

Ajmera Realty & Infra India Limited

Regd. Office: "Citi Mall", 2nd Floor, Link Road, Andheri (West), Mumbai 400 053

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

CIN NO. L27104 MH 1985 PLC035659



Ref: SEC/ARIL/BSE-NSE/2022-23

Date: May 19, 2022

The Bombay Stock Exchange Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai – 400 001 Script Code : 513349	National Stock Exchange of India Limited 5 th Floor, Exchange Plaza, Bandra Kurla Complex Bandra(East) Mumbai-400051 Script Code : AJMERA
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Sub: Outcome of Board Meeting of the Company, pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015.

Dear Sir,

This is to inform you that the meeting of Board of Directors of the Company was held on Thursday, May 19, 2022 which commenced at 12:20 P.M. and concluded at 1:35 P.M. at the registered office of the Company situated at "Citi Mall, 2nd Floor, New Link Road, Andheri (W), Mumbai - 400053. It has inter-alia considered and approved the following:

1. The audited Standalone and Consolidated financial results of the Company for the quarter and Year Ended as on March 31, 2022 along with Statutory Auditors Report thereon.

The Audited Financial Results (Standalone and Consolidated) along with the Audit Reports, Declaration on Unmodified Opinion on Auditors' Report, the earnings presentation and other relevant documents are attached for your records.

2. Recommended final dividend of Rs. 2.25/- per equity share on face value of Re. 10/- each for the financial year ended March 31, 2022, subject to approval of the shareholders at the ensuing Annual General Meeting (AGM) of the Company.
3. Appointment of M/s. V Parekh & Associates, Chartered Accountants (Firm Registration No. 107488W) as Statutory Auditors of the Company from the conclusion of 35th Annual General Meeting until the conclusion of the 40th Annual General Meeting of the Company subject to approval of the shareholders at the ensuing Annual General Meeting (AGM) of the Company.

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4. Appointment of Ms. Shreya Shah, Practicing Company Secretary, (ACS 39409/ COP 15859) as Secretarial Auditor of the Company for the Financial Year 2022-23.
5. Appointment of M/s. D R Mathuria & Co, Firm Registration No. M/5670, as Cost Auditors of the Company for the financial year 2022-2023.

The Trading Window for dealing in securities of the Company will be opened from Monday, May 23, 2022, for all the Designated Persons (i.e. Identified Employees, Directors and KMPs) including their immediate relatives, and Promoters of the Company, in terms of the SEBI (Prohibition of Insider Trading) Regulations, 2015, and the Company's Code of Conduct for Prohibition of Insider Trading.

Kindly take the above on your record and upload the same on your website.

Thanking You.

Yours faithfully,

For AJMERA REALTY & INFRA INDIA LIMITED

VINIT TANNA
COMPANY SECRETARY & COMPLIANCE OFFICER
A50504
Encl. As above

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ANNEXURE

Appointment of Secretarial Auditor & Cost Auditor of Ajmera Realty & Infra India Limited for the FY 2022-23

Sr. No.	Particulars	Disclosure Ms. Shreya Shah as Secretarial Auditor	Disclosure M/s D. R. Mathuria & Co as Cost Auditor	Disclosure M/s V Parekh & Associates as Statutory Auditor
1.	Reason of change viz. appointment, resignation, removal, death or otherwise	Appointment as Secretarial Auditor	Appointment as Cost Auditor	The current tenure of the existing Statutory Auditor i.e. Manesh Mehta & Associates, Chartered Accountants (Reg. No. 115832W) finishes on the conclusion of the 35th Annual General Meeting of the Company. In this regards M/s V Parekh & Associates is appointed as Statutory Auditor of the Company, subject to shareholder approval in ensuing Annual General Meeting.
2.	Date of Appointment/cessation & Term of appointment	Appointment in the Board meeting held on 19 th May, 2022 as Secretarial Auditor for FY 2021-22 to issue Secretarial Audit Report and Annual Secretarial Compliance Report as per the provisions of the Companies Act, 2013 and SEBI Regulations	Appointment in the Board meeting held on 19 th May, 2022 as Cost Auditor for FY 2022-23 to issue Cost Audit Report as per the provisions of the Companies Act, 2013 and SEBI Regulations	Appointment in the Board meeting held on 19 th May, 2022 as Statutory Auditor of the Company from the conclusion of 35th Annual General Meeting until the conclusion of the 40th Annual General Meeting of the Company.
3.	Brief Profile	Ms. Shreya Shah (ACS 39409/ COP: 15859) is a member of Institute of Company Secretaries of India. She is Practicing Company Secretary with work experience of 4+ years in providing specialized services in the areas of Corporate Law	M/s. D. R. Mathuria & Co, Cost Accountants, Mumbai (Firm Regd. No. M/5670) have experience and expertise in Cost Audit over the years. The firm also provides the Guidance for Maintenance of Cost	V. Parekh & Associates is a Peer Reviewed (by ICAI) professional firm of practicing Chartered Accountants (FRN 107488W) established since 1964 having varied experience in offering specialized advice and

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		matters including, but not limited to Incorporation of Company/LLP, Conversion of Company into LLP, FEMA related compliances General Corporate Compliances, Listing Compliances, ROC Compliances etc.	Accounting Records prescribed under the Companies (Cost Records and Audit) Rules 2014 and certification as regards maintenance of Cost Records by the company. The firm undertakes Cost Audit of various entities, mainly Builders and Developers	services in a vast array of subject such as Management and Systems Consultancy, Listed Companies Statutory Audits, Concurrent Audits of major banks, Taxation of Corporate Bodies, Company Law Affairs and other related matters.
4.	Disclosure of relationships between directors (in case of appointment of a director)	Not Applicable	Not Applicable	Not Applicable



AJMERA REALTY & INFRA INDIA LIMITED

CIN: L27104MH1985PLC035659

Regd. Off. : "Citi Mall" Link Road Andheri (W) Mumbai - 400 053

AUDITED FINANCIAL RESULTS FOR THE FOURTH QUARTER AND YEAR ENDED 31ST MARCH, 2022

(Rs. In Lakhs)

Sr. No.	Particulars	Consolidated Results					Standalone Results				
		Quarter Ended			Year Ended		Quarter Ended			Year Ended	
		31.03.2022	31.12.2021	31.03.2021	31.03.2022	31.03.2021	31.03.2022	31.12.2021	31.03.2021	31.03.2022	31.03.2021
		Audited	Unaudited	Audited	Audited	Audited	Audited	Unaudited	Audited	Audited	Audited
1	Income From Operations										
	a) Revenue from Operation	18,051	6,907	7,873	48,268	34,672	13,413	6,865	7,552	40,479	28,868
	b) Other Operating Income	-	-	-	-	-	-	-	-	-	-
	c) Other Income	311	107	105	643	507	252	55	81	450	253
	Total Income From Operations (a+b+c)	18,362	7,014	7,978	48,911	35,179	13,665	6,920	7,633	40,929	29,121
2	Expenses:										
	a) Cost of Material Consumed/ Construction Related Costs	13,183	4,315	5,002	33,870	22,573	9,498	4,267	4,979	28,007	18,418
	b) Changes in Inventories	-	-	-	-	-	-	-	-	-	-
	d) Employees benefit Expenses	906	593	364	2,782	2,557	803	556	359	2,500	2,326
	e) Finance Cost	2,271	782	947	5,918	5,771	1,690	778	942	4,871	5,072
	f) Depreciation and Amortization Expense	47	33	45	168	178	33	33	37	139	148
	Total Expenses	16,407	5,723	6,358	42,738	31,079	12,024	5,634	6,317	35,517	25,964
3	Profit/(Loss) before exceptional items and tax (1-2)	1,955	1,291	1,620	6,173	4,100	1,641	1,286	1,316	5,412	3,157
4	Less : Exceptional Items	-	-	-	-	-	-	-	-	-	-
5	Profit/(Loss) Before Tax After exceptional items (3-4)	1,955	1,291	1,620	6,173	4,100	1,641	1,286	1,316	5,412	3,157
6	Tax Expense	494	328	331	1,539	951	413	324	331	1,362	794
	Current Tax	494	328	331	1,539	951	413	324	331	1,362	794
	Deferred Tax	-	-	-	-	-	-	-	-	-	-
7	Profit/(Loss) after Tax before Minority Interest (6-7)	1,461	963	1,289	4,634	3,149	1,228	962	985	4,050	2,363
8	Less : Non Controlling Interests	60	(8)	41	95	131	-	-	-	-	-
9	Profit/(Loss) after Tax and Minority Interest (7-8)	1,401	971	1,248	4,539	3,018	1,228	962	985	4,050	2,363
10	Other Comprehensive Income	(16)	-	71	(16)	71	(16)	-	71	(16)	71
	a) Items that will not be reclassified to profit and loss	-	-	-	-	-	-	-	-	-	-
	i) Remeasurements of the defined benefit plans	(16)	-	71	(16)	71	(16)	-	71	(16)	71
	ii) Equity Instruments through other comprehensive Income	-	-	-	-	-	-	-	-	-	-
	b) Tax relating to items that will not be reclassified to Profit and Loss	-	-	-	-	-	-	-	-	-	-
11	Total Comprehensive Income for the period (9+10)	1,385	971	1,319	4,523	3,089	1,212	962	1,056	4,034	2,434
12	Paid up Equity Share Capital (Face Value Rs. 10/- per share)	3,548	3,548	3,548	3,548	3,548	3,548	3,548	3,548	3,548	3,548
13	Other Equity	-	-	-	67,441	62,918	-	-	-	60,555	56,521
14	Net Worth	-	-	-	70,989	66,466	-	-	-	64,103	60,069
14	EPS (of Rs.10/- each)										
	(a)Basic	3.90	2.74	3.72	12.75	8.71	3.42	2.71	2.98	11.37	6.86
	(b)Diluted	3.90	2.74	3.72	12.75	8.71	3.42	2.71	2.98	11.37	6.86

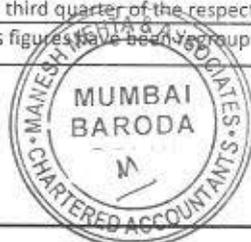


STATEMENT OF ASSETS & LIABILITIES AS ON 31ST MARCH, 2022

(Rs. In Lakhs)

Sr.No.	Particulars	STANDALONE		CONSOLIDATED	
		31st March, 2022	31st March, 2021	31st March, 2022	31st March, 2021
		Audited	Audited	Audited	Audited
1	ASSETS				
	Non Current Assets				
	(a) Property Plant & Equipment	562	683	2,458	2,438
	(b) Goodwill	-	-	4,160	4,160
	(c) Intangible Assets	11	7	11	7
	(d) Financial Assets				
	(i) Investments	11,257	13,417	1,444	3,448
	(ii) Trade Receivable	-	-	85	85
	(ii) Loans	60,268	57,644	44,551	44,276
	(iii) Other Financial Assets	266	258	266	258
	(e) Tax Asset (Net of Provision)	-	-	-	-
	(f) Other Non Current Assets	5,249	4,806	5,775	5,232
	Total Non Current Assets	77,613	76,815	58,750	59,904
	Current Assets				
	(a) Inventories	60,339	53,440	99,929	94,171
	(b) Financial Assets				
	(i) Other Investments	-	-	1,015	1,562
	(ii) Trade Receivable	13,753	12,724	26,427	17,932
	(iii) Cash and Cash Equivalents	1,335	491	2,327	2,508
	(iv) Bank balances other than (iii) above	741	1,422	1,205	1,759
	(v) Loans	36	18	487	20
	(vi) Other Financial Assets	-	-	-	-
	(c) Current Tax Assets (Net)	1,105	1,243	1,106	1,243
	(d) Other Current Assets	1,611	1,396	10,601	10,601
	Total Current Assets	78,920	70,734	143,097	129,796
	Total Assets	156,533	147,549	201,847	189,700
2	EQUITY & LIABILITIES				
	Equity				
	Equity Share Capital	3,548	3,548	3,548	3,548
	Other Equity	60,555	56,521	67,441	62,918
	Equity Attributable to Owners of the Company	64,103	60,069	70,989	66,466
	Non Controlling Interests	-	-	10,147	10,151
	Liabilities				
	Non Current Liabilities				
	(a) Financial Liabilities				
	(i) Borrowings	74,353	61,892	81,536	69,370
	(ii) Trade Payables	2,127	1,972	2,938	1,973
	(iii) Other Financial Liabilities	-	-	7	7
	(b) Provisions	302	302	302	302
	(c) Other Non Current Liabilities	8,974	16,019	9,722	17,482
	Total Non Current Liabilities	85,756	80,185	104,652	99,285
	Current Liabilities				
	(a) Financial liabilities				
	(i) Borrowings	1,007	2,200	5,232	8,155
	(ii) Trade Payable	2,984	2,168	4,194	2,865
	(iii) Other Financial Liabilities	555	599	834	869
	(b) Other Current Liabilities	939	512	14,744	10,236
	(c) Provisions	1,189	1,816	1,189	1,816
	(d) Current Tax Liabilities (Net)	-	-	13	8
	Total Current Liabilities	6,674	7,295	26,206	23,949
	Total Equity and Liabilities	156,533	147,549	201,847	189,700

Notes	
1	The above results and statement of Assets & Liabilities were reviewed by the Audit Committee and have been taken on record by the Board of Directors of the Company at its Meeting held on 19th May, 2022 along with Independent Auditor's Report.
2	The above results have been prepared in accordance with Indian Accounting Standards ('IND AS') notified under Section 133 of the Companies Act 2013, read together with the Companies (Indian Accounting Standard) Rules, 2015.
3	The results will be available on the Company's website: www.aril.co.in and have been submitted to the Stock Exchanges where the Equity Shares of the company are listed.
4	The Board has recommended a dividend of Rs.2.25 per Equity Share of Rs. 10/- each, i.e 22.5 % of total paid up share capital of the Company, subject to approval of Shareholder at the ensuing Annual General Meeting.
5	The Company operates in single segment i.e Real Estate Development.
6	The Company has received SEBI approval for demerger of Business development of commercial undertaking at Wadala of approx .6.5 acres of land into Radha Raman Dev Ventures Private Limited ,a wholly owned subsidiary of the Company ,subject to NCLT approval.
7	The figures for the last quarter results are the balancing figures between the audited figures in respect of the full financial year and published year to date figures upto the third quarter of the respective financial year.
8	The previous period's figures have been regrouped or rearranged wherever necessary.



Place: Mumbai
Date: 19th May 2022

For Ajmera Realty & Infra India Limited

Manoj I. Ajmera
Manoj I. Ajmera
Managing Director

CASH FLOW STATEMENT

Sr.No	Particulars	STANDALONE		CONSOLIDATED	
		For the year ended 31st March 2022	For the year ended 31st March 2021	For the year ended 31st March 2022	For the year ended 31st March 2021
		Audited	Audited	Audited	Audited
A	Cash Flow From Operating Activities:				
	Profit before tax as per Statement of Profit and Loss	5,412	3,157	6,173	4,100
	Adjustments for				
	Depreciation and amortisation	139	148	168	178
	Interest Income(including fair value change in financial instruments)	(19)	(85)	-	-
	Interest expenses(including fair value change in financial instruments)	4,871	5,072	5,918	5,771
	Re-Measurement gains/(losses)on defined Dividend Income	(16)	71	16	(71)
		(15)	-	15	-
	Operating Profit before working capital changes	10,372	8,363	12,290	9,978
	Movements in working capital:				
	Increase/(decrease) in trade payables	971	(1,165)	2,294	(561)
	Increase/(decrease) in Other Liabilities	(6,659)	521	(3,370)	1,521
	Increase/(decrease) in provisions	(627)	176	(627)	176
	Decrease/(increase) in Loans and Advances	(2,642)	(2,961)	(742)	(2,566)
	Decrease/(increase) in trade receivables	(1,030)	4,037	(8,495)	3,107
	Decrease/(increase) in inventories	(6,899)	6,801	(5,758)	8,955
	Decrease/(increase) in Other Financial Assets	-	-	(8)	(77)
	Decrease/(increase) in Other Current Assets	-	-	137	494
	Decrease/(increase) in Other Assets	-	-	(543)	(6)
	Cash generated from/(used in) operating activities	(6,514)	15,772	(4,822)	21,021
	Direct taxes paid	(1,362)	(794)	(1,539)	(951)
	Net cash flow from/(used in) operating activities (A)	(7,876)	14,978	(6,361)	20,070
B	Cash flow from investing activities:				
	Addition to Purchase	(22)	(2)	(237)	(2,211)
	Interest received	19	85	-	-
	Dividend received	15	-	(15)	-
	Net Proceeds from/(Investments in) bank Deposits(having original maturity of more than 3 months)	682	(257)	555	(396)
	(Acquisition) / sale of investments (net)	-	-	2,551	1,658
	(Increase) / decrease in other assets	(530)	1,799	-	-
	Net cash flow from/(used in) investing activities (B)	164	1,625	2,854	(949)
C	Cash flow from financing activities:				
	Proceeds from borrowings	11,267	(10,889)	9,244	(11,186)
	(Acquisition) / sale of investments (net)	2,160	1	-	-
	Interest paid	(4,871)	(5,072)	(5,918)	(5,771)
	Dividend paid (including dividend distribution tax)	-	(497.00)	-	(497)
	Net cash flow from/(used in) financing activities (C)	8,556	(16,457)	3,326	(17,454)
	Net increase/(decrease) in cash and cash equivalents (A)+(B)+ (C)	844	146	(181)	1,667
	Add: Cash and cash equivalents at the beginning of the Period	491	345	2,508	841
	Cash and cash equivalents at the end of the Period	1,335	491	2,327	2,508
	Reconciliation of Cash and cash equivalents at the end of the Period				
	Cash and cash equivalents as per Cash Flow	1,335	491	2,327	2,508
	Add: Other Bank balance	-	-	-	-
	Less: Bank balance not considered as Cash and Cash equivalent as defined in AS 3 Cash flow statements.	-	-	-	-
	Cash and cash equivalents as per Balance Sheet	1,335	491	2,327	2,508
	Notes:				

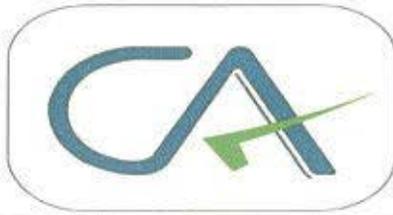
- 1) Cash flow statements reflect operations pertaining to continuing operations.
 2) These earmarked accounts can be utilised only for specific identified purpose.



For Ajmera Realty & Infra India Limited

Manoj I. Ajmera

Manoj I. Ajmera



MANESH MEHTA & ASSOCIATES CHARTERED ACCOUNTANTS

ICAI
FIRM REG. No.
115832W

H.O. Vadodara: 611/701, Centre Point, R.C. Dutt Road, Alkapuri, Vadodara - 390 007.

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Tel:(022)23464126/9323984232 Email: camaneshmehta@gmail.com,GST:27AAFFM6500Q2ZW

INDEPENDENT AUDITOR'S REPORT

The Board of Directors,
AJMERA REALTY & INFRA INDIA LIMITED,

Report on the audit of the Consolidated Annual Financial Results

Opinion

We have audited the accompanying consolidated annual financial results of **AJMERA REALTY & INFRA INDIA LIMITED** (hereinafter referred to as the 'Holding Company') and its subsidiaries (Holding Company and its subsidiaries together referred to as "the Group"), its associates and jointly controlled entities for the year ended 31st March, 2022, attached herewith, being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('Listing Regulations').

In our opinion and to the best of our information and according to the explanations given to us, and based on the consideration of the reports of the other auditors on separate financial statements and the other financial information of subsidiaries, associates and joint ventures given below, the aforesaid consolidated financial results:

includes the annual financial results of the following entities:

Parent : Ajmera Realty & Infra India Limited

Subsidiaries :

Jolly Brothers Private limited
Ajmera Estate Karnataka Private Limited
Ajmera Realty Ventures Private Limited
Ajmera Realcon Private Limited
Ajmera Clean Green Energy Private Limited
Anirdesh Developers Private Limited
Radha Raman Dev Ventures Private Limited
Shree Yogi Realcon Private Limited
Ajmera Mayfair Global W.L.L
Ajmera Corporation UK Ltd
Laudable Infrastructure LLP





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Sana Buildpro LLP

Ajmera Infra Development LLP

Sana Building Products LLP

Associates/Joint Ventures :

Ultratech Property Developers Private Limited

V.M. Procon Private limited

Sumedha Spacelinks LLP

- a. are presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
- b. give a true and fair view in conformity with the recognition and measurement principles laid down in the applicable Indian Accounting Standards, and other accounting principles generally accepted in India, of the consolidated net profit and total comprehensive income and other financial information of the Group for the year ended 31 March 2022.

Basis for Opinion

We conducted our audit of the Statement in accordance with the Standards on Auditing ("SA"s) specified under Section 143(10) of the Act. Our responsibilities under those Standards are further described in the *Auditor's Responsibilities for the Audit of the Consolidated Financial Results* section of our report. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India ("ICAI") together with the ethical requirements that are relevant to our audit of the Standalone Financial Results under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the ICAI's Code of Ethics. We believe that the audit evidence obtained by us and other auditors in terms of their reports referred to in "Other Matter" paragraph below, is sufficient and appropriate to provide a basis for our opinion.

Management's Responsibilities for the Standalone Financial Results

These Consolidated financial results have been prepared on the basis of the consolidated annual financial statements. The Holding Company's Board of Directors are responsible for the preparation and presentation of these consolidated financial results that give a true and fair view of the net profit and other comprehensive income and other financial information of the Group including its associates and jointly controlled entities in accordance with the Indian Accounting Standards prescribed under Section 133 of the Act read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. The respective Board of Directors of the companies included in the Group





MANESH MEHTA & ASSOCIATES CHARTERED ACCOUNTANTS

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and of its associates and jointly controlled entities are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Group and its associates and jointly controlled entities and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring accuracy and completeness of the accounting records, relevant to the preparation and presentation of the consolidated financial results that give a true and fair view and are free from material misstatement, whether due to fraud or error, which have been used for the purpose of preparation of the consolidated financial results by the Directors of the Holding Company, as aforesaid.

In preparing the consolidated financial results, the respective Board of Directors of the companies included in the Group and of its associates and jointly controlled entities are responsible for assessing the ability of the Group and its associates and jointly controlled entities to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the respective Board of Directors either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

The respective Board of Directors of the companies included in the Group and of its associates and jointly controlled entities are responsible for overseeing the financial reporting process of the Group and of its associates and jointly controlled entities.

Auditor's Responsibilities for the Audit of the Consolidated Financial Results

Our objectives are to obtain reasonable assurance about whether the Consolidated Financial Results as a whole, are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this Consolidated Financial Results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the Consolidated Financial Results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.





MANESH MEHTA & ASSOCIATES CHARTERED ACCOUNTANTS

ICAI
FIRM REG. No.
115832W

H.O. Vadodara: 611/701, Centre Point, R.C. Dutt Road, Alkapuri, Vadodara - 390 007.

Tel:(0265) 2352544 Email: maneshmehta84@gmail.com, GST: 24AAFFM6500Q1Z3

B.O. Mumbai: Navrang Bldg.,3rd Floor,330 Narsinatha Street, Masjid Bunder, Mumbai - 400 009.

Tel:(022)23464126/9323984232 Email: carmaneshmehta@gmail.com,GST:27AAFFM6500Q2ZW

- Obtain an understanding of internal financial controls relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the ability of the Group to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the Consolidated Financial Results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the Consolidated Financial Results, including the disclosures, and whether the Consolidated Financial Results represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities within the Group to express an opinion on the Consolidated Financial Results. We are responsible for the direction, supervision and performance of the audit of financial information of such entities included in the Consolidated Financial Results of which we are the independent auditors.

We communicate with those charged with governance of the Company and such other entities included in the Consolidated Financial Results of which we are the independent auditors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

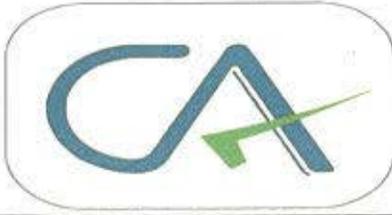
We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the Listing Regulations, as amended, to the extent applicable.

Other Matters

- i. The consolidated Financial Results include the audited Financial Results of 14 subsidiaries, 3 associates/jointly controlled entities, whose Financial Statements reflect total assets





**MANESH MEHTA & ASSOCIATES
CHARTERED ACCOUNTANTS**

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of Rs. 105,823.84 Lakhs as at 31st March, 2022, total revenues of Rs. 7,982.77 Lakhs, total net profit after tax of Rs. 488.45 Lakhs, total comprehensive income is Rs 488.45 Lakhs and total net cash flow of Rs. 872.14 Lakhs for the year ended on that date, as considered in the consolidated financial results, which have been audited by their respective independent auditors. The independent auditors' reports on financial statements /financial information of these entities have been furnished to us and our opinion on the consolidated Financial Results, in so far as it relates to the amounts and disclosures included in respect of these entities, is based solely on the report of such auditors and the procedures performed by us are as stated in paragraph above.

Our opinion on the consolidated Financial Results is not modified in respect of the above matters with respect to our reliance on the work done and the reports of the other auditors.

- ii. The Statement includes the results for the Quarter ended 31st March, 2022 being the balancing figure between audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the current financial year which were subject to limited review by us.

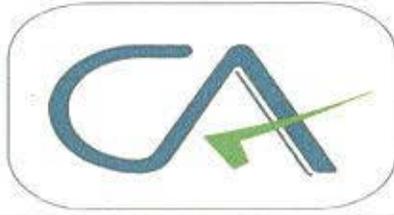
**FOR AND ON BEHALF OF
MANESH MEHTA & ASSOCIATES
CHARTERED ACCOUNTANTS
FIRM REGN NO. 115832W**



Manesh
**MANESH P MEHTA PARTNER
MEMBERSHIP NO. 36032**

**PLACE : MUMBAI,
DATED : 19TH MAY, 2022**

UDIN: -22036032 AJFWT@2815



MANESH MEHTA & ASSOCIATES CHARTERED ACCOUNTANTS

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115832W

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INDEPENDENT AUDITOR'S REPORT

The Board of Directors,
AJMERA REALTY & INFRA INDIA LIMITED,

Report on the audit of the Standalone Annual Financial Results

Opinion

We have audited the accompanying Statement of Standalone Financial Results of **AJMERA REALTY & INFRA INDIA LIMITED** ("the Company") for the quarter and year ended 31st March, 2022 being submitted by the Company pursuant to the requirement of Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").

In our opinion and to the best of our information and according to the explanations given to us, the Statement:

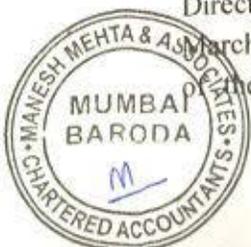
- is presented in accordance with the requirements of Regulation 33 of the Listing Regulations; and
- gives a true and fair view in conformity with the recognition and measurement principles laid down in the Indian Accounting Standards ("Ind AS") and other accounting principles generally accepted in India of the net profit and total comprehensive income and other financial information of the Company for the quarter and year ended March 31, 2022.

Basis for Opinion

We conducted our audit of the Statement in accordance with the Standards on Auditing ("SA")s specified under Section 143(10) of the Act. Our responsibilities under those Standards are further described in the *Auditor's Responsibilities for the Audit of the Standalone Financial Results* section of our report. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India ("ICAI") together with the ethical requirements that are relevant to our audit of the Standalone Financial Results under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the ICAI's Code of Ethics. We believe that the audit evidence obtained by us is sufficient and appropriate to provide a basis for our audit opinion.

Management's Responsibilities for the Standalone Financial Results

This Statement, is the responsibility of the Company's Management and approved by the Board of Directors, has been compiled from the related audited standalone financial statements for the year ended March 31, 2022. The Company's Board of Directors are responsible for the preparation and presentation of the Standalone Financial Results that give a true and fair view of the net profit and other





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comprehensive income and other financial information in accordance with the applicable accounting standards prescribed under Section 133 of the Act, read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 and 52 of the Listing Regulations.

This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the Standalone Financial Results that give a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the Standalone Financial Results, the Board of Directors are responsible for assessing the Company's ability, to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Board of Directors are also responsible for overseeing the financial reporting process of the Company.

Auditor's Responsibilities for the Audit of the Standalone Financial Results

Our objectives are to obtain reasonable assurance about whether the Standalone Financial Results as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this Standalone Financial Results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the Standalone Financial Results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal financial controls relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing





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an opinion on the effectiveness of such controls.

- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board of Directors.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the ability of the Company to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the Statement or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
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Other Matters

The Statement includes the results for the Quarter ended 31st March, 2022 being the balancing figure between audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the current financial year.

FOR AND ON BEHALF OF
MANESH MEHTA & ASSOCIATES
CHARTERED ACCOUNTANTS
FIRM REGN NO. 115832W



MANESH P MEHTA PARTNER
MEMBERSHIP NO. 36032

PLACE : MUMBAI,
DATED : 19TH MAY, 2022.

UDIN: -22036032AJFWPC9827



Built on Trust

Ajmera Realty & Infra India Limited

INVESTOR PRESENTATION

Q4 FY22

DISCLAIMER

The information in this presentation contains certain forward-looking statements. These include statements regarding the intent, plans, objectives, goals, strategies, future events or performance, current expectations of the Company and the underlying assumptions, other than those based on historical facts, including, but not limited to, those that are identified by the use of words such as “anticipates”, “believes”, “estimates”, “expects”, “intends”, “plans”, “predicts”, “projects” and similar expressions.

These forward-looking statements involve certain risks and uncertainties like economic or regulatory changes, political developments and other factors that could cause the actual results to differ materially from those expressed by such forward looking statements. These risks and uncertainties include, but are not limited to; general economic and business conditions; changes in macroeconomic and political trends; the ability to implement our growth, expansion plans & strategy; fluctuations in currency exchange rates; changes in interest rates and other fiscal cost; government policies and actions with respect to investments; changes in the laws and regulations; changes in tax laws, import duties, litigation, industry structure and

labour relations; competitive pressures; technical developments & technological changes.

We undertake no obligation to update any forward-looking information contained in this Presentation to reflect any subsequent events or circumstances unless it is required by Law. Any statements and projections made by third parties included in this Presentation are not adopted by us and we are not responsible for such third-party statements.



BUSINESS HIGHLIGHTS

WE ARE AT AN
INFLECTION POINT

KEY BUSINESS HIGHLIGHTS – Q4 FY22

~INR **122** Cr
Sales Value



Steady Sales book with QoQ increase by 12%

90,353 Sq. ft.
Sales volume



QoQ increase in Sale volume by 4%

~INR **93** Cr
Collections



Collections remain steady with 11% increase on QoQ basis

13,452 INR/Sq. ft.
Realisation



Realisation increased by 8% on QoQ comparison

~INR **56** Cr
Debt Reduction



Debt reduced on QoQ basis

11.2%
Cost of debt



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

~INR **184** Cr
Robust Revenue



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

~INR **43** Cr
Sikova Revenue



Sikova project reaches revenue recognition stage during Q4 FY22

STRONG PROJECT EXECUTION COUPLED WITH REVENUE VISIBILITY



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



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



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

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

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

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

NEW LAUNCHES & ACQUISITIONS

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

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

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

GREAT PLANNING, BETTER EXECUTION – GREENFINITY, WADALA

Launched – Jan 2021 | Structure Completed - Feb 2022 | Completion Expected by Dec 2022



(MAR-21) 4TH SLAB



(JUN-21) 9TH SLAB



(SEP-21) 13TH SLAB



(DEC 21) 20TH SLAB



(FEB 22) SUPER STRUCTURE COMPLETED

LUXURY HAS A NEW ADDRESS – AJMERA MANHATTAN, WADALA



Piling Work Completed

RERA Number : P51800032948

2 & 3 BHK LIFESTYLE HOMES

2 Buildings – 540 flats

44 Levels

Ticket size – INR 2 Cr +

CONFIGURATION

UNITS	SIZE
2 BHK	750 Sq.ft.
3 BHK Small / Big	977 / 1122 Sq.ft.

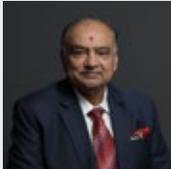
Estimated date of the possession

MARCH 2026

THE PILLARS BEHIND OUR SUCCESS

BOARD OF DIRECTORS - OUR GUIDING FORCE

EXECUTIVE DIRECTORS



Mr. Rajnikant S. Ajmera
Chairman & MD

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



Mr. Manoj I. Ajmera
Managing Director

- Aged 59, leads the strategic planning, fund raising & monitoring overall growth trajectory of Ajmera group
- Efficiently leads the legal matters
- Also serves as Managing Trustee of various trusts.



Mr. Sanjay C. Ajmera
Whole - Time Director

- Aged 55, heads the Ajmera Group being actively involved for almost 30 years.
- He plays a leading role in the development and construction work of the projects in Pune
- Also associated with the Redevelopment projects undertaken by the Group.

INDEPENDENT DIRECTORS



Mr. A C PATEL
Independent Director

- Aged 77, is a Metallurgical Engineer from IISC, Bengaluru (batch of 1969).
- Also serves as an Independent Board member of major Indian Corporates such as Sumeru Industries Ltd, SAL Steels Ltd., Jindal Hotels Ltd. and Shree Precoated Steels Ltd.



Mr. K. G. Krishnamurthy
Independent Director

- Served as MD & CEO of HDFC Property Ventures Limited (Earlier as Snr GM Technical Services, HDFC)
- Serves on the Board of Booker India (A TATA & TESCO Enterprise), Vascon Engineers, MMK Toll Road Private Ltd. and Shriram Properties & Puravankara.



Mrs. Aarti Ramani
Independent Director

- Aged 61, is the proprietor of ALPHA ENVIRONS, a pioneering environmental & water management firm with extensive government, semi-government, private projects in hand.
- Her firm has successfully executed large afforestation projects of forest land in Goa, Maharashtra & Gujarat. The firm also specializes in CRZ consultancy.

LEADERSHIP TEAM



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



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



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



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



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



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



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

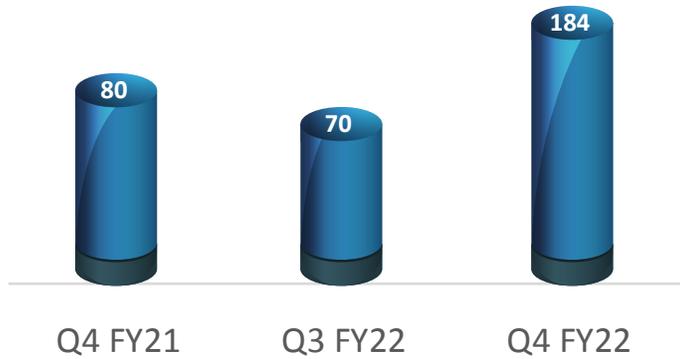


Bhavesh has been part of the group for over 24 years and has a rich experience in sales and marketing strategy planning and execution. He has been instrumental in formulating the company's sales strategy for i-Land township in Wadala over the years.

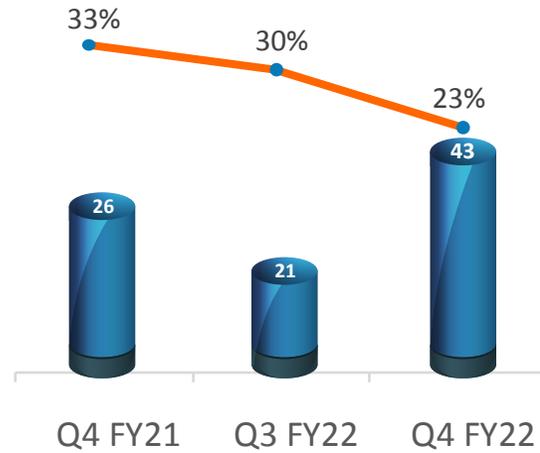
PERFORMANCE HIGHLIGHTS

FINANCIAL HIGHLIGHTS – Q4 FY22

TOTAL REVENUE
(INR Cr)



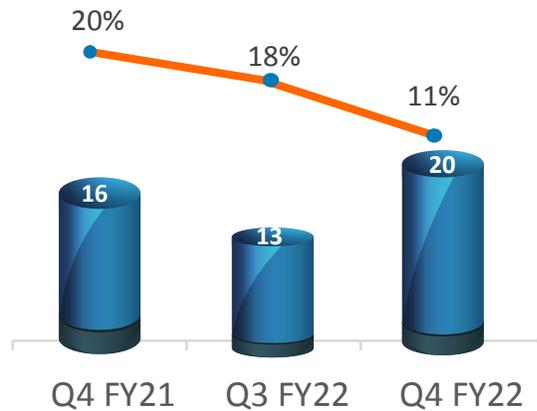
EBIDTA (INR Cr) &
EBIDTA MARGIN %



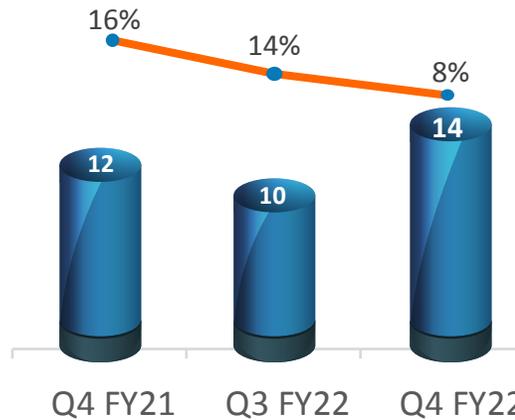
Value protection under growing input cost pressure in Q4 FY22

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

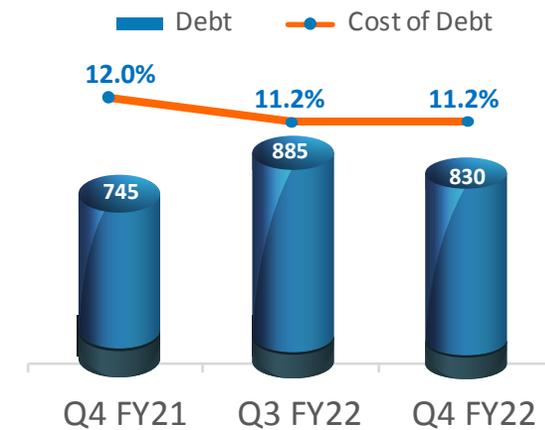
PBT (INR Cr)
& PBT MARGIN %



PAT (INR Cr)
& PAT MARGIN %

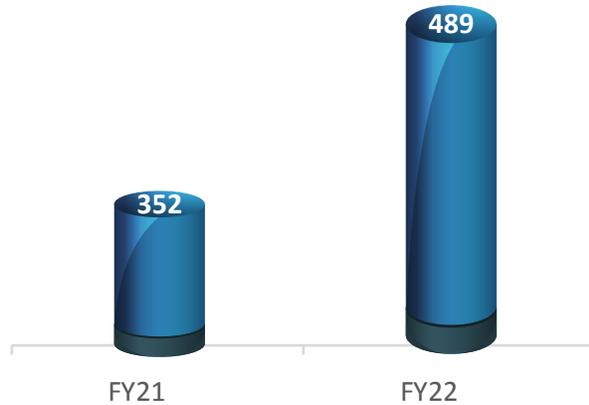


SECURED DEBT
(INR Cr)

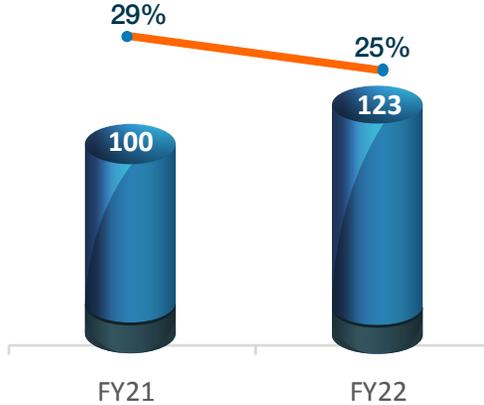


FINANCIAL HIGHLIGHTS – FY22

TOTAL REVENUE
(INR Cr)



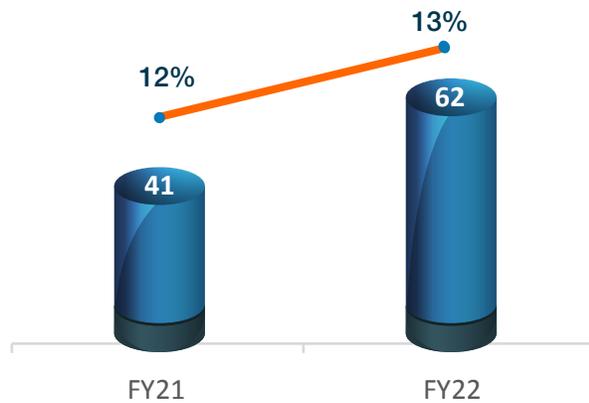
EBITDA (INR Cr) &
EBITDA MARGIN %



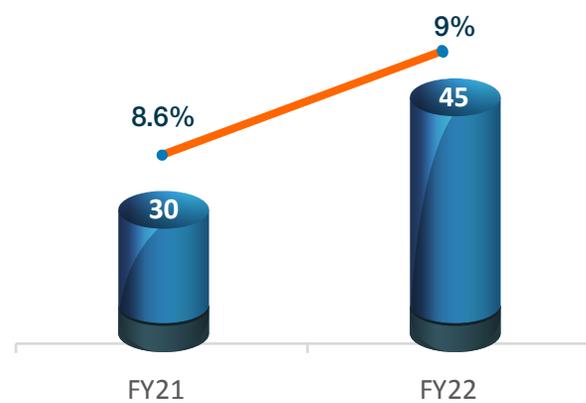
Traction in Financial performance - FY22

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

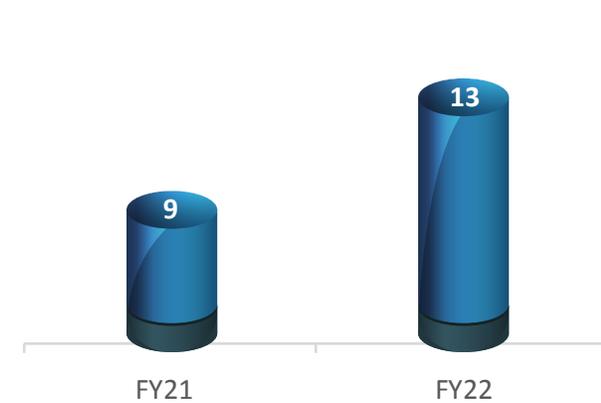
PBT (INR Cr) &
PBT MARGIN %



PAT (INR Cr) &
PAT MARGIN %



EPS
(INR)



OPERATIONAL HIGHLIGHTS – Q4 FY22 & FY22

VOLUME (Sq.ft.)



SALES VALUE (INR Cr)



COLLECTIONS (INR Cr)



REALIZATION (INR PER Sq.ft)



VOLUME (Sq.ft.)



SALES VALUE (INR Cr)



COLLECTIONS (INR Cr)



REALIZATION (INR PER Sq.ft.)



PROJECT-WISE SALES & COLLECTIONS FOR Q4 FY22

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

PROJECT-WISE SALES & COLLECTIONS FOR FY22

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

PORTFOLIO & LAND BANK

LANDMARKS IN THE MAKING



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

~13.39 LACS Sq.ft.
SALEABLE AREA

INR 2,168 Cr
REVENUE RECOGNIZED

INR 37 Cr
BALANCE REVENUE POTENTIAL

LOCATION

BHAKTI PARK, WADALA (E),
MUMBAI

CONFIGURATION
RESIDENTIAL



AJMERA
SIKOVA
PREMIUM SMART OFFICES

~1.28 LACS Sq.ft.
SALEABLE AREA

INR 43 Cr
REVENUE RECOGNIZED

INR 206 Cr
BALANCE REVENUE POTENTIAL

LOCATION

LBS ROAD, GHATKOPAR

CONFIGURATION
COMMERCIAL



AJMERA
GREENFINITY
A LITTLE PIECE OF HEAVEN

~1.15 LACS Sq.ft.
SALEABLE AREA

INR 61 Cr
REVENUE RECOGNIZED

INR 117 Cr
BALANCE REVENUE POTENTIAL

LOCATION

BHAKTI PARK, WADALA (E), MUMBAI

CONFIGURATION
RESIDENTIAL

LANDMARKS IN THE MAKING



 AJMERA
NUCLEUS

~5.58 LACS Sq.ft.
SALEABLE AREA

~INR 130 Cr
REVENUE RECOGNIZED

~INR 212 Cr
BALANCE REVENUE POTENTIAL

LOCATION
ELECTRONIC CITY, BENGALURU.

CONFIGURATION
RESIDENTIAL & COMMERCIAL

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



AJMERA
LUGAANO 

~2.78 LACS Sq.ft.
SALEABLE AREA

~INR 13 Cr
REVENUE RECOGNIZED

~INR 115 Cr
BALANCE REVENUE POTENTIAL

LOCATION
YELAHANKA, BENGALURU.

CONFIGURATION
RESIDENTIAL



AJMERA
Florenza 

~2.74 Sq.ft. LACS
SALEABLE AREA

~INR 131 Cr
BALANCE REVENUE POTENTIAL

LOCATION
YELAHANKA, BENGALURU.

CONFIGURATION
RESIDENTIAL

ONGOING PROJECTS

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

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

UPCOMING PROJECTS

POTENTIAL LAUNCHES IN FY 23 & FY 24

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

~30.5
Mn Sq.ft.

COMPLETED
PROJECTS

~3.9
Mn Sq.ft.

EXISTING
PORTFOLIO

~2.1
Mn Sq.ft.

FY23
LAUNCHES

~0.7
Mn Sq.ft.

FY24
LAUNCHES

~18.2
Mn Sq.ft.

FUTURE
POTENTIAL

~25
Mn Sq.ft.

TOTAL
PORTFOLIO

WAY AHEAD

ENCASHING ON THE
MARKET OPPORTUNITIES

PROJECT-WISE REVENUE RECOGNITION – ADVANCED STAGE PROJECTS

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

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

Revenue to be
Recognised
on committed sales
INR 5 Cr

Revenue to be
Recognised from
Unsold stock
INR 161 Cr

Total Revenue
Potential
INR 166 Cr

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

PROJECT-WISE REVENUE RECOGNITION – MID STAGE PROJECTS

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

Sale Book as on
31 March 2022
INR 281 Cr

Revenue to be
Recognised on
committed sales
INR 158 Cr

Revenue to be
Recognised from
Unsold stock
INR 495 Cr

Total Revenue
Potential
INR 653 Cr

REVENUE VISIBILITY

Advanced Stage Projects



Pre-sales revenue to be recognized from nearly completed projects



Sales revenue from unsold inventory



Mid Stage Projects



Pre-sales revenue to be recognized from mid stage projects



Sales revenue from unsold inventory



Upcoming Projects



Sales revenue from launches in FY23 & FY24



INFLECTION POINT – THE START OF AN UNPRECEDENTED GROWTH JOURNEY



5X GROWTH PLAN



Unlocking development potential
of owned land banks



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



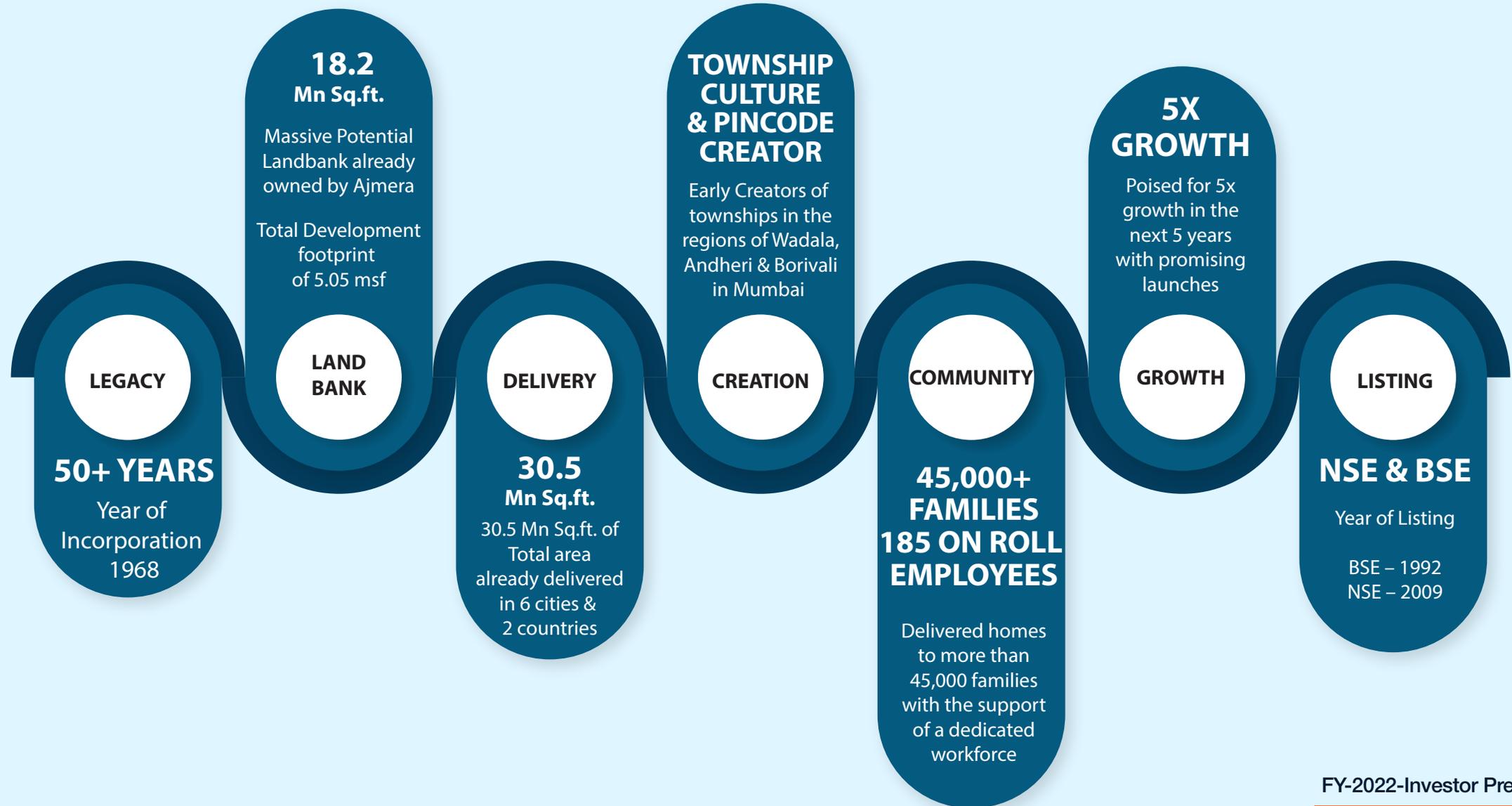
Robust business pipeline for
next 15 months



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

COMPANY OVERVIEW

AJMERA GROUP AT A GLANCE



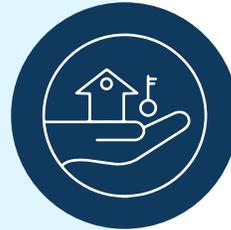
THE AJMERA FOOTPRINT

554 lakh square feet of development

**Includes completed, ongoing & upcoming development



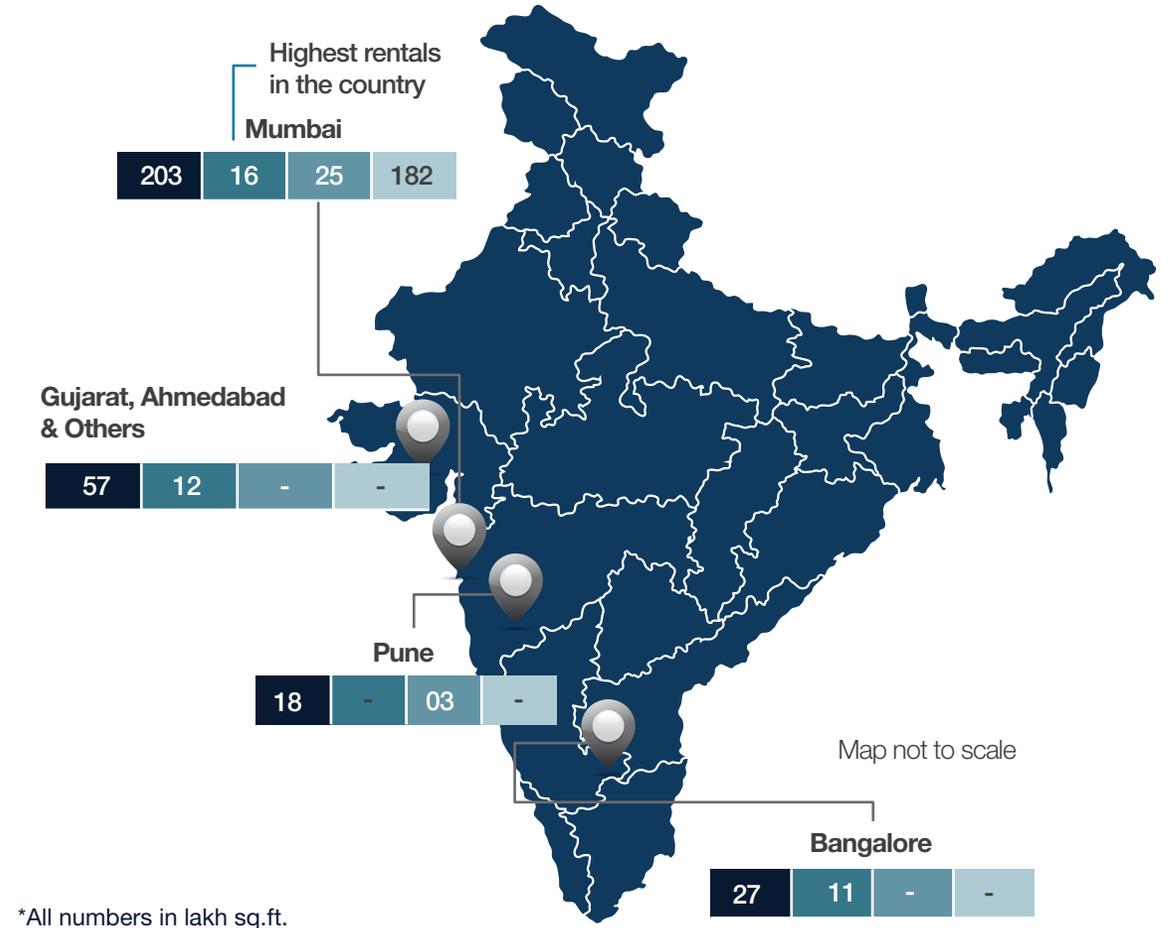
Advanced stage projects set for delivery in FY 23



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



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



*All numbers in lakh sq.ft.

Developed & Handed Over	Under Development	Planned in next 5 years	Future Potential
305	39	28	182

Environment friendly initiatives & recognition



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



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

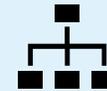


Environment friendly AAC blocks instead of using burnt clay bricks

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



Strong Governance Practices



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



Insurance renewals with **regular health checkups**



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



SEBI Compliant, Regular and **timely disclosures**



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



Manufacturers with **low carbon footprint**

Social Initiatives



Participatory Water Management Programme*

2 villages covered	<ul style="list-style-type: none"> • Chovatiya Talav of Chalva • Mata Na Thalwalu Talav at Tadav
--------------------	--



No. of Beneficiaries	Entire Population of the villages
----------------------	-----------------------------------

Objective	To maximize the efforts to recharge underground water tables
-----------	--

*conducted through VICHARTA SAMUDAY SAMARTHAN MANCH NGO



Women Empowerment : Company follows gender diversity and offers equal opportunity



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



Education to underprivileged kids



Medical Assistance to the needy Patients including the Heart Patients



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



Best in class safety arrangements to all at project sites

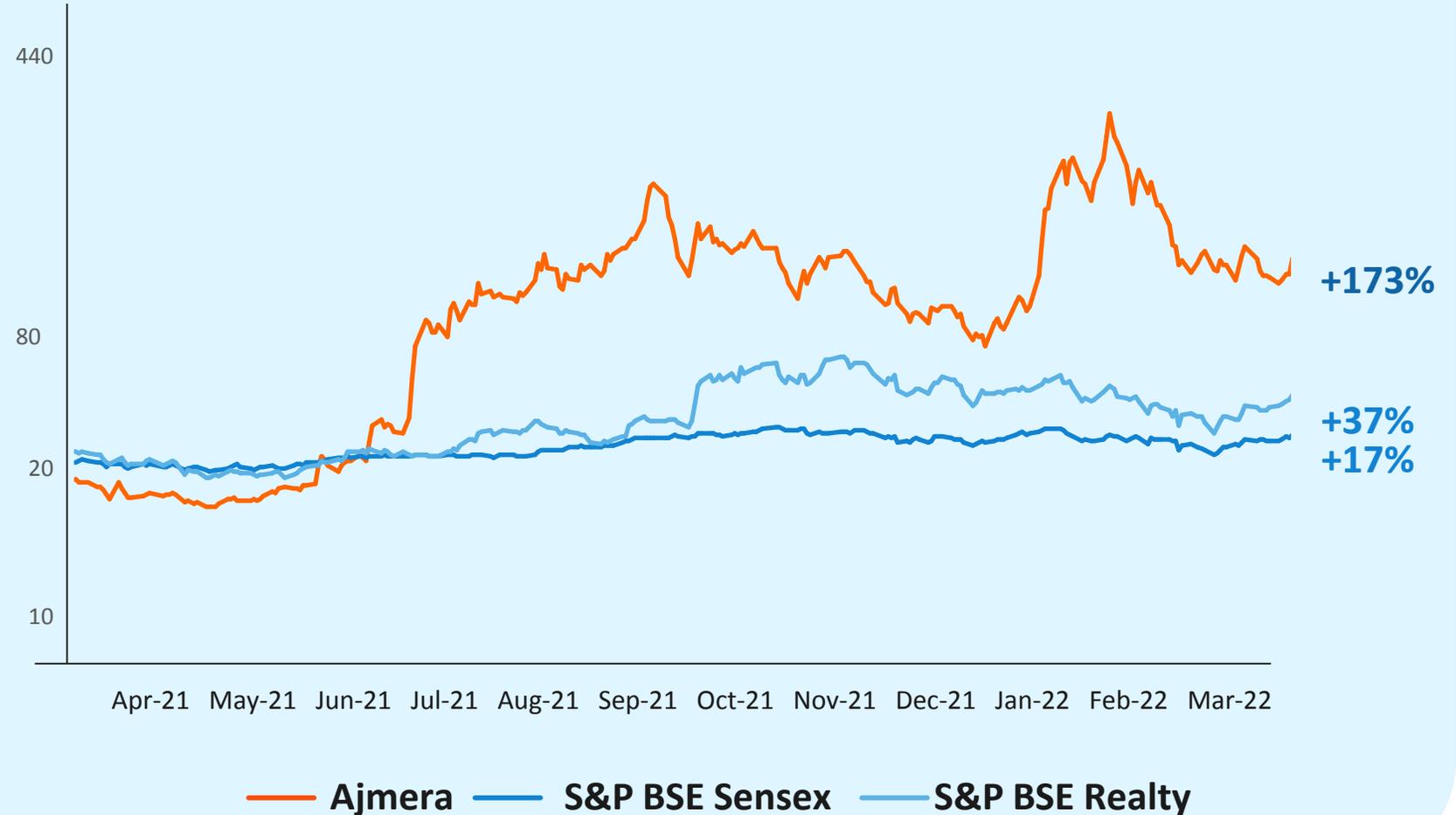
CSR Expenditure	<ul style="list-style-type: none"> • INR 31 LACS (Q4 FY22) • INR 94 LACS (FY22)
-----------------	---

**engaged Mahan Trust

SHAREHOLDING & PRICE MOVEMENT

Shareholder Information as on 31st Mar 2022

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



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

ANNEXURE

FINANCIAL SUMMARY – Q4 & FY22

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

CASH FLOW STATEMENT & BALANCE SHEET (SUMMARY)

CASH FLOW STATEMENT

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

BALANCE SHEET (CONSOLIDATED)

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

COMPLETED PROJECTS IN MUMBAI

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

COMPLETED PROJECTS IN GUJARAT

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

COMPLETED PROJECTS IN PUNE

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

COMPLETED PROJECTS IN BANGALORE

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

THANK YOU

Ajmera Realty and Infra India Limited

Contact Info:

Ajmera Realty and Infra India Limited

E-mail: ir@ajmera.com

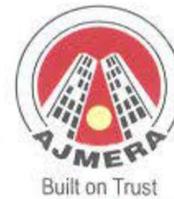
Registered Office:

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

Phone: 022 - 6698 4000

CIN No.: L27104MH1985PLC035659

Website: www.ajmera.com



Promising performance with a robust launch pipeline, Achieves Revenue growth of 39% for FY22, YoY & 130% for Q4 FY22, YoY

Key Highlights for FY22:

- Sale Value at INR 431 crore; 344 Number of units sold
- Collections at INR 394 crore
- Revenue at INR 489 crore; up 39% YoY
- EBIDTA at INR 123 crore; up 22% YoY, EBIDTA Margin at 25%
- PBT at INR 62 crore; up 51% YoY, PBT Margin at 13%
- PAT at INR 45 crore; up 50% YoY, PAT Margin at 9%

Key Highlights for Q4 FY22:

- Sale Value at INR 122 crore; 128 Number of units sold
- Collections at INR 93 crore,
- Revenue at INR 184 crore; up 130% YoY
- EBIDTA at INR 43 crore; up 64% YoY, EBIDTA Margin at 23%
- PBT at INR 20 crore; up 21% YoY, PBT Margin at 11%
- PAT at INR 14 crore; up 12% YoY, PAT Margin at 8%
- Realization at INR 13,452 per/Sq. ft.; up 11% YoY

Mumbai, 19 May 2022: Ajmera Realty & Infra India Ltd (BSE: 513349 & NSE: AJMERA), a leading real estate company with pan India and international presence, announced its quarter & year ended 31st March 2022 financial results today.

Commenting on the Q4 & FY22 performance, Mr. Dhaval Ajmera, Director – Ajmera Realty & Infra India Limited said:

“India’s real estate sector has shown significant improvement in every quarter of FY22, reinforcing growth momentum. As the pandemic begins to wane across the country, we expect the real estate sector to continue positive growth over the next few years.

Today’s millennial homebuyer decisions are influenced by their need to upgrade to modern larger living spaces furthered by an upsurge in quality projects, lucrative offers from real estate companies and low interest rates on home loans. These, along with a significant change in work culture driven by hybrid working, enhanced hiring data led by tech companies and rising disposable incomes are some important factors that have improved the outlook for the sector. The Union Budget 2022-23 announcements such as digitisation of land records, increased allocation under PM Awas Yojna, PM Gati Shakti, are further expected to boost investments in this sector.

With a stronger demand for quality housing quarter on quarter, Ajmera Realty has delivered a strong performance in FY22. In line with the current demand during the year, Ajmera Realty has projected strong execution in its projects, coupled with greater revenue visibility.

Ajmera Realty & Infra India Limited

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CIN NO. L27104 MH 1985 PLC035659



All our advanced stage projects have been brought to OC stage with significant inventory being sold. Our project Greenfinity, has showcased ahead of schedule execution with a 22-storey superstructure completed in a short span of ~14 months. This is a self-funded project through sales subvention at a competitive interest rate. Our project Sikova, a boutique office development in Ghatkopar, Mumbai witnessed 50% of sales during the Covid-19 pandemic period, is now eligible for revenue recognition. We also strategically moved one of our commercial project Nucleus in Bangalore, from a cash flow generating revenue model to an outright sale model. We expect to accrue revenue of ~INR 800 crores from our existing projects in Mumbai and Bengaluru.

With a robust launch pipeline, we maintain sustained momentum towards our 5x growth plan, as we look forward to building on this momentum in next 3- 5 years. In line with our objective to grow exponentially, we plan to launch five projects in Mumbai and one project in Bangalore, during the FY23 & FY24, with a total revenue potential of ~INR 4,000 Cr and an estimated saleable area of ~2.8 msf. Of these, we have already launched Ajmera Manhattan, Wadala during the month of April 2022. This brings the total estimated revenue of ~INR 4,800 crores in the next 3-5 years from our future launches as well as existing projects.

In the coming years, the company also plans to integrate inorganic growth, through low capex acquisition in the form of JV / JDA / DA Model. Despite rising prices and the current geopolitical situation, we foresee the residential and commercial real estate outlook to remain optimistic with strong sales activity supported by continued dynamic policy support, high vaccination coverage, improving infrastructure and positive business environment.

Operational Highlights: Q4 FY22 & FY22:

Particulars	Q4 FY22	Q3 FY22	QoQ	Q4 FY21	YoY	FY22	FY21	YoY
Sales Volume (Sq. ft.)	90,353	87,056	4%	151,131	(40%)	346,491	508,967	(32%)
Sales Value (INR Cr)	122	108	12%	183	(34%)	431	617	(30%)
Realization (INR/Sq. ft.)	13,452	12,419	8%	12,112	11%	12,447	12,116	3%
Collections (INR Cr)	93	83	11%	241	(61%)	394	520	(24%)

Financial Highlights: Q4 FY22 & FY22:

Particulars (INR Cr)	Q4 FY22	Q3 FY22	QoQ	Q4 FY21	YoY	FY22	FY21	YoY
Total Revenue	184	70	162%	80	130%	489	352	39%
EBIDTA	43	21	103%	26	64%	123	100	22%
EBIDTA Margin (%)	23%	30%	(676bps)	33%	(947bps)	25%	29%	(350bps)
PBT	20	13	51%	16	21%	62	41	51%
PBT margin (%)	11%	18%	(776bps)	20%	(966bps)	13%	12%	97bps
PAT	14	10	44%	12	12%	45	30	50%
PAT margin (%)	8%	14%	(621bps)	16%	(801bps)	9%	9%	70bps
EPS (in INR)	3.9	2.74	42%	3.72	5%	12.75	8.71	46%

Ajmera Realty & Infra India Limited

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Tel.: +91-22-6698 4000 • Email: investors@ajmera.com • Website: www.ajmera.com
CIN NO. L27104 MH 1985 PLC035659



Strong revenue visibility - Existing project portfolio

Particulars (INR Cr)	Balance of sold inventory revenue	Balance of Unsold inventory revenue	Total
Advance stage projects	5	161	166
Mid stage projects	158	495	653
Existing project portfolio	163	655	818

* rounded off to the nearest digit

Demerger Status:

- Progressing on regulatory process of proposed demerger
- Final petition hearing with NCLT awaited

Cash Flows (Existing project portfolio):

The balance receivables from the existing project portfolio stand at INR 262 crore as of March 31, 2022 and the estimated value of the unsold area is INR 655 crore. The estimated balance cost is INR 463 crore. Our O/s debt stands at INR 107 crore. The estimated Net cash flows stand at INR 347 crore.

Debt: Continuing secured debt efficiency

- Q4 FY22 debt reduced by INR 56 crores due to sales and collection momentum
- Project level debt increased due to upfront payment of one time approval cost, at sub 10% leading to overall improvement in project profitability.
- Our net debt to equity stands at 1.14:1 for FY22 as compared to 1.08:1 for FY21
- The weighted average cost of debt is 11.20% as of 31st March 2022 compared to 12% as on 31st March 2021.

About Ajmera Realty and Infra India Limited:

Ajmera Realty & Infra India Limited (ARIIL) is one of the trusted names having its PAN India presence along with an international presence. The Company has a huge development potential available on its balance land parcel. Current projects are at Mumbai: "AEON", "ZEON", "TREON", "SIKOVA" and "GREENFINITY" along with various projects at Bengaluru: "Lugaano", "FLORENZA" and "NUCLEUS", Ahmedabad: "Casa Vyoma" and "Enigma". The Company is focused on premium developments in luxury and mid-luxury projects in the residential segment. The Group ethos are based 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.

For further information, please contact:

Investor relations

Ajmera Realty and Infra India Limited

E-mail: ir@ajmera.com

Website: www.ajmera.com

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DISCLAIMER: *Certain statements in this document may be forward-looking statements. Such forward looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Ajmera Realty & Infra India Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*