

## Ansal Properties & Infrastructure Ltd. Lucknow & NCR Site Visit Updates

We had organized analysts / investors' site visit to our Lucknow and NCR (Gurgaon, Sonapat, Panipat, & Greater Noida) projects in the first week of January 2011 from 6<sup>th</sup> – 8<sup>th</sup>:

- *Seven* analysts and *four* investors participated in the site visit
- Following were the participants to the Site Visit:

S.No.	Company	Name
1	Macquarie	Unmesh Sharma
2	Macquarie	Saurabh Kumar
3	Quant Capital	Mangesh Bhadang
4	IFCI	Rajeev Desai
5	Kotak Securities	Ajay Mathrani
6	IDFC SSKI	Nitin Agarwal
7	IDFC SSKI	Vineet Chandak
8	Reliance Wealth Management	Umesh Gupta
9	Kotak PMS	Sheetalkumar Shah
10	Escorts Mutual Fund	Sanjay Arora
11	Escorts Mutual Fund	Jagvir Fauzdar

### Information shared with the analysts / investors during the visit

We have made separate folders for each of the analysts / investors containing the following information:

- Q3FY11 Operational Updates (including 9MFY11 details)
  - State-wise Area sold, state-wise sale value booked, asset class-wise area sold, asset class-wise sale value booked, names of the projects where major sales have been booked, area sold till Q3FY11, sale value booked till Q3FY11, collections from the customers in Q3FY11 and till Q3FY11, asset class-wise realization etc.
- City profile where the projects are located especially Lucknow, Sonapat & Panipat,
- Layout of the projects to be visited

- Asset Class – wise details of the projects to be visited
  - Project Size, saleable area (mn.sq.ft.), land acquired till date along with the value in Rs. (mn.), area released / not released for sale, average estimated construction cost Rs. / sq.ft., total construction cost incurred till 30<sup>th</sup> Sept.2010, total developable area (mn.sq.ft.), area sold till 30<sup>th</sup> Sept.2010, sale value of area sold (Rs. Mn.), cash received (Rs. mn.), revenue recognized till 30<sup>th</sup> Sept.2010, cost recognized till 30<sup>th</sup> Sept.2010

### **6<sup>th</sup> – 8<sup>th</sup> January, 2011**

We have invited the analysts and investors' from Mumbai & Delhi to first visit our Lucknow site and then other projects in NCR (Gurgaon, Sonapat, Panipat & Greater Noida)

#### **1. Lucknow, Uttar Pradesh**

##### **a. Sushant Golf City (3530 acres)**

#### **2. Gurgaon**

##### **a. Esencia (111.59 acres)**

##### **b. Golden Greens (300 acres)**

#### **3. Sushant City – Kundli, Sonapat, Haryana (350 acres)**

#### **4. Sushant City – Panipat, Haryana (377 acres)**

#### **5. Megapools – Greater Noida (2504 acres)**

- Started with a walk through presentation
- Explained in detail the layout of all the sites with the help of technical and marketing team
- Explained in detail the routes to Lucknow site from the airport and the city with the help of the marketing team
  - Showed all of them both the routes to the site
- Explained the routes to Gurgaon (Esencia) site both from Golf Course Road and Sohna Road
  - Showed all of them both the routes to the site
- Shares the term & conditions of Golden Green project (JDA) in Gurgaon along with the expected profitability
- Shared further project details with the help of marketing team:

- Area delivered, Area offered / to be offered for possession in next 2-3 months, Sales Price Rs. / sq.ft. across asset classes, average land cost per acre, assets classes to be launched in next 2-3 months etc.
- Took all the analysts / investors for site visit along with the technical head and the marketing team
  - Halted at various sites and made them showed the pace of construction at the sites
  - Showed them our sample flats / villas / independent floors and people residing in the Villas (especially Lucknow) in which we have offered possession
- Took all the analysts / investors for a city tour especially areas like Gomti Nagar, Hazratganj in Lucknow
  - Showed them the commercial buildings, malls, High rise GHS in the various khand of Gomti Nagar and other areas like Nishat Ganj as some of them have the perception of low rise buildings in Lucknow
  - Explained in detail about Lucknow Real Estate Market especially Gomti Nagar, current & expected population, demand – supply scenario, USP of our projects with the help of marketing and technical team

**Following were the participants who had visited our Lucknow & NCR sites on 14<sup>th</sup> & 15<sup>th</sup> October, 2010:**

S.No.	Company Name	Name
1	Tata Securities	Dhruva Sabharwal
2	IDFC SSKI	Ramnath S
3	MF Global (PCG)	Sonal Shrivastav
4	Anand Rathi	Dhaval Dama
5	Antique Stock Broking	Karishma Solanki
6	KR Choksey	Kunal Dalal
7	KR Choksey	Niyati Jhaveri
8	Emkay Global	Aanchal Jain
9	Jaypee Capital	Hitendra Gupta
10	SBI Caps	Akshit Shah
11	MF Global	Dipesh Sohani
12	IDBI Capital	Hansraj Singh
13	ICICI Direct	Bhupendra Tiwary
14	Khandwala Securities	Richa Shah
15	Alchemy PMS	Nirav Parikh
16	Luck Securities - PMS	Rahul Bagaria

*Kindly note that we may propose next site visit for the analysts / investors to our projects sometime in last week of February 2011. We would be happy to get an opportunity to showcase the potential of our projects located in these cities.*

*In case there is any interest in visiting these sites, we would request the analysts / investors to get in touch at the enclosed contact details in order for us to make necessary arrangements.*

*Look forward to your participation.*

***For Further Information, Please Contact:***

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