

## Ansal Properties & Infrastructure Ltd. Q3FY11 Operational Updates

### Key Highlights

- Sold total area of 4.38 mn.sq.ft in Q3FY11, aggregating sale value of Rs. 5,251.01 mn
  - Total area sold in 9MFY11 is 15.81 mn.sq.ft., aggregating sale value of Rs. 17,137.94 mn
  - Collected Rs.4,514.6 mn in Q3FY11, resulting in total collections to Rs.10,614.6 mn. in 9MFY11
  - Improvement in realizations by 24% to Rs. 1083.99 / sq.ft. in 9MFY11 vs. Rs. 872.81 / sq.ft. in 9MFY10
  - Majority of the sales booked in Uttar Pradesh and Haryana projects across the various asset classes
- **Sold total area of 4.38 mn.sq.ft. in Q3FY11 resulting in total area sold to 15.81 mn.sq.ft. in 9MFY11**

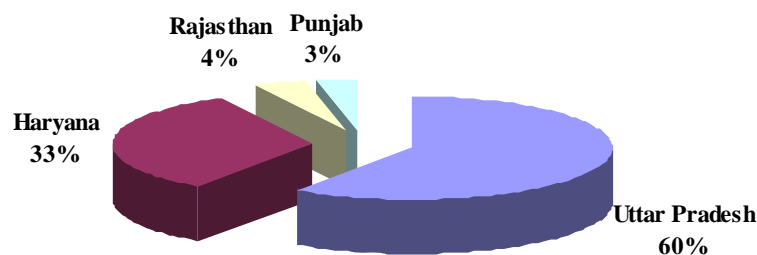
During the quarter, the company booked sales of 4.38 mn.sq.ft. aggregating sale value of Rs. 5251.01 mn. Major chunk of the sales (~ 2.54 mn.sq.ft.) were booked in the company’s largest township - ‘**Sushant Golf City**’, Lucknow and in its first green township ‘**Esencia**’ in Gurgaon of ~ 0.45 mn.sq.ft.

Consequently the total sales booked in 9MFY11 is 15.81 mn.sq.ft. aggregating sale value of Rs. 17137.94 mn. Again the company’s largest township (Hi-tech) ‘**Sushant Golf City**’ in Lucknow contributed ~ 8.63 mn.sq.ft. and ‘**Esencia in Gurgaon**’ contributed ~ 2.31 mn.sq.ft. to the total sales booked in 9MFY11.

State	Area Sold (mn.sq.ft.)		Sale Value Booked (Rs. mn.)	
	Q3FY11	9MFY11	Q3FY11	9MFY11
Uttar Pradesh	2.8	9.42	3030.48	7826.12
Haryana	1.16	5.17	1738.1	7699.09
Rajasthan	0.22	0.67	195.83	507.08
Punjab	0.20	0.51	286.6	892.16
Others	-	0.04	-	213.49
<b>Total</b>	<b>4.38</b>	<b>15.81</b>	<b>5251.01</b>	<b>17137.94</b>

*In FY11 the company’s guidance expected to book sales of 16 mn.sq.ft. out of which 15.81 mn.sq.ft. has already been booked*

Saleability 9MFY11



• **Assets Class wise sales in Q3FY11 & 9MFY11**

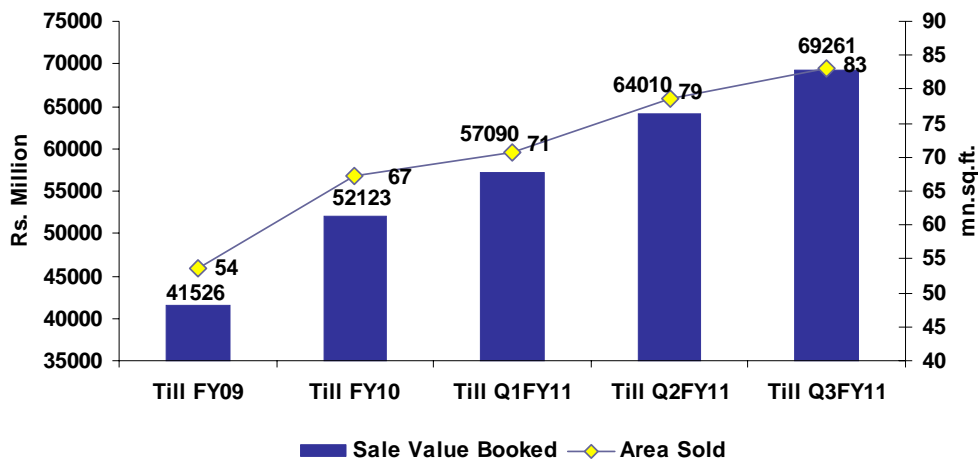
During the quarter the company booked **(vertical development)** sales of 1.05 mn.sq.ft. aggregating sale value of Rs. 3101.61 mn. while it booked **(horizontal development)** sales of 3.33 mn.sq.ft. aggregating sale value of Rs. 2149.4 mn. in Q3FY11 across the various asset classes.

In 9MFY11 **(vertical development)** sales stood at 3.81 mn.sq.ft. aggregating sale value of Rs. 8952.03 mn. while **(horizontal development)** sales stood at 12 mn.sq.ft. aggregating sale value of Rs. 8185.91 mn. across the various asset classes.

Asset Class	Area Sold (mn.sq.ft.)		Sale Value Booked (Rs. mn.)	
	Q3FY11	9MFY11	Q3FY11	9MFY11
Plots	1.3	8.23	1023.3	6235.41
Villas	0.41	1.64	1307	4754.07
GHS	0.53	1.94	1541.65	3589.64
GHS FSI	0.34	0.34	102.53	102.53
Commercial	0.11	0.23	252.96	608.33
Comm FSI	1.14	1.97	849.9	1443.99
Industrial Plot	0.04	0.06	40.62	59.54
Industrial FSI	-	0.32	-	88.97
Public Amenities	0.51	1.08	133.06	255.48
<b>Total</b>	<b>4.38</b>	<b>15.81</b>	<b>5251.01</b>	<b>17137.94</b>

• **Total area sold till Q3FY11 increased to 83 mn.sq.ft. aggregating sale value of Rs. 69261 mn**

The company till date has sold an area of 83 mn.sq.ft. out of the total saleable area of 301.78 mn.sq.ft. (as on 30<sup>th</sup> sept.2010). Total sale value of sold area is Rs. 69621 mn out of which the company has collected Rs. 40844 mn (as on 31<sup>st</sup> Dec. 2010) as advances from the customers.



• **Improvement in realizations by ~24% (y-o-y) to Rs. 1083.99 / sq.ft. in 9MFY11**

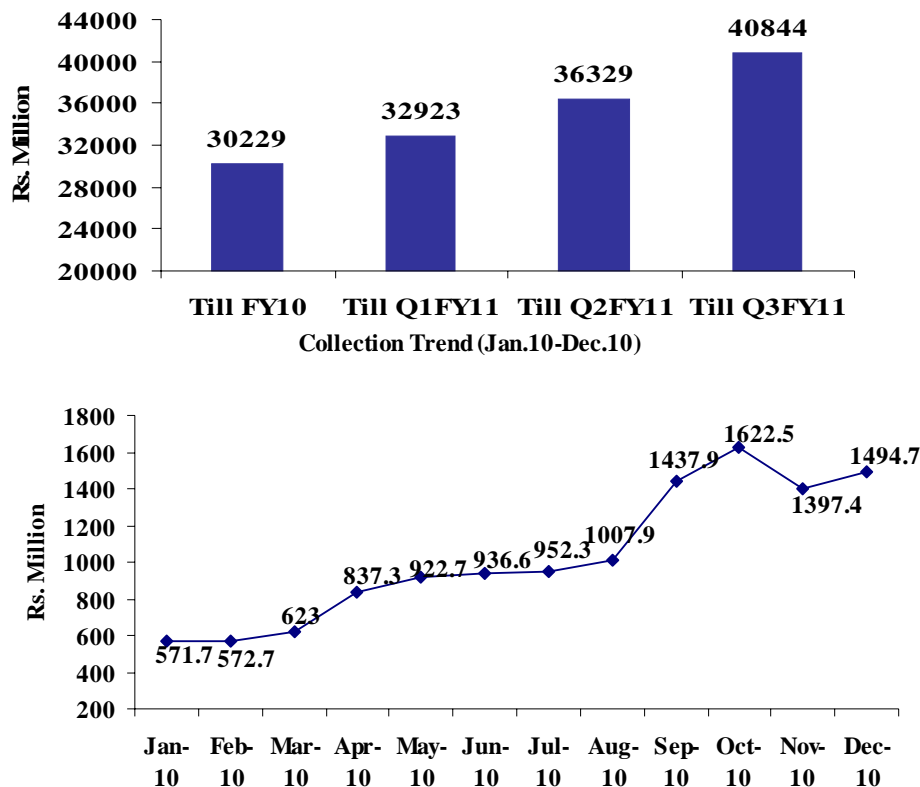
In 9MFY11 the average realization has improved by ~24% to Rs. 1083.99 / sq.ft. vs. Rs. 872.81 / sq.ft. in 9MFY10. This is due to the significant improvement in the realisations of plots, villas, group housing and FSI.

Average Realization (Rs./Sq.ft.)					
Asset Class	Q3FY11	Q2FY11	Q1FY11	9MFY11	9MFY10
Plots	787.15	549.6	1201.61	757.64	611.75
Villas	3187.8	3146.9	2378.87	2898.82	1996.6
GHS	2908.77	1277.74	1819.24	1850.33	1358.97
GHS FSI	301.56	-	-	301.56	265
Commercial	2299.64	1938.96	5535.7	2644.90	3511.65
Comm FSI	745.53	712.28	870.96	732.99	-
Industrial Plot	1015.5	899.52	-	992.32	982.97
Industrial FSI	-	281.13	-	278.02	-
Public Amenities	260.9	242.79	172.17	236.56	83.98
	<b>1198.86</b>	<b>865.81</b>	<b>1444.06</b>	<b>1083.99</b>	<b>872.81</b>

• **Continuous improvement in the collections from the customers**

In Q3FY11 the company collected ~ Rs. 4514.6 mn from the customers, resulting in total collection of Rs. 10,614.6 mn in 9MFY11. Thus total pending advances (as on 31.12.10) is ~Rs. 28,416.41 mn.

**Cumulative Collections**



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