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

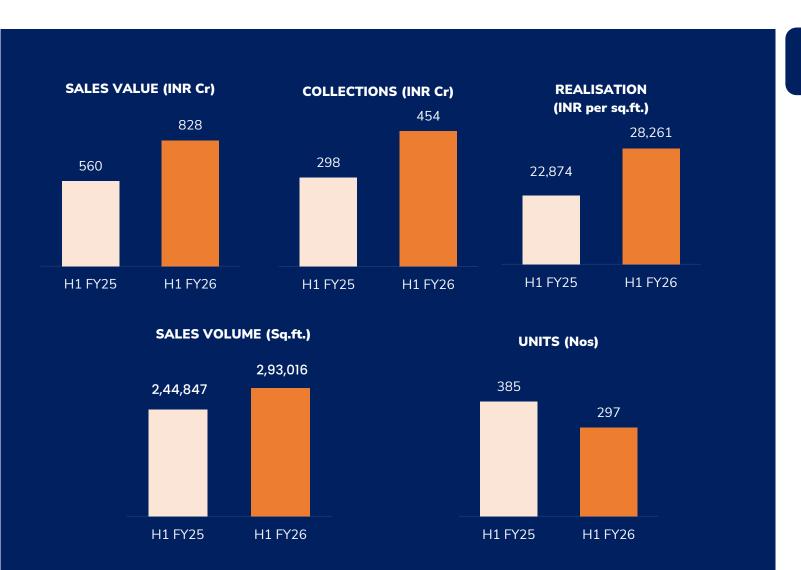
Q2 FY26

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

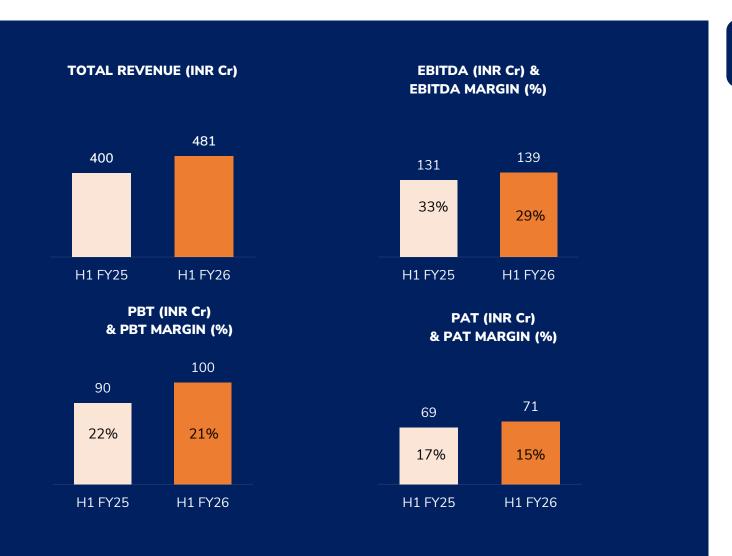
52% YoY increase in Collection

Ajmera Manhattan 2 and Thirty3.15Launched

Lugaano & Florenza OC Received

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

Financial Highlights – H1 FY26



Financial Performance

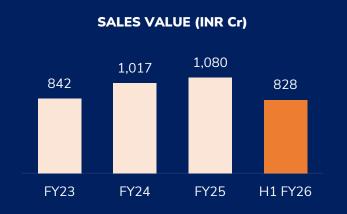
20% YoY increase in Total Revenue

6% YoY increase in EBITDA

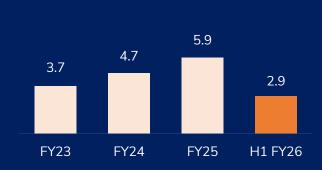
12% YoY increase in PBT

2% YoY increase in PAT

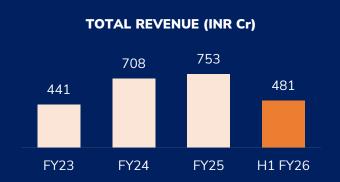
Performance Trend

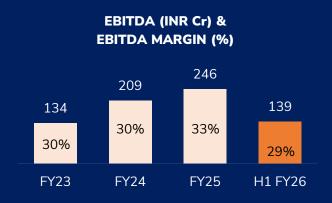


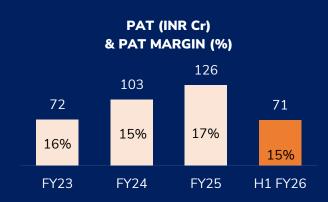




SALES VOLUME (Lakh Sq. ft.)

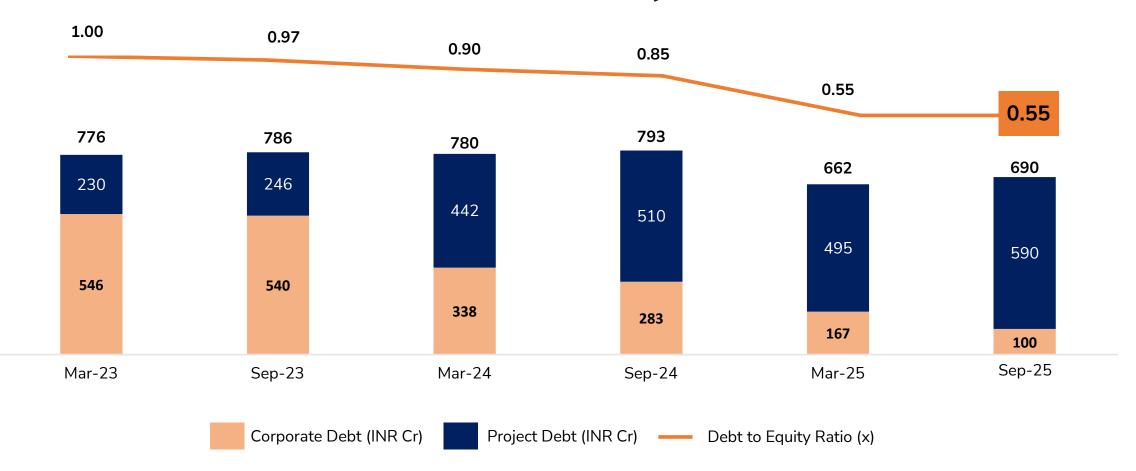






Continued De-leveraging & Improving Debt Profile

SECURED DEBT & DEBT TO EQUITY RATIO

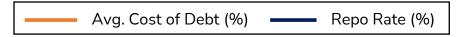


Continued De-leveraging & Improving Debt Profile

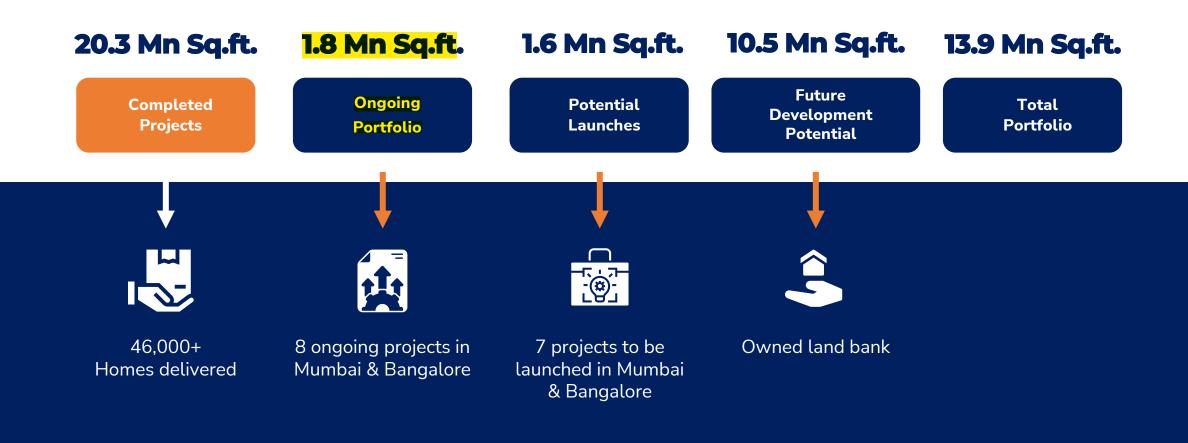
AVG. COST OF DEBT & REPO RATE







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 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)= (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

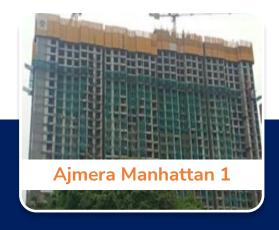
Sales Book as on 30 Sep 2025

Revenue to be recognized on committed sales

Revenue to be recognized from unsold stock

Total Revenue Potential

Ongoing Project Update





89%

of Inventory Sold



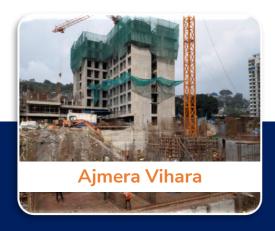
RCC -

Tower A: 37th Level WIP Tower B: 35th 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



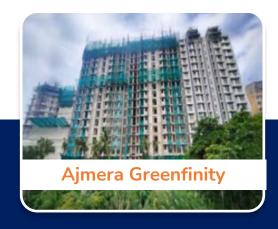
RCC completed MEP & Finishing WIP



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

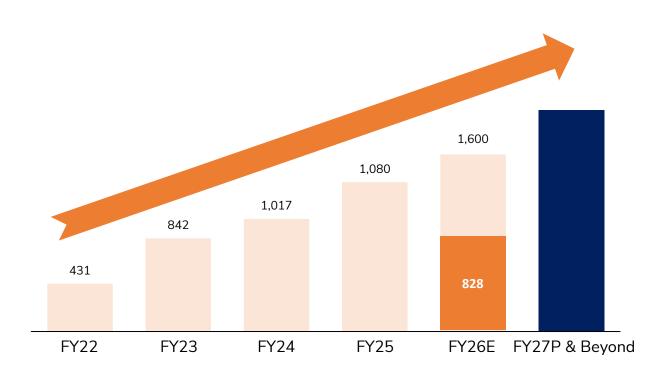
Development potential – Owned Land Bank Summary

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)	· · · · · · · · · · · · · · · · · · ·		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

^{*}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 –	→ 1 5

^{*} 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	Q1 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*

^{*} 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



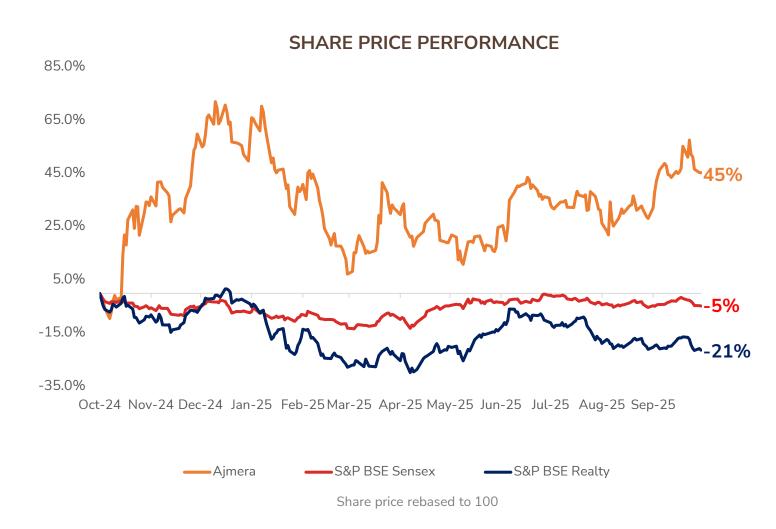
Insurance renewals with regular health checkups

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			



^{*}Market Cap as on 30 September, 2025 at BSE ** ADTV : Average daily trading volume (NSE + BSE)

THANK YOU

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