

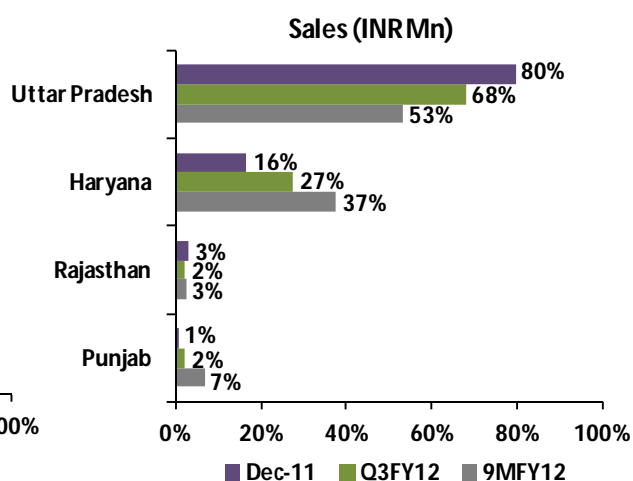
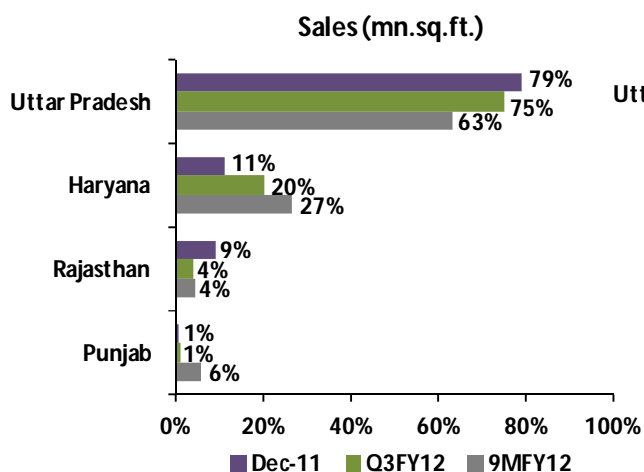
**Key Highlights**

Particulars	UOM	Dec-11	Q3FY12	9MFY12
Area Sold	mn.sq.ft.	1.32	5.19	16.35
Sale Value	INR Mn	1,712	6,052	19,486
Collections	INR Mn	1,750	4,570	13,209
Realizations	INR/sq.ft.	1,293	1,166	1,192

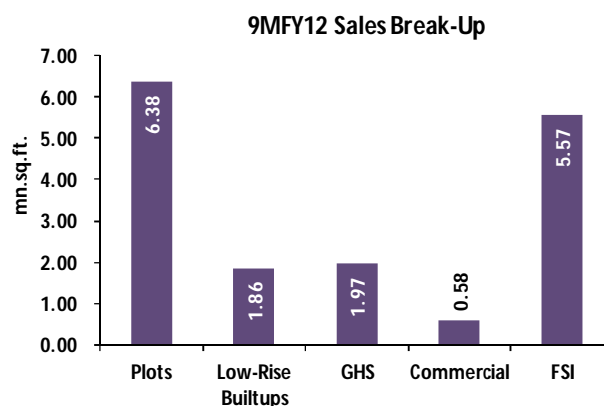
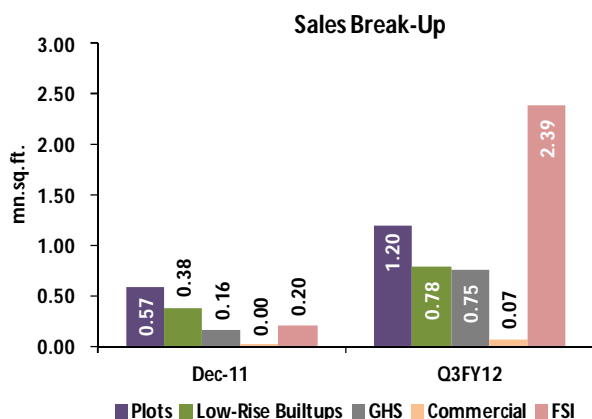
- Area sold increased by ~19% (y-o-y) in Q3FY12
- Increase in realizations by ~17% (m-o-m) in December 2011

**Sales**

- Major contributors to the sales – (a) Esencia, Gurgaon (b) Fernhill, Gurgaon (c) Golf Links-II, Mohali (d) Sushant Golf City, Lucknow.

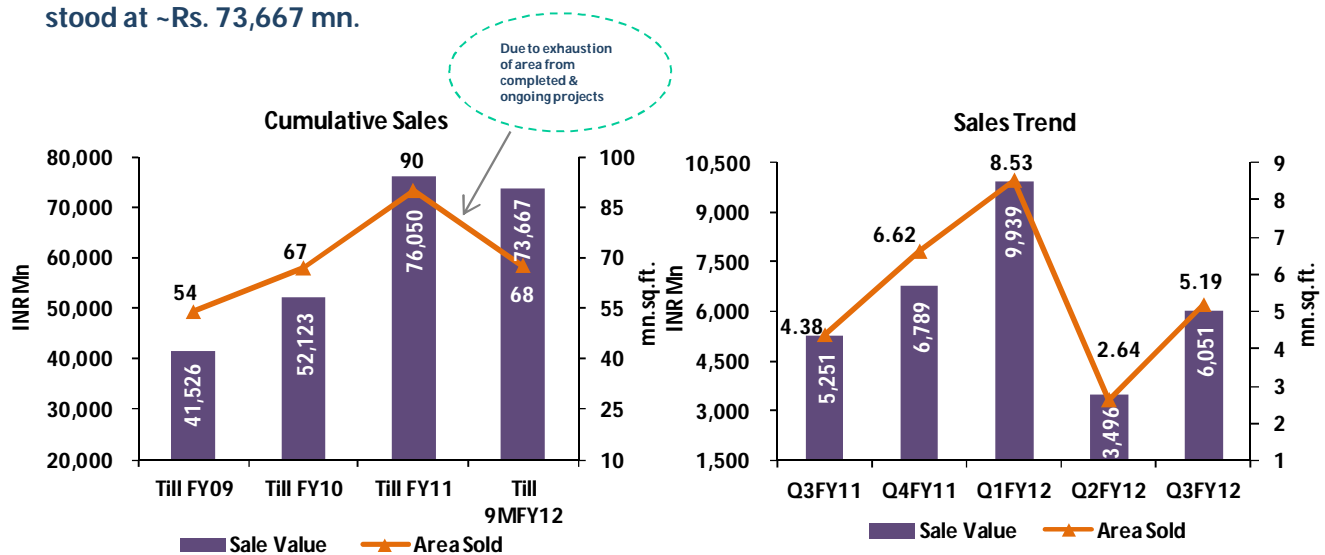


- Mix of sales across the asset classes with maximum being in 'residential' segment viz. plots, low-rise built-ups & high-rise group housings



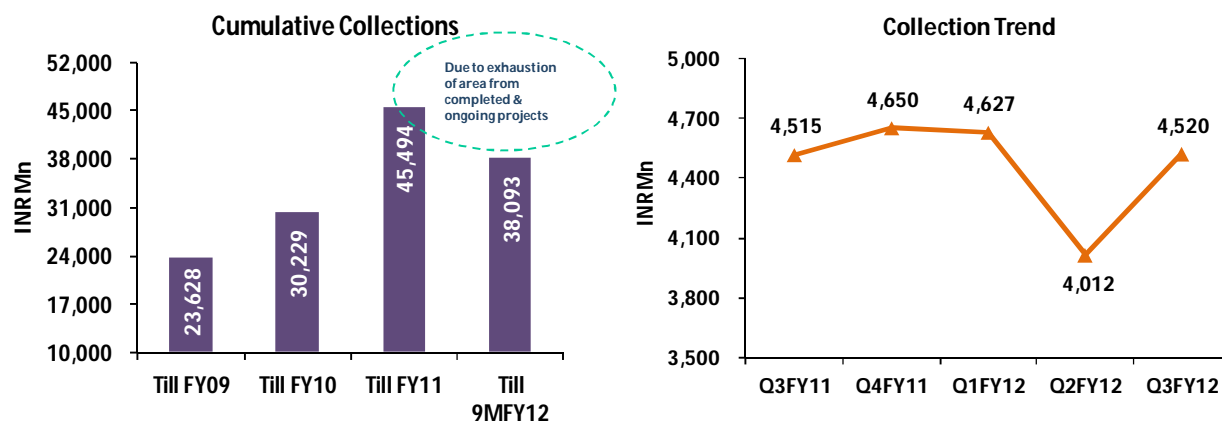
### Cumulative Sales & Trend

- Total area sold till nine months ended FY12 stood at 67.72 mn.sq.ft. (which is yet to be delivered) on a saleable area of ~305 mn.sq.ft. (as on September 30, 2011). Total sale value of the area sold stood at ~Rs. 73,667 mn.



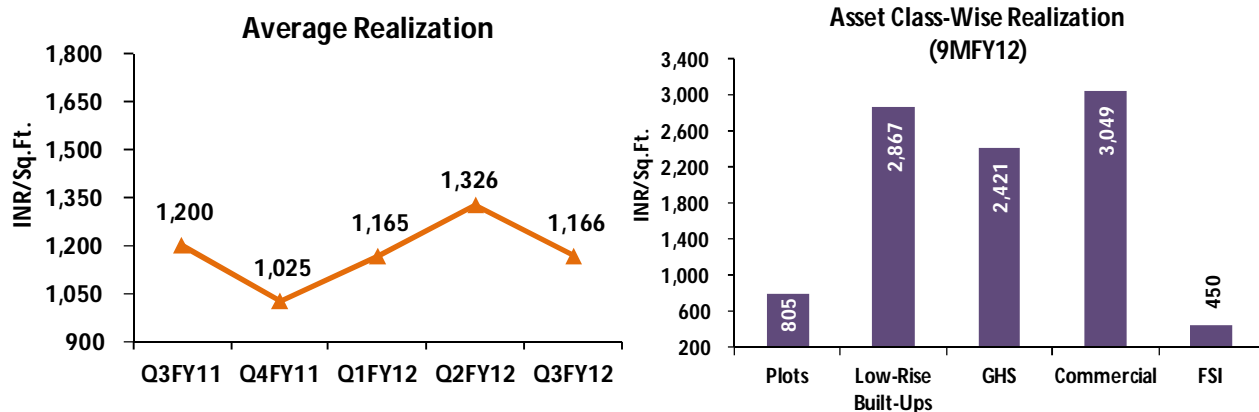
### Cumulative Collections & Trend

- In December 2011, the company collected ~Rs.1,750 mn from its customers, resulting in total collections to ~Rs. 13,209 mn in 9MFY12. Consequently, total collections from the customers till date stood at ~Rs. 38,093 mn and total unbilled collections (yet to be called) on sales booked till date stood at ~Rs. 35,574 mn.



## Realizations

- Realizations improved by ~17% (m-o-m) to ~Rs. 1,293/sq.ft. in December 2011 on account of higher realizations in commercial sales. However in Q3FY12, the realizations decreased marginally by ~3% (y-o-y) to ~Rs. 1,166/sq.ft.



~End of Updates~

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