#### AJMERA REALTY & INFRA INDIA LTD.

Regd. Office: Citi Mall, Link Road, Andheri (W), Mumbai - 400 053.

Tel.: +91-22-6698 4000 • Email: investors@ajmera.com • Website: www.ajmera.com

CIN No.: L27104 MH 1985 PLC035659



Ref: SEC/ARIIL/BSE-NSE/2025-26 Date: 14th May, 2025

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

#### Sub: Investor Presentation for the Quarter and Financial year ended March 31, 2025.

Dear Sir/Madam,

Pursuant to provisions of 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 Standalone and Consolidated Financial Results of the Company for the Quarter and financial year ended March 31, 2025.

The copy of the same shall be uploaded to the Company's website viz. www.ajmera.com.

Kindly take the above on your record.

Thanking you,

Yours faithfully,

For AJMERA REALTY & INFRA INDIA LIMITED

Reema Solanki Company Secretary & Compliance Officer

Encl: As above



Ajmera Realty & Infra India Limited

# EARNINGS PRESENTATION

Q4 & FY25

www.ajmera.com



### **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.

### **Company Snapshot**

**20+** MSF

Early creators of township in the micro markets of Mira Road, Andheri, Borivali and Wadala in Mumbai.

Township Developers

Pin code Creators

46,000+

Families

Possessions handed over with the support of a dedicated workforce.

Workforce

350+ No of personnels

**1.5 MSF** 

Ongoing development

**2.2 MSF** 

9 projects in pipeline for development

**INR 1,080 Cr** 

Sales Value Achieved for FY25

10.6 MSF

Future development potential - Owned land

**INR 126 Cr** 

PAT Achieved for FY25

0.55x

Debt-to-Equity Ratio as on 31 March 2025

MSF – Million Square Feet on carpet basis

### **Key Business Highlights** – FY25



#### 5,95,902 Sq.ft

Sales Volume





### **INR 1,080 Cr**

Sales Value





#### **INR 646 Cr**

**Collections** 





#### **INR 2,510 Cr**

**New Project Additions** 

5 projects with 1 mn sq. ft carpet area



#### **INR 753 Cr**

**Total Revenue** 





#### **INR 246 Cr**

**EBITDA** 





#### **INR 126 Cr**

**Profit After Tax** 





#### 0.55x

Debt / Equity Ratio
Total debt reduced by 119 Cr

## **Project Sales & Collections –** Q4 & FY25

**Q4 FY25** 

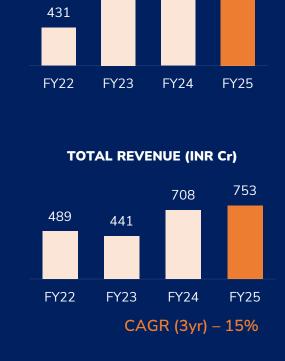
#### **FY25**

Project	Location	Sales Volume (Sq.ft.)	Sales Value (INR Cr)	Units (Nos)	Collections (INR Cr)	Sales Volume (Sq.ft.)	Sales Value (INR Cr)	Units (Nos)	Collections (INR Cr)
Aeon, Zeon, Treon	Mumbai	-	-	-	-	291	1	1	-
Sikova	Mumbai	-	-	-	3	2,622	6	8	8
Greenfinity – CD	Mumbai	-	-	-	-	7,537	19	17	13
Nulceus C	Bangalore	-	-	-	-	-	-	-	2
Nucleus - Comm	Bangalore	-	-	-	2	41,619	36	4	23
Greenfinity – AB	Mumbai	-	-	-	21	47,615	125	89	46
Manhattan	Mumbai	12,309	40	11	98	80,297	268	87	300
Prive	Mumbai	-	-	-	-	9,717	55	6	53
Eden	Mumbai	5,671	12	7	23	38,116	100	34	88
Lugaano & Florenza	Bangalore	1,536	2	2	12	31,378	35	51	59
Iris	Bangalore	25,710	27	24	12	1,01,050	102	95	22
Vihara	Mumbai	5,484	10	14	8	1,00,431	174	252	29
Marina	Bangalore	1,35,229	159	129	3	1,35,229	159	129	3
Total		1,85,939	250	187	182	5,95,902	1,080	773	646

New Launches in FY25 contributed 40% of Sales Value

### **Performance Trend**

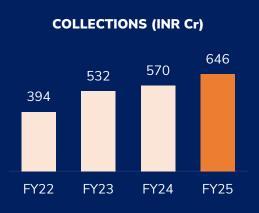
1,080

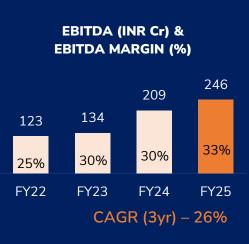


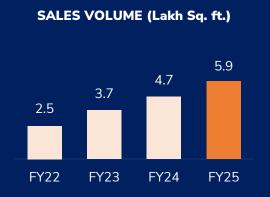
**SALES VALUE (INR Cr)** 

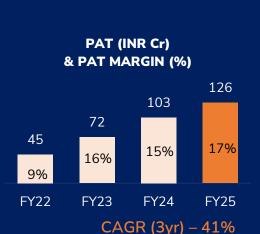
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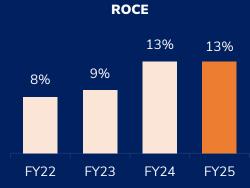
1,017

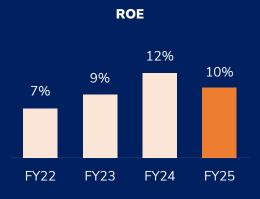






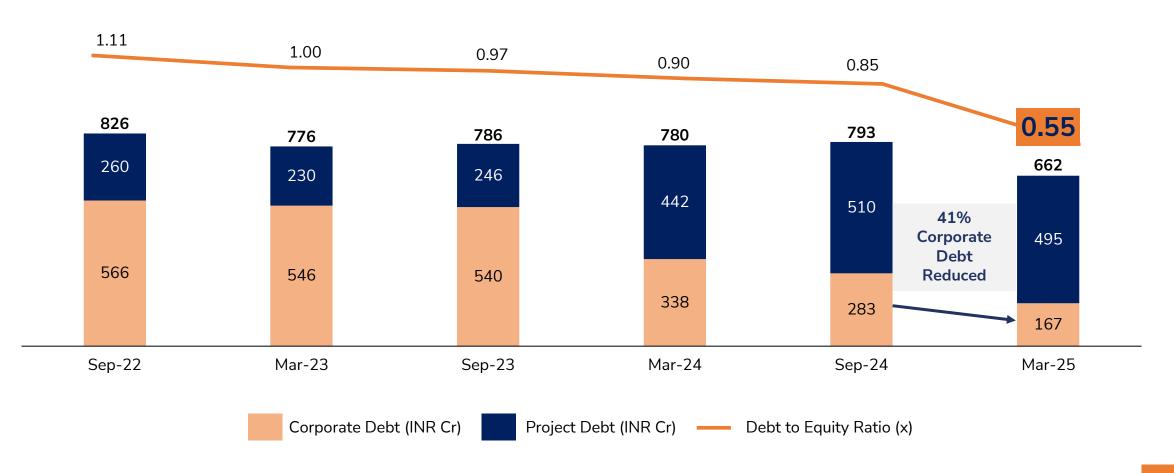






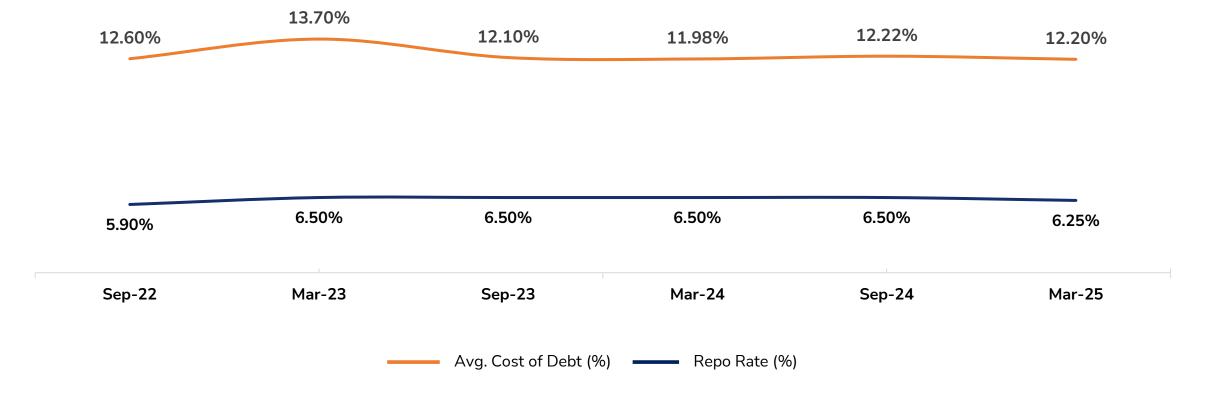
### **Continued De-leveraging & Improving Debt Profile**

#### **SECURED DEBT & DEBT TO EQUITY RATIO**



## **Continued De-leveraging & Improving Debt Profile**

#### **AVG. COST OF DEBT & REPO RATE**





### **Our Portfolio**



### **Micro Market Presence**



### Revenue Visibility

## **OC Received Projects**

Projects	Ownership	Completion as on 31 Mar 2025	Total Carpet Area (Sq.ft.)	Total Carpet Area Sold (Sq.ft.)	Sales Book as on 31 Mar 2025 (INR Cr)	Revenue Recognised (INR Cr)	Balance Revenue Recognition (INR Cr)	Unsold Carpet Area (Sq.ft.)	Estimated Sale value (INR Cr)	Revenue Potential (INR Cr)
(i)	(ii)	(iii)	(iv)	(v)	(vi)	(vii)	(viii)= (vii) – (vi)	(ix)	(x)	(xi)= (viii) + (x)
Nucleus C	70%	99%	1,03,149	1,02,163	91	91	-	986	1	1
Nucleus Commercial	70%	100%	1,01,780	53,651	45	45	-	48,129	49	49
TOTAL			2,04,929	1,55,814	136	136	-	49,115	50	50

**INR 136 Cr** 

Sales Book as on 31 Mar 2025

INR 0 Cr

Revenue to be recognized on committed sales

INR 50 Cr

Revenue to be recognized from unsold stock

INR 50 Cr

Total Revenue Potential

### Revenue Visibility

## **Ongoing Projects**

Projects	Ownership	Completion as on <b>31 Mar 2025</b>	Total Carpet Area (Sq.ft.)	Total Carpet Area sold (Sq.ft.)	Sales Book as on <b>31 Mar</b> <b>2025</b> (INR Cr)	Revenue Recognised (INR Cr)	Balance Revenue Recognition (INR Cr)	Unsold Carpet Area (Sq.ft.)	Estimated Sale value (INR Cr)	Revenue Potential (INR Cr)
(i)	(ii)	(iii)	(iv)	(v)	(vi)	(vii)	(viii)= (vi) – (vii)	(ix)	(x)	(xi)= (viii) + (x)
Manhattan	100%	70%	5,20,854	4,58,621	1,410	888	522	62,233	202	724
Prive	100%	92%	30,602	21,250	112	104	8	9,352	56	64
Eden	100%	93%	95,708	87,114	224	149	75	8,594	20	95
Lugaano & Florenza	70%	79%	2,60,288	2,52,834	233	172	61	7,454	8	69
Greenfinity AB	100%	39%	92,020	65,270	174	40	134	26,750	72	206
Vihara	85%	23%	1,54,804	1,00,431	174	-	174	54,373	95	269
Iris	70%	19%	1,58,859	1,01,050	102	-	102	57,809	61	163
Marina	70%	8%	2,18,670	1,35,229	159	-	159	83,441	98	257
TOTAL			15,31,805	12,21,799	2,588	1,353	1,235	3,10,006	612	1,847

INR 2,588 Cr

**INR 1,235 Cr** 

**INR 612 Cr** 

**INR 1,847 Cr** 

Sales Book as on 31 Mar 2025

Revenue to be recognized on committed sales

Revenue to be recognized from unsold stock

Total Revenue Potential

## **Ongoing Project Update**





**88%** of Inventory Sold

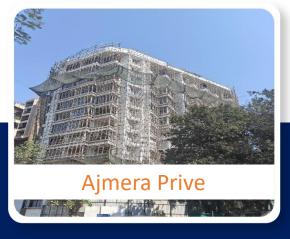


RCC -Tower A: 23rd Level WIP Tower B: 21st Level WIP



**June'27** 

Estimated project timelines as per RERA





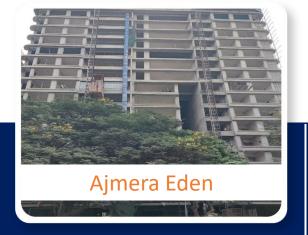
**69%** of Inventory Sold



Finishing WIP, Applied for OC



June'26
Estimated project
timelines as per RERA





**91%** of Inventory Sold



RCC completed MEP & Finishing WIP



June'27

Estimated project timelines as per RERA





**71%** of Inventory Sold

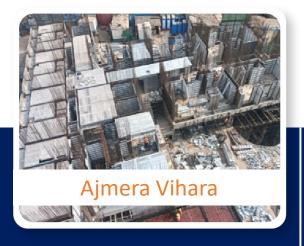


RCC – 12<sup>th</sup> Level completed



Aug'27
Estimated project
timelines as per RERA

## **Ongoing Project Update**





**65%** of Inventory Sold



Rehab Building: 1st floor slab WIP,

Sale Building: Piling WIP



Feb'29

Estimated project timelines as per RERA





**97%** of Inventory Sold



RCC completed MEP & Finishing WIP



Lugaano – Sep'26 Florenza – Sep'25

Estimated project timelines as per RERA





**64%** of Inventory Sold



Basement & Plinth WIP



Dec'28

Estimated project timelines as per RERA





**62%** of Inventory Sold



**Excavation work WIP** 



Dec'28

Estimated project timelines as per RERA

### **Potential Launches**

Project	Location	Ownership (%)	Estimated Launch (Month, Year)	Estimated Completion (Month, Year)	Estimated GDV (INR Cr)	Estimated Carpet Area (Sq.ft.)
Codename Wadala	Mumbai	100%	Q1 FY26	Q2 FY30	1,750	5,38,132
Codename Bandra*	Mumbai	50%	Q2 FY26	Q2 FY29	350	65,134
Codename Versova	Mumbai	100%	Q2 FY26	Q2 FY29	450	90,792
Codename Vikhroli	Mumbai	100%	Q3 FY26	Q2 FY29	700	3,15,629
Codename Central Mumbai	Mumbai	100%	Q3 FY26	Q3 FY30	800	4,04,553
Boutique office- Wadala	Mumbai	100%	Q4 FY26	Q1 FY29	1,800	5,88,522
Codename Shastri Nagar	Mumbai	100%	Q4 FY26	Q2 FY29	348	72,346
Codename Ghatkopar	Mumbai	100%	Q4 FY26	Q1 FY29	175	42,937
Yehlanka - Bengaluru	Bangalore	70%	Q4 FY26	Q3 FY28	84	77,000
TOTAL E	STIMATED GD	V (INR Cr)		6,457	21,95,045	

<sup>\*</sup> Economic Interest of 50% considered

We have further developmental potential of 8,30,000 sq ft at Ajmera Vihara with Gross Development Value (GDV) of INR 1,600 Cr.

## **Revenue Visibility**





**OC Received & Ongoing Projects** 

INR 1,897 Cr

+

**Potential Launches** 

**Total Revenue Potential** 

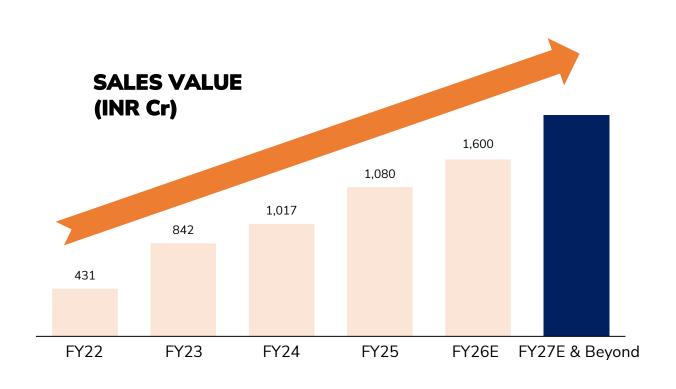
INR 6,457 Cr

INR 8,354 Cr

## **Development potential -** Owned Land Bank

Location	Type of Development	Estimated Carpet Area (in lakh Sq.ft.)	ARIIL Stake	Development Plan
Wadala	Residential	13	100%	Phase-wise launch within 2-4 years
	Commercial	12.6	100%	Expected to be a lease model
Kanjurmarg	Residential	30	100%	Township development within 5-6 years
	Mix Use	50	100%	Phase-wise launch within 7-8 years
	TOTAL	106		

## **Portfolio Expansion**



### How we are scaling up

Parameter	Existing	Future
Growing portfolio size	1.5 msf —	→ 3.7 msf
Expanding Launch Pipeline	1.5 msf _	→ 2.2 msf*
Maximizing Sales Inventory	INR 662 Cr —	→ INR 6,457 Cr
Geographical expansion	6 locations —	→ 11 locations
Project Multiplicity	8 –	<b>17</b>

<sup>\*</sup> As announced as of FY25.

### **5X ROAD MAP - Strategy**



## Organic Growth Strategy

- Unlocking potential of owned land bank
- Owned land in Mumbai has potential for 10.6mn.Sq.ft. development
- Streamlined development process and development flexibility to launch in phases as per market dynamics



## Inorganic Growth Strategy

- Expanding aggressively in established markets with strong brand recognition
- Active evaluation of asset light Redevelopment, JV & JDA structures
- Targeting opportunities in the lucrative acquisitions



#### Strategic Locational Advantage & Diverse Offerings

- Properties and land banks with strategic locational advantage
- Diverse offerings across premium, compact luxury and affordable residential segments & boutique commercial developments
- Maximizing overall customer base



#### Robust & Responsible Execution efficiency

- Operational excellence through focus on execution & timely project completion
- Widespread projects contribute to the sales value
- Ensuring high-quality construction with sustainable and green practices



## **Consolidated Financial Summary –** Q4 & FY25

#### **Profit & Loss Statement**

Particulars (INR Cr )	Q4 FY25	<b>Q4</b> FY24	YoY	<b>Q3</b> FY25	QoQ	FY25	FY24	YoY
Total Revenue	153.7	234.1	(34%)	199.1	(23%)	753.1	707.9	6%
<b>Total Expenses</b>	108.0	165.6	(35%)	130.3	(17%)	507.3	498.7	2%
EBITDA	45.7	68.5	(33%)	68.8	(34%)	245.8	209.1	18%
EBITDA Margin (%)	30%	29%	100 bps	35%	(500 bps)	33%	30%	300 bps
Finance Cost	11.7	28.3	(59%)	23.5	(50%)	75.7	68.5	10%
Depreciation & Amortisation	1.0	0.5	93%	0.7	37%	3.1	1.7	79%
Profit Before Tax	33.0	39.7	(17%)	44.6	(26%)	167.1	138.9	20%
PBT Margin (%)	21%	17%	400 bps	22%	(100 bps)	22%	20%	200 bps
Profit After Tax	24.2	29.4	(18%)	33.1	(27%)	126.4	103.9	22%
PAT Margin (%)	16%	13%	300 bps	17%	(100 bps)	17%	15%	200 bps
Diluted EPS	6.42	8.14	(21%)	9.05	(29%)	34.01	28.94	18%

## **Consolidated Financial Summary** – FY25

#### **Balance Sheet Statement**

EQUITY AND LIABILITIES (INR Cr)	FY25	FY24
Equity Share Capital	39.4	35.5
Other Equity	1,167.1	830.2
Net Worth	1,206.5	865.7
Non-Controlling Interest	116.8	128.0
Financial Liabilities		
(i)Borrowings	573.7	764.3
(ii)Trade Payables	17.1	28.2
(iii)Other Financial Liabilities	0.8	0.7
Provisions	6.1	5.9
Other Non Current Liabilities	10.6	11.1
Non Current Liabilities	725.1	938.2
(i)Borrowings	102.6	43.3
(ii)Trade Payables	59.2	37.1
(iii)Other Financial Liabilities	8.7	2.3
Other current Liabilities	131.9	56.4
Provisions	20.4	18.3
Current Tax Liabilities	0.1	2.1
Current Liabilities	322.9	159.5
TOTAL	2,254.5	1,963.4

ASSETS (INR Cr)	FY25	FY24
Property, Plant & Equipment	35.2	29.5
Goodwill & Intangible Assets	41.9	41.9
Financial Assets		
(i)Investments	92.6	98.7
(iii)Loans	81.5	72.7
(iii)Trade Receivables	-	-
(iv)Other Financial Asset	54.7	71.6
Other Non-Current Asset	21.2	20.8
Deferred Tax Assets	1.2	-
Non Current Assets	328.3	335.2
Inventories	1,291.9	1,156.7
Financial Assets		
(i) Other Investment	31.6	10.9
(ii)Trade Receivables	316.1	215.0
(iii)Cash and Bank Balance	101.4	116.8
(iv)Loans	26.2	8.0
(v) Other Financial Asset	19.6	3.5
Current Tax Assets	22.7	10.1
Other Current Assets	116.7	107.2
Current Assets	1,926.2	1,628.2
TOTAL	2,254.5	1,963.4

## **Consolidated Financial Summary –** FY25

#### **Cash Flow Statement**

	Particulars (INR Cr)	Q4 FY25	FY25
(A)	Operating Inflows	195.6	660.2
	Collection	181.7	646.3
	Other Operating Income	13.9	13.9
(B)	Operating Outflows	197.9	556.2
	Construction Cost	90.1	265.5
	Liasioning & Approval	72.3	134.5
	Admin & Sales Overheads	35.5	156.2
(C)	Gross Operating Cashflow (A-B)	-2.2	103.9
	Less: Taxes	11.3	42.6
(D)	Net Operating Cashflow	-13.5	61.3
(E)	Net Investing Cashflow	-17.6	-174.7
	Land Acquisition	-12.6	-85.5
	Other Income	10.0	17.7
	Remittances from London	0.0	8.1
	Investment	-15.0	-115.0

	Particulars (INR Cr)	Q4 FY25	FY25
(F)	Net Financing Cashflow	52.3	98.0
	Loan Withdrawal/(Repayment)	-11.8	-118.6
	Preferential Issue Proceeds	0.0	225.0
	Others	-12.6	-6.5
	Dividend Paid	0.0	-14.2
	Interest Cost	-18.3	-82.8
	Investment Redemption	95.0	95.0
(G)	Net Cashflow (D+E+F)	21.1	-15.4
(F)	Opening Cash & Cash Equivalents	80.3	116.8
	Closing Cash & Cash Equivalents (G+F)	101.4	101.4

### **Cash Flow Potential**

Parameters (pre-tax & post-debt)	Completed Projects (INR Cr)	Ongoing Projects (INR Cr)	Total (INR Cr)
Balance receivables from sold units	13	1,455	1,468
Value of unsold inventory	50	612	662
Balance Cost to complete	-	944	944
Project Outstanding Debt	-	417	417
Estimated Net Cash Flow	63	706	769*

<sup>\*</sup> The projects that are yet to be launched are not included above.

- The surplus (pre-tax & post- debt) from projects in launch pipeline is estimated be around INR 1,633 Cr.
- > Cash flow from other avenues is estimated to be around INR 330 Cr.
- Cash flow potential from ongoing projects, upcoming projects & from other avenues is estimated to be about INR 2,732 Cr over the lifecycle of projects.

### **Guidance vs Actual**

FY25E

Sales Guidance

INR 1,350 Cr

**Project Additions** 

**INR 3,500 Cr** 

Debt / Equity

**0.80x** 

FY25

Sales Value

INR 1,080 Cr

**Project Additions** 

INR 2,510 Cr

Debt / Equity

0.55x

FY26E

Sales Guidance

INR 1,600 Cr

**Project Additions** 

INR 3,750 Cr

Debt / Equity

0.85x





### **ESG**





Incorporate green buildings standards like IGBC Certification



Use low- emission construction machinery and equipment.



Partnered with waste management companies to ensure proper disposal and recycling of materials.



Provide energy-efficient lighting and HVAC systems



Reduce noise pollution through soundproofing techniques and scheduling construction activities during less disruptive hours

### **ESG**



### **Social Initiatives**



Tree Plantation Drive: 5000 Tree planted at Kalina Mumbai University Maharashtra through Bhavyata Foundation



Support at zillah Parishad School – Khardi & Kalyan. Pilot Run done for 1 School - Z. P. School Jarandi



Global Vikas Trust Supporting Farmers & Agriculture in Hingoli District: Trained 30,000+ farmers to boost incomes, uplifted 4,600+ villages, and planted 5+ crore fruit trees for sustainable growth.



Check Dam: Ajmera Trust (SSAT) Initiates Check Dam construction on Gandhi River in Vasavad Village









### **ESG**



#### **Strong Governance Practices**



Board consists of professionals



SEBI Compliant, Regular and timely disclosures



Structured digital database online portal to curb trading with UPSI from diverse fields



ERP platform for supply chain management



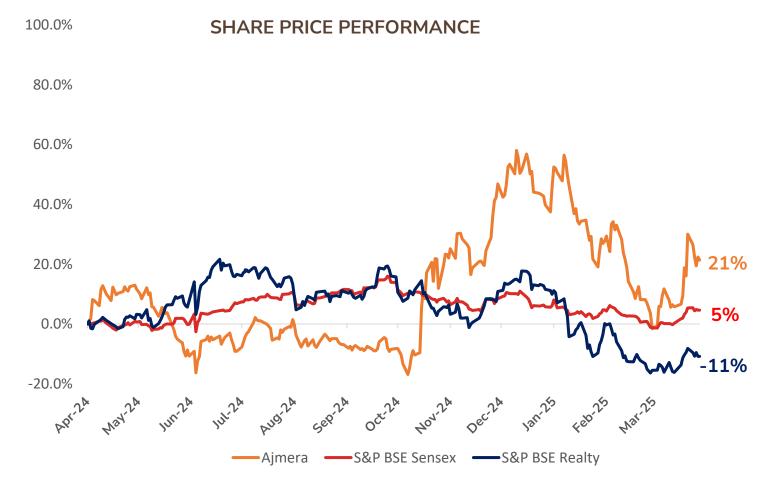
Insurance renewals with regular health checkups

#### Some of our Policies for Effective Governance

- Code of Insider Trading Policy
- Policy on Preservation of Documents
- Archival Policy
- Dividend Distribution Policy
- Board diversity policy
- Directors and Officers Insurance Policy
- Corporate Social and BusinessResponsibility Policy
- Code of conduct
- Whistle Blower Policy
- Nomination and Remuneration Policy
- Risk Management Policy
- Policy on Prevention and Redressal of Sexual Harassment at Workplace

### **Shareholding & Price Movement**

Shareholder Information as on 31 Mar 2025				
BSE Ticker	513349			
NSE Symbol	AJMERA			
Market Cap* (in INR Cr)	3,543			
Promoter holding %	68.2%			
% Free-Float	31.8%			
Free-Float Market Cap* (in INR Cr)	1,127			
Shares Outstanding (in Cr)	3.93			
3M ADTV** (Shares)	78,209			
6M ADTV**(Shares)	1,47,251			
Industry	Real Estate			



Share price rebased to 100

<sup>\*</sup>Market Cap as on 31 March, 2025 at BSE \*\* ADTV : Average daily trading volume (NSE + BSE)

## **THANK YOU**

# Ajmera Realty & Infra India Limited

E-mail: <u>ir@ajmera.com</u>

Website: www.ajmera.com

CIN No.: L27104MH1985PLC035659

#### **Registered Office:**

Ajmera Realty & Infra India Ltd , 2nd Floor, Citi Mall, Andheri Link Road, Andheri (West), Mumbai - 400053

Phone: 022 - 6698 4000

