

**Key Highlights**

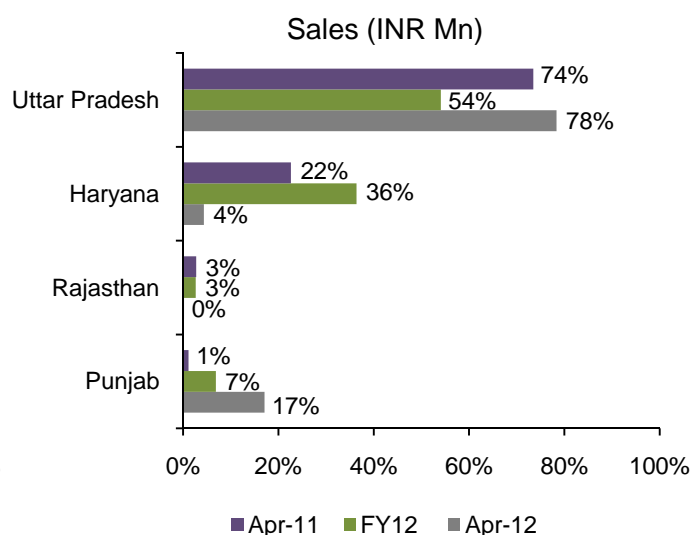
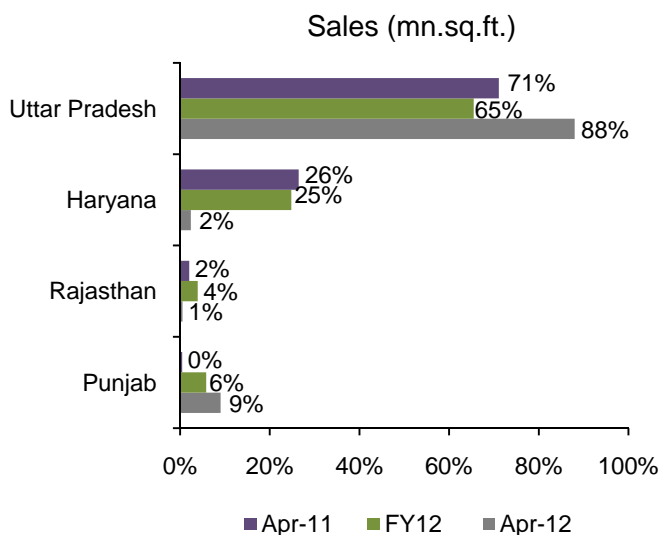
Particulars	UOM	Apr-12	Apr-11	FY12
Area Sold	mn.sq.ft.	1.92	3.50	22.70
Sale Value	INR Mn	3,006	3,012	27,037
Collections	INR Mn	1,671	1,485	19,569
Realizations	INR/sq.ft.	1,566	860	1,191

- Collections from customers improved by ~13% (y-o-y) in April'12;
- Increase in realizations by ~82% (y-o-y) in Apr'12 due to significant increase in contribution of built up sales.

**Sales**

- Major contributors to the sales – Sushant Megapolis, Greater Noida (~2504 acres) contributing ~44% in terms of volume and ~50% in term of value across the asset classes i.e. plots, low-rise built-ups , high rise group housings, commercial, FSI etc.

State	Area sold (mn.sq.ft.)			Sale Value Booked (INR Mn)		
	Apr-12	Apr-11	FY12	Apr-12	Apr-11	FY12
Uttar Pradesh	1.69	2.49	14.86	2,356	2,231	14,625
Haryana	0.05	0.93	5.63	131	664	9,834
Rajasthan	0.01	0.07	0.89	6	82	717
Punjab	0.17	0.02	1.32	513	35	1,860
<b>Total</b>	<b>1.92</b>	<b>3.50</b>	<b>22.70</b>	<b>3,006</b>	<b>3,012</b>	<b>27,037</b>

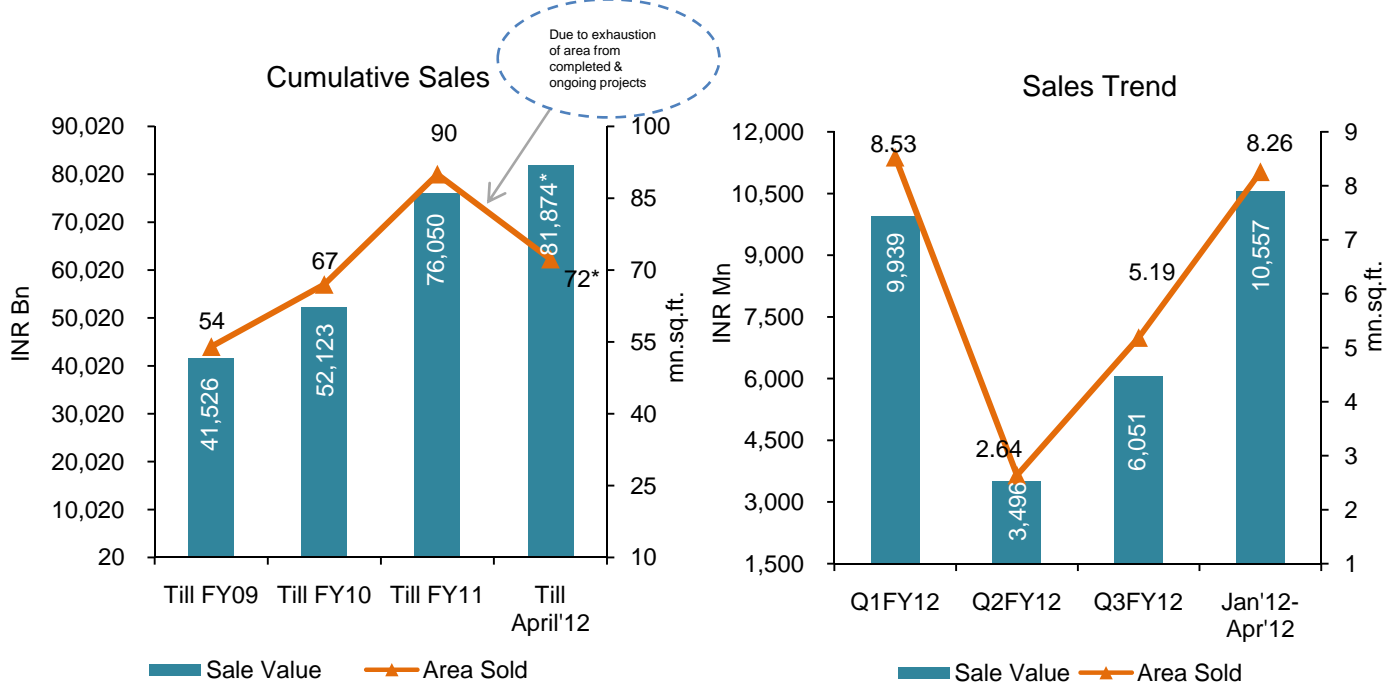


- **Mix of sales across the asset classes** - Maximum being in 'residential' segment i.e. plots, low-rise built-ups & high-rise group housings

State	Area sold (mn.sq.ft.)			Sale Value Booked (INR Mn)		
	Apr-12	Apr-11	FY12	Apr-12	Apr-11	FY12
Plots	0.54	1.39	8.75	884	1,117	7,203
Low-Rise Built-ups	0.36	0.32	2.39	967	684	6,989
GHS	0.50	0.03	2.99	895	68	7,237
Commercial	0.04	0.13	0.66	203	400	2,055
FSI	0.48	1.63	7.89	57	743	3,552
<b>Total</b>	<b>1.92</b>	<b>3.50</b>	<b>22.69</b>	<b>3,006</b>	<b>3,012</b>	<b>27,037</b>

### Cumulative Sales & Trend

- Total area sold till April'12 stood at ~72 mn.sq.ft\* (which is yet to be delivered) on a saleable area of ~300 mn.sq.ft. (as on December 31, 2011). Total sale value of the area sold stood at ~Rs. 81,874 mn\*.

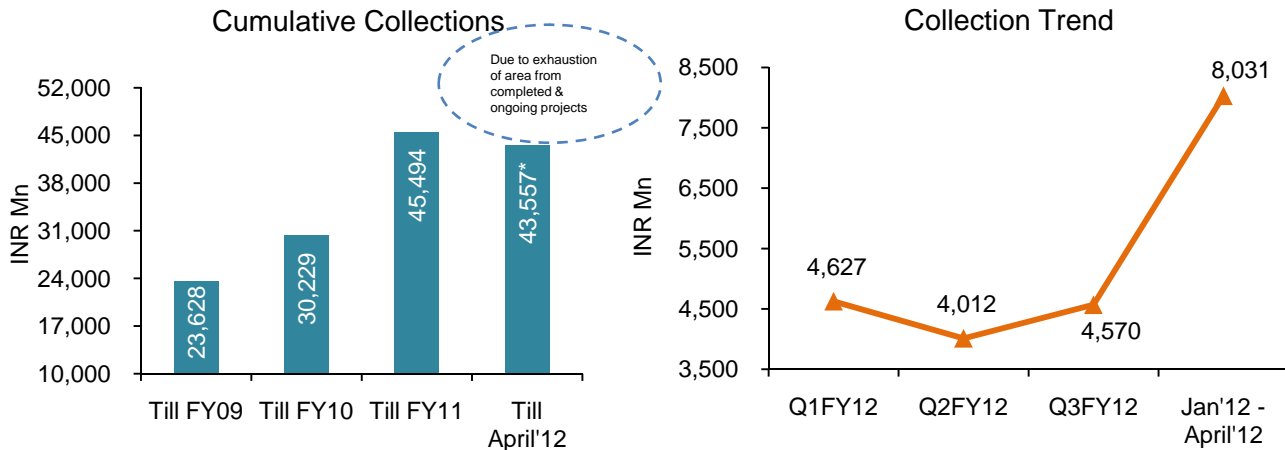


\*Cumulative Sales are pending adjustment for area delivered/ exhausted during Q4FY12. It would be adjusted post release of quarterly investor's update.

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**Cumulative Collections & Trend**

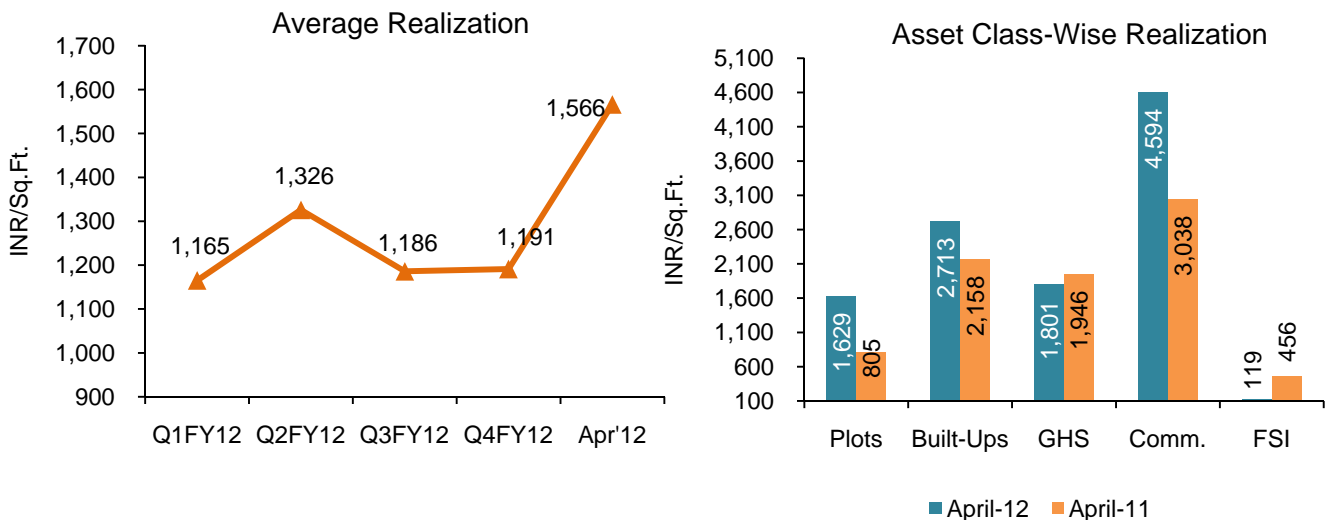
- In April 2012, the company collected ~Rs.1,671 mn from its customers. Consequently, total collections from the customers till date stood at ~Rs. 43,557\* mn and total unbilled collections (yet to be called) on sales booked till date stood at ~Rs. 38,317 mn.



\*Cumulative collections are pending adjustment for area delivered/ exhausted during Q4FY12. It would be adjusted post release of quarterly investor's update.

**Realizations**

- Realizations increased by ~82% (y-o-y) to ~Rs. 1,566/sq.ft. in April'12 on account of significant increase in contribution of built-ups sales. In April'12, the contribution of built-up sales to total sales has increased to 47% from 14% in April'11.



~End of Updates~

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