

**Key Highlights**

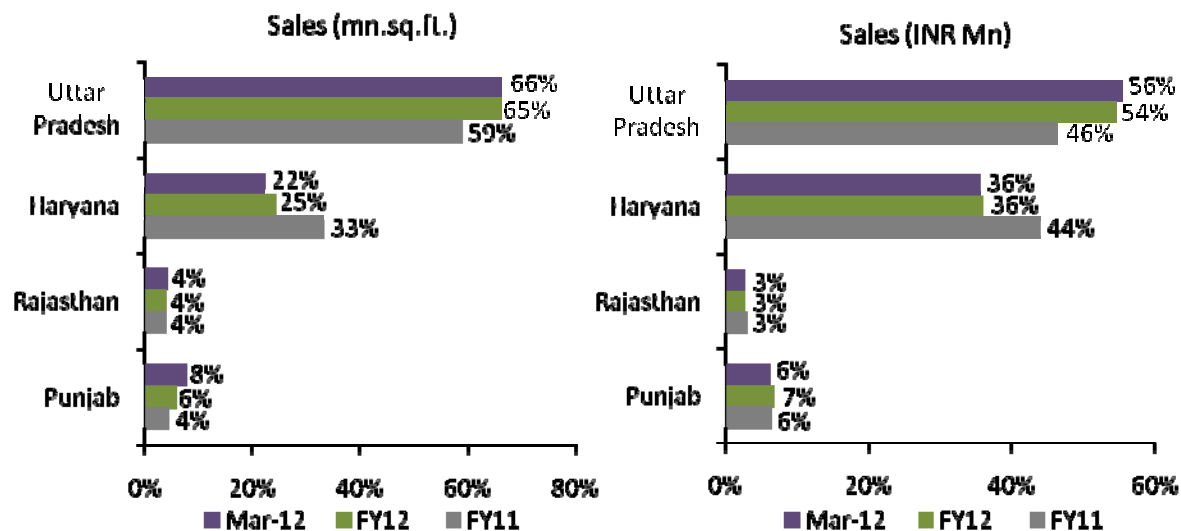
Particulars	UOM	Mar-12	FY12	FY11
Area Sold	mn.sq.ft.	2.50	22.70	22.43
Sale Value	INR Mn	3,148	27,037	23,926
Collections	INR Mn	2,360	19,569	15,265
Realizations	INR/sq.ft.	1,260	1,191	1,067

- Collections from customers improved by ~28% (y-o-y) in FY12;
- Increase in realizations by ~12% (y-o-y) in FY12. However, realizations of built ups sales increased by 20%.

**Sales**

- Major contributors to the sales – Sushant Golf City, Luknow Phase II (~1765 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)		
	Mar-12	FY12	FY11	Mar-12	FY12	FY11
Uttar Pradesh	1.66	14.86	13.19	1,748	14,625	11,114
Haryana	0.55	5.63	7.40	1,122	9,834	10,540
Rajasthan	0.10	0.89	0.86	82	717	731
Punjab	0.19	1.32	0.98	196	1,860	1,541
<b>Total</b>	<b>2.50</b>	<b>22.70</b>	<b>22.43</b>	<b>3,148</b>	<b>27,037</b>	<b>23,926</b>

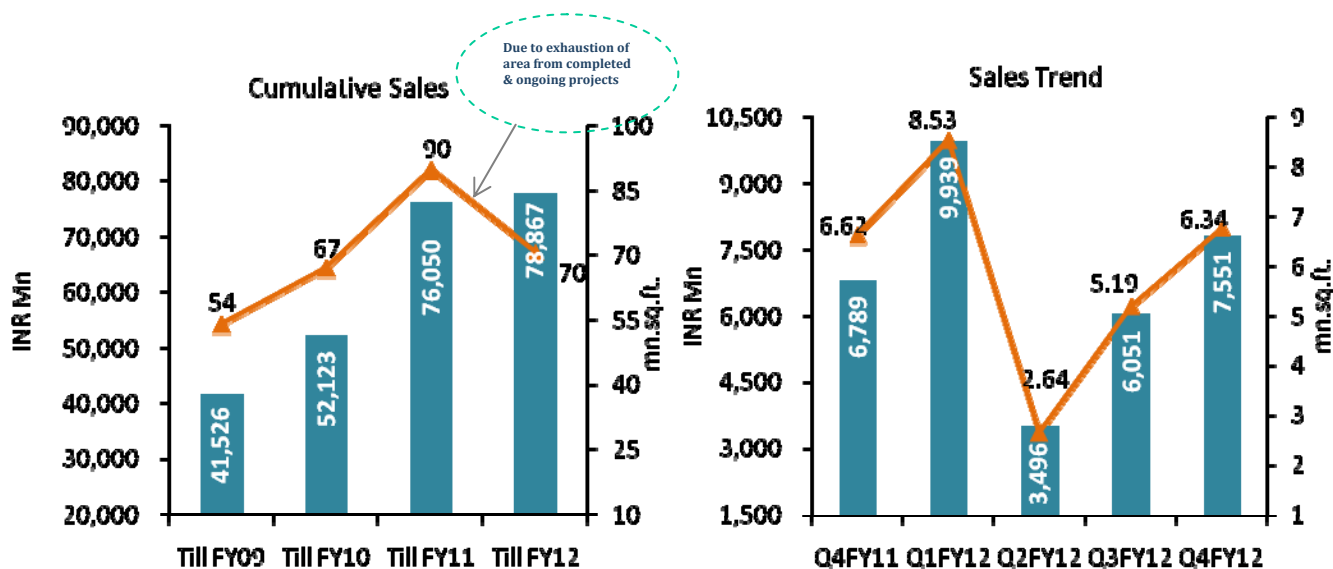


- Mix of sales across the asset classes - Maximum being in 'residential' segment i.e. plots, low-rise built-ups & high-rise group housings

State	Area sold (mn.sq.ft.)			Sale Value Booked (INR Mn)		
	Mar-12	FY12	FY11	Mar-12	FY12	FY11
Plots	1.12	8.75	10.72	1,150	7,203	8,254
Low-Rise Built-ups	0.15	2.39	2.59	411	6,989	6,981
GHS	0.45	2.99	2.26	1,102	7,237	4,225
Commercial	0.04	0.66	0.62	93	2,055	1,170
FSI	0.74	7.89	6.24	392	3,552	3,297
<b>Total</b>	<b>2.50</b>	<b>22.70</b>	<b>22.43</b>	<b>3,148</b>	<b>27,037</b>	<b>23,926</b>

### Cumulative Sales & Trend

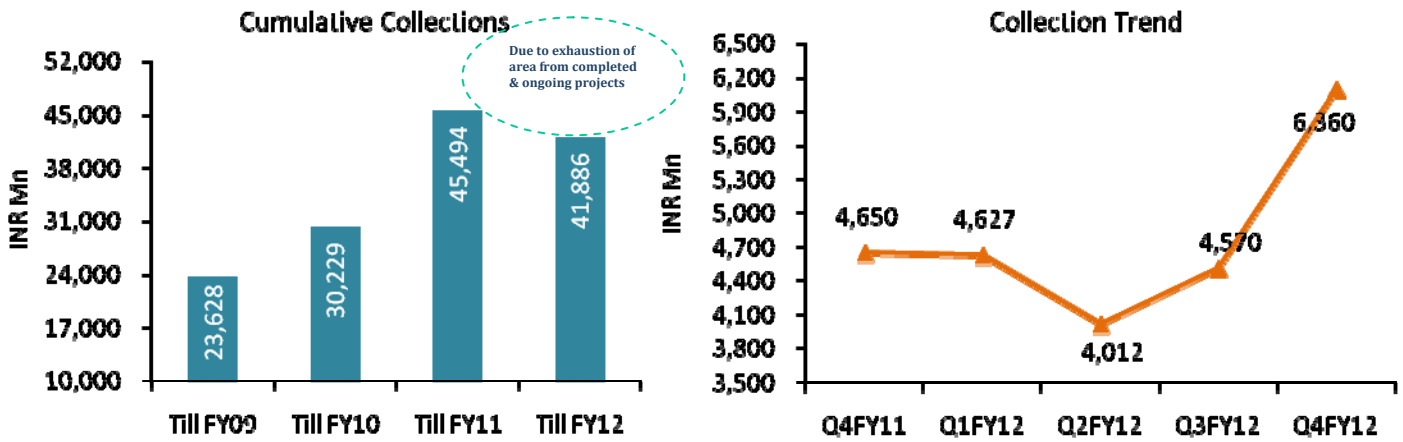
- Total area sold till FY12 stood at ~70 mn.sq.ft. (which is yet to be delivered) on a saleable area of ~300 mn.sq.ft. (as on December 31, 2011). Total sale value of the area sold stood at ~Rs. 78,867 mn.



Contd..

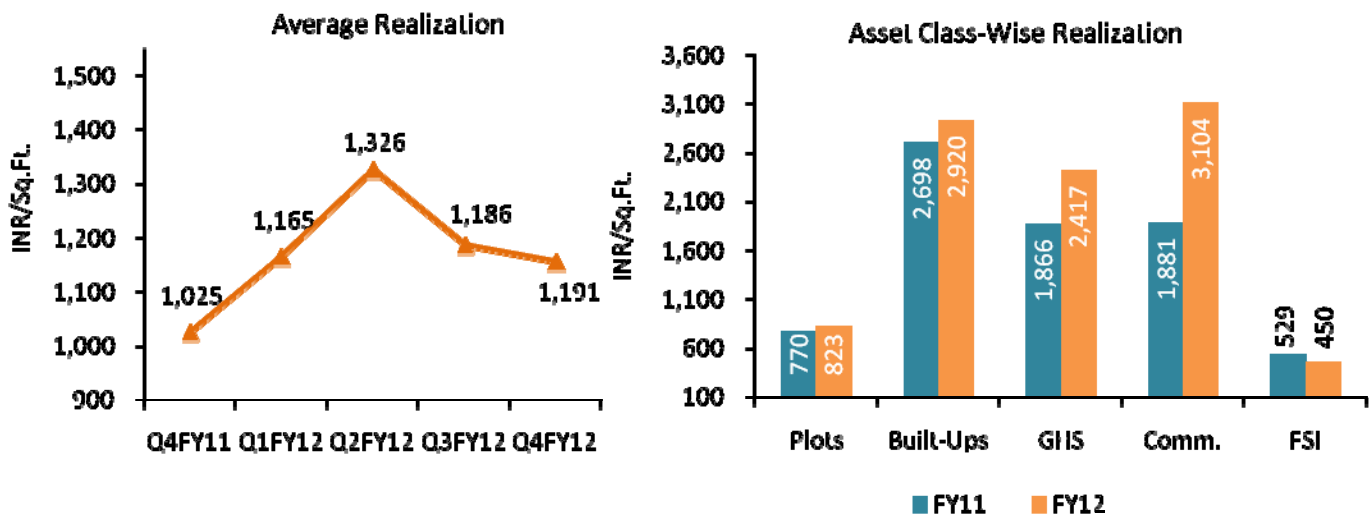
### Cumulative Collections & Trend

- In March 2012, the company collected ~Rs.2,360 mn from its customers, resulting in total collections to ~Rs. 19,569 mn in FY12. Consequently, total collections from the customers till date stood at ~Rs. 41,886 mn and total unbilled collections (yet to be called) on sales booked till date stood at ~Rs. 36,981 mn.



### Realizations

- Realizations increased by ~20% (m-o-m) to ~Rs. 1,260/sq.ft. in March 2012 on account of increase in contribution of built-ups sales. In FY12, the realizations increased by ~12% (y-o-y) to ~Rs. 1,191/sq.ft.



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