

**AJMERA GROUP  
CELEBRATING**



**EXPLORING OPPORTUNITIES.  
EXPANDING SPACES.**

**AJMERA REALTY & INFRA INDIA LIMITED**

31<sup>st</sup> ANNUAL REPORT 2017-2018

The real estate industry is quite competitive. One needs to have a strong and well-thought strategies to make a mark.

At Ajmera Realty & Infra India Limited, we continuously strive to revive the customers experience and stay a notch ahead of the competition. The Company has a Group legacy of 50 years backed by a huge land bank, which has enabled us to reach great heights. Over the years, we have derived strengths from our strong and deep-rooted values because we clearly understand that strong foundation is absolutely must for a tall castle to stand high with pride. That is why, precisely, we drive operational efficiencies across our portfolio through new age techniques and provide an enhanced lifestyle experience by understanding the needs and expectations of our customers, employees and partners. The constant thrust for innovation has further helped us create not just houses, but modern living concepts.

Going forward, we will accelerate our growth journey, by exploring opportunities across both residential and commercial segments. This will result in expanding spaces through new projects and widen reach across the country as well as abroad.

#### Investor information

148 %  
REVENUE CAGR BETWEEN  
FY 2013-14 TO FY 2017-18

105 %  
EBIDTA CAGR BETWEEN  
FY 2013-14 TO FY 2017-18

88 %  
PAT CAGR BETWEEN  
FY 2013-14 TO FY 2017-18

513349  
BSE CODE

AJMERA  
NSE SYMBOL

₹ 85,376.61  
LAKHS MARKET CAPITALISATION  
AS ON MARCH 31, 2018

**CAGR** - Compounded Annual Growth Rate

**EBIDTA** - Earnings Before Interest, Depreciation, Taxes and Amortisation

**PAT** - Profit after Tax

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### Disclaimer

This document contains statements about expected future events and financials of Ajmera Realty & Infra India Limited, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that the assumptions, predictions and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the Management's Discussion and Analysis Report of the Ajmera Realty & Infra India's Annual Report for FY 2017-18.

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Or simply scan:





## Our Chairman Emeritus



**LATE SHRI ISHWARLAL S. AJMERA**

30<sup>th</sup> OCTOBER, 1925 to 9<sup>th</sup> AUGUST, 2015

“Leadership is lifting a business’s vision to high sights, raising it’s performance to a higher standard and building a culture beyond excellence.”

## Our Founder Chairman



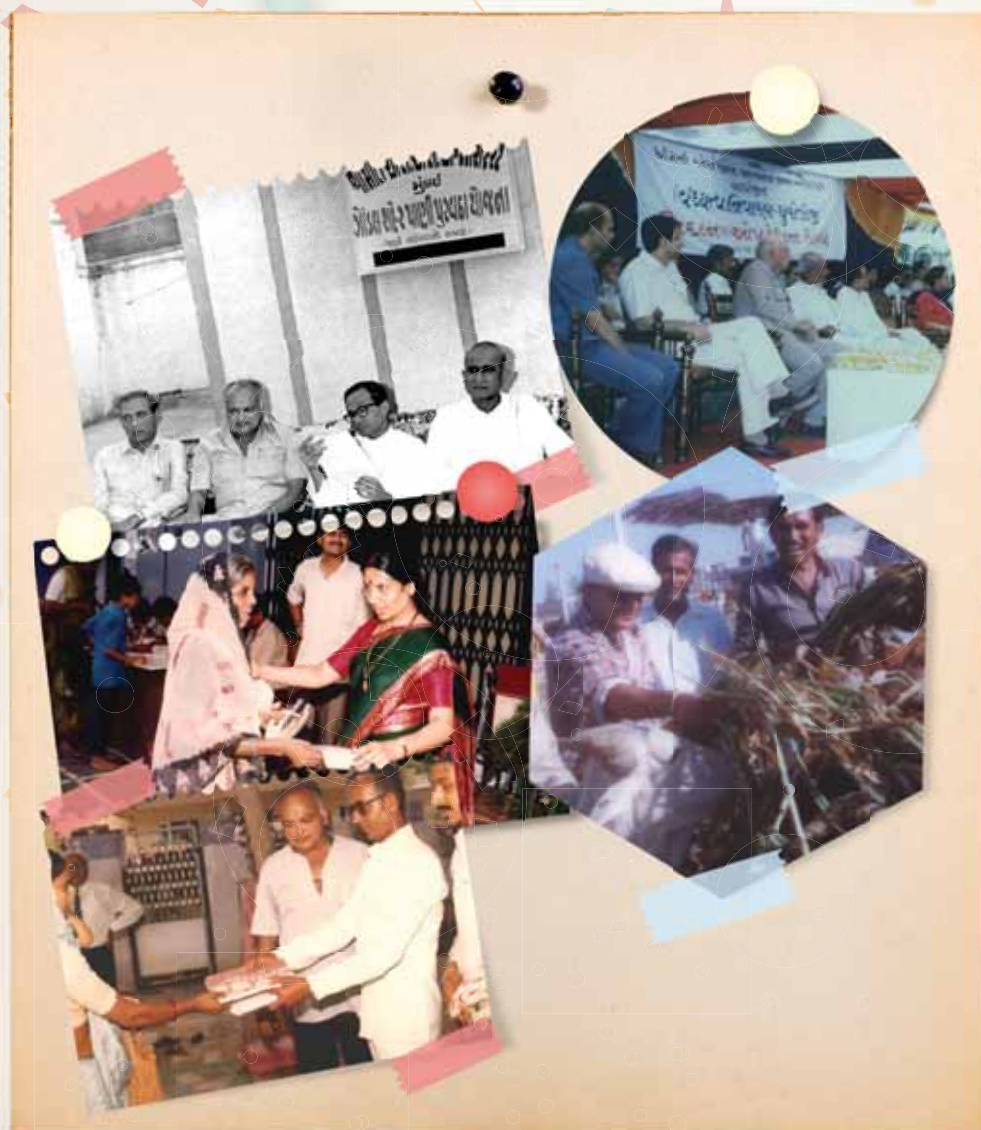
**LATE SHRI CHHOTALAL S. AJMERA**

27<sup>th</sup> SEPTEMBER, 1937 to 24<sup>th</sup> MARCH, 2012

“Vision is perhaps the greatest strength of a great leader.  
It keeps the power and continuity of thought alive through the centuries,  
makes us peer into the future and lends shape to the unknown.”



Celebrating **50<sup>TH</sup>** golden years  
A magnificent journey of  
creating excellence and  
fulfilling dreams.





# 50

LAKHS sq. ft.  
NEW PROJECTS IN THE  
FY 2018-19



Ajmera Treon, Wadala



Ajmera Aeon, Wadala

The Ajmera Group marks its 50 Golden Years in 2018. Since its inception, the Group is forging ahead with the legacy inherited from the visionary leader Late Shri Chhotalal S. Ajmera, our Founder Chairman.

The Ajmera Group is truly recognised as the pioneer in bringing the mall culture in India alongside developing various townships. A diligent team of engineers, architects and management staff forms the backbone of the construction major. It has enriched the lives of 45,000 happy families with (approx.) 28 Mln sq. ft. of delivered space in the country. Quality, innovative construction technology, comfort, aesthetic appeal and maximum value for money are the key differentiators that make the Ajmera Group a name to reckon for in the real estate industry. Over the years, it has built a strong reputation by winning the trust of the customers.

Over a period of time, the Group has only grown and managed to spread its wings. It has a strong presence in and around cities like Mumbai, Pune, Ahmedabad and Bengaluru. The reach has extended internationally as well in Bahrain and the UK. Apart from construction industry, it has also diversified into other segments such as steel, cement, power, education, sports and social welfare.

Some of the iconic residential projects by Ajmera in Mumbai are Ajmera Aeon and Zeon in Wadala (E). Some key projects in other cities are Enigma and Casa Vyoma in Ahmedabad, Ajmera Annex, Ajmera Avenue, Ajmera Luganno and Electronic City-2 in Bengaluru.

The Group has ambitious plans of expanding across PAN India with 50 Lakhs sq. ft. of new projects in the FY 2018-19. It intends to grow further in the UK and Bahrain real estate market through its well-planned strategies.





## REMEMBERING LATE SHRI CHHOTALAL S. AJMERA

**The very essence of leadership is having a rich vision for an even richer journey of success.**

The visionary leader and a man of few words, Late Shri Chhotalal S. Ajmera embarked on the journey of creating excellence with a dream in his heart. Immense domain knowledge and unmatched entrepreneurial skills helped him built a strong foundation for the Ajmera Group. His versatile and innovative ideas were always for the betterment and future growth of the Group. He gave Bhakti Park, Wadala a different identity with his farsighted vision.





## SOME ACHIEVEMENTS OF THE AJMERA GROUP

- Started in late 1960s by the visionary - Late Shri Chhotalal S. Ajmera
- Pioneered on-site manufacturing of concrete blocks in 1972
- Became a single company in 1974 with the highest number of bookings of 500 flats by Larsen & Toubro Ltd at Vijaynagar, Andheri (E), Mumbai
- Project Shantinagar with 17,000 apartments became Asia's biggest township in the private sector in 1980s
- Built Asia's largest township in Mira Road, Mumbai spread over 275 acres which houses 600 buildings and 15,000 dwelling apartments
- Constructed Mumbai's first Mall-cum-Multiplex – "CITIMALL"; A landmark on Andheri Link Road, Mumbai
- Conceptualised and acted as facilitator for India's first Dome Theatre - IMAX in Wadala, Mumbai
- Built Ajmera complex, a very first landmark township at Pimpri, Pune, spread across 30 acres in the era of 1970's
- Built Mumbai's largest private garden at Wadala Lush green lawns on sprawling 25 acres of land

Actual view from Ajmera Aeon, Wadala



# Ajmera Realty at a glance

