

Key Highlights

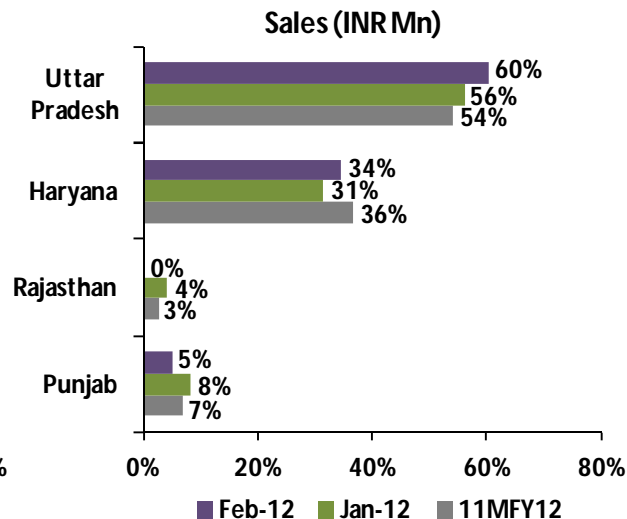
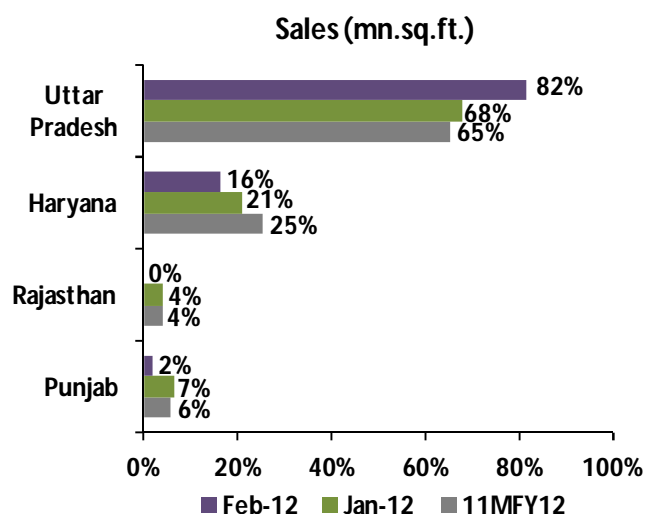
Particulars	UOM	Feb-12	Jan-12	11MFY12
Area Sold	mn.sq.ft.	1.90	1.94	20.20
Sale Value	INR Mn	1,998	2,405	23,889
Collections	INR Mn	2,100	1,900	17,209
Realizations	INR/sq.ft.	1,051	1,239	1.183

- Collections from customers improved by ~23% (y-o-y) in 11MFY12;
- Decrease in realizations by ~15% (m-o-m) in February 2012 due to higher contribution of FSI sales.

Sales

- Major contributors to the sales – Sushant Golf City, Luknow Phase II (~1735 acres) 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)		
	Feb-12	Jan-12	11MFY12	Feb-12	Jan-12	11MFY12
Uttar Pradesh	1.56	1.32	13.21	1,208.20	1,348.91	12,877.17
Haryana	0.31	0.41	5.07	687.20	755.14	8,712.31
Rajasthan	-	0.08	0.79	-	102.47	635.26
Punjab	0.04	0.13	1.13	102.68	198.41	1,664.07
Total	1.90	1.94	20.20	1,998.09	2,404.93	23,888.81

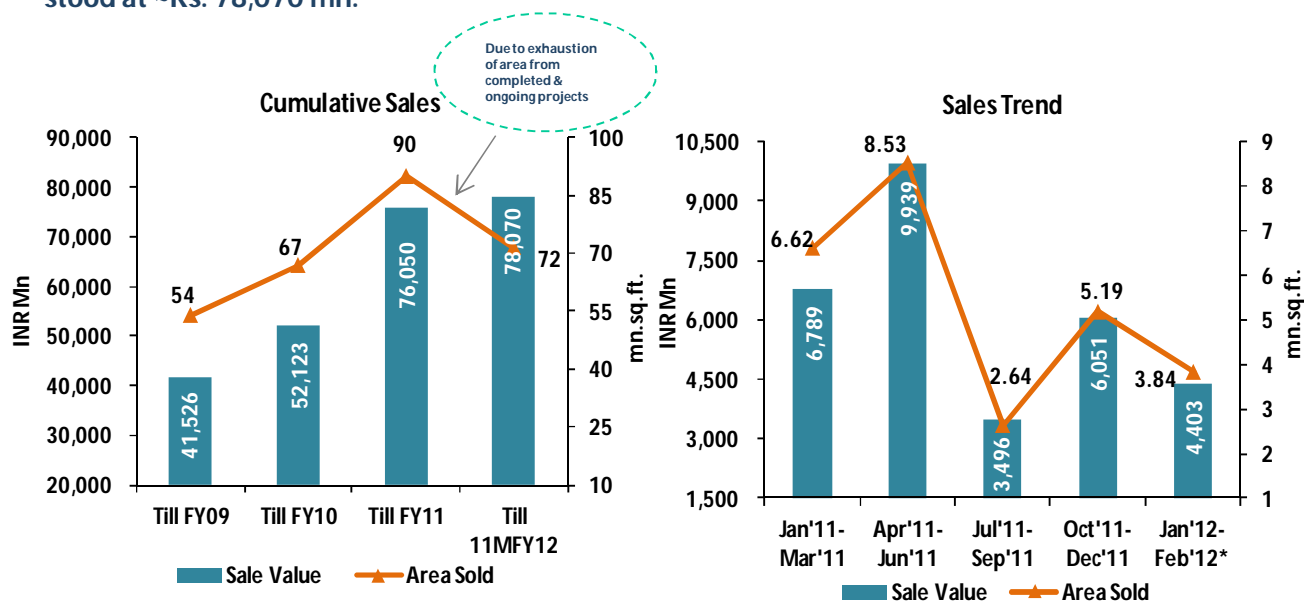


- **Mix of sales across the asset classes** - Maximum being in 'residential' segment i.e. plots, low-rise built-ups & high-rise group housings

State	Area sold (mn.sq.ft.)			Sale Value Booked (INR Mn)		
	Feb-12	Jan-12	11MFY12	Feb-12	Jan-12	11MFY12
Plots	0.27	0.97	7.62	321.36	595.34	6,052.52
Low-Rise Built-ups	0.04	0.34	2.25	128.43	1,125.19	6,578.27
GHS	0.36	0.22	2.55	965.46	409.41	6,134.69
Commercial	0.01	0.04	0.62	28.59	175.98	1,962.88
FSI	1.22	0.36	7.15	554.26	99.02	3,160.44
Total	1.90	1.94	20.20	1,998.09	2,404.93	23,888.81

Cumulative Sales & Trend

- **Total area sold till eleven months ended FY12 stood at 71.56 mn.sq.ft. (which is yet to be delivered) on a saleable area of ~302 mn.sq.ft. (as on December 31, 2011). Total sale value of the area sold stood at ~Rs. 78,070 mn.**

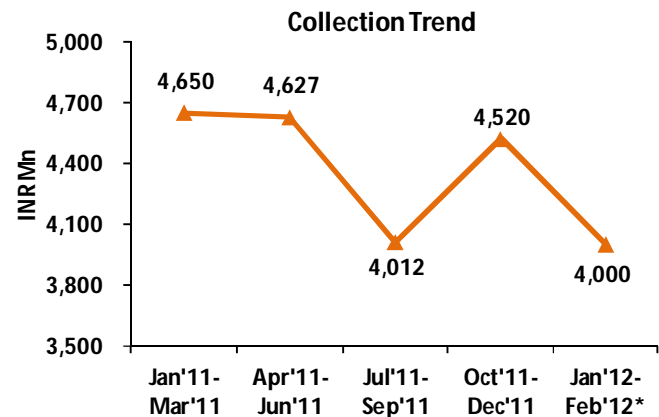
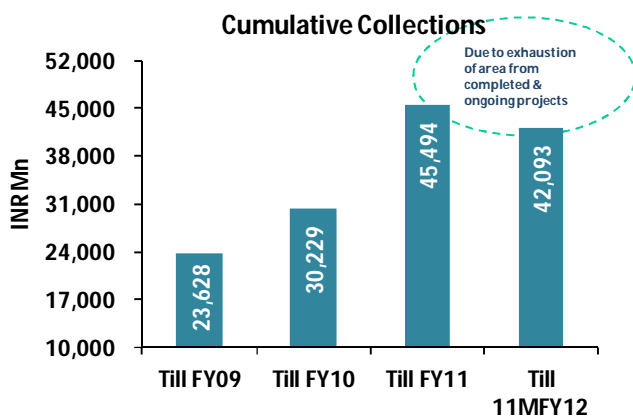


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*2 months

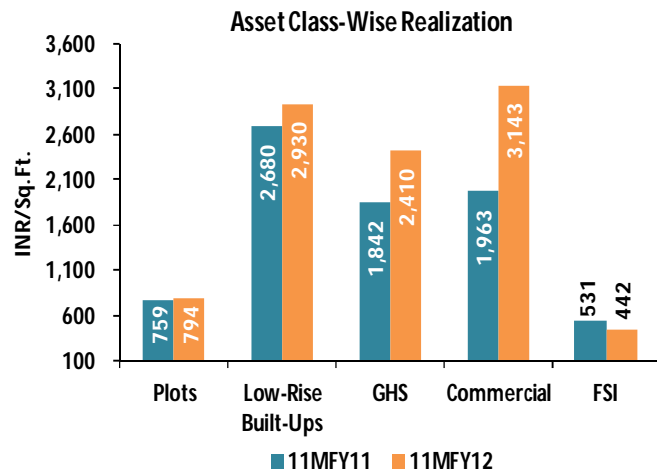
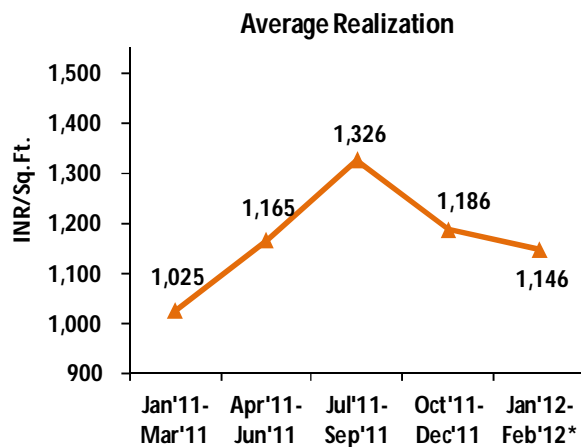
Cumulative Collections & Trend

- In February 2012, the company collected ~Rs.2,100 mn from its customers, resulting in total collections to ~Rs. 17,209 mn in 11MFY12. Consequently, total collections from the customers till date stood at ~Rs. 42,093 mn and total unbilled collections (yet to be called) on sales booked till date stood at ~Rs. 35,977 mn.



Realizations

- Realizations decreased by ~15% (m-o-m) to ~Rs. 1,051/sq.ft. in February 2012 on account of higher contribution of FSI Sales (below average realizations sales). In 11MFY12, the realizations increased by ~10% (y-o-y) to ~Rs. 1,183/sq.ft. on account of better realizations in low-rise built-ups, high-rise group housing and commercial built-up sales.



*2 months

For Further Information, Please Contact:

Investor Relations
Ansal Properties & Infrastructure Ltd.

Dinesh C. Gupta
Tel: +91 120 4293945

Kapil Arora
Tel: +91 11 66038334

Abhinav Srivastava
Tel: +91 11 66038561

Email: dineshgupta@ansalapi.com Email: kapil@ansalapi.com Email: abhinav.srivastava@ansalapi.com

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