

Ansal Properties & Infrastructure Ltd. Operational Updates – October 2011

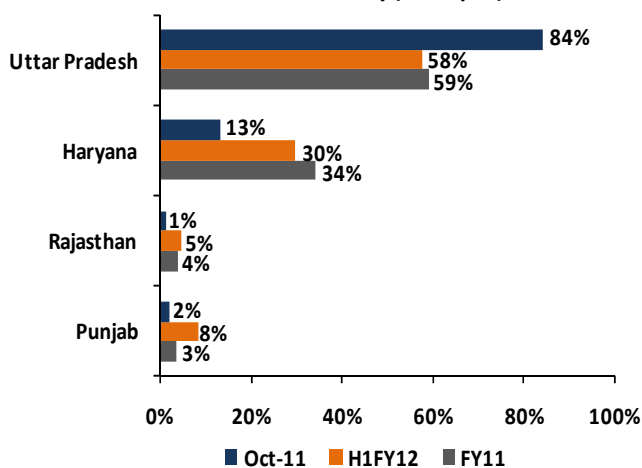
Key Highlights

- Sold an area of 2.12mn.sq.ft. in **October 2011**, aggregating to sale value of ~Rs.2,406mn
- Total area sold in **seven months ended FY12** increased to 13.28mn.sq.ft., aggregating to total sale value of ~Rs.15,840mn
- Collected ~Rs.1,370mn in **October 2011**, resulting in total collections to ~Rs.10,009mn in **seven months ended FY12**
- Average Realizations stood at ~Rs.1,136/sq.ft. in **October 2011** vs. ~Rs.1,280/sq.ft. in **September 2011**
- Major chunk of sales booked in Hi-Tech townships viz. “Sushant Megapolis, Greater Noida” and “Sushant Golf City, Lucknow” across the various asset classes
- **Sold an area of 2.12mn.sq.ft. in October 2011, resulting in total area sold to 13.28mn.sq.ft. in seven months ended FY12**

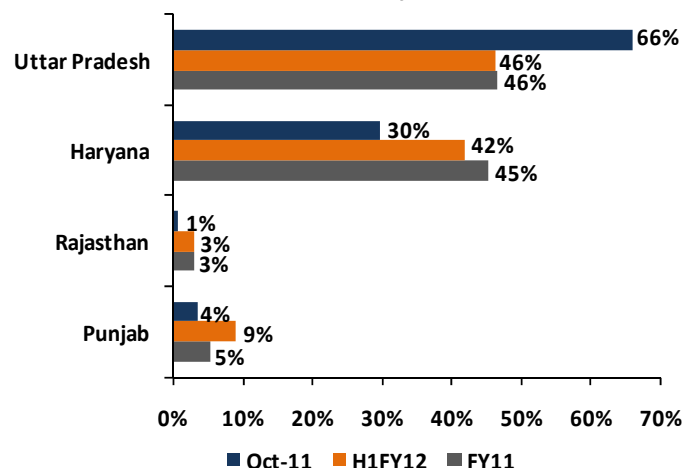
In October 2011, the company booked sales of 2.12mn.sq.ft. aggregating to sale value of ~Rs.2,406mn. Majority of the sales were booked in company’s largest township viz. Sushant Megaplois, Greater Noida and Sushant Golf City, Lucknow across various asset classes (i.e. plots, low & high rise built-ups, commercial, FSI etc.) aggregating to ~82% of the area sold (2.12mn.sq.ft.) and ~64% of the sale value (~Rs.2,406mn) during the month.

State	Area Sold (mn.sq.ft.)			Sale Value Booked (Rs. Mn.)		
	Oct 11	H1FY12	FY11	Oct 11	H1FY12	FY11
Uttar Pradesh	1.78	6.43	13.19	1,582.88	6,194.69	11,113.74
Haryana	0.28	3.31	7.62	714.83	5,612.63	10,804.71
Rajasthan	0.02	0.51	0.86	21.41	399.47	731.45
Punjab	0.04	0.91	0.76	86.81	1,227.55	1,277.13
Total	2.12	11.16	22.43	2,405.93	13,434.34	23,927.03

Saleability (mn.sq.ft.)

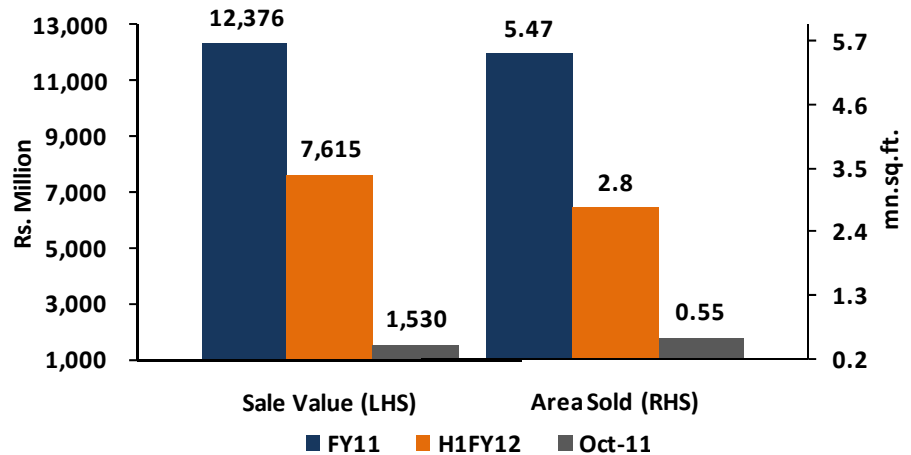


Saleability (Rs. Mn.)

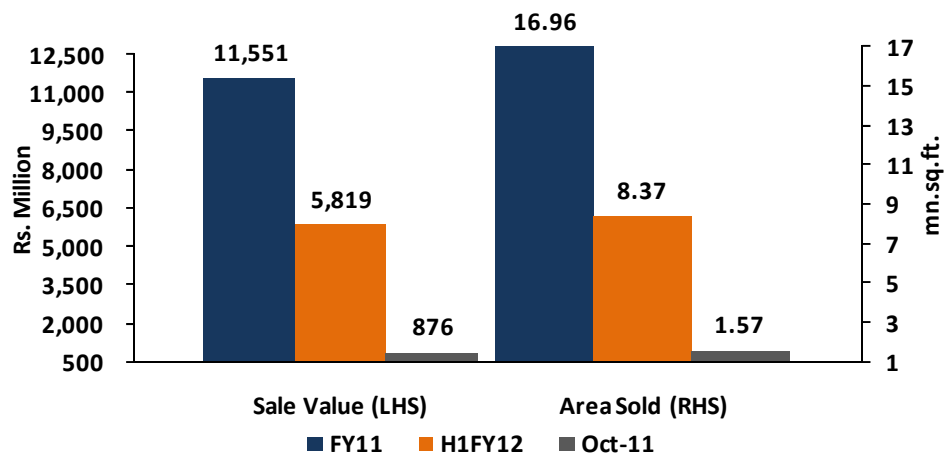


• Assets Class wise saleability in October 2011 & seven months ended FY12
Vertical Development Sales

In **October 2011**, the company booked **vertical development** sales of 0.55mn.sq.ft. aggregating to sale value of ~Rs.1,530mn. Post the sales in October 2011, the total vertical development sales booked in seven months ended FY12 stood at 3.34mn.sq.ft. aggregating to sale value of ~Rs.9145mn.


Horizontal Development Sales

In **October 2011**, the company booked **horizontal development** sales of 1.57mn.sq.ft. aggregating to sale value of ~Rs.876mn. Post the sales in October 2011, the total horizontal development sales booked in seven months ended FY12 stood at 9.94mn.sq.ft. aggregating to sale value of ~Rs.6696mn.

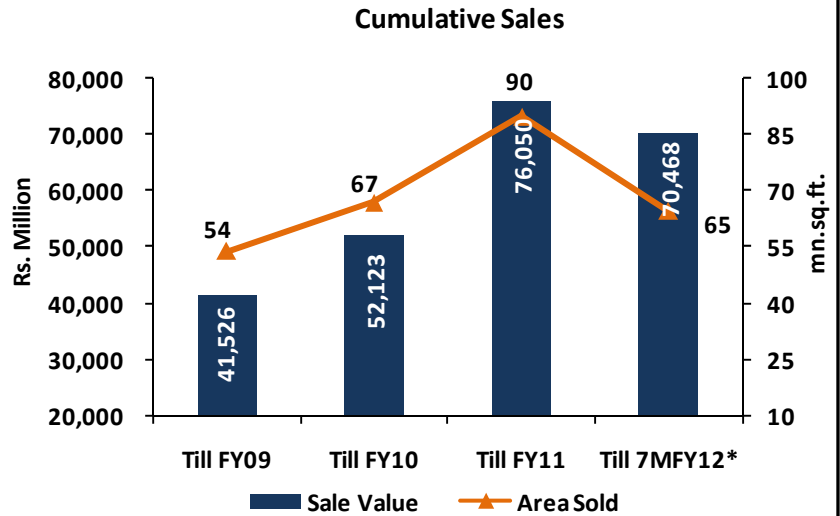


Asset Class	Area Sold (mn.sq.ft.)			Sale Value Booked (Rs.Mn.)		
	Oct 11	H1FY12	FY11	Oct 11	H1FY12	FY11
Plots	0.24	5.18	10.72	164.93	4,461.80	8,253.68
Low-Rise Built-Ups	0.23	1.08	2.59	761.62	2,991.39	6,981.11
GHS	0.31	1.21	2.26	687.43	3,093.18	4,225.29
Commercial	0.02	0.51	0.62	80.93	1,530.63	1,169.50
FSI	1.32	3.19	6.24	711.02	1,357.34	3,297.45
Total	2.12	11.16	22.43	2,405.93	13,434.34	23,927.03

- **Total area sold till seven months ended FY12 stood at 64.72mn.sq.ft. (post area exhausted/delivered from completed projects and ongoing projects) aggregating to sale value of ~Rs.70,468mn**

The company **till date** has sold an area (which is yet to be delivered) of 64.72mn.sq.ft. on a balance saleable area of ~305mn.sq.ft. (as on June 30, 2011) post area exhausted/delivered from completed and ongoing projects). Hence, total sale value of the area sold stood at ~Rs.70,468mn.

The company has completed development of an area aggregating to 41.7mn.sq.ft. since 2004 till June 30, 2011. 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.



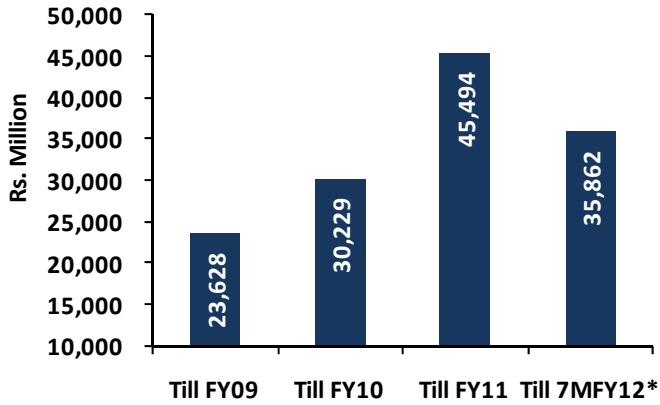
**Calculations of the exhausted area for the townships under development could vary with any changes in the plans or saleable area and the management reserves the right to reclassify the land as exhausted or not yet exhausted.*

- **Collected ~Rs.1,370mn in October 2011, resulting in total collections to ~Rs.35,862mn (post area exhausted/delivered from completed projects) till date**

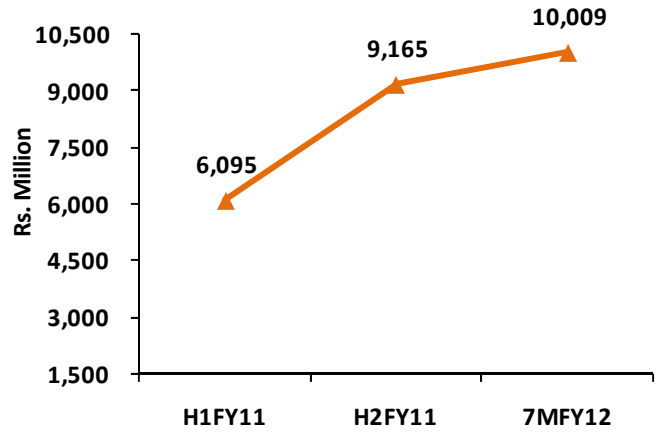
In October 2011, the company collected ~Rs.1,370mn from its customers, resulting in total collections to ~Rs.10,009mn in **seven months ended FY12**. Consequently the total collections till date stood at ~Rs.35,862mn and total collections (yet to be called) on **sales booked** till date stood at ~Rs.34,606mn.

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Cumulative Collections



Collection Trend



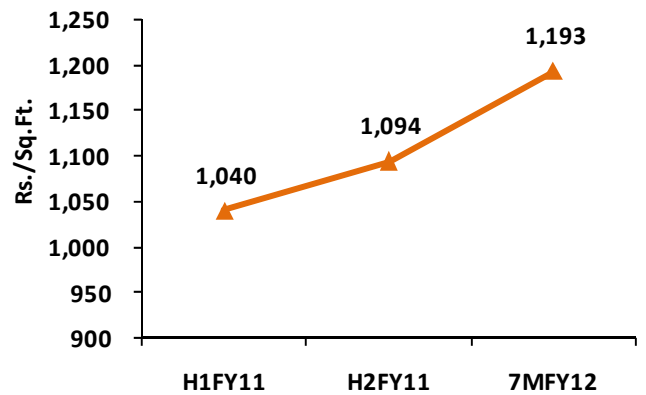
**Calculations of the exhausted area for the townships under development could vary with any changes in the plans or saleable area and the management reserves the right to reclassify the land as exhausted or not yet exhausted.*

- Average Realizations stood at ~Rs.1135/sq.ft. in October 2011 vs. ~Rs.1280/sq.ft. in September 2011

In October 2011, the average realizations stood at ~Rs.1135/sq.ft. vs. ~Rs.1280/sq.ft. in September 2011.

During the month, the realizations of the vertical development sales (i.e. villas, group housing & commercial) increased in the range of ~11% to ~70% (m-o-m) with the commercial segment witnessing highest increase in realizations. However, significant booking of FSI sales during the month compared to no FSI sales in September 2011 resulted in marginally lower realizations in October 2011.

Average Realization



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