

Ansal Properties & Infrastructure Ltd. Operational Updates - May 2011

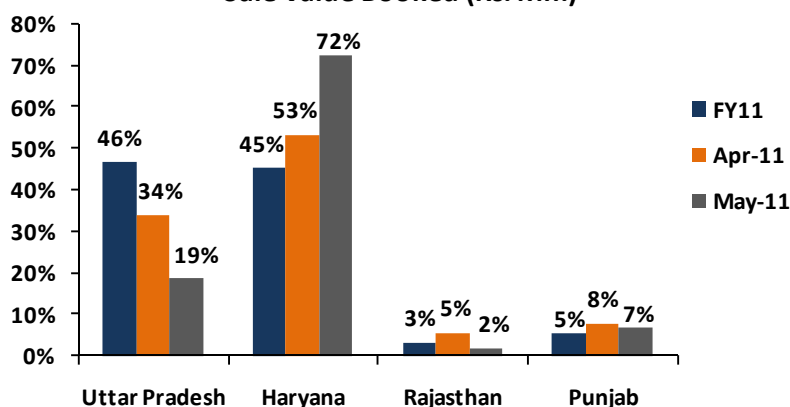
Key Highlights

- Sold an area of 2.93 mn.sq.ft. in **May 2011**, aggregating to sale value of ~ Rs. 3977 mn
- Total area sold in **two months ended FY2012** increased to 6.43 mn.sq.ft., aggregating to total sale value of ~ Rs. 6989 mn
- Collected ~ Rs. 1472 mn in **May 2011**, resulting in total collections to ~ Rs. 2957 mn in **two months ended FY2012**
- Average Realization stood at ~ Rs. 1360 / sq.ft. in **May 2011** vs. ~ Rs. 861 / sq.ft. in **April 2011**
- New launches in **April 2011** in Gurgaon contributed significantly to the total sale value booked during the month
- **Sold an area of 2.93 mn.sq.ft. in May 2011, resulting in total area sold to 6.43 mn.sq.ft. in two months ended FY2012**

In May 2011, the company booked sales of 2.93 mn.sq.ft. aggregating to sale value of ~ Rs. 3977 mn. Major chunk of the sales were booked from the new launches in April 2011 in Gurgaon '**Esencia (Extn.) - proposed 108 acres township out of which 28 acres has been launched & Fernhill - 14.5 acres (launched)GHS under collaboration**' aggregating to ~27% of the area sold (2.93 mn.sq.ft.) and ~61% of the total sale value booked (Rs. 3977mn.) during the month. **Consequently**, the total area sold in two months ended FY2012 increased to 6.43 mn.sq.ft. aggregating to sale value of ~ Rs. 6989 mn.

State	Area Sold (mn.sq.ft.)			Sale Value Booked (Rs. Mn)		
	May 2011	April 2011	FY2011	May 2011	April 2011	FY2011
Uttar Pradesh	1.3	2.49	13.19	748.15	737.54	11,113.74
Haryana	1.28	0.92	7.62	2,878.08	1,160.24	10,804.71
Rajasthan	0.07	0.07	0.86	69.94	117.30	731.45
Punjab	0.28	0.02	0.76	280.73	166.97	1,277.13
Total	2.93	3.50	22.43	3,976.90	2,182.05	23,927.03

Sale Value Booked (Rs. Mn.)

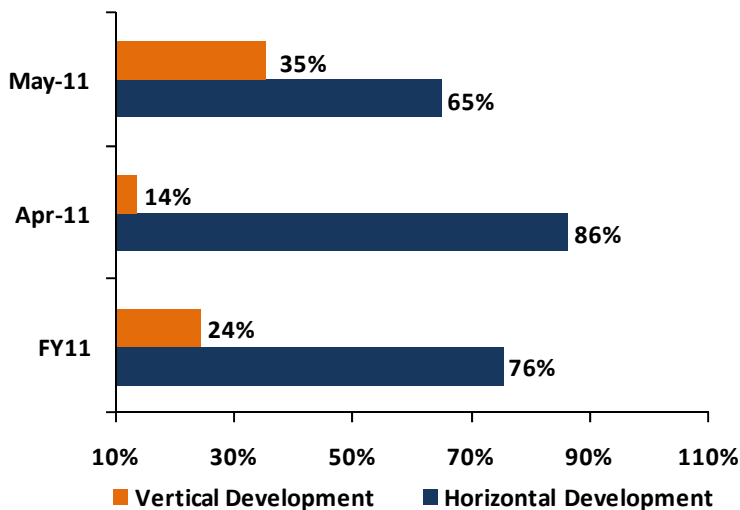
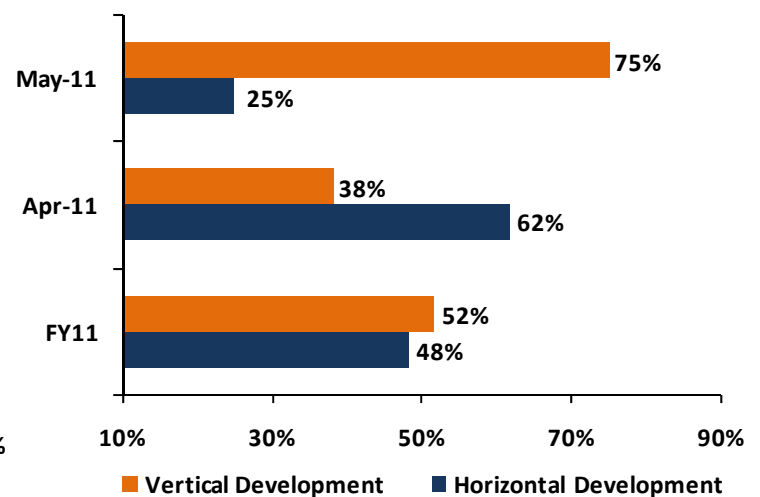


• Assets Class wise saleability in May 2011 & two months ended FY2012

In May 2011, the company booked **vertical development** sales of 1.03 mn.sq.ft. aggregating to sale value of ~ Rs. 2986 mn while it booked **horizontal development** sales of 1.9 mn.sq.ft. (including FSI sales) aggregating to sale value of ~ Rs. 991 mn across the various asset classes.

In two months ended FY2012 **vertical development** sales stood at 1.51 mn.sq.ft. aggregating to sale value of ~ Rs. 4138 mn while **horizontal development** sales stood at 4.92 mn.sq.ft. (including FSI sales) aggregating to sale value of ~ Rs. 2851 mn across the various asset classes.

Asset Class	Area Sold (mn.sq.ft.)			Sale Value Booked (Rs. Mn)		
	May 2011	April 2011	FY2011	May 2011	April 2011	FY2011
Plots	0.67	1.39	10.72	629.28	1,116.90	8,253.68
Villas	0.27	0.32	2.59	944.43	684.39	6,981.11
GHS	0.72	0.03	2.26	1,950.49	68.05	4,225.29
GHS FSI	0.79	1.45	0.60	251.52	657.74	199.32
Commercial	0.03	0.13	0.62	91.01	399.84	1,169.50
Commercial FSI	-	-	2.32	-	-	1,747.56
Industrial Plot	0.09	0.06	1.58	36.19	39.39	848.16
Public Amenities	0.36	-	1.59	73.98	-	430.73
Farms	-	0.12	0.15	-	45.50	71.68
Total	2.93	3.50	22.43	3,976.90	3,011.81	23,927.03

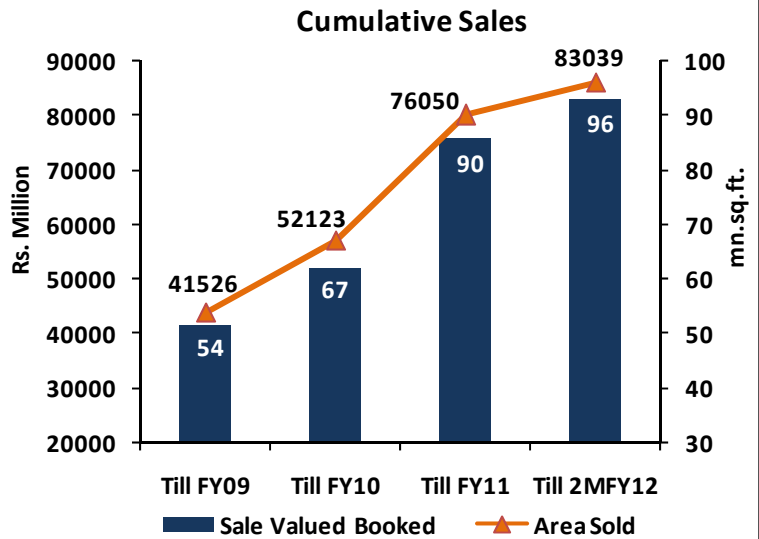
Area Sold (mn.sq.ft.)

Sale Value Booked (Rs. Mn)


- **Total area sold till May 2011 increased to 96.06 mn.sq.ft. aggregating to sale value of ~ Rs. 83039 mn**

The company **till date** has sold an area of 96.06 mn.sq.ft. out of the total saleable area of ~ 311 mn.sq.ft. (**as of 31st March 2011**). Total sale value of sold area stood at ~ Rs. 83039 mn.

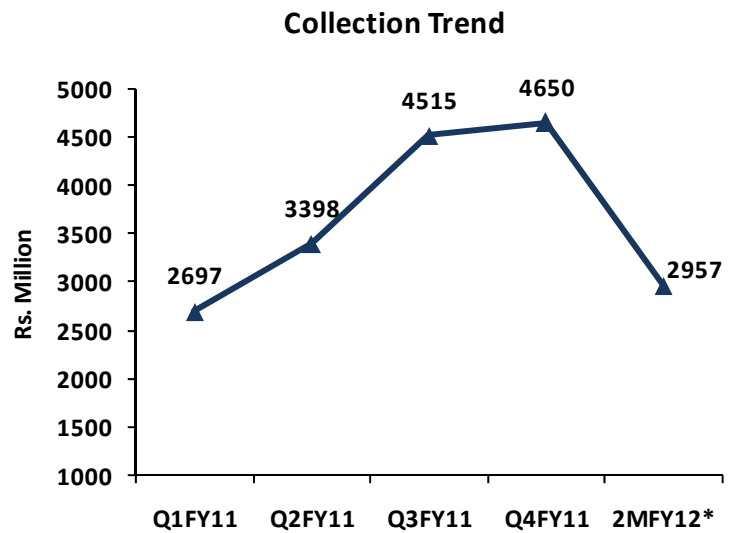
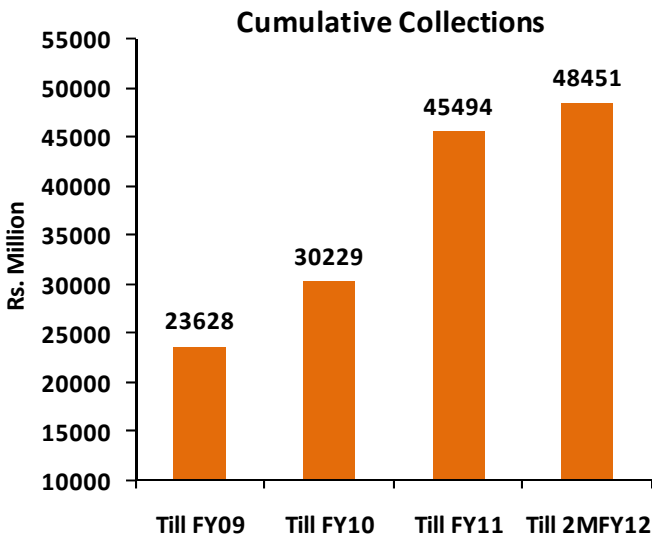
Out of the sold area of 96.06 mn.sq.ft. the company has completed development of an area aggregating to 40.9 mn.sq.ft. Out of the developed area, the company has delivered 37.4 mn.sq.ft. (22.4 mn.sq.ft. from completed projects and 15 mn.sq.ft. from ongoing projects) **as of 31st March 2011** and the balance area of 3.47 mn.sq.ft. is available as finished Inventory for sale.

Consequently, the total area sold / yet to be delivered (**as of 31st March, 2011**) stood at 52.2 mn.sq.ft. on a balance saleable area of ~270 mn.sq.ft. and after including the area sold in two months ended FY2012 the total area sold / yet to be delivered stood at 58.7 mn.sq.ft.



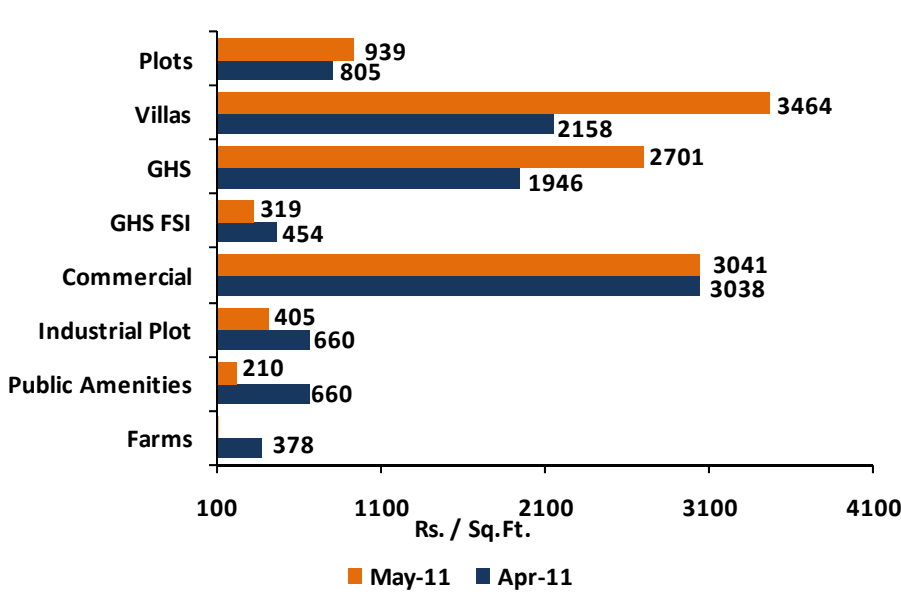
- **Collected ~Rs. 1472 mn in May 2011, resulting in total collections to ~ Rs. 48451 till date**

In May 2011 the company collected ~ Rs. 1472 mn from the customers, resulting in total collection to ~ Rs. 2957 mn in two months ended FY2012. Consequently the total collections increased to ~ Rs. 48451 mn till date. Total pending advances (as on 31st May, 2011) **on sales booked till date** stood at ~Rs. 34588 mn.



• **Average Realizations improved by 58% to ~Rs. 1360 / sq.ft. in May 2011 vs. ~ Rs. 861 / sq.ft. in April 2011**

In May 2011, the average realization improved significantly by ~ 58% to ~ Rs. 1360 / sq.ft. vs. ~ Rs. 861 / sq.ft. in April 2011. This is due to the significant improvement in the realizations of vertical development sales viz. villas and group housing. **Consequently**, the average realization for two months ended FY2012 stood at ~ Rs. 1088 / sq.ft.



Realizations - FY11		
Asset Class	Minimum (Rs. / Sq.Ft.)	Maximum (Rs. / Sq.Ft.)
Plots	355	3500
Villas	1300	3423
Floors	1007	3842
GHS	1278	2750
GHS FSI	302	420
Commercial	1200	7088
Commercial FSI	464	2817
Industrial Plot	281	1105
Public Amenities	193	633

Note: Management has taken a decision that going forward the Operational Updates will include the cumulative sales booked and cumulative collections after excluding the sale value and corresponding collections of the area delivered from the completed and ongoing projects.

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