

Key Highlights

Particulars	UOM	Aug-12	Aug-11	5MFY13	5MFY12
Area Sold	mn.sq.ft.	1.20	0.90	7.32	10.43
Sale Value	INR Bn	1.80	1.12	10.88	12.50
Collections	INR Bn	1.85	1.38	8.09*	7.46
Realizations	INR/sq.ft.	1,505	1,245	1,487	1,198

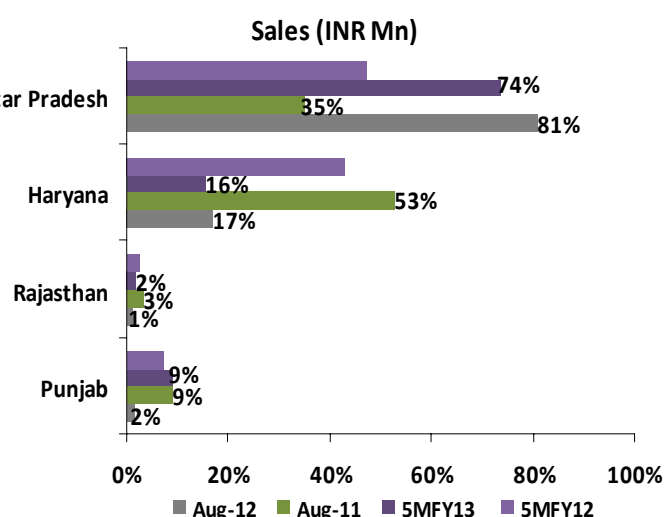
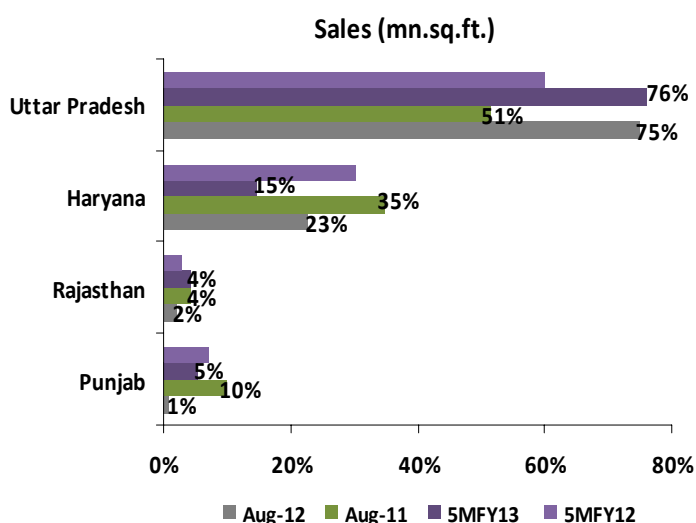
- Increase in realizations by ~24% (y-o-y) in 5MFY13 due to significant increase in contribution of built up sales.

*Includes proceeds from the asset sales

Sales

- Major contributors to the sales – Sushant Megapolis, Dadri, Greater Noida (~2504 acres) and Sushant Golf City, Lucknow (~3530 acres) together contributing ~51% in terms of volume and ~49% in term of value across the asset classes i.e. plots, low-rise built-ups, high rise group housings, commercial, FSI etc during Aug-12 sales.

State	Area sold (mn.sq.ft.)				Sale Value Booked (INR Mn)			
	Aug-12	Aug-11	5MFY13	5MFY12	Aug-12	Aug-11	5MFY13	5MFY12
Uttar Pradesh	0.90	0.46	5.56	6.25	1,456	392	8006	5,908
Haryana	0.27	0.31	1.07	3.17	303	592	1709	5,378
Rajasthan	0.02	0.04	0.30	0.28	17	35	206	296
Punjab	0.01	0.09	0.38	0.73	28	101	967	919
Total	1.20	0.90	7.32	10.43	1,804	1,120	10,888	12,501

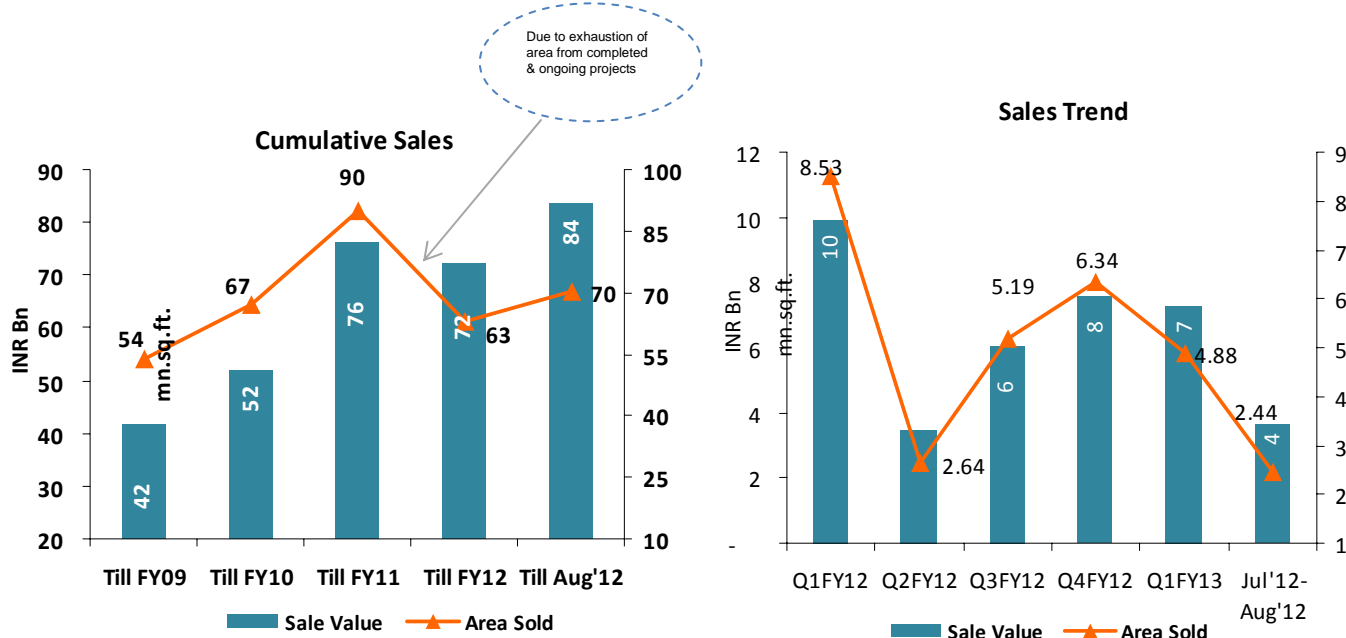


- **Mix of sales across the asset classes** - Maximum being in 'residential' segment i.e. plots, low-rise built-ups & high-rise group housings

State	Area sold (mn.sq.ft.)				Sale Value Booked (INR Mn)			
	Aug-12	Aug-11	5MFY13	5MFY12	Aug-12	Aug-11	5MFY13	5MFY12
Plots	0.33	0.56	2.60	4.66	168	417	3,297	4,062
Low-Rise Built-ups	0.14	0.10	0.96	0.98	340	286	2,850	2,725
GHS	0.43	0.10	1.62	1.15	1,010	214	3,471	2,964
Commercial	0.03	0.06	0.54	0.45	104	176	690	1,398
FSI	0.27	0.08	1.60	3.18	182	27	580	1,352
Total	1.20	0.90	7.32	10.43	1,804	1,120	10,888	12,501

Cumulative Sales & Trend

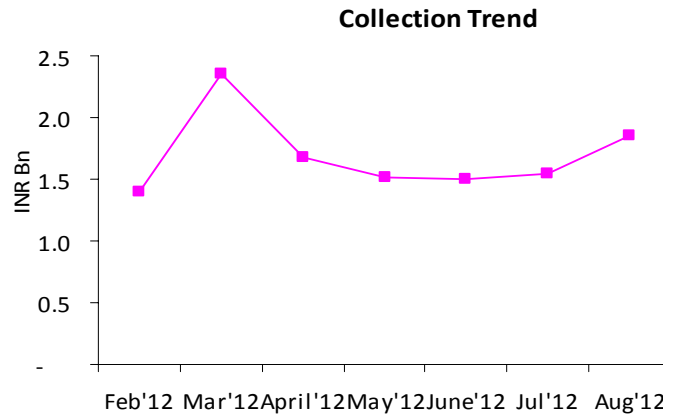
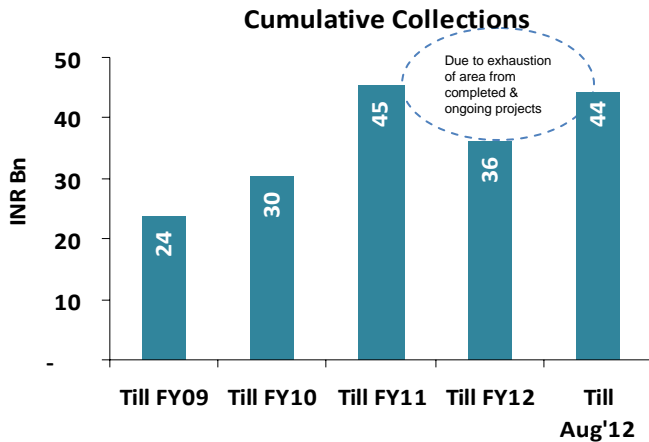
- Total area sold till Aug'12 stood at ~70 mn sq.ft (which is yet to be delivered) on a saleable area of ~290 mn sq.ft. (as on June 30, 2012). Total sale value of the area sold stood at ~Rs. 84 bn.



Contd..

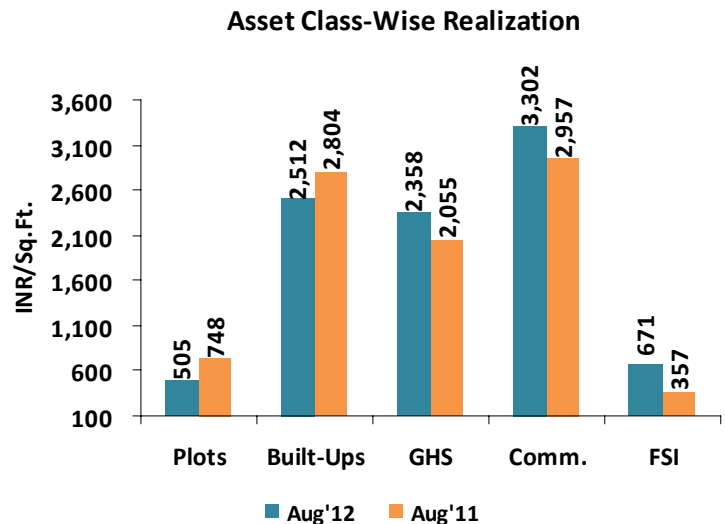
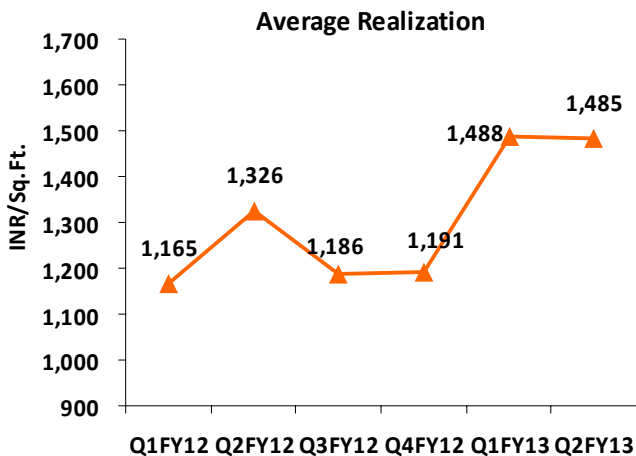
Cumulative Collections & Trend

- In Aug 2012, the company collected ~Rs 1.85 bn. Consequently, total collections till date stood at ~Rs. 44 bn and total unbilled collections (yet to be called) on sales booked till date stood at ~Rs. 40 bn.
- Cumulative Collection for 5M FY 13 stands at ~Rs 8.09 bn includes proceeds from the sale of the assets as mentioned below:
 - The Campus (Greater Noida)** – 50% of the project has been offloaded for a total value of ~Rs 780 mn collecting ~Rs 110 mn during 5M FY13.
 - Bhatinda township** – Exited out of the township for a value of ~Rs 250 mn, collecting ~Rs 170 mn during 5M FY13.



Realizations

- Realizations increased significantly by ~24% (y-o-y) to ~Rs. 1,487/sq.ft. during 5MFY13. In 5MFY13, the contribution of built ups (y-o-y) has increased to 43% from 25% during 5MFY13.



~End of Updates~

For Further Information, Please Contact:

Investor Relations
Ansal Properties & Infrastructure Ltd.

Dinesh C. Gupta
Tel: +91 99710 01270
Email: dineshgupta@ansalapi.com

Kapil Arora
Tel: +91 98101 53619
Email: kapil@ansalapi.com

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