

Ansal Properties & Infrastructure Ltd. Operational Updates – July2011

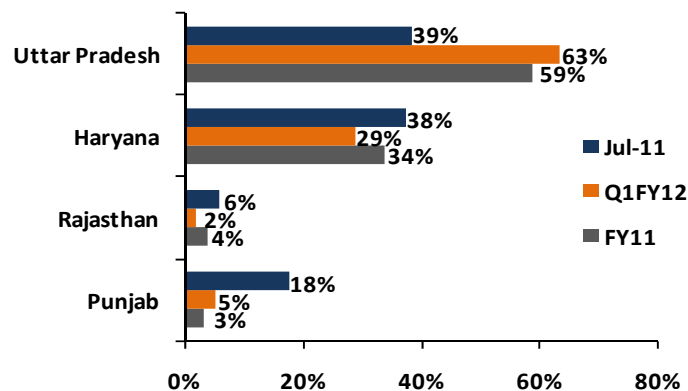
Key Highlights

- Sold an area of 1.01mn.sq.ft. in **July2011**, aggregating to sale value of ~Rs.1,442mn
- Total area sold in **four months ended FY2012** increased to 9.54mn.sq.ft., aggregating to total sale value of ~Rs. 11,381mn
- Collected ~Rs. 1,450mn in **July2011**, resulting in total collections to ~Rs. 6,077mn in four months ended **FY2012**
- Received Rs. 1000mn from concluded Private Equity transactions (**2nd Tranche of Rs. 750mn from Red Fort Capital & Rs. 250 mn from ICICI Prudential AMC**) in **July 2011** out of expected Rs. 1920mn in **FY2012**
- Average Realization stood at ~Rs. 1433/sq.ft. in **July2011** vs. ~Rs. 1404/sq.ft. in **June2011**
- Major sales booked in Phase I & Phase II of Sushant Golf City, Lucknow during the month on account of new launches in Q1FY2012
- **Sold an area of 1.01mn.sq.ft. in July2011, resulting in total area sold to 9.54mn.sq.ft. in four months ended FY2012**

In July2011, the company booked sales of 1.01mn.sq.ft. aggregating to sale value of ~Rs.1,442mn. Major chunk of the sales were booked in Phase I & Phase II of Sushant Golf City, Lucknow on account of new launches in Q1FY2012 aggregating to ~32% of the area sold (1.01mn.sq.ft.) and ~49% of the total sale value during the month. **Consequently**, the total area sold in four months ended FY2012 increased to 9.54mn.sq.ft. aggregating to sale value of ~Rs.11,381mn.

State	Area Sold (mn.sq.ft.)			Sale Value Booked (Rs. Mn.)		
	July2011	Q1FY2012	FY2011	July2011	Q1FY2012	FY2011
Uttar Pradesh	0.39	5.41	13.19	788.4	4,727.81	11,113.7
Haryana	0.38	2.48	7.62	437.34	4,349.27	10,804.7
Rajasthan	0.06	0.18	0.86	60.59	200.27	731.45
Punjab	0.18	0.46	0.76	155.82	661.32	1,277.13
Total	1.01	8.53	22.43	1,442.15	9,938.67	23,927.03

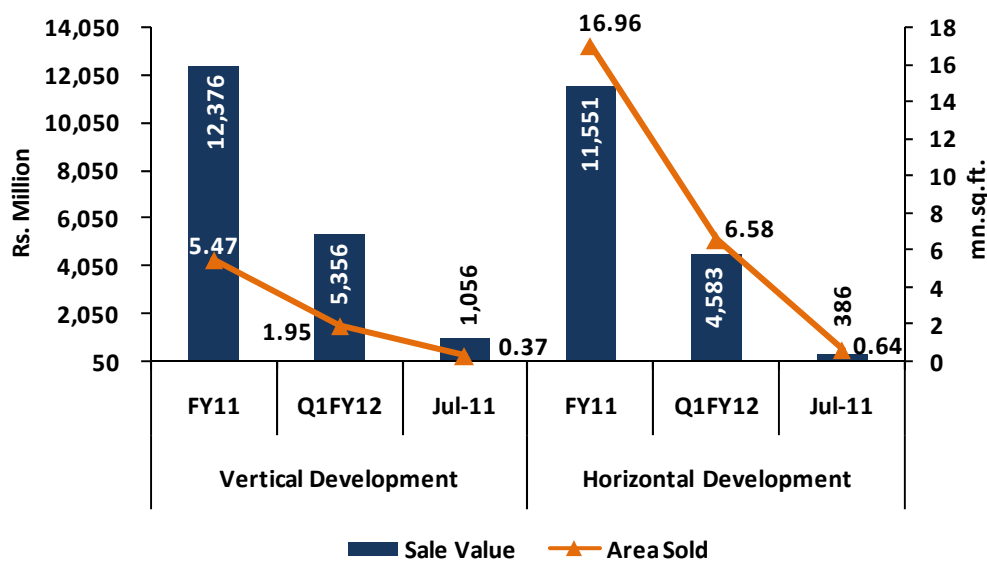
Saleability (mn.sq.ft.)



• Assets Class wise saleability in July2011 & four months ended FY2012

In July2011, the company booked **vertical development** sales of 0.37mn.sq.ft. aggregating to sale value of ~Rs.1,056mn while it booked **horizontal development** sales of 0.64mn.sq.ft. (including FSI sales) aggregating to sale value of ~Rs.386mn across the various asset classes.

In four months ended FY12 **vertical development** sales stood at 2.32mn.sq.ft. aggregating to sale value of ~Rs.6,412mn while **horizontal development** sales stood at 7.22mn.sq.ft. (including FSI sales) aggregating to sale value of ~Rs.4,969mn across the various asset classes.

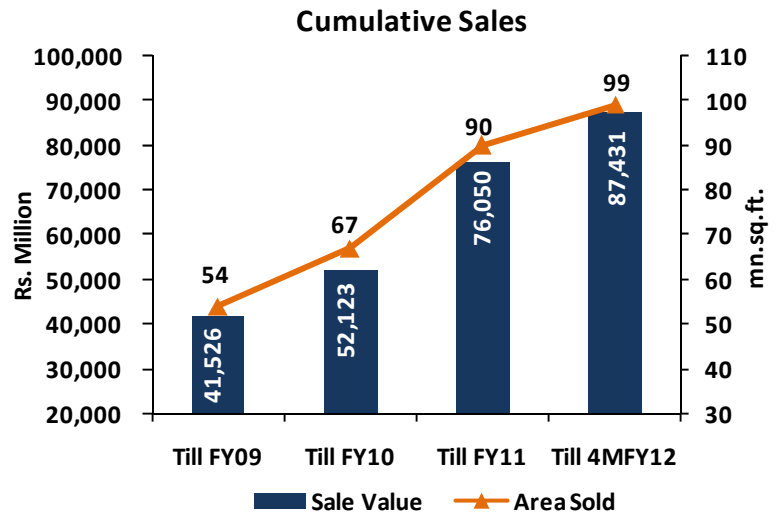


Asset Class	Area Sold (mn.sq.ft.)			Sale Value Booked (Rs.Mn.)		
	July2011	Q1FY2012	FY2011	July2011	Q1FY2012	FY2011
Plots	0.57	3.54	10.72	352.35	3,292.30	8,253.68
Villas	0.13	0.75	2.59	349.76	2,089.84	6,981.11
GHS	0.07	0.97	2.26	169.85	2,580.79	4,225.29
GHS FSI	-	2.24	0.60	-	909.26	199.32
Commercial	0.16	0.23	0.62	536.17	685.55	1,169.50
Commercial FSI	0.07	0.04	2.32	28.99	129.18	1,747.56
Industrial Plot	-	0.29	1.58	-	132.26	848.16
Public Amenities	0.01	0.35	1.59	5.04	73.99	430.73
Farms	-	0.12	0.15	-	45.50	71.68
Total	1.01	8.53	22.43	1,442.16	9,938.67	23,927.03

- **Total area sold till four months ended FY2012 increased to 99.17mn.sq.ft. aggregating to sale value of ~Rs.87,431mn**

The company till date has sold an area of 99.17mn.sq.ft. out of the total saleable area of ~350mn.sq.ft. (as of June 30, 2011) after including the saleable area of Development Agreement V signed in phase II of 'Sushant Golf City, Luknow' and Joint Development Agreement signed for 'Fernhill, Gurgaon'. Total sale value of sold area stood at ~Rs.87,431mn.

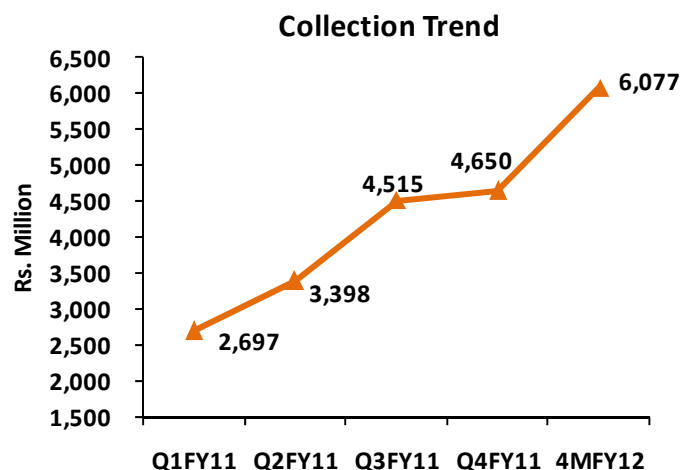
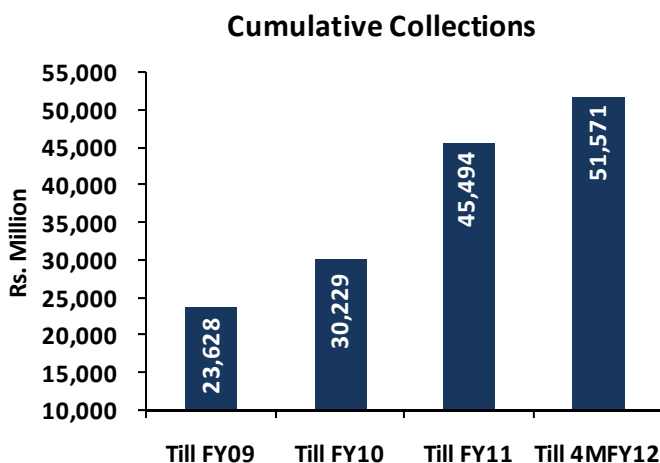
Out of the sold area of 99.17 mn.sq.ft. the company has completed development of an area aggregating to 41.7mn.sq.ft. Out of the developed area, the company has delivered 38.2mn.sq.ft. (23.2mn.sq.ft. from completed projects and 15mn.sq.ft. from ongoing projects) **as of June 30, 2011** and the balance area of 3.47mn.sq.ft. is available as finished Inventory for sale.



Consequently, the total area sold/yet to be delivered stood at 61mn.sq.ft. on a balance saleable area of ~305mn.sq.ft. (**as of June 30, 2011**) after including the saleable area of Development Agreement V signed in phase II of Sushant Golf City, Luknow and Joint Development Agreement signed for 'Fernhill, Gurgaon'.

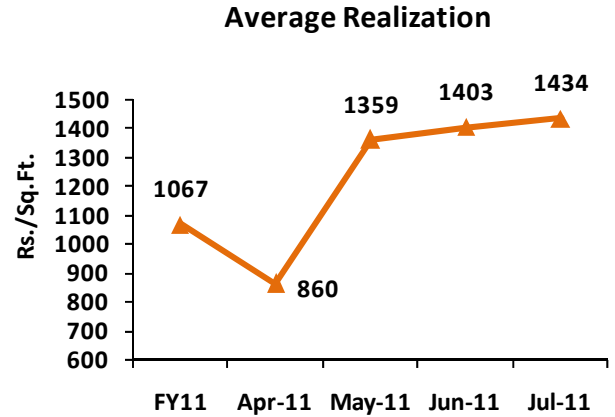
- **Collected ~Rs.1,450mn in June2011, resulting in total collections to ~Rs.51,571mn till date**

In June2011 the company collected ~Rs. 1,450mn from the customers, resulting in total collections to ~Rs.6,077mn in four months ended FY2012. Consequently the total collections increased to ~Rs.51,571mn till date. Total pending advances (as on June 30, 2011) **on sales booked till date** stood at ~Rs. 35,860mn.

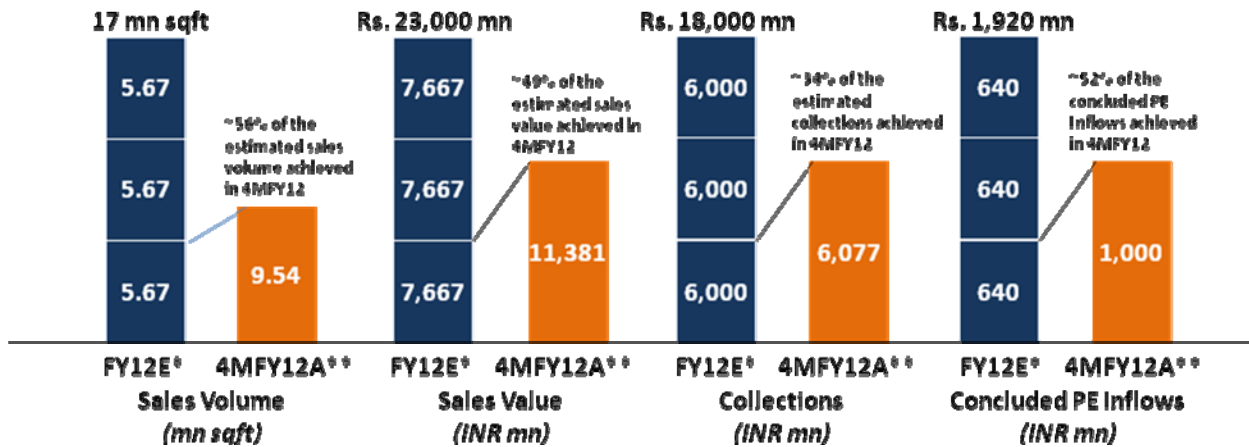


- Average Realizations improved marginally by 2.17% to ~Rs.1434/sq.ft. in July2011 vs. ~Rs.1404/sq.ft. in June2011

In July2011, the average realization improved marginally by 2.17% to ~Rs.1434/sq.ft. vs. ~Rs.1404/sq.ft. in June2011. This is due to the improvement in realizations of vertical development sales by 4.5% during the month.



- Guidance FY12 vs. Achievement in 4MFY12



*Estimated

**Actual

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