

## Ansal Properties & Infrastructure Ltd. Operational Updates – June2011 & Q1FY12

### Key Highlights

- Sold an area of 2.10 mn.sq.ft. in **June2011**, aggregating to sale value of ~Rs.2950mn
- Total area sold in **Q1FY12** increased to 8.53 mn.sq.ft., aggregating to total sale value of ~Rs.9939mn
- Collected ~Rs. 1670mn in **June2011**, resulting in total collections to ~Rs 4627mn in **Q1FY12**
- Average Realization stood at ~Rs. 1404/sq.ft. in **June2011** vs. ~Rs. 1360/sq.ft. in **May2011**
- New launches in **Q1FY12** in phase II of Sushant Golf City, Lucknow contributed significantly to the total sale value booked during the month

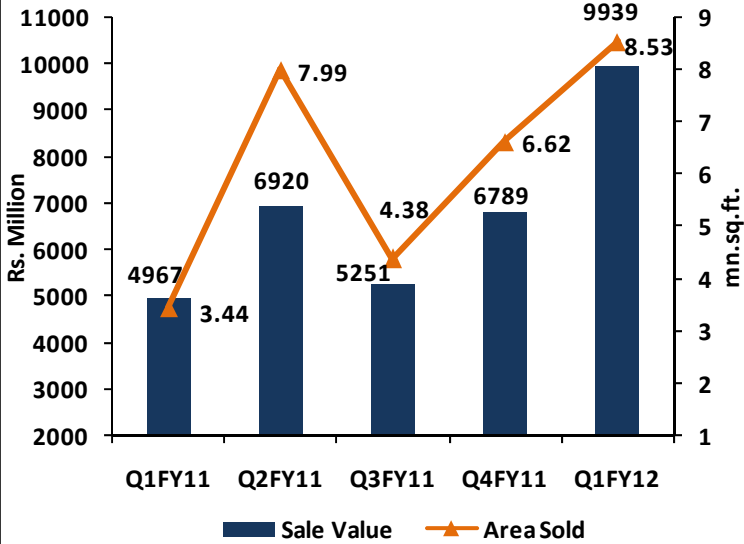
### Q1FY12 Launches

- Esencia (Extn.) Sector 67, Gurgaon – Proposed 108 Acres township aggregating to saleable area of ~6 mn.sq.ft. out of which 28 acres has been launched aggregating to saleable area of ~1.3 mn.sq.ft.
  - Fernhill Sector 91, Gurgaon – A 14.5 Acres of Group Housing under collaboration aggregating to saleable area of ~1.4 mn.sq.ft.
  - Golf Links-II Sector 116, Mohali – A 107 Acres township aggregating to saleable area of 2.19 mn.sq.ft. comprising of plots, luxurious villas, condominiums, penthouses, commercial space and malls
  - Signed and Launched Development Agreement V of ~1000 acres in phase II of Sushant Golf City, Lucknow aggregating to saleable area ~40mn.sq.ft. comprising of plots, villas, floors, group housing, commercial etc.
  - Post signing of Development Agreement V of phase II ‘Sushant Golf City, Lucknow’ and Joint Development Agreement for ‘Fernhill, Gurgaon’ the total saleable area increased to ~ 350mn.sq.ft.
- **Sold an area of 2.10 mn.sq.ft. in June2011, resulting in total area sold to 8.53 mn.sq.ft. in Q1FY12**

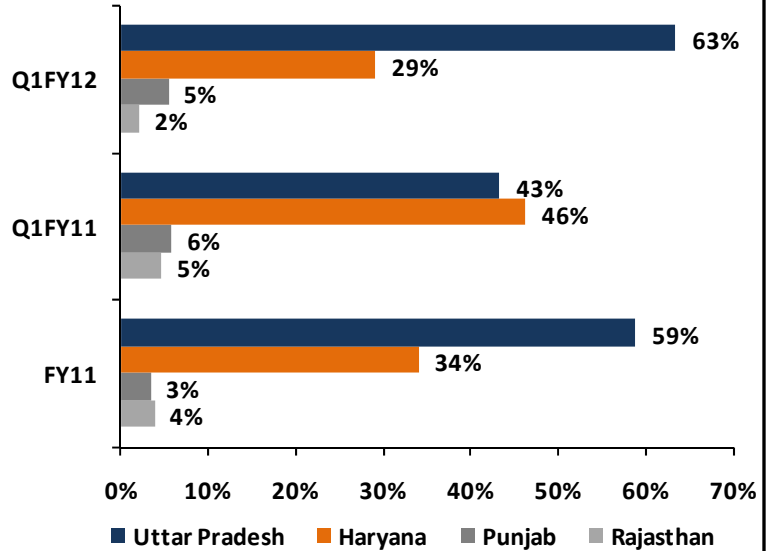
In June2011, the company booked sales of 2.10 mn.sq.ft. aggregating to sale value of ~Rs.2950mn. Major chunk of the sales were booked in Phase II of Sushant Golf City, Lucknow on account of signing of development agreement V in June2011 aggregating to ~64% of the area sold (2.10 mn.sq.ft.) and ~48% of the sale value booked (Rs.2950mn.) during the month. **Consequently**, the total area sold in Q1FY12 increased to 8.53 mn.sq.ft. aggregating to sale value of ~Rs.9939 mn against 3.44 mn.sq.ft. sold in Q1FY11 aggregating to sale value of ~Rs.4967mn.

State	Area Sold (mn.sq.ft.)				Sale Value Booked (Rs. Mn.)			
	June 2011	Q1FY12	Q1FY11	FY11	June 2011	Q1FY12	Q1FY11	FY11
Uttar Pradesh	1.64	5.41	1.49	13.19	1766.37	4727.81	2049.74	11113.7
Haryana	0.25	2.48	1.59	7.62	789.93	4349.27	2428.12	10804.7
Rajasthan	0.04	0.18	0.16	0.86	47.84	200.27	55.97	731.45
Punjab	0.17	0.46	0.2	0.76	345.81	661.32	432.74	1277.13
<b>Total</b>	<b>2.10</b>	<b>8.53</b>	<b>3.44</b>	<b>22.43</b>	<b>2949.95</b>	<b>9938.67</b>	<b>4966.57</b>	<b>23927</b>

**Saleability**



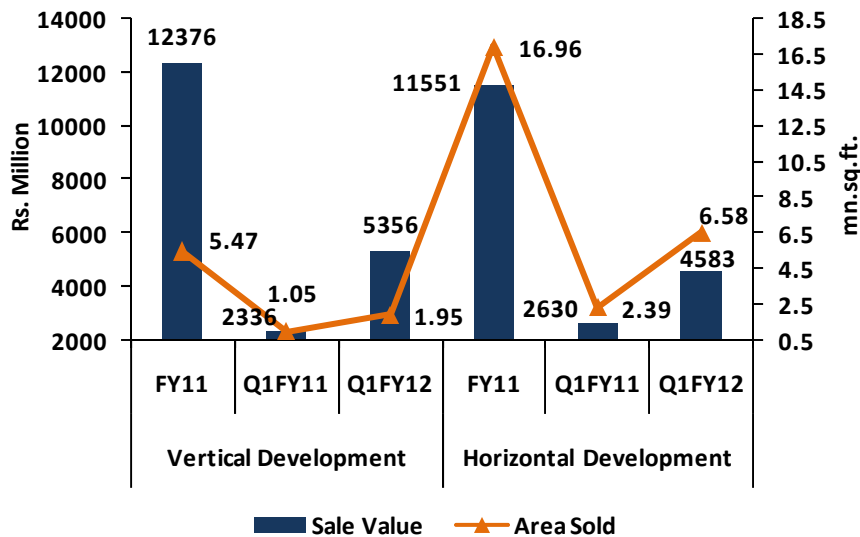
**Saleability (mn.sq.ft.)**



• **Assets Class wise saleability in June2011 & Q1FY12**

In June2011, the company booked **vertical development** sales of 0.44 mn.sq.ft. aggregating to sale value of ~Rs.1218mn while it booked **horizontal development** sales of 1.66mn.sq.ft. (including FSI sales) aggregating to sale value of ~Rs.1732mn across the various asset classes.

In Q1FY12 **vertical development** sales stood at 1.95mn.sq.ft. aggregating to sale value of ~Rs.5356mn while **horizontal development** sales stood at 6.58mn.sq.ft. (including FSI sales) aggregating to sale value of ~Rs.4583 mn across the various asset classes.



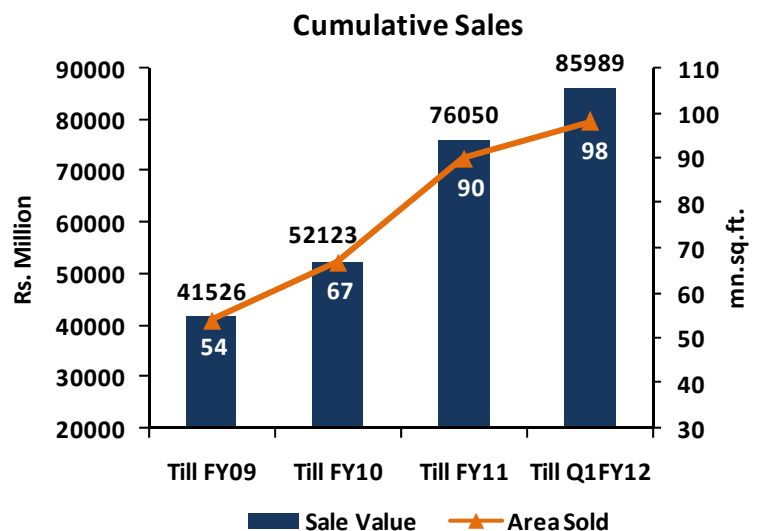
Asset Class	Area Sold (mn.sq.ft.)				Sale Value Booked (Rs.Mn.)			
	June 2011	Q1FY12	Q1FY11	FY11	June 2011	Q1FY12	Q1FY11	FY11
Plots	1.48	3.54	2.16	10.72	1546.12	3292.3	2589.47	8253.68
Villas	0.16	0.75	0.55	2.59	461.02	2089.84	1317.15	6981.11
GHS	0.22	0.97	0.46	2.26	562.26	2580.79	842.53	4225.29
GHS FSI	-	2.24	-	0.6	-	909.26	-	199.32
Commercial	0.07	0.23	0.03	0.62	194.71	685.55	176.69	1169.5
Commercial FSI	0.03	0.04	-	2.32	129.18	129.18	0.23	1747.56
Industrial Plot	0.14	0.29	-	1.58	56.66	132.26	-	848.16
Public Amenities	-	0.35	0.24	1.59	-	73.99	40.5	430.73
Farms	-	0.12	-	0.15	-	45.5	-	71.68
<b>Total</b>	<b>2.10</b>	<b>8.53</b>	<b>3.44</b>	<b>22.43</b>	<b>2949.95</b>	<b>9938.67</b>	<b>4966.57</b>	<b>23927.03</b>

- Total area sold till Q1FY11 increased to 98.16mn.sq.ft. aggregating to sale value of ~Rs.85989mn

The company till date has sold an area of 98.16mn.sq.ft. out of the total saleable area of ~350mn.sq.ft. (as of June 30, 2011) after including the saleable area of Development Agreement V signed in phase II of 'Sushant Golf City, Lukcnaw' and Joint Development Agreement signed for 'Fernhill, Gurgaon'. Total sale value of sold area stood at ~Rs.85989mn.

Out of the sold area of 98.16 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 March 31, 2011 and the balance area of 3.47 mn.sq.ft. is available as finished Inventory for sale.

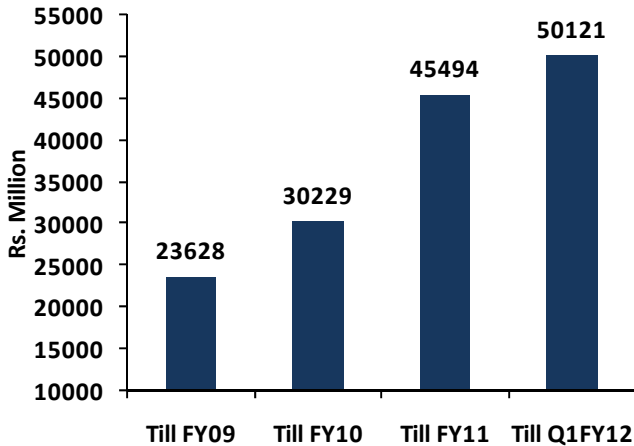
**Consequently**, the total area sold/yet to be delivered stood at 60.8 mn.sq.ft. on a balance saleable area of ~310 mn.sq.ft. (as of June 30, 2011) after including the saleable area of Development Agreement V signed in phase II of Sushant Golf City, Lukcnaw and Joint Development Agreement signed for 'Fernhill, Gurgaon'.



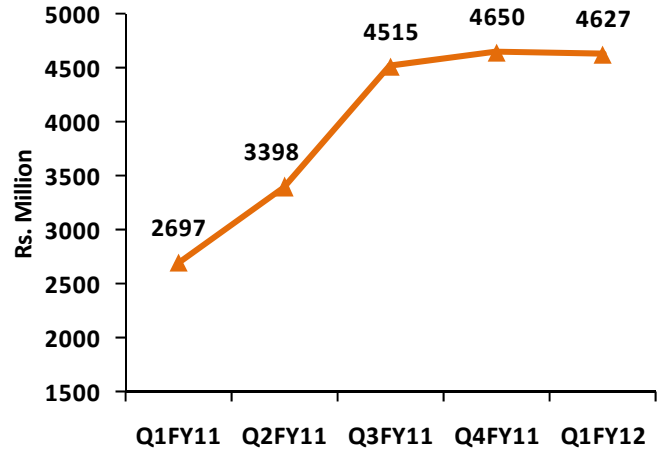
• **Collected ~Rs.1670 mn in June2011, resulting in total collections to ~Rs.50121mn till date**

In June2011 the company collected ~Rs. 1670mn from the customers, resulting in total collections to ~Rs.4627mn in Q1FY12. Consequently the total collections increased to ~Rs.50121mn till date. Total pending advances (as on June 30, 2011) **on sales booked till date** stood at ~Rs. 35868mn.

**Cumulative Collections**



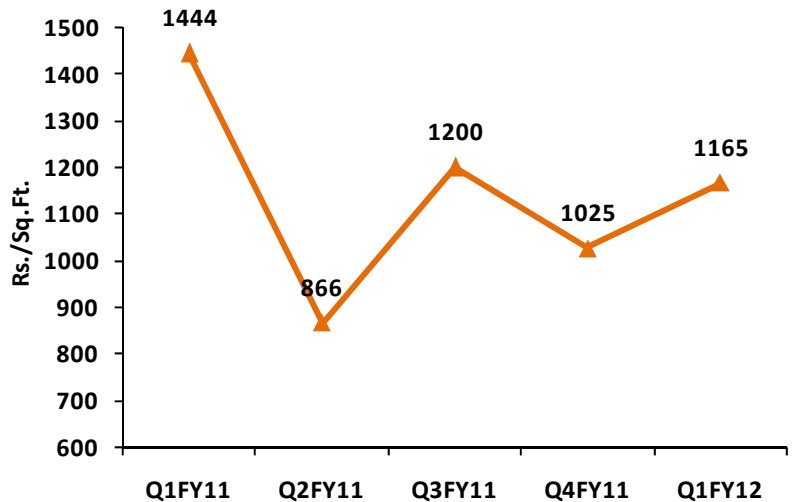
**Collection Trend**

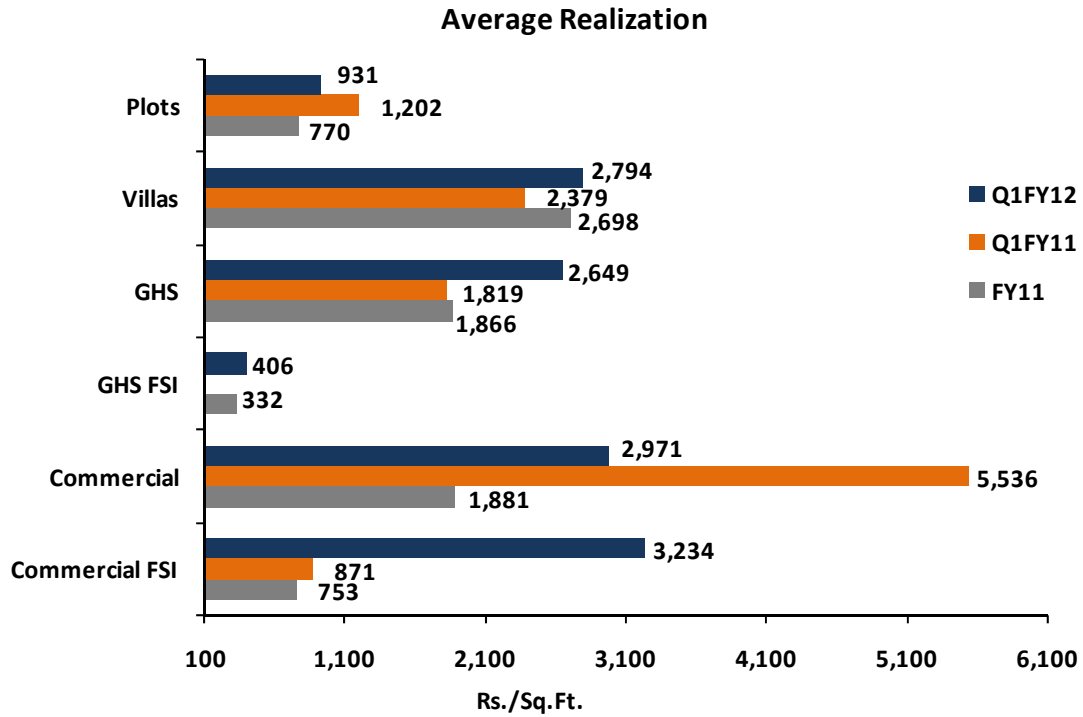


• **Average Realizations improved marginally by 3.24% to ~Rs.1404/sq.ft. in June2011 vs. ~Rs.1360/sq.ft. in May 2011**

In June2011, the average realization improved marginally by 3.24% to ~Rs.1404/sq.ft. vs. ~Rs.1360/sq.ft. in May2011. However, average realization in Q1FY12 stood at ~Rs.1166/sq.ft. vs. ~Rs.1444/sq.ft. in Q1FY11. The average realizations for vertical development sales increased significantly by ~30% in Q1FY12 but decrease in realizations of plots by ~22% resulted an overall decrease in realizations during the quarter.

**Average Realization**





**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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