

Key Highlights

Particulars	UOM	Jun-12	Jun-11	Q1FY13	Q1FY12
Area Sold	mn.sq.ft.	1.53	2.10	4.88	8.53
Sale Value	INR Bn	2.19	2.95	7.27	9.94
Collections	INR Bn	1.50*	1.67	4.69	4.63
Realizations	INR/sq.ft.	1,432	1,402	1,488	1,165

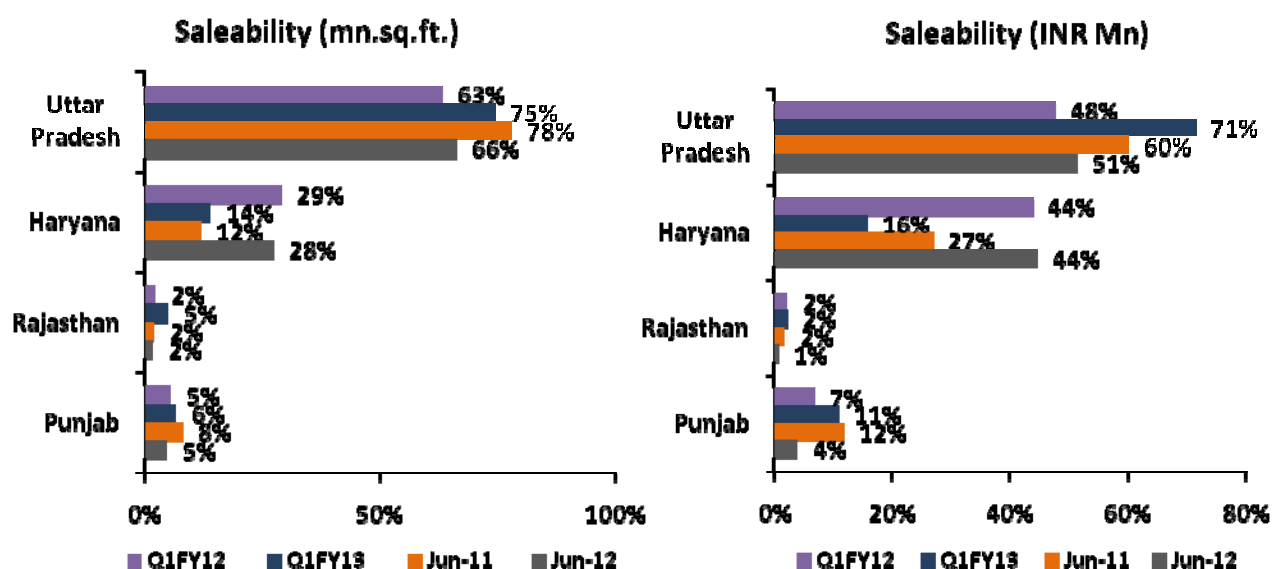
- Increase in realizations by ~28% (y-o-y) in Q1FY13 due to significant increase in contribution of built up sales.

*Includes proceeds from the asset sales

Sales

- Major contributors to the sales – Sushant Megapolis, Greater Noida (~2504 acres) contributing ~36% in terms of volume and ~39% in term of value across the asset classes i.e. plots, low-rise built-ups, high rise group housings, commercial, FSI etc during Q1FY13.

State	Area sold (mn.sq.ft.)				Sale Value Booked (INR Mn)			
	Jun-12	Jun-11	Q1FY13	Q1FY12	Jun-12	Jun-11	Q1FY13	Q1FY12
Uttar Pradesh	1.01	1.64	3.64	5.41	1,121	1,766	5,179	4,728
Haryana	0.42	0.25	0.68	2.48	975	790	1,142	4,349
Rajasthan	0.02	0.04	0.24	0.18	14	48	151	200
Punjab	0.07	0.17	0.32	0.46	82	346	794	661
Total	1.53	2.10	4.88	8.53	2,192	2,950	7,265	9,939

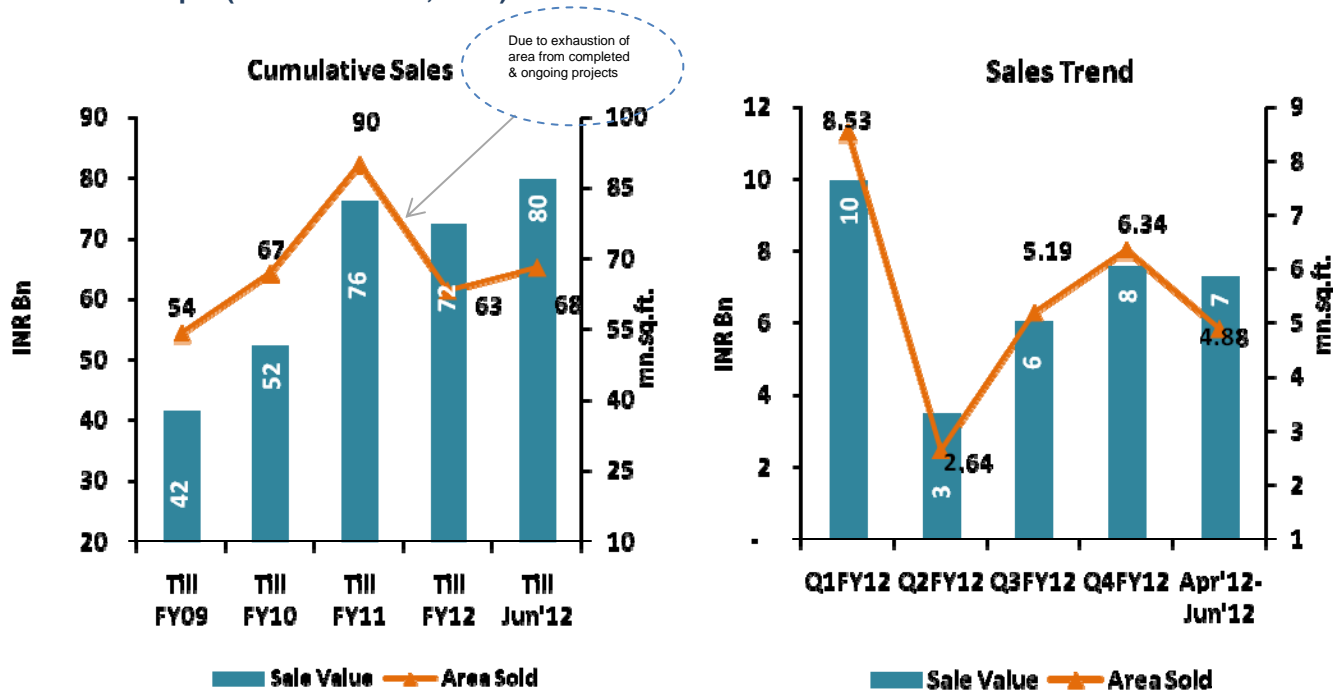


- **Mix of sales across the asset classes** - Maximum being in 'residential' segment i.e. plots, low-rise built-ups & high-rise group housings

State	Area sold (mn.sq.ft.)				Sale Value Booked (INR Mn)			
	Jun-12	Jun-11	Q1FY13	Q1FY12	Jun-12	Jun-11	Q1FY13	Q1FY12
Plots	0.50	1.48	1.81	3.54	616	1,546	2,386	3,292
Low-Rise Built-ups	0.19	0.16	0.77	0.75	586	461	2,390	2,090
GHS	0.33	0.22	0.91	0.97	723	562	1,760	2,581
Commercial	0.02	0.07	0.08	0.23	75	195	389	686
FSI	0.49	0.18	1.32	3.04	193	186	341	1,290
Total	1.53	2.10	4.88	8.53	2,192	2,950	7,265	9,939

Cumulative Sales & Trend

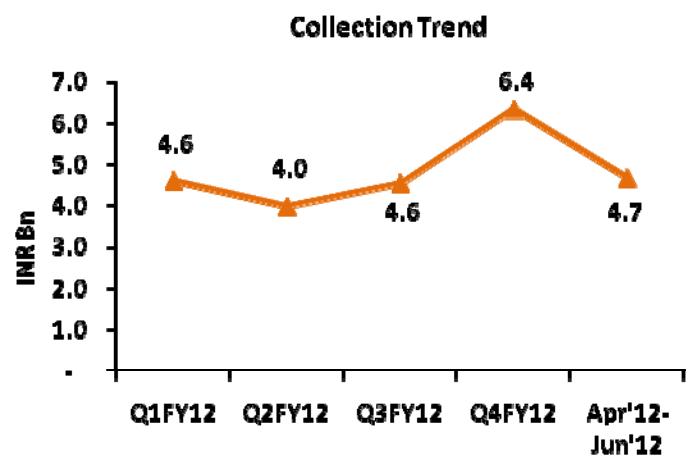
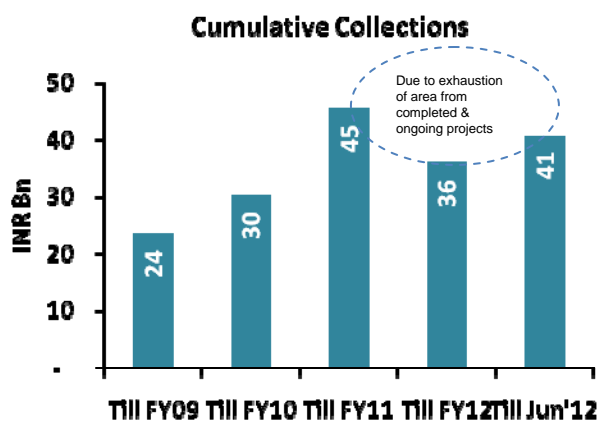
- Total area sold till June'12 stood at ~68 mn.sq.ft (which is yet to be delivered) on a saleable area of ~290 mn.sq.ft. (as on March 31, 2012). Total sale value of the area sold stood at ~Rs. 80 bn.



Contd..

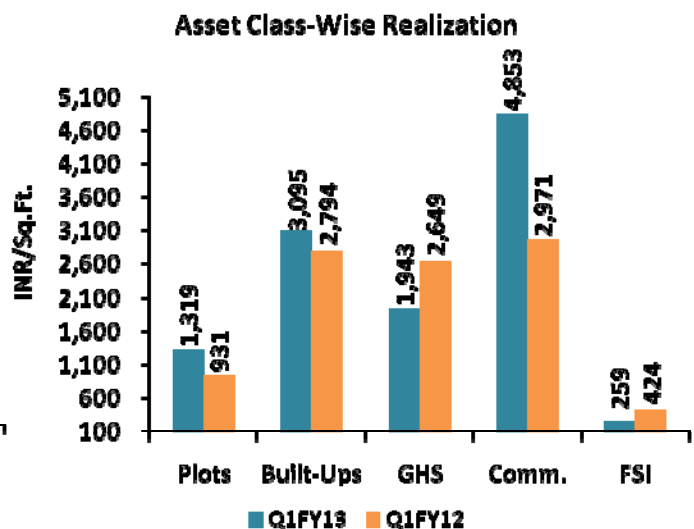
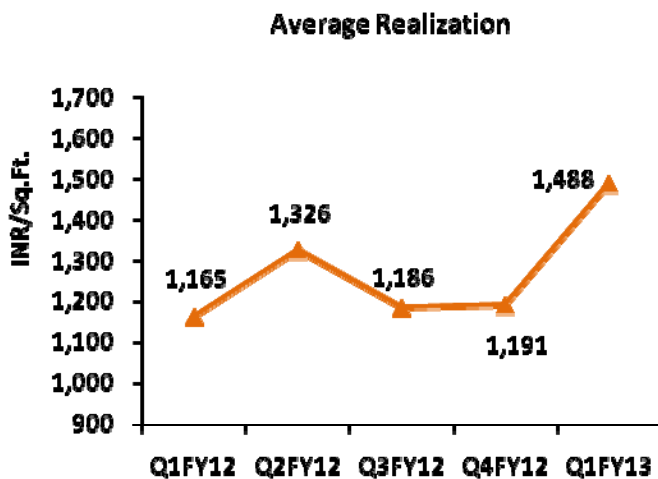
Cumulative Collections & Trend

- In June 2012, the company collected ~Rs1.50 bn. Consequently, total collections till date stood at ~Rs. 41 bn and total unbilled collections (yet to be called) on sales booked till date stood at ~Rs. 39 bn.
- Collection of ~Rs 1.50 bn includes proceeds from the sale of the assets as mentioned below:
 - Bhatinda township** – Exited out of the township for a value of ~Rs 250 mn, collecting ~Rs 120 mn during June'12 totalling to Rs 170 mn received during FY 13.



Realizations

- Realizations increased significantly by ~28% (y-o-y) to ~Rs. 1,488/sq.ft. during Q1FY13. In Q1FY13, the contribution of built ups has increased to 36% from 23% during Q1FY12.



~End of Updates~

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