

Key Highlights

Particulars	UOM	Oct-12	Oct-11	7MFY13	7MFY12
Area Sold	mn.sq.ft.	2.55	2.12	11.21	13.28
Sale Value	INR Bn	2.85	2.40	15.73	15.84
Collections	INR Bn	1.70	1.37	11.59	10.00
Realizations	INR/sq.ft.	1,119	1,136	1,404	1,193
Realization excl FSI sales	INR/sq.ft.	2,156	2,150	1,959	1,555

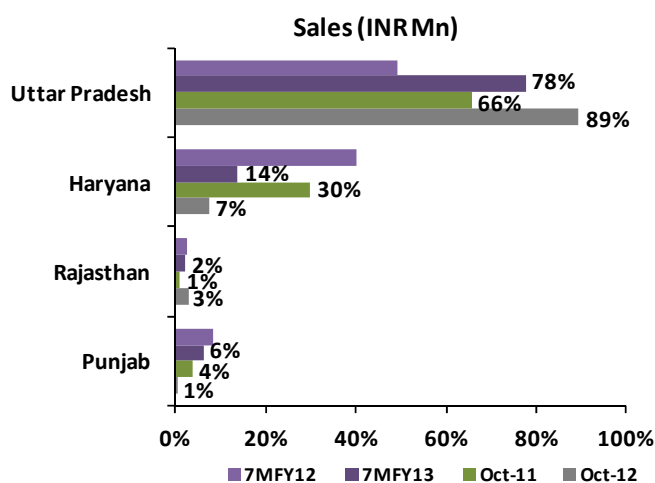
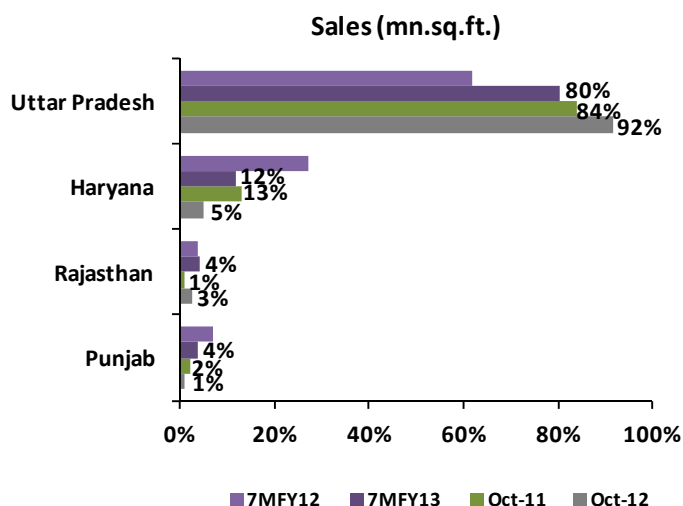
- Increase in realizations (incl FSI) by ~18% (y-o-y (1st7m)) and by ~26% (excl FSI) (y-o-y (1st7m)) due to significant increase in contribution of built up sales.

*Includes proceeds from the asset sales

Sales

- Major contributors to the sales –Sushant Golf City, Lucknow (~3530 acres) and Sushant Aquapolis, Ghaziabad (~153 Acres) together contributing ~85% in terms of volume and ~79% in term of value across the asset classes i.e. plots, low-rise built-ups, high rise group housings, commercial, FSI etc during Oct-12 sales.

State	Area sold (mn.sq.ft.)				Sale Value Booked (INR Mn)			
	Oct-12	Oct-11	7MFY13	7MFY12	Oct-12	Oct-11	7MFY13	7MFY12
Uttar Pradesh	2.33	1.78	8.98	8.22	2,543	1,583	12,232	7,778
Haryana	0.12	0.28	1.32	3.59	208	714	2,155	6,327
Rajasthan	0.07	0.02	0.48	0.53	79	21	326	421
Punjab	0.03	0.04	0.43	0.95	18	87	1,019	1,314
Total	2.55	2.12	11.21	13.28	2,848	2,406	15,732	15,840

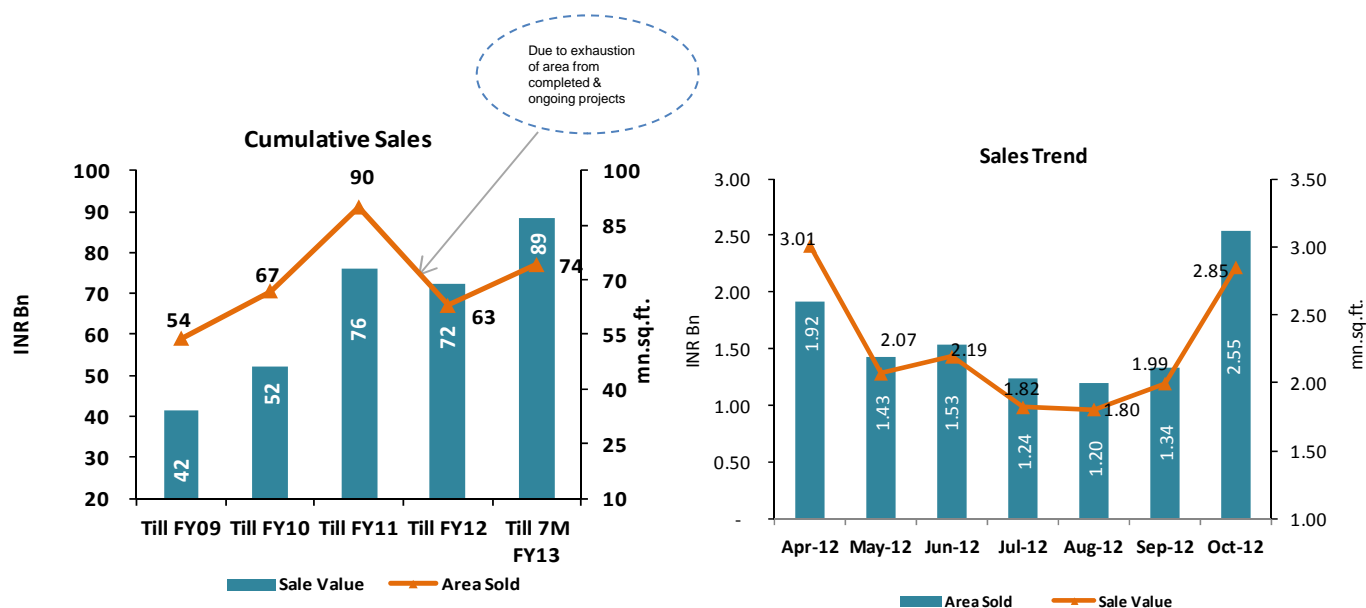


- **Mix of sales across the asset classes** - Maximum being in 'residential' segment i.e. plots, low-rise built-ups & high-rise group housings

State	Area sold (mn.sq.ft.)				Sale Value Booked (INR Mn)			
	Oct-12	Oct-11	7MFY13	7MFY12	Oct-12	Oct-11	7MFY13	7MFY12
Plots	0.15	0.24	2.92	5.42	93	165	3,462	4,627
Low-Rise Built-ups	0.23	0.23	1.23	1.30	599	762	3,553	3,753
GHS	0.30	0.31	2.44	1.52	751	687	5,527	3,780
Commercial	0.05	0.02	0.19	0.53	137	81	744	1,612
FSI	1.81	1.33	4.43	4.51	1,269	711	2,446	2,068
Total	2.55	2.13	11.21	13.28	2,849	2,406	15,732	15,840

Cumulative Sales & Trend

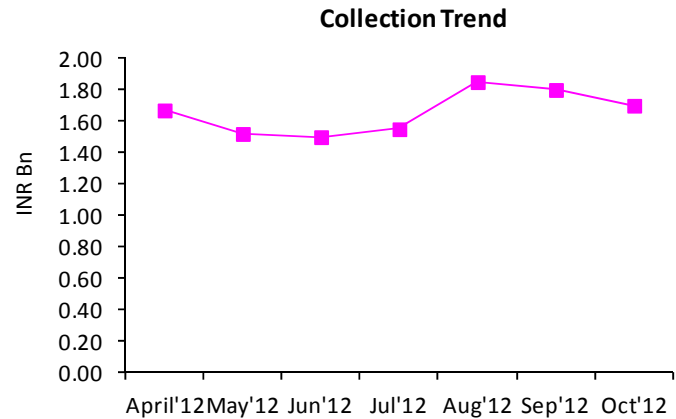
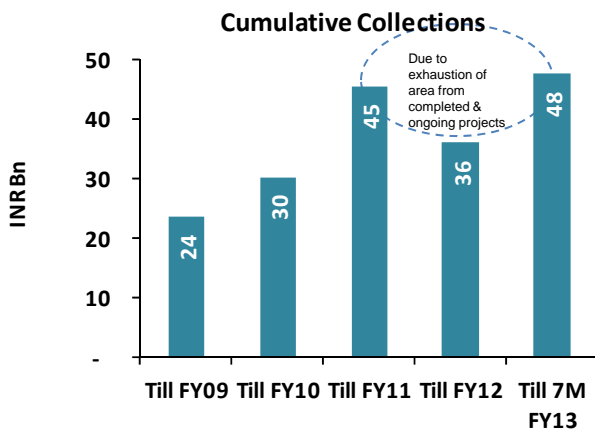
- Total area sold till Oct'12 stood at ~74 mn sq.ft (which is yet to be delivered) on a saleable area of ~290 mn sq.ft. (as on June 30, 2012). Total sale value of the area sold stood at ~Rs. 89 bn.



Contd..

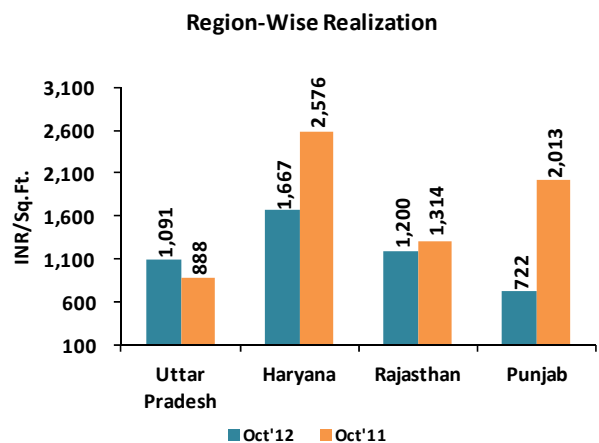
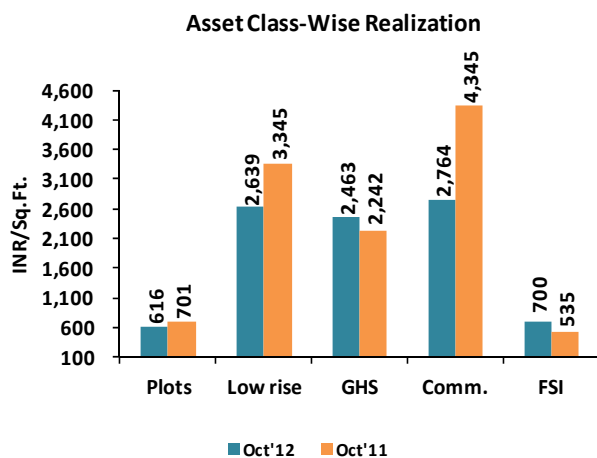
Cumulative Collections & Trend

- In Oct 2012, the company collected ~Rs 1.70 bn. Consequently, total collections till date stood at ~Rs. 48 bn and total unbilled collections (yet to be called) on sales booked till date stood at ~Rs. 41 bn.
- Cumulative Collection for 7MFY 13 stands at ~Rs 11.59 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 7MFY13.
 - **Bhatinda township** – Exited out of the township for a value of ~Rs 250 mn, collecting ~Rs 170 mn during 7MFY13.



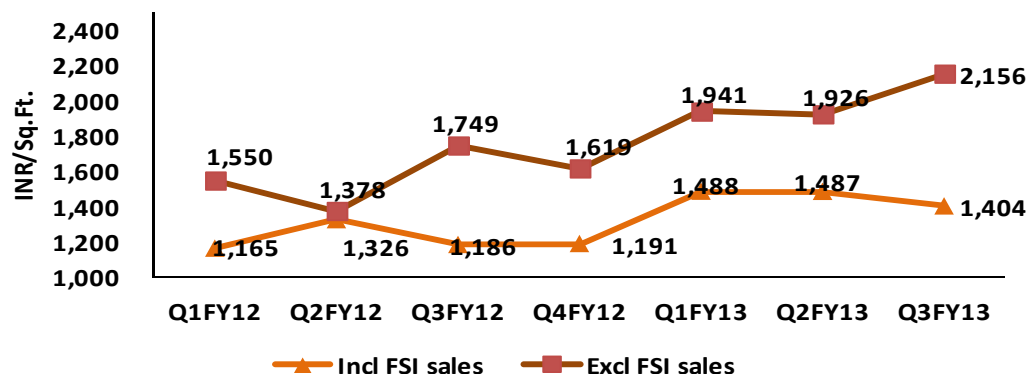
Realizations

- Realizations increased significantly for the Non FSI sales by ~26% (y-o-y) to ~Rs. 1,959/ sq.ft. and for sales including FSI by ~18% to ~Rs 1404/ sq.ft. during 7M FY13.



~End of Updates~

Average Realization



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