

Key Highlights

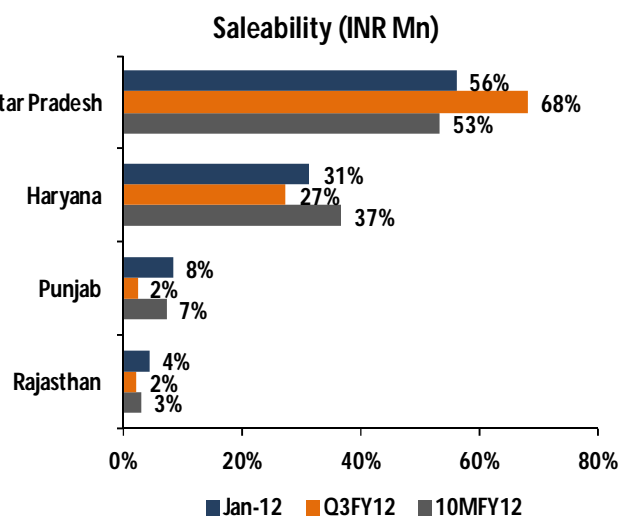
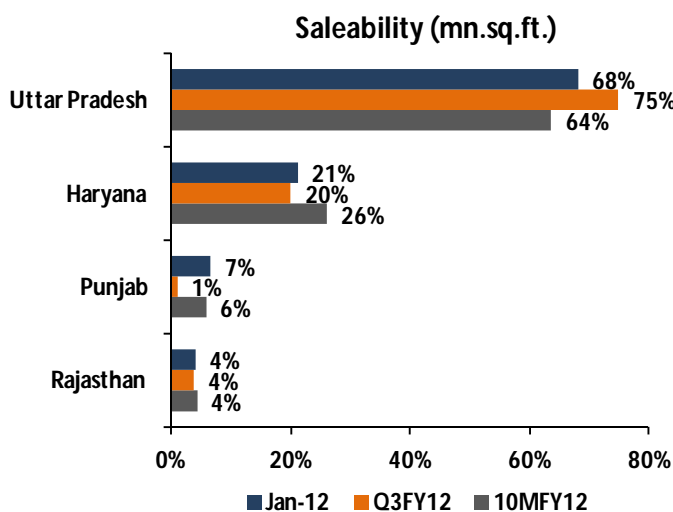
Particulars	UOM	Jan-12	Q3FY12	10MFY12
Area Sold	mn.sq.ft.	1.94	5.19	18.29
Sale Value	INR Mn	2,405	6,052	21,891
Collections	INR Mn	1,900	4,570	15,109
Realizations	INR/sq.ft.	1,239	1,166	1,197

- Collections from customers improved by ~25% (y-o-y) in 10MFY12;
- Increase in realizations by ~24% (y-o-y) in January 2012 due to higher realizations in built-up sales.

Sales

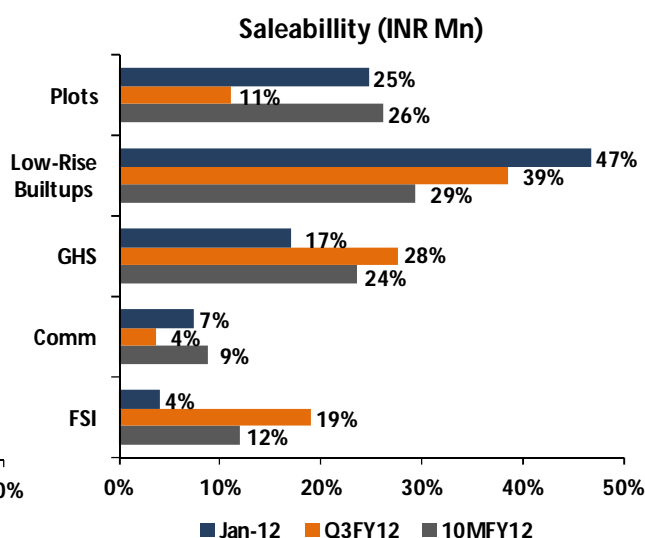
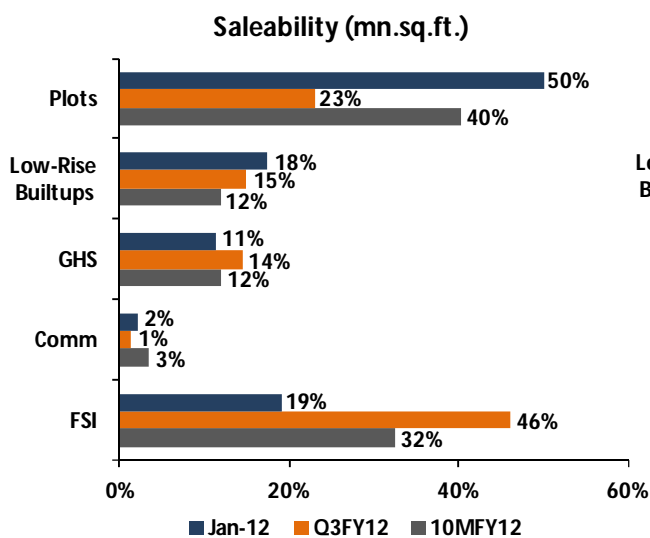
- Major contributors to the sales – Sushant Golf City, Luknow Phase II (~1735 acres) across the asset classes i.e. plots, low-rise built-ups, high rise group housings, commercial, FSI etc.

State	Area sold (mn.sq.ft.)			Sale Value Booked (INR Mn)		
	Jan-12	Q3FY12	10MFY12	Jan-12	Q3FY12	10MFY12
Uttar Pradesh	1.32	3.89	11.65	1,348.91	4,125.37	1,1668.97
Haryana	0.41	1.04	4.76	755.14	1,657.35	8,025.11
Rajasthan	0.08	0.20	0.79	102.47	133.31	635.25
Punjab	0.13	0.06	1.09	198.41	135.42	1,561.39
Total	1.94	5.19	18.29	2,404.93	6,051.45	21,890.72



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

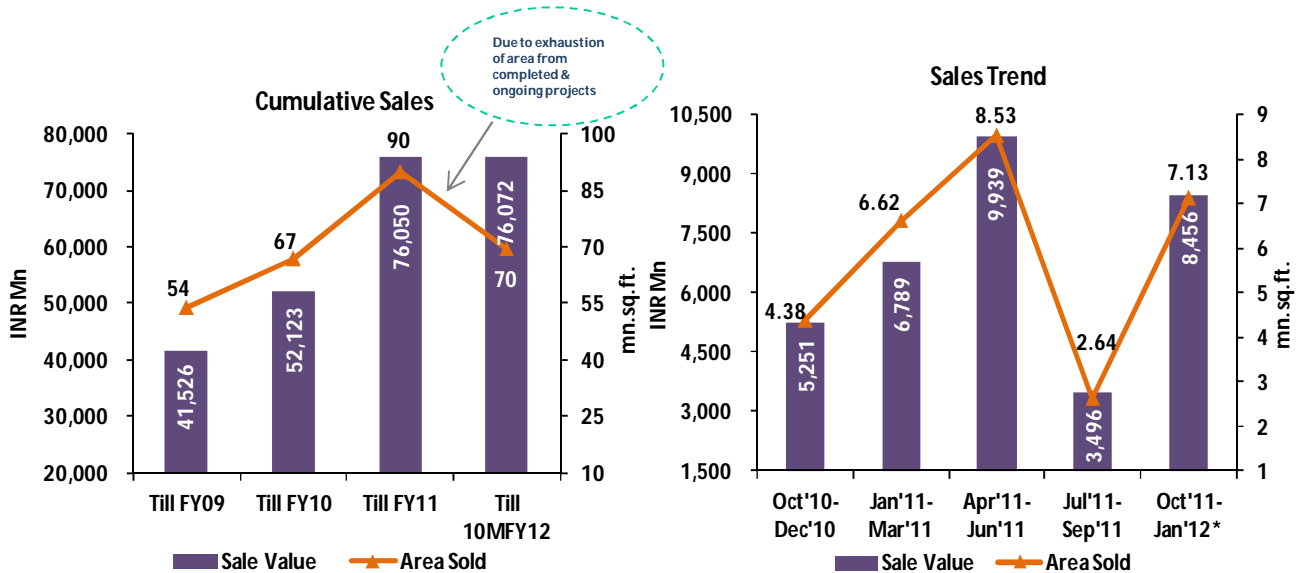
State	Area sold (mn.sq.ft.)			Sale Value Booked (INR Mn)		
	Jan-12	Q3FY12	10MFY12	Jan-12	Q3FY12	10MFY12
Plots	0.97	1.20	7.35	595.34	674.01	5731.15
Low-Rise Built-ups	0.34	0.78	2.20	1,125.19	2,333.27	6449.85
GHS	0.22	0.75	2.19	409.41	1,666.65	5169.24
Commercial	0.04	0.07	0.62	175.98	227.68	1934.30
FSI	0.36	2.39	5.93	99.02	1,149.83	2606.18
Total	1.94	5.19	18.29	2,404.93	6,051.45	21890.72



Cumulative Sales & Trend

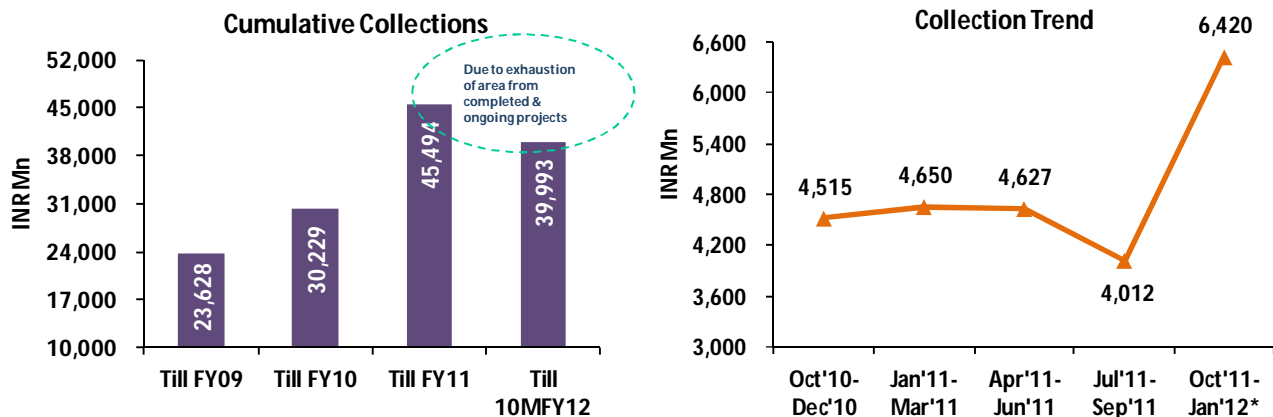
- Total area sold till ten months ended FY12 stood at 69.66 mn.sq.ft. (which is yet to be delivered) on a saleable area of ~305 mn.sq.ft. (as on September 30, 2011). Total sale value of the area sold stood at ~Rs. 76,072 mn.

Contd..



Cumulative Collections & Trend

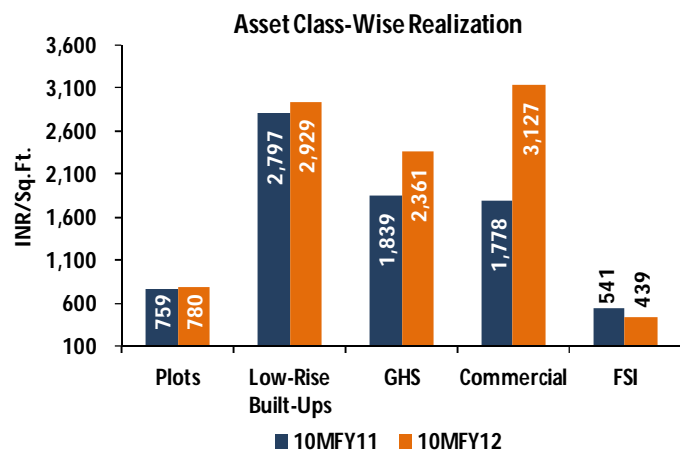
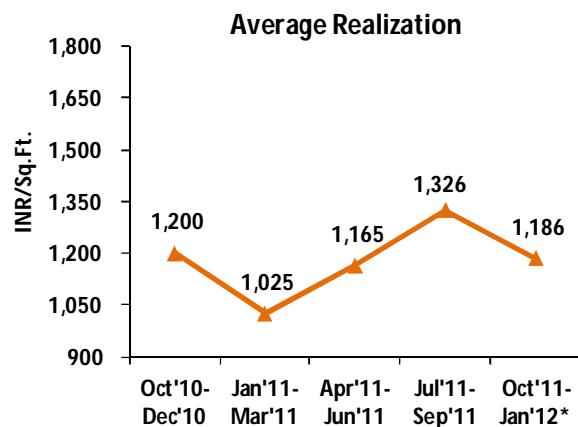
- In January 2012, the company collected ~Rs.1,900 mn from its customers, resulting in total collections to ~Rs. 15,109 mn in 10MFY12. Consequently, total collections from the customers till date stood at ~Rs. 39,993 mn and total unbilled collections (yet to be called) on sales booked till date stood at ~Rs. 36,079 mn.



*4months ended FY12

Realizations

- Realizations improved by ~23% (y-o-y) to ~Rs. 1,239/sq.ft. in January 2012 on account of higher realizations in built-up sales. In 10MFY12, the realizations increased by ~11% (y-o-y) to ~Rs. 1,197/sq.ft., again on account of higher realizations in built-up sales.



*4Months ended FY12

~End of Updates~

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