

Ansal Properties & Infrastructure Ltd. February 2011 Saleability Updates

Key Highlights

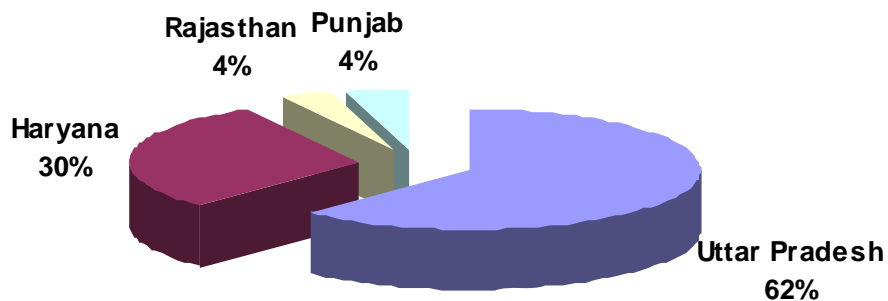
- Sold an area of ~ 2.92 mn.sq.ft in February 2011, aggregating to sale value of Rs. ~ 2940 mn
 - Total area sold in 11MFY11 is ~ 20.39.sq.ft., aggregating to sale value of Rs. ~ 21745 mn
 - Realizations in 11MFY11 stood at Rs.~ 1066.65 / sq.ft.
 - Majority of the sales booked in Uttar Pradesh and Haryana projects across the various asset classes
- Sold an area of ~2.92 sq.ft. in February 2011 resulting in total area sold to ~20.39 mn.sq.ft. in 11MFY11

In February 2011, the company booked sales of ~2.92 mn.sq.ft. aggregating to sale value of Rs.~ 2940 mn. Major chunk of the sales were booked in the company’s largest township (Hi-Tech) in Lucknow ‘*Sushant Golf City*’ (~3500 acres) of ~1.49 mn.sq.ft. and in its first green township in Gurgaon ‘*Esencia*’(~112 acres) of ~ 0.07 mn.sq.ft.

Consequently the total sales booked in 11MFY11 increased to ~20.39 mn.sq.ft. aggregating to sale value of ~ Rs. ~21745 mn. Again the company’s largest township (Hi-Tech) in Lucknow ‘*Sushant Golf City*’ contributed ~11.09 mn.sq.ft. and its first green township in Gurgaon ‘*Esencia*’ contributed ~2.59 mn.sq.ft. to the total sales booked in 11MFY11

State	Area Sold (mn.sq.ft.)		Sale Value Booked (Rs. Mn.)	
	February 2011	11MFY11	February 2011	11MFY11
Uttar Pradesh	2.15	12.66	1,885.17	10800.62
Haryana	0.48	6.09	624.75	8968.17
Rajasthan	0.06	0.76	77.26	614.16
Punjab	0.23	0.88	352.46	1362.02
Others	0.00	0.00	0.00	0.00
Total	2.92	20.39	2,939.64	21744.97

Saleability 11FY11 Pie Chart



• **Assets Class wise saleability in February 2011 & 11MFY11**

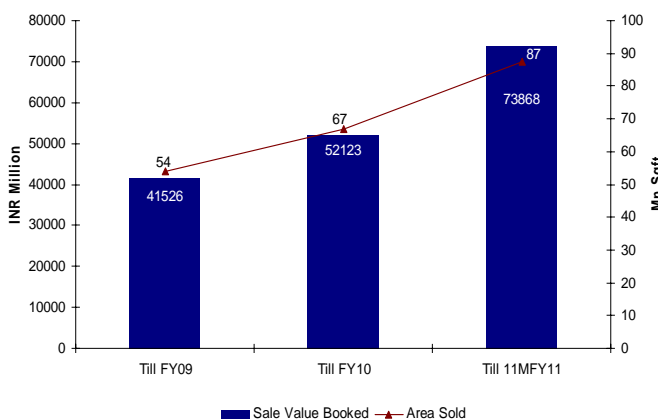
In February 2011, the company booked **(vertical development)** sales ~0.73 of mn.sq.ft. aggregating to sale value of Rs.~ 1702 mn. while it booked **(horizontal development)** sales of ~2.19 mn.sq.ft. (including FSI sales of ~0.50 mn.sq.ft.) aggregating to sale value of Rs.~1237 mn. across the various asset classes.

In 11MFY11 **(vertical development)** sales stood at ~5.10 mn.sq.ft. aggregating to sale value of Rs.~11484 mn. while **(horizontal development)** sales stood at ~15.29 mn.sq.ft. (including FSI sales of ~4.66 mn.sq.ft.) aggregating to sale value of Rs. ~10261 mn. across the various asset classes.

Asset Class	Area Sold (mn.sq.ft.)		Sale Value Booked (Rs. Mn.)	
	February 2011	11MFY11	February 2011	11MFY11
Plots	0.53	9.40	400.74	7132.91
Villas	0.58	2.43	1,319.74	6513.51
GHS	0.10	2.16	183.64	3973.41
GHS FSI	0.15	0.60	63.95	199.32
Commercial	0.06	0.51	199.08	997.60
Comm FSI	0.00	2.32	4.58	1,743.13
Industrial Plot	1.16	1.55	669.29	830.97
Public Amenities	0.34	1.42	98.63	354.12
Total	2.92	20.39	2,939.65	21,744.97

• **Total area sold till February 2011 increased to ~ 88 mn.sq.ft. aggregating to sale value of Rs.~73868 mn**

The company till date has sold an area of ~88 mn.sq.ft. out of the total saleable area of ~270.80 mn.sq.ft. (as on 31st December 2010). Total sale value of sold area is Rs. ~73868 mn.



Out of the Sold area of ~88 mn sq. ft. the company has delivered ~36.15 mn sq ft (~22.45 mn sq ft from the completed projects and ~ 13.70 mn sq.ft. from the ongoing projects) as on 31st December 2010.

• **Robust collections from the customers in 11MFY11**

In January 11 & February 11 the company collected Rs. ~1618 mn & Rs. ~1391.40 mn respectively from the customers, resulting in total collection of ~ Rs. 14003.40 mn in 11MFY11.

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