Realty & Infra India Ltd (BSE: 513349 & NSE: AJMERA), a leading real estate company with pan India and international presence, announced its financial results for first quarter ended 30th June 2024 today.

Commenting on the Q1 FY25 performance, Mr. Dhaval Ajmera, Director – Ajmera Realty & Infra India Limited said: *“In Q1 FY25, Ajmera Realty continued its robust growth momentum with a stellar performance across all financial metrics, driven by strong sales growth and excellent collection efficiencies across all projects. This growth trajectory is a testament to the company’s coveted launch pipeline and paves the way further towards our full-year guidance.*

Given the powerful tailwinds fanning buoyancy in demand across the sector, along with favorable government policies boosting domestic sales and inclination from NRIs and overseas institutional investors, the industry is witnessing an active growth fuelled by end-users driven demand. We are banking on this opportunity and look forward to leveraging this to drive high-octane growth for the company. With an estimated Gross Development Value (GDV) of about INR 4,270 crores spread across 7 projects, we are bullish about achieving our goals and look forward to a promising year ahead.”

Operational Highlights: Q1 FY25:

Particulars	Q1 FY25	Q1 FY24	YoY	Q4 FY24	QoQ
Sales Volume (Sq. ft.)	1,30,801	1,35,460	(-3%)	1,13,271	15%
Sales Value (INR Cr)	306	225	36%	287	7%
Collections (INR Cr)	165	111	49%	197	(16%)

Financial Highlights: Q1 FY25:

Particulars	Q1 FY25	Q1 FY24	YoY	Q4 FY24	QoQ
Total Revenue	196	118	67%	234	(16%)
EBIDTA	67	39	72%	69	(3%)
EBIDTA Margin (%)	34.0%	32.9%	110 bps	29.3%	470 bps
PBT	43	29	47%	40	8%
PBT margin (%)	21.9%	24.8%	(300 bps)	17.0%	480 bps
PAT	33	22	52%	30	11%
PAT margin (%)	16.7%	18.3%	(170 bps)	12.6%	400 bps
Diluted EPS (in INR)	8.7	5.9	46%	8.1	7%

About Ajmera Realty & Infra India Ltd:

Ajmera Realty & Infra India Limited (ARIIL) is one of the trusted names having its PAN India presence. The Company has a huge development potential available on its balance land parcel at Ajmera I-Land, Bhakti Park, Wadala and Central Mumbai. Current projects are at Mumbai: “Manhattan”, “Greenfinity”, “Prive”, “Vihara” and “Eden” along with various projects at Bengaluru: “Ajmera Nucleus”, “Ajmera Lugaano”, “Ajmera Florenza”. The Company is focused on premium developments in luxury and mid-luxury projects in the residential segment. The Group works on trust and delivers the trusted decisions of buyers. The GenNext of the Group believes in “KEEP EVOLVING” and accordingly the strategies, systems, processes, planning and use of cutting-edge technologies have been resorted to enable the Company to deliver targeted value to all its stakeholders.

Safe Harbor Statement: *Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.*