#### 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: November 06, 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: Earning call - Investor Presentation for the Quarter and Half year ended September 30, 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 Un-audited Standalone and Consolidated Financial Results of the Company for the quarter and half year ended September 30, 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

H1 FY26



### **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 creator of townships in the micro markets of Mira Road, Andheri, Borivali and Wadala in Mumbai.

Township Developer

Pin code Creator

**46,000+**Families

Possessions handed over with the support of a dedicated workforce.

#### Workforce

350+ No of personnels

**1.8 MSF** 

Ongoing development

**1.6 MSF** 

7 projects in pipeline for development

**INR 828 Cr** 

Sales Value Achieved for H1 FY26 10.5 MSF

Future development potential - Owned land

**INR 71 Cr** 

PAT Achieved for H1 FY26

0.55x

Debt-to-Equity Ratio as on 30 September 2025

MSF – Million Square Feet on carpet basis

### **Key Business Highlights –** H1 FY26



2,93,016 Sq.ft

Sales Volume





**INR 828 Cr** 

Sales Value





**INR 454 Cr** 

**Collections** 





**INR 720 Cr** 

Q2 FY26 Sales Value

Highest ever quarterly sales



**INR 481 Cr** 

**Total Revenue** 





**INR 139 Cr** 

**EBITDA** 





**INR 71 Cr** 

**Profit After Tax** 





#### Launches

- Ajmera Manhattan 2
- ➤ Thirty3.15

### **Project Sales & Collections –** Q2 & H1 FY26

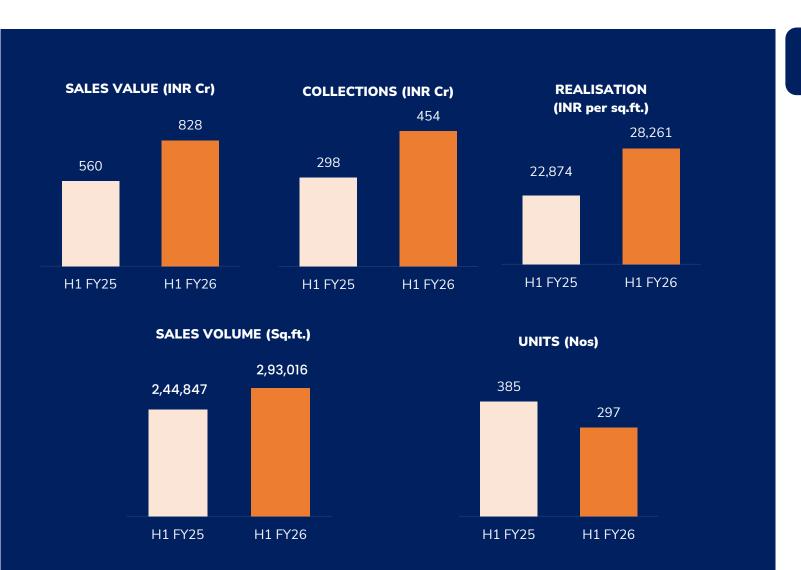
#### **Q2 FY26**

#### **H1 FY26**

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)
Nucleus - Comm	Bangalore	-	-	-	7	12,032	10	1	22
Greenfinity – CD	Mumbai	-	-	-	1	-	-	-	2
Greenfinity – AB	Mumbai	535	1	1	25	2,675	7	5	56
Manhattan 1	Mumbai	-	-	-	87	4,759	16	6	191
Prive	Mumbai	-	-	-	11	2,088	12	1	24
Eden	Mumbai	2,610	6	3	19	6,749	16	8	54
Lugaano & Florenza	Bangalore	4,097	4	6	13	4,865	5	7	24
Iris	Bangalore	6,220	8	6	19	10,490	13	10	31
Vihara	Mumbai	6,220	14	16	6	25,268	47	64	9
Marina	Bangalore	-	-	-	15	14,000	16	14	24
Manhattan 2	Mumbai	2,07,009	666	178	16	2,07,009	666	178	16
Thirty3.15	Mumbai	3,081	21	3	1	3,081	21	3	1
Total		2,29,772	720	213	220	2,93,016	828	297	454

New Launches contributed 83% of Sales Value

### **Operational Highlights** – H1 FY26



#### **Operational Performance**

20% YoY increase in Sales Volume

48% YoY increase in Sales Value

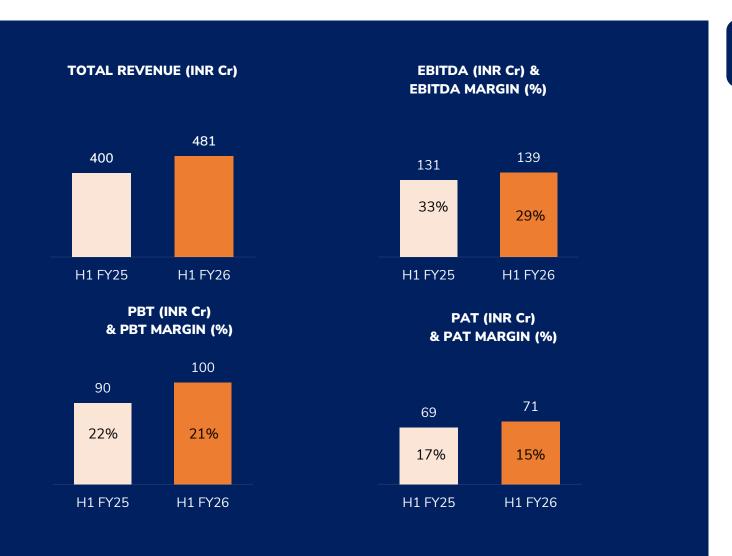
**52% YoY increase** in Collection

**Ajmera Manhattan 2 and Thirty3.15**Launched

Lugaano & Florenza OC Received

Delivered 533 units and remains on track to deliver ~1,000 possessions in FY26

### Financial Highlights – H1 FY26



#### **Financial Performance**

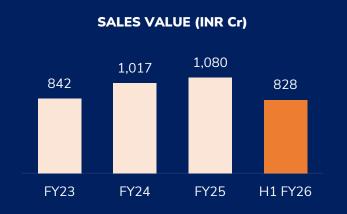
20% YoY increase in Total Revenue

**6% YoY increase** in EBITDA

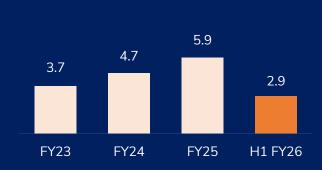
12% YoY increase in PBT

**2% YoY increase** in PAT

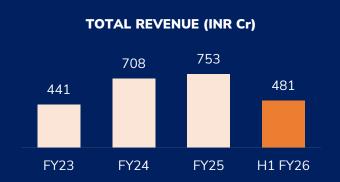
### **Performance Trend**

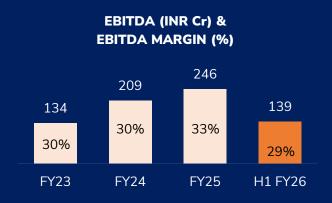


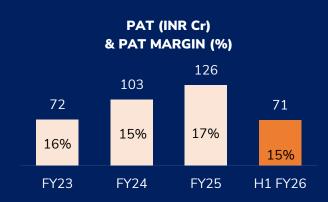




SALES VOLUME (Lakh Sq. ft.)

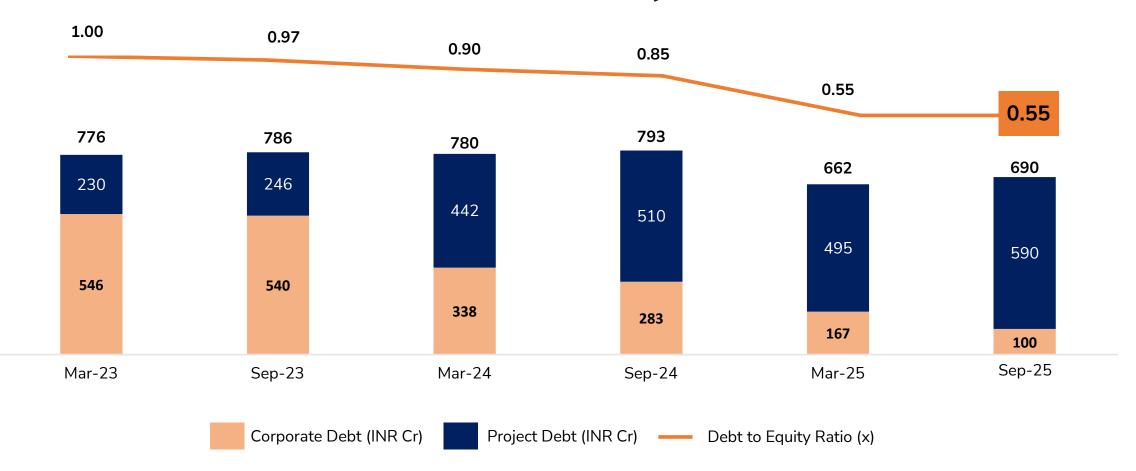






### **Continued De-leveraging & Improving Debt Profile**

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

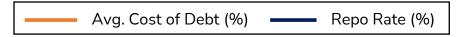


### **Continued De-leveraging & Improving Debt Profile**

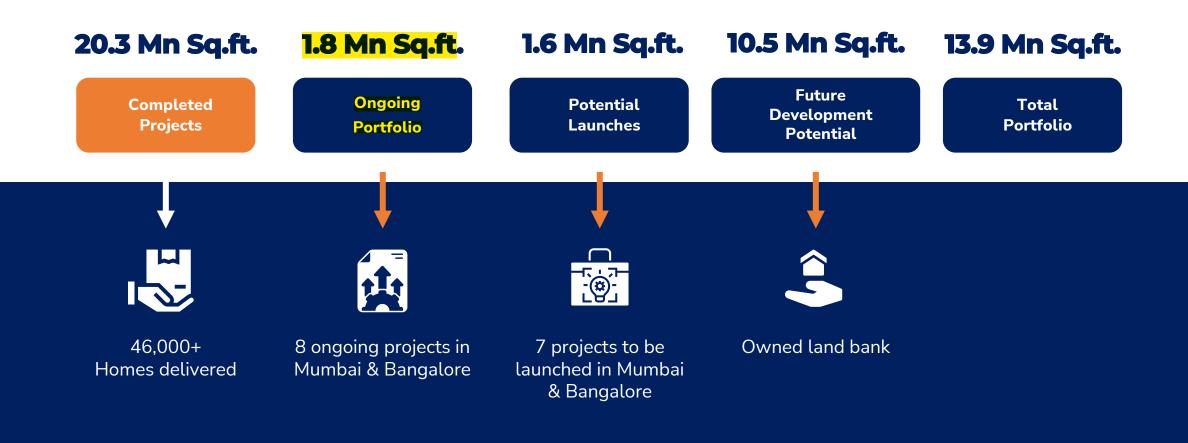
#### **AVG. COST OF DEBT & REPO RATE**







### **Our Portfolio**



### **Micro Market Presence**



\*All Area in lakh Sq.ft. (Carpet )

Completed Projects	Under Development Projects	Future Launches	Future Development Potential	
136	6	6	105	

\*All Area in lakh Sq.ft. (Carpet )

Completed Projects	Under Development Projects	Future Launches	Future Development Potential
21	3	1	-

#### Revenue Visibility

### **OC Received Projects**

Projects	Ownership	Completion as on 30 Sep 2025	Total Carpet Area (Sq.ft.)	Total Carpet Area Sold (Sq.ft.)	Sales Book as on 30 Sep 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%	100%	1,03,149	1,02,163	91	91	-	986	1	1
Nucleus Commercial	70%	100%	1,01,780	65,683	54	54	-	36,097	37	37
Lugaano & Florenza	70%	100%	2,60,288	2,57,699	239	230	9	2,589	2	11
Prive	100%	100%	30,602	23,338	124	124	-	7,264	42	42
TOTAL			4,95,819	4,48,883	508	499	9	46,936	82	91

**INR 508 Cr** 

Sales Book as on 30 Sep 2025

INR 9 Cr

Revenue to be recognized on committed sales

**INR 82 Cr** 

Revenue to be recognized from unsold stock

**INR 91 Cr** 

Total Revenue Potential

#### Revenue Visibility

### **Ongoing Projects**

Projects	Ownership	Completion as on <b>30 Sep 2025</b>	Total Carpet Area (Sq.ft.)	Total Carpet Area sold (Sq.ft.)	Sales Book as on <b>30 Sep</b> <b>2025</b> (INR Cr)	Revenue Recognised (INR Cr)	Balance Revenue Recognition (INR Cr)	Unsold Carpet Area (Sq.ft.)	<b>Estimated</b> Sale value (INR Cr)	Revenue Potential (INR Cr)
(i)	(ii)	(iii)	(iv)	(v)	(vi)	(vii)	(viii)= (vi) – (vii)	(ix)	(x)	(xi)= (viii) + (x)
Manhattan 1	100%	82%	5,20,854	4,63,380	1,426	1,080	346	57,474	188	534
Eden	100%	100%	95,708	93,863	240	187	53	1,845	4	57
Greenfinity AB	100%	73%	92,020	67,945	181	119	63	24,075	66	129
Vihara	85%	33%	1,54,804	1,25,699	221	51	170	29,105	64	234
Iris	70%	37%	1,58,859	1,11,540	115	36	79	47,319	58	137
Marina	70%	17%	2,18,670	1,49,229	175	-	175	69,441	80	255
Manhattan 2	100%	16%	5,36,765	2,07,009	666	-	666	3,29,756	1061	1,727
Thirty3.15	50%	14%	65,134	3,081	21	-	21	62,053	414	435
TOTAL			18,42,814	12,21,746	3,045	1,473	1,573	6,21,068	1,935	3,508

**INR 3,045 Cr** 

INR 1,573 Cr

INR 1,935 Cr

**INR 3,508 Cr** 

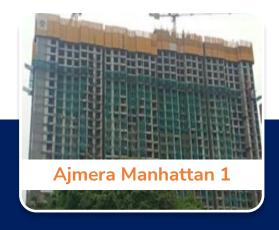
Sales Book as on 30 Sep 2025

Revenue to be recognized on committed sales

Revenue to be recognized from unsold stock

Total Revenue Potential

### **Ongoing Project Update**





89%

of Inventory Sold



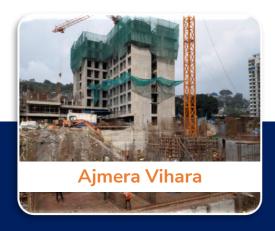
RCC -

Tower A: 37<sup>th</sup> Level WIP Tower B: 35<sup>th</sup> Level WIP



**June'27** 

Estimated project timelines as per RERA





**81%** of Inventory Sold



Rehab Building: 9th floor slab WIP, Sale Building: Plinth floor





Feb'29

Estimated project timelines as per RERA





**98%** of Inventory Sold



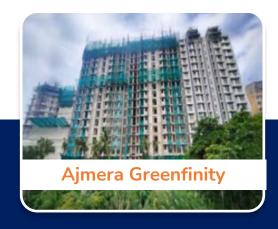
RCC completed MEP & Finishing WIP



June'27

Estimated project timelines as per RERA

### **Ongoing Project Update**





**74%** of Inventory Sold



Terrace level slab WIP



Aug'27
Estimated project
timelines as per RERA





**70%** of Inventory Sold



Block 1&2: Slab Shuttering WIP Block 3: RCC Completed



Dec'28

Estimated project timelines as per RERA





**68%** of Inventory Sold



PCC & Raft Foundation WIP



Dec'28

Estimated project timelines as per RERA

### **Ongoing Project launched in Q2 FY26**





38% of Inventory Sold



**Shore Piling WIP** 



Jul'30
Estimated project timelines as per RERA





**5%** of Inventory Sold



**Shore Piling WIP** 



May'29
Estimated project
timelines as per RERA

### **Potential Launches**

Project	Location	Ownership (%)	Estimated Launch (Quarter, Year)	Estimated Completion (Quarter, Year)	Estimated GDV (INR Cr)	Estimated Carpet Area (Sq.ft.)
Codename Vikhroli	Mumbai	100%	Q3 FY26	Q2 FY29	700	3,15,629
Codename Versova	Mumbai	100%	Q3 FY26	Q2 FY29	450	90,792
Yehlanka - Bengaluru	Bangalore	70%	Q3 FY26	Q3 FY28	84	77,000
Codename Central Mumbai Suburbs	Mumbai	100%	Q4 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
TOTAL E	STIMATED GD	V (INR Cr)		4,357	15,91,779	

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
Potential Launches
Total Revenue Potential
INR 3,599 Cr + INR 4,357Cr INR 7,956 Cr

### Wadala Outlook: Value Unlocking by Fast-Tracking launches

#### **FY26**

~One-third of over ₹12,000 crore of potential GDV is expected to be launched

#### **Boutique Office**

Est. GDV: ₹1,800 Cr Carpet Area: 6 Lakh sq.ft.

**Q4 FY26** 





### Launched in Q2 FY26 Manhattan 2

Est. GDV: ₹1,750Cr Carpet Area: 5.4 Lakh sq.ft. 38% Inventory Sold

## FY27 Onwards in about 4 years

Balance development potential

#### **Uber Residential**

Est.GDV: ₹5,700 Cr Est.Carpet: ~13.8 Lakh sq.ft





#### **Manhattan Next Phases**

Est. GDV: ₹3,200 Cr Est.Carpet: ~9 Lakh sq.ft

Development Category	Carpet Area (Lakh Sq. ft.)	~GDV (₹ Cr)
Manhattan 2	5.4	1,750
Boutique Office	6	1,800
Upcoming Phases	~22.8	8,900
Total	34.2	12,450

### Owned Land Bank - Wadala upcoming phases



Development Category	Carpet Area (Lakh Sq. ft.)
Residential	9.0
Uber Residential	13.8
Total Carpet Area	22.8
Estimated GDV (INR Cr)	8,900

### Owned Land Bank - Kanjurmarg



Development Category	Carpet Area (Lakh Sq. ft.)
Residential	34.6
Retail Hospitality Commercial	47.8
Total Carpet Area	82.4
Estimated GDV (INR Cr)	29,000

Master planning is currently underway; development proportions are subject to change

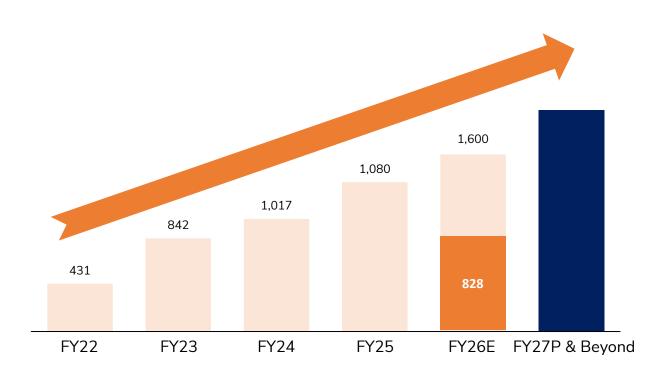
### **Development potential –** Owned Land Bank Summary

Location	Development Category	Estimate d Carpet Area (in lakh Sq.ft.)	ARIIL Stake	Development Plan	Estimated GDV (INR Cr)	
Wadala	Manhattan 2	5.4	5.4 100% Launched in September 2		1,750	
	Upcoming ( Residential & Uber Residential)	7/8 1000/ 51 1		Phase-wise launch within 1-3 years	8,900	
Multiple projects at launches	Residential and Commercial	16.0	100%	To be launched in H2 FY26	4,357	
	Residential	34.6	100%	Phase-wise launch within 1-9 years		
Kanjurmarg*	Retail Hospitality Commercial	47.8	100%	Phase-wise launch within 2-9 years	29,000	
	TOTAL	126.6			~44,007	

<sup>\*</sup>Master planning is currently underway; development proportions are subject to change

### **Portfolio Expansion**

#### **SALES VALUE (INR Cr)**



### How we are scaling up

Parameter	Existing	Future
Growing portfolio size	1.8 msf —	→ 3.4 msf
Expanding Launch Pipeline	2.1 msf —	→ 1.6 msf*
Maximizing Sales Inventory	INR 2,017 Cr-	→ INR 4,357 Cr
Geographical expansion	6 locations —	→ 10 locations
Project Multiplicity	8 –	<b>→ 1</b> 5

<sup>\*</sup> As announced as of Q2 FY26.

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



### Organic Growth Strategy

- Unlocking potential of owned land bank
- Owned land in Mumbai has potential for 10.5 mn.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** – Q2 & H1 FY26

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

Particulars (INR Cr )	Q2 FY26	Q2 FY25	YoY	<b>Q1</b> FY26	QoQ	H1 FY26	H1 FY25	YoY
Total Revenue	221.0	204.1	8%	259.6	-15%	480.5	400.3	20%
Total Expenses	161.1	139.5	15%	180.3	-11%	341.3	269.0	27%
EBITDA	59.9	64.5	-7%	79.3	-24%	139.2	131.3	6%
EBITDA Margin (%)	27%	32%	(450bps)	31%	(344bps)	29%	33%	(384bps)
Finance Cost	16.6	17.5	-5%	21.0	-21%	37.7	40.5	-7%
Depreciation & Amortisation	0.8	0.5	66%	1.1	-23%	1.9	1.4	40%
Share of Profit/loss from JV	0.33	0.04	NA	0.08	NA	0.41	-0.01	NA
Profit Before Tax	42.8	46.5	-8%	57.2	-25%	100.0	89.5	12%
PBT Margin (%)	19%	23%	(341bps)	22%	(267bps)	21%	22%	(154bps)
Profit After Tax	31.2	36.3	-14%	39.4	-21%	70.7	69.0	2%
PAT Margin (%)	14%	18%	(363bps)	15%	(106bps)	15%	17%	(254bps)
Diluted EPS	7.72	9.77	-21%	9.73	-21%	17.44	18.45	-5%

### **Consolidated Financial Summary** – H1 FY26

#### **Balance Sheet Statement**

EQUITY AND LIABILITIES (INR Cr)	H1 FY26	FY25
Equity Share Capital	39.4	39.4
Other Equity	1,221.8	1,167.2
Net Worth	1,261.2	1,206.5
Non Controlling Interests	121.0	116.8
Financial Liabilities	-	-
(i) Borrowings	599.4	573.7
(ii) Trade Payables	27.8	17.1
(iii) Other Financial Liabilities	0.4	0.8
Provisions	7.5	6.0
Defferred tax liabilities	0.0	0.1
Other Non Current Liabilities	11.3	10.6
Total Non Current Liabilities	767.4	725.1
(i) Borrowings	52.9	102.6
(ii) Trade Payable	62.6	59.2
(iii) Other Financial Liabilities	15.1	8.7
(v)Other Current Liabilities	119.3	131.9
(vi)Provisions	46.2	20.4
(vii) Other Tax liabilities (Net)	0.1	0.1
Total Current Liabilities	296.2	323.0
Total Equity and Liabilities	2,324.8	2,254.5

ASSETS (INR Cr)	H1 FY26	FY25
Property Plant & Equipment	35.2	35.2
Capital Work in Progress	-	-
Investment Property	-	-
Goodwill	41.9	41.9
Financial Assets	-	-
(i) Trade Receivebles	-	-
(ii) Investments	85.5	92.6
(iii) Loans	74.9	81.5
(iv) Other Financial Assets	54.9	54.9
Other Non Current Assets	24.0	21.2
Deferred Tax Asset (Net of Provision)	1.3	1.2
Total Non Current Assets	317.6	328.4
Inventories	1,386.0	1,291.9
Financial Assets		
(i) Investments	11.0	31.6
(ii) Trade Receivables	322.2	316.1
(iii) Cash and Cash Equivalents	38.6	68.6
(iv) Bank balances other than (iii) above	51.8	32.8
(v) Loans	48.8	26.2
(vi) Other Financial Assets	-	19.6
Current Tax Assets (Net)	13.8	22.7
Other Current Assets	134.9	116.7
Total Current Assets	2,007.2	1,926.2
Total Assets	2,324.8	2,254.5

### **Consolidated Financial Summary** – Q2 & H1 FY26

#### **Cash Flow Statement**

	Particulars (INR Cr)	Q2 FY26	H1 FY26
(A)	Operating Inflows	219.9	453.6
	Collection	219.9	453.6
	Other Operating Income	0.0	0.0
(B)	Operating Outflows	248.1	467.5
	Construction Cost	135.5	262.9
	Liasioning & Approval	60.0	112.1
	Admin & Sales Overheads	52.6	92.6
(C)	Gross Operating Cashflow (A-B)	-28.2	-13.9
	Less : Taxes	11.2	17.6
(D)	Net Operating Cashflow	-39.4	-31.5
(E)	Net Investing Cashflow	0.5	0.9
	Land Acquisition	0.0	0.4
	Other Income	0.5	1.3

	Particulars (INR Cr)	Q2 FY26	H1 FY26
(F)	Net Financing Cashflow	56.4	35.8
	Loan Withdrawal/(Repayment)	71.8	29.3
	Others	15.2	32.7
	Dividend Paid	16.0	16.0
	Interest Cost	14.5	31.0
	Investment Redemption	0.0	20.9
(G)	Net Cashflow (D+E+F)	17.6	5.2
(H)	Opening Cash & Cash Equivalents	89.0	101.4
	Closing Cash & Cash Equivalents (G+H)	17.6	106.6

### **Cash Flow Potential**

Parameters (pre-tax & post-debt)	Completed Projects (INR Cr)	Ongoing Projects (INR Cr)	Total (INR Cr)
Balance receivables from sold units	57	1,788	1,845
Value of unsold inventory	82	1,936	2,018
Balance Cost to complete	-	1,859	1,859
Project Outstanding Debt	18	460	478
Estimated Net Cash Flow	121	1,405	1,526*

<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 1,016 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 2,872 Cr over the lifecycle of projects.

### **Guidance vs Actual**

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

H1 FY26

Sales Value

**INR 828 Cr** 

**Project Additions** 

INR 0 Cr

Debt / Equity

0.55x

Actual



Guidance



#### **ESG**



### **Environmental Initiatives**



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**







Educational Support: Providing financial assistance for children's education up to 10th grade from underprivileged families



Healthcare Access: Partnering with Nidan World Healthcare to deliver 3D mammography services to those in need



Support at Swaminarayan
Hospital: Medical help for various
healthcare services at Vadtal.

#### **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



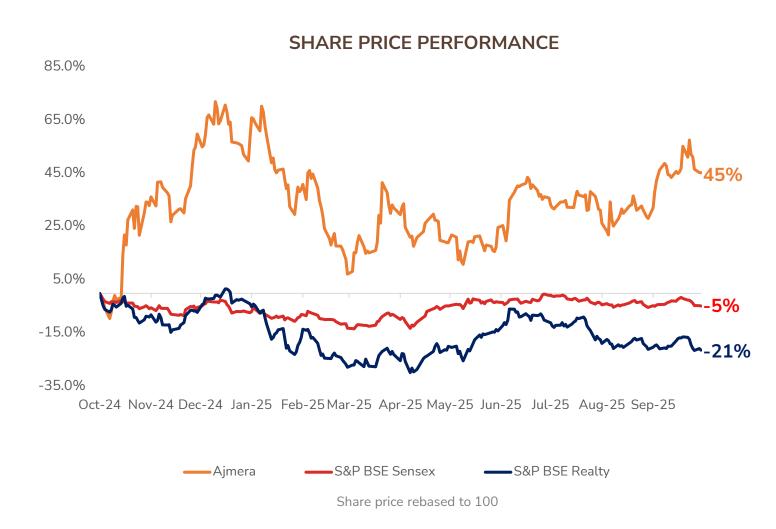
Insurance renewals with regular health checkups

#### 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 Business
   Responsibility 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 30 September 2025				
BSE Ticker	513349			
NSE Symbol	AJMERA			
Market Cap* (in INR Cr)	3,896			
Promoter holding %	68.2%			
% Free-Float	31.8%			
Free-Float Market Cap* (in INR Cr)	940			
Shares Outstanding (in Cr)	3.94			
3M ADTV** (Shares)	1,19,861			
6M ADTV**(Shares)	1,09,748			
Industry	Real Estate			



<sup>\*</sup>Market Cap as on 30 September, 2025 at BSE \*\* ADTV : Average daily trading volume (NSE + BSE)

### **THANK YOU**

# Ajmera Realty & Infra India Limited

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Website: www.ajmera.com

CIN No.: L27104MH1985PLC035659

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