

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: April 11, 2025

To, The Manager, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 Script Code: 513349	To, The Manager - Listing, 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: Operations Update for the Quarter and Financial year ended March 31, 2025

Ref: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

With reference to the above captioned subject and reference, please find enclosed press release titled “Ajmera Realty's growth trajectory continues with ₹1,080 crore sales in FY25” containing key update on the operations of the Company for the Quarter and Financial year ended March 31, 2025.

Kindly take the same on record.

Thanking You,

Yours faithfully,

For **AJMERA REALTY & INFRA INDIA LIMITED**

Reema Solanki
Company Secretary & Compliance Officer

Encl: As above

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Ajmera Realty's growth trajectory continues with ₹1,080 crore sales in FY25

Key Highlights for FY25:

- Sales Area stood at 5,95,902 sq. ft, up 26% YoY
- Sales Value stood at INR 1,080 crores, up 6% YoY
- Collections stood at INR 646 crores, up 13% YoY

Mumbai, 11th April 2025: Ajmera Realty & Infra India Ltd (BSE: 513349 & NSE: AJMERA), a leading real estate company with a pan India presence, announced its operational numbers for Q4 FY25 & FY25.

ARIIL achieves sales value of INR 1,080 crores and collections of INR 646 crores for the FY25 with a growth of 6% and 13% respectively as compared to the FY24

- A) Pre Sales:** Ajmera Realty achieved sales in FY25, surging to INR 1,080 crore from INR 1,017 crores in FY24.
- B) Collections:** The Company achieved collection of INR 646 crore on the strength of faster execution of the projects coupled with consistent sales.
- C) Sustenance Sales:** This impressive numbers were supported by sustenance sales across the projects like Ajmera Lugaano & Florenza at about 96% sales, Ajmera Eden & Ajmera Manhattan at about 90% sales, Ajmera Greenfinity at about 71% sales, Ajmera Prive at about 70% sales.
- D) Launch Sales:** It is well supported by the project launches like Ajmera Vihara, Ajmera Iris, Ajmera Marina in the quarter and sales velocity achieved at Q1 FY25, Q2 FY25, Q4 FY25 and at 65%, 64% & 42% respectively.
- E) Project Completion:** Ajmera Prive applied for the Occupancy Certificate (OC), establishing the fast-track execution of the project completing in about 27 months from its launch.
- F) Business Development:** The Company has further added 3 projects to its pipeline admeasuring about 7 lakhs sq. ft with an estimated GDV of INR 2,300 crores. These additions consist of organic, outright buy & as well society redevelopment on the lines of growth strategy undertaken by the Company. With this, the total launch pipeline has increased to about 2.6 mn sq. ft and GDV of INR 6,800 crores.

Performance Summary- Q4 & FY25:

Particulars	Q4FY25	Q4FY24	YoY	Q3FY25	QoQ	FY25	FY24	YoY
Carpet area sold (sq. ft.)	1,85,939	1,13,271	64%	1,65,116	13%	5,95,902	4,73,091	26%
Sales Value (INR Cr)	250	287	-13%	270	-7%	1,080	1,017	6%
Collection (INR Cr)	182	197	-8%	167	9%	646	570	13%

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Commenting on the Company's operational performance for FY25, Mr. Dhaval Ajmera, Director, Ajmera Realty & Infra India Ltd, said,

"As we reflect on FY25, I am pleased to share that it has been a consistent year for Ajmera Realty. We have achieved our pre-sales figures totaling INR 1,080 crores with further efficiency in sales collection at INR 646 crores. Despite market fluctuations, our strategic project launches, and customer-centric approach have resulted in sales momentum across our portfolio. We expect resolution of regulatory environment giving the critical approvals for the project launches and thereby fast tracking the launches of expanded project portfolio. This achievement stands as a testament to our unwavering commitment to future growth and our ambitious 5x growth strategy moving forward."

About Ajmera Realty & Infra India Ltd:

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

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