

## Ansal Properties & Infrastructure Ltd. January 2011 Saleability Updates

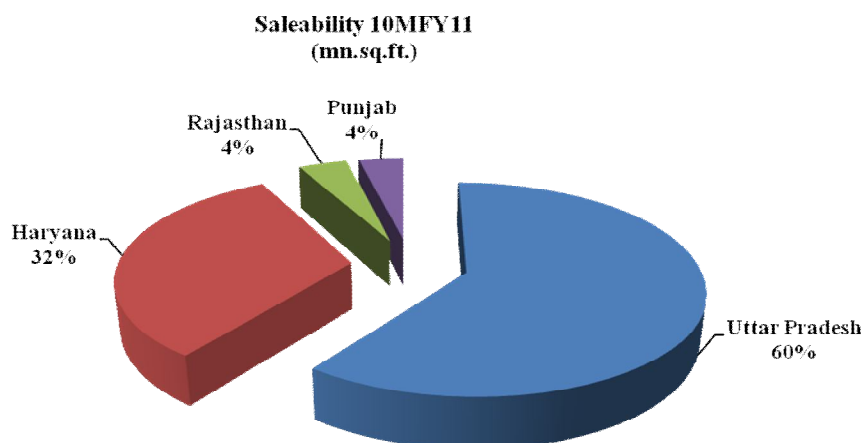
### Key Highlights

- Sold an area of ~ 1.66 Mn. Sq .ft. in the m/o January 2011, aggregating to sale value of Rs.~ 1,667.39 Mn
  - Total cumulative area sold in 10MFY11 is 17.47 Mn.sq.ft., aggregating to sale value of Rs.18,805.34 Mn
  - Realizations in 10MFY11 stood at Rs.~ 1,076.87/ sq.ft.
  - Majority of the sales booked in Uttar Pradesh and Haryana projects across the various asset classes
- Sold an area of ~ 1.66 Mn. Sq. Ft. in the m/o January 2011 resulting in total cumulative area sold at 17.47 Mn. Sq. Ft. in 10MFY11

In January 2011, the company booked sales of 1.66 mn.sq.ft. aggregating to sale value of Rs.1667.39 mn. Major chunk of the sales were booked in the company's largest township (Hi-Tech) in Lucknow '*Sushant Golf City*' (~3500 acres) of ~ 0.97 mn.sq.ft. and in its first green township in Gurgaon '*Esencia*' (~112 acres) of ~ 0.21 mn.sq.ft.

Consequently the total sales booked in 10MFY11 increased to 17.47 mn.sq.ft. aggregating to sale value of Rs. 18805.34 mn. Again the company's largest township (Hi-Tech) in Lucknow '*Sushant Golf City*' contributed ~ 9.60 mn.sq.ft. and its first green township in Gurgaon '*Esencia*' contributed ~ 2.52 mn.sq.ft. to the total sales booked in 10MFY11

State	Area Sold (mn.sq.ft.)		Sale Value Booked (Rs. Mn.)	
	January 2011	10MFY11	January 2011	10MFY11
Uttar Pradesh	1.05	10.51	875.84	8915.45
Haryana	0.44	5.61	644.33	8343.42
Rajasthan	0.03	0.70	29.82	536.9
Punjab	0.14	0.65	117.4	1009.56
<b>Total</b>	<b>1.66</b>	<b>17.47</b>	<b>1667.39</b>	<b>18805.33</b>



- **Assets Class wise saleability in January 2011 & 10MFY11**

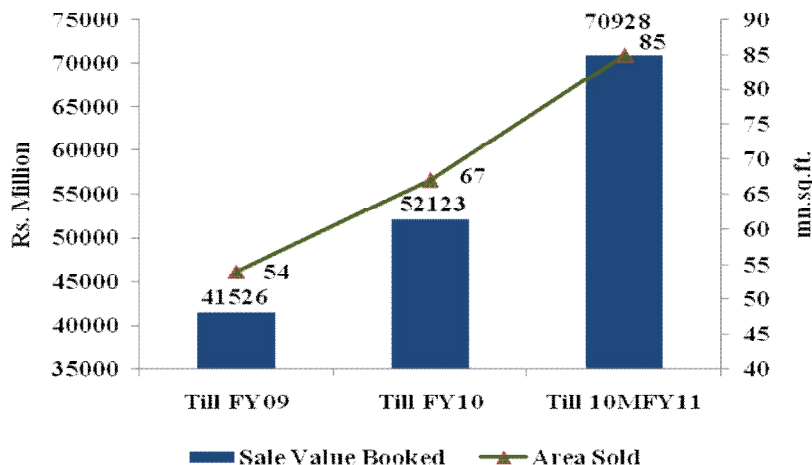
In January 2011, the company booked (**vertical development**) sales of ~0.55 mn.sq.ft. aggregating to sale value of ~ Rs. 830.03 mn. while it booked (**horizontal development**) sales of ~1.11 mn.sq.ft. (including FSI sales of 0.45 mn.sq.ft.) aggregating to sale value of ~ Rs. 837.36 mn. across the various asset classes.

In 10MFY11 (**vertical development**) sales stood at ~4.36 mn.sq.ft. aggregating to sale value of ~Rs. 9782.07 mn. while (**horizontal development**) sales stood at ~13.11 mn.sq.ft. (including FSI sales of ~3.08 mn.sq.ft.) aggregating to sale value of ~Rs. 9023.28 mn. across the various asset classes.

Asset Class	Area Sold (mn.sq.ft.)		Sale Value Booked (Rs. Mn.)	
	January 2011	10MFY11	January 2011	10MFY11
Plots	0.64	8.87	496.76	6732.17
Villas	0.21	1.85	439.7	5193.77
GHS	0.13	2.07	200.13	3789.77
GHS FSI	0.11	0.45	32.84	135.37
Commercial	0.21	0.44	190.2	798.53
Comm FSI	0.34	2.31	294.56	1738.55
Industrial Plot	0.01	0.07	13.18	72.72
Industrial FSI	-	0.32	-	88.97
Public Amenities	-	1.09	0.02	255.5
<b>Total</b>	<b>1.66</b>	<b>17.47</b>	<b>1667.39</b>	<b>18805.33</b>

- **Total area sold till January 2011 increased to ~85 mn.sq.ft. aggregating to sale value of ~ Rs. 70928 mn**

The company till date has sold an area of ~85 mn.sq.ft. out of the total saleable area of ~270.80 mn.sq.ft. (as on 31<sup>st</sup> December 2010). Total sale value of sold area is ~ Rs. 70928 mn as on 31<sup>st</sup> December, 2010.



**Out of the sold area of ~ 85 mn.sq.ft.. the company has delivered ~ 36.15 mn.sq.ft. (22.45 mn.sq.ft. from completed projects and 13.70 mn.sq.ft. from ongoing project) as on 31st December 2010.**

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