

**Key Highlights**

Particulars	UOM	May-12	May-11	FY12
Area Sold	mn.sq.ft.	1.43	2.93	22.70
Sale Value	INR Bn	2.07	3.98	27.04
Collections	INR Bn	1.52*	1.47	19.57
Realizations	INR/sq.ft.	1,442	1,359	1,191

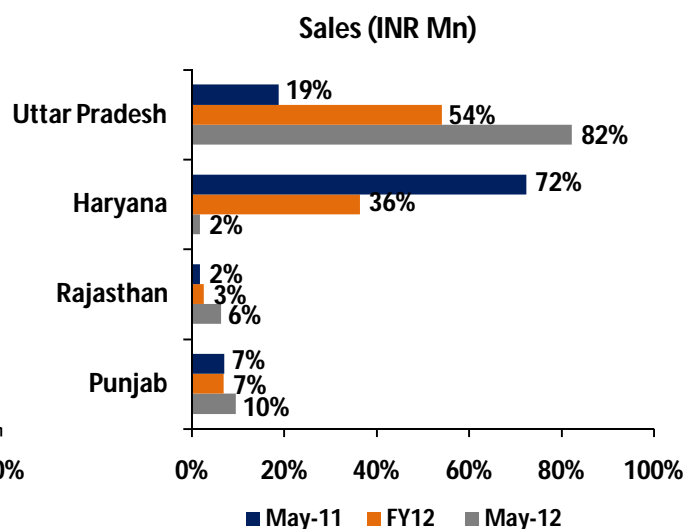
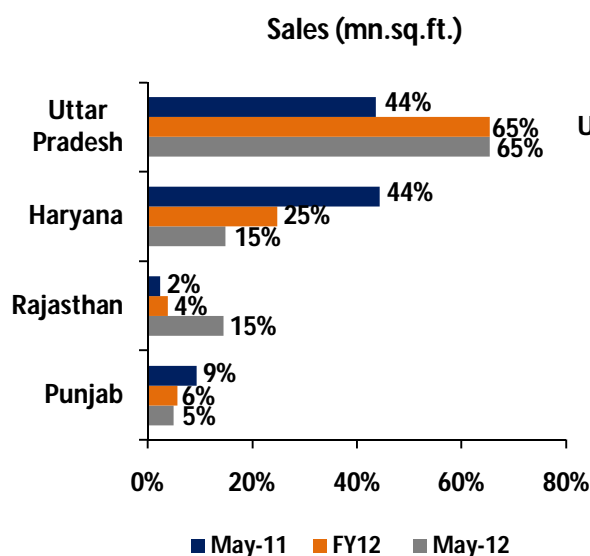
- Marginal increase in overall realization by ~6% (y-o-y) in May'12. Realization on built ups and plots significantly increased by 18% and 23% respectively.

\*Includes proceeds from the asset sales

**Sales**

- Major contributors to the sales – Sushant Megapolis, Greater Noida (~2504 acres) contributing ~31% in terms of volume and ~36% in term of value 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)		
	May-12	May-11	FY12	May-12	May-11	FY12
Uttar Pradesh	0.94	1.28	14.86	1,701	748	14,625
Haryana	0.21	1.30	5.63	36	2,878	9,834
Rajasthan	0.21	0.07	0.89	131	70	717
Punjab	0.07	0.28	1.32	198	281	1,860
<b>Total</b>	<b>1.43</b>	<b>2.93</b>	<b>22.70</b>	<b>2,067</b>	<b>3,977</b>	<b>27,037</b>

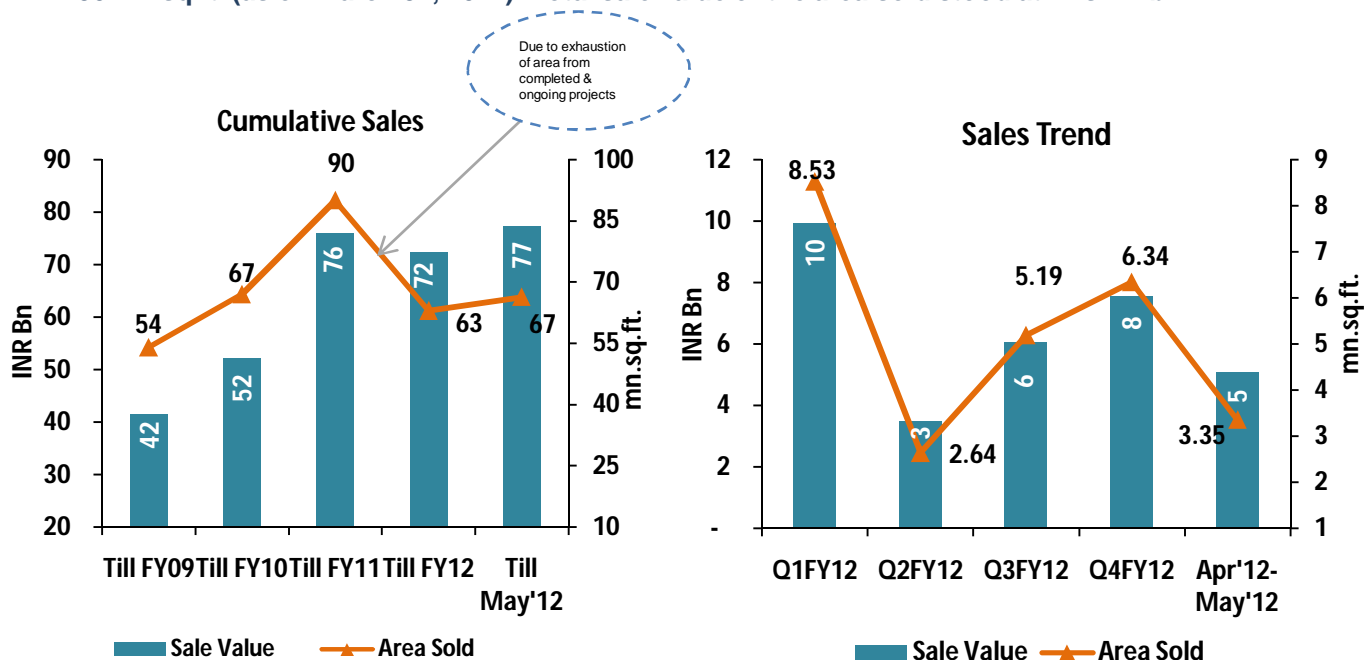


- **Mix of sales across the asset classes** - Maximum being in 'residential' segment i.e. plots, low-rise built-ups & high-rise group housings

State	Area sold (mn.sq.ft.)			Sale Value Booked (INR Mn)		
	May-12	May-11	FY12	May-12	May-11	FY12
Plots	0.77	0.67	8.75	886	629	7,203
Low-Rise Built-ups	0.22	0.27	2.39	837	944	6,989
GHS	0.07	0.72	2.99	142	1,950	7,237
Commercial	0.02	0.03	0.66	111	91	2,055
FSI	0.35	1.23	7.89	91	362	3,552
<b>Total</b>	<b>1.43</b>	<b>2.93</b>	<b>22.69</b>	<b>2,067</b>	<b>3,977</b>	<b>27,037</b>

### Cumulative Sales & Trend

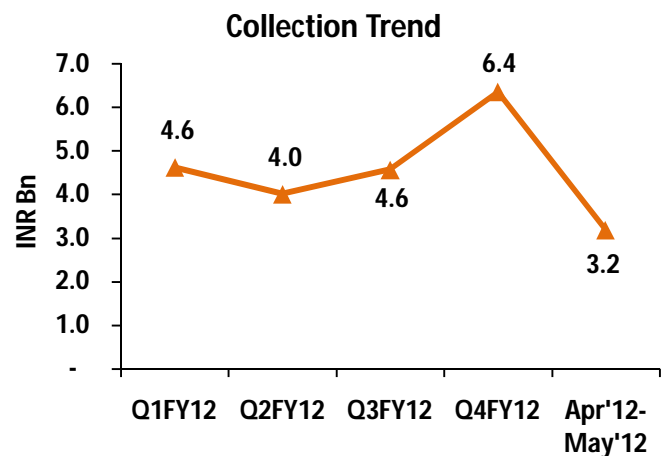
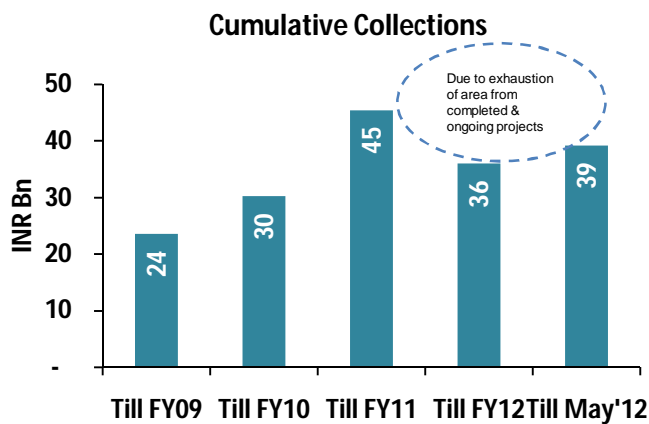
- Total area sold till May'12 stood at ~67 mn.sq.ft (which is yet to be delivered) on a saleable area of ~290 mn.sq.ft. (as on March 31, 2012). Total sale value of the area sold stood at ~Rs. 77 bn.



Contd..

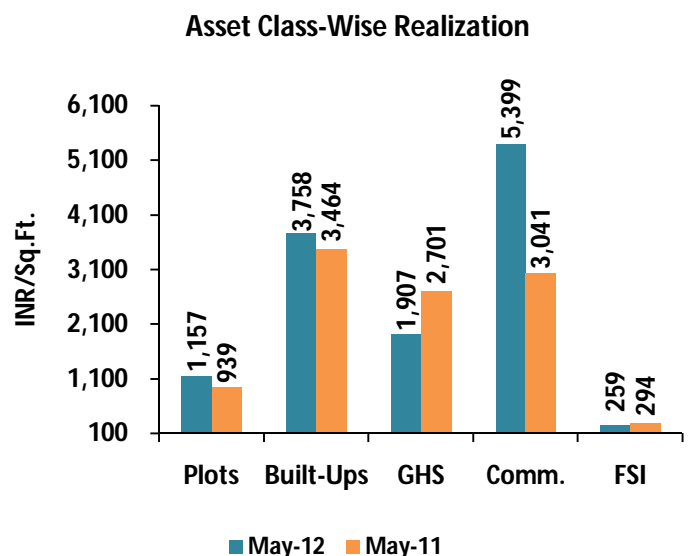
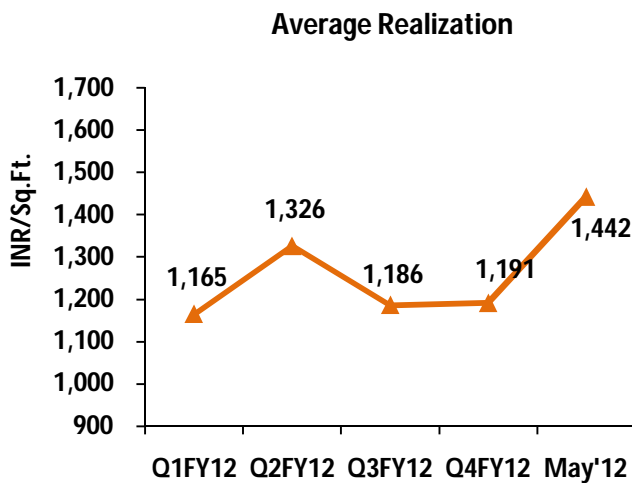
**Cumulative Collections & Trend**

- In May 2012, the company collected ~Rs.1.52 bn from its customers. Consequently, total collections from the customers till date stood at ~Rs. 39 bn and *total unbilled collections (yet to be called) on sales booked till date stood at ~Rs. 38 bn.*
- Collection of ~Rs 1.52 bn includes proceeds from the sale of the assets as mentioned below:
  - **The Campus (Greater Noida)** – 50% of the project has been offloaded for a total value of ~Rs 780 mn , collecting ~Rs 110 mn during May'12
  - **Bhatinda township** – Exited out of the township for a value of ~Rs 250 mn, collecting ~Rs 50 mn during May'12



**Realizations**

- Realizations increased marginally by ~6% (y-o-y) to ~Rs. 1,442/sq.ft. in May'12. In May'12, the contribution of plot sales to total sales has increased to 53% from 23% in May'11 and the realization on the plots has shown an increment of 23% (y-o-y).



~End of Updates~

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