

Ansal Properties & Infrastructure Ltd. Operational Updates – November 2011

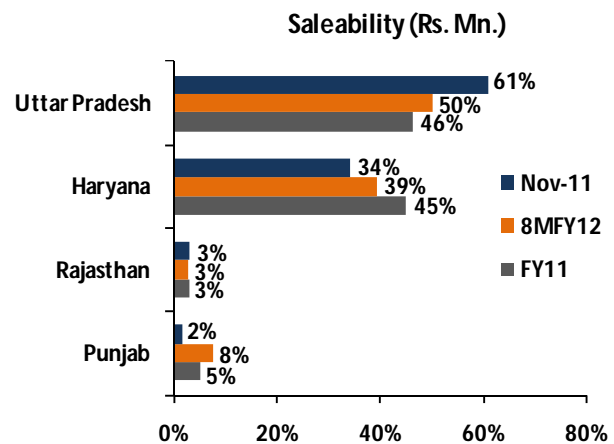
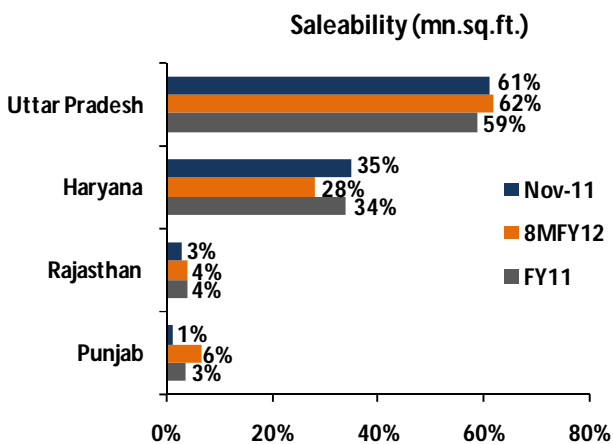
Key Highlights

- Sold an area of 1.75mn.sq.ft. in **November 2011**, aggregating to sale value of ~Rs.1,934mn
- Total area sold in **eight months ended FY12** increased to 15.03mn.sq.ft., aggregating to total sale value of ~Rs.17,774mn
- Collected ~Rs.1,450mn in **November 2011**, resulting in total collections to ~Rs.11,459mn in **eight months ended FY12**
- Average Realizations stood at ~Rs.1,106/sq.ft. in **November 2011** vs. ~Rs.1,136/sq.ft. in **October 2011**
- Majority of the sales booked in one of the company's largest townships (Hi-Tech) viz. "Sushant Golf City, Lucknow" **on account of signing of DA-V of ~1,000acres in June 2011**

- **Sold an area of 1.75mn.sq.ft. in November 2011, resulting in total area sold to 15.03mn.sq.ft. in eight months ended FY12**

In *November 2011*, the company booked sales of 1.75mn.sq.ft. aggregating to sale value of ~Rs.1,934mn. The company's largest township (Hi-tech) viz. Sushant Golf City, Lucknow contributed significantly to the total saleability (~55% of the area sold and ~52% of the sale value) during the month across various asset classes i.e. plots, low & high rise built-ups, commercial, FSI etc. This is on account of signing of Development Agreement V (DA-V) of ~1,000acres in June 2011 in Phase II of the township.

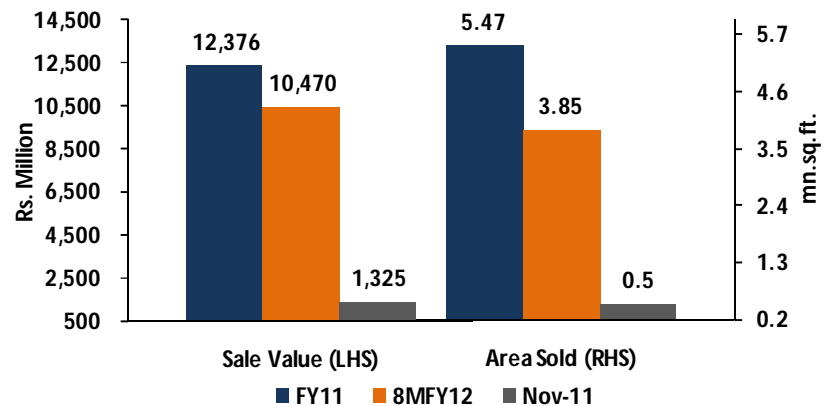
State	Area Sold (mn.sq.ft.)			Sale Value Booked (Rs. Mn.)		
	Nov-11	8MFY12	FY11	Nov-11	8MFY12	FY11
Uttar Pradesh	1.07	9.29	13.19	1,179.24	8,956.82	11,113.74
Haryana	0.61	4.2	7.62	660.49	6,987.94	10,804.71
Rajasthan	0.05	0.58	0.86	61.53	482.41	731.45
Punjab	0.02	0.96	0.76	32.22	1,346.58	1,277.13
Total	1.75	15.03	22.43	1,933.48	17,773.75	23,927.03



• **Assets Class wise saleability in November 2011 & eight months ended FY12**

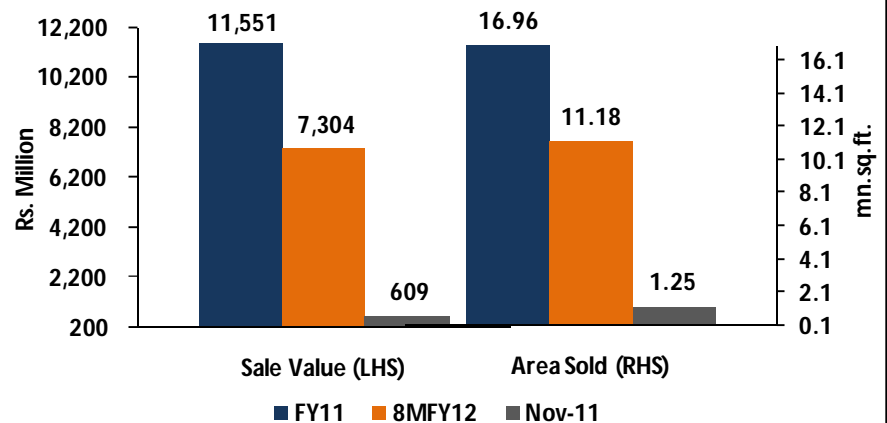
Vertical Development Sales

In **November 2011**, the company booked **vertical development** sales of 0.50mn.sq.ft. aggregating to sale value of ~Rs.1,325mn. Post the sales in November 2011, the total vertical development sales booked in eight months ended FY12 stood at 3.85mn.sq.ft. aggregating to sale value of ~Rs.10,470mn.



Horizontal Development Sales

In **November 2011**, the company booked **horizontal development** sales of 1.25mn.sq.ft. aggregating to sale value of ~Rs.609mn. Post the sales in November 2011, the total horizontal development sales booked in eight months ended FY12 stood at 11.18mn.sq.ft. aggregating to sale value of ~Rs.7,304mn.

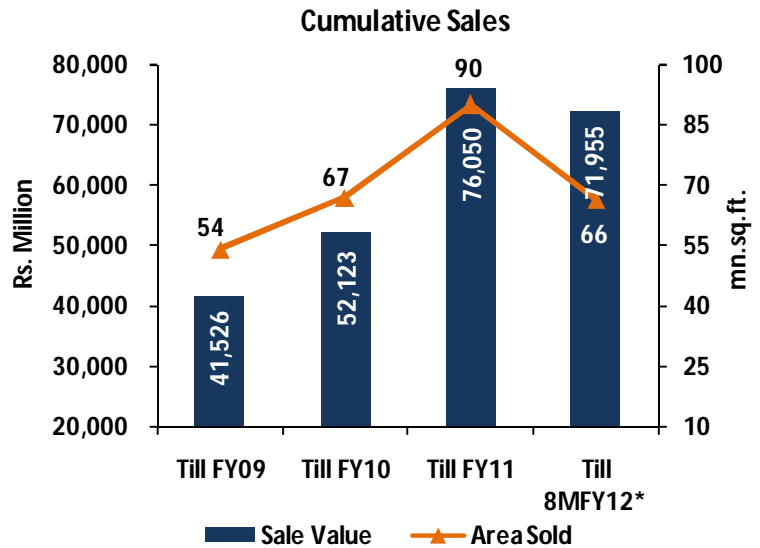


Asset Class	Area Sold (mn.sq.ft.)			Sale Value Booked (Rs.Mn.)		
	Nov-11	8MFY12	FY11	Nov-11	8MFY12	FY11
Plots	0.39	5.81	10.72	229.28	4,856.02	8,253.68
Low-Rise Built-Ups	0.17	1.47	2.59	511.73	4,264.74	6,981.11
GHS	0.29	1.81	2.26	685.65	4,466.27	4,225.29
Commercial	0.05	0.57	0.62	127.60	1,739.15	1,169.50
FSI	0.85	5.37	6.24	379.22	2,447.57	3,297.45
Total	1.75	15.03	22.43	1,933.48	17,773.75	23,927.03

- **Total area sold till eight months ended FY12 stood at 66.4mn.sq.ft. (post area exhausted/delivered from completed and ongoing projects)_aggregating to sale value of ~Rs.71,955mn**

The company **till date** has sold an area (which is yet to be delivered) of 66.4mn.sq.ft. on a balance saleable area of ~305mn.sq.ft. (as on September 30, 2011) post area exhausted/delivered from completed and ongoing projects). Hence, total sale value of the area sold stood at ~Rs.71,955mn.

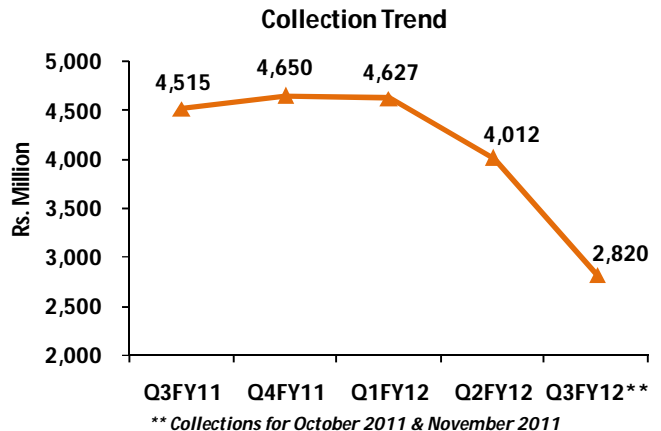
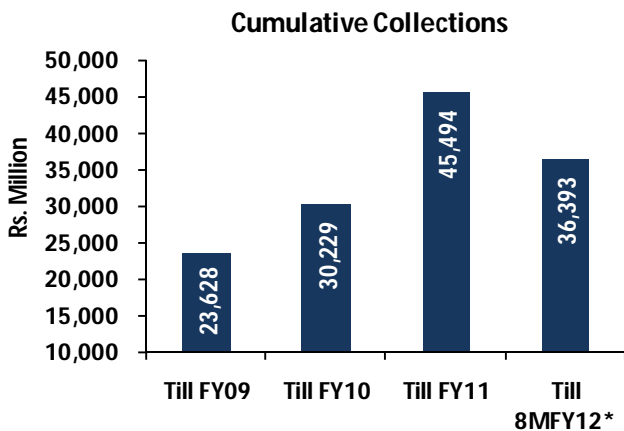
The company has completed development of an area aggregating to ~41.5mn.sq.ft. since 2004 till September 30, 2011. Out of the developed area, the company has delivered ~38.3mn.sq.ft. (~23.4mn.sq.ft. from completed projects and ~14.8mn.sq.ft. from ongoing projects) **as of September 30, 2011** and the balance area of ~3.08mn.sq.ft. is available as finished inventory for sale.



**Calculations of the exhausted area for the townships under development could vary with any changes in the plans or saleable area and the management reserves the right to reclassify the land as exhausted or not yet exhausted.*

- **Collected ~Rs.1,450mn in November 2011, resulting in total collections to ~Rs.36,393mn (post area exhausted/delivered from completed and ongoing projects) till date**

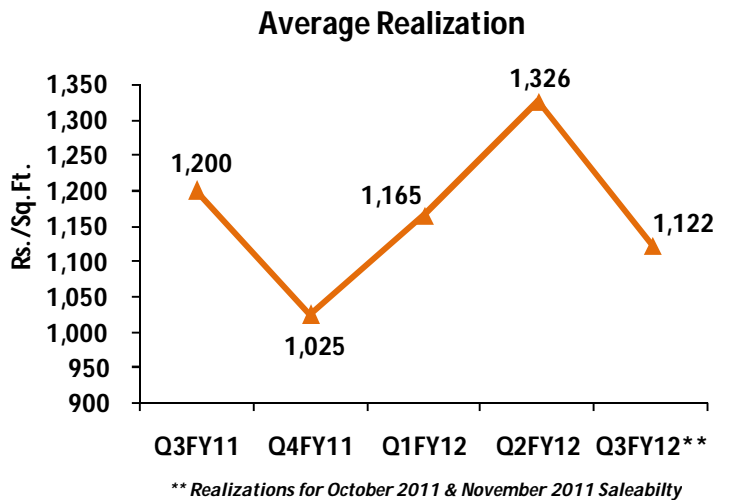
In **November 2011**, the company collected ~Rs.1,450mn from its customers, resulting in total collections to ~Rs.11,459mn in **eight months ended FY12**. Consequently the total collections from the customers till date stood at ~Rs.36,393mn and total collections (yet to be called) on **sales booked** till date stood at ~Rs.35,562mn.



**Calculations of the exhausted area for the townships under development could vary with any changes in the plans or saleable area and the management reserves the right to reclassify the land as exhausted or not yet exhausted.*

- **Average Realizations stood at ~Rs.1,106/sq.ft. in November 2011 vs. ~Rs.1,136/sq.ft. in October 2011**

In November 2011, the average realizations stood at ~Rs.1,106/sq.ft. vs. ~Rs.1,136/sq.ft. in October 2011. The realizations during the month have been marginally lower on account of decrease in realizations of the vertical development sales (i.e. villas, group housing & commercial) by ~5% and horizontal development sales (i.e. plots and FSI) by ~13%.



For Further Information, Please Contact:

**Investor Relations
Ansal Properties & Infrastructure Ltd.**

Dinesh C. Gupta

Tel: +91 120 4293945

Email: dineshgupta@ansalapi.com

Kapil Arora

Tel: +91 11 66038334

Email: kapil@ansalapi.com

Abhinav Srivastava

Tel: +91 11 66038561

Email: abhinav.srivastava@ansalapi.com

Disclaimer

This presentation has been prepared by Ansal Properties & Infrastructure Ltd (the "Company") solely for your information and for your use and may not be taken away, reproduced, redistributed or passed on, directly or indirectly, to any other person (whether within or outside your organization or firm) or published in whole or in part, for any purpose. By attending this presentation, you are agreeing to be bound by the foregoing restrictions and to maintain absolute confidentiality regarding the information disclosed in these materials. "Sales booked in October 2011 may be subject to cancellation and the management in no way represents that these bookings have been confirmed from all aspects Also some sales that have been booked in September 2011 may not be reflected here as the process for bookings and confirming the sales may still be underway as on the date of the creation of the report."

The information contained in this presentation does not constitute or form any part of any offer, invitation or recommendation to purchase or subscribe for any securities in any jurisdiction, and neither the issue of the information nor anything contained herein shall form the basis of, or be relied upon in connection with, any contract or commitment on the part of any person to proceed with any transaction. The information contained in these materials has not been independently verified. No representation or warranty, express or implied, is made and no reliance should be placed on the accuracy, fairness or completeness of the information presented or contained in these materials. Any forward-looking statements in this presentation are subject to risks and uncertainties that could cause actual results to differ materially from those that may be inferred to being expressed in, or implied by, such statements. Such forward-looking statements are not indicative or guarantees of future performance. Any forward-looking statements, projections and industry data made by third parties included in this presentation are not adopted by the Company, and the Company is not responsible for such third party statements and projections. This presentation may not be all inclusive and may not contain all of the information that you may consider material. The information presented or contained in these materials is subject to change without notice and its accuracy is not guaranteed. Neither the Company nor any of its affiliates, advisers or representatives accepts liability whatsoever for any loss howsoever arising from any information presented or contained in these materials.

THIS PRESENTATION DOES NOT CONSTITUTE OR FORM ANY PART OF ANY OFFER, INVITATION OR RECOMMENDATION TO PURCHASE OR SUBSCRIBE FOR ANY SECURITIES.