

Key Highlights

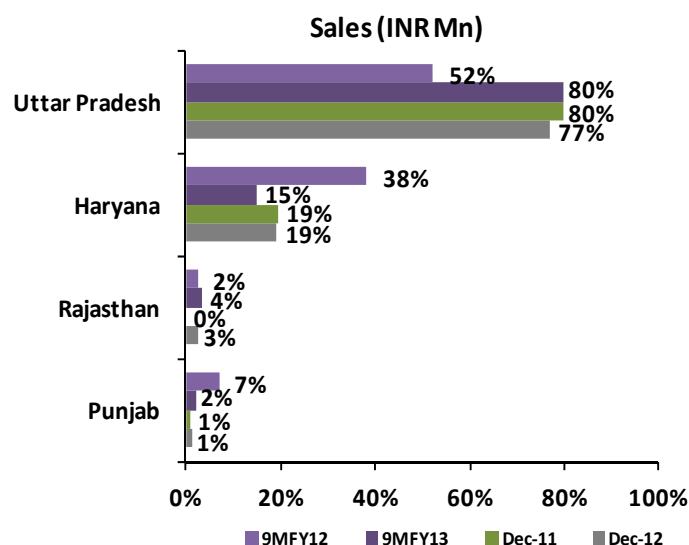
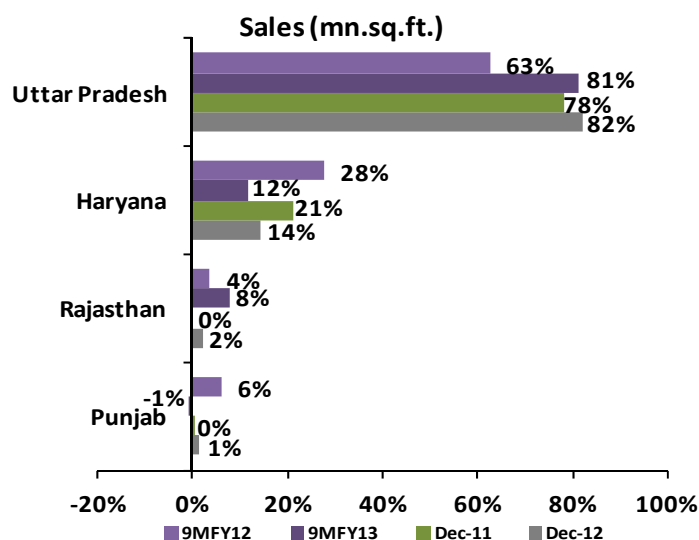
Particulars	UOM	Dec-12	Dec-11	9MFY13	9MFY12
Area Sold	mn.sq.ft.	1.45	1.32	15.70	16.35
Sale Value	INR Bn	1.52	1.71	20.37	19.86
Collections	INR Bn	1.70	1.75	14.84	13.21
Realizations	INR/sq.ft.	1,050	1,293	1,298	1,191
Realization excl FSI sales	INR/sq.ft.	1,534	1,471	1,962	1,561

- Increase in realizations (incl FSI) by ~9% (y-o-y (1st 9m)) and by ~26% (excl FSI) (y-o-y (1st 9m)) due to increase in contribution of built up sales.

Sales

- Major contributors to the sales –Sushant Golf City, Lucknow (~3530 acres) and Sushant Megapolis, Greater Noida (~2,504 Acres) together contributing ~72% in terms of volume and ~55% in term of value across the asset classes i.e. plots, low-rise built-ups, high rise group housings, commercial, FSI etc during Dec-12 sales.

State	Area sold (mn.sq.ft.)				Sale Value Booked (INR Bn)			
	Dec-12	Dec-11	9MFY13	9MFY12	Dec-12	Dec-11	9MFY13	9MFY12
Uttar Pradesh	1.19	1.04	12.78	10.25	1.17	1.36	16.22	10.18
Haryana	0.21	0.28	1.81	4.55	0.29	0.33	3.03	7.46
Rajasthan	0.03	-	1.24	0.58	0.40	-	0.72	0.49
Punjab**	0.02	0.01	(0.12)	0.97	0.17	0.17	0.40	1.36
Total	1.45	1.32	15.70	16.35	1.52	1.71	20.37	19.49

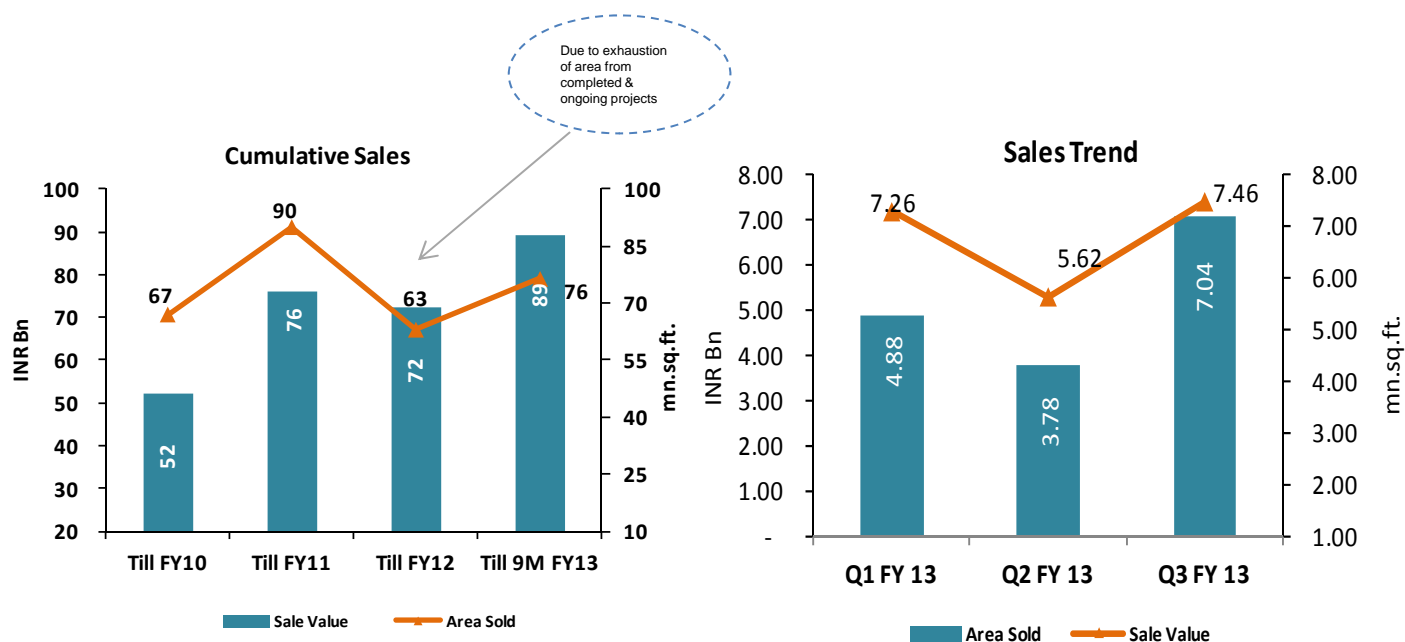


- **Mix of sales across the asset classes** - Maximum being in 'residential' segment i.e. plots, low-rise built-ups & high-rise group housings

State	Area sold (mn.sq.ft.)				Sale Value Booked (INR Bn)			
	Dec-12	Dec-11	9MFY13	9MFY12	Dec-12	Dec-11	9MFY13	9MFY12
Plots	0.48	0.57	3.65	6.49	0.30	0.27	3.97	5.18
Low-Rise Built-ups	0.05	0.38	1.45	1.86	0.20	1.06	4.19	5.33
GHS	0.21	0.16	3.21	1.97	0.58	0.29	7.64	4.76
Commercial	0.02	0.01	0.28	0.58	0.78	0.19	1.05	1.76
FSI	0.69	0.20	7.11	5.45	0.36	0.60	3.52	2.46
Total	1.45	1.32	15.70	16.35	1.52	1.71	20.37	19.49

Cumulative Sales & Trend

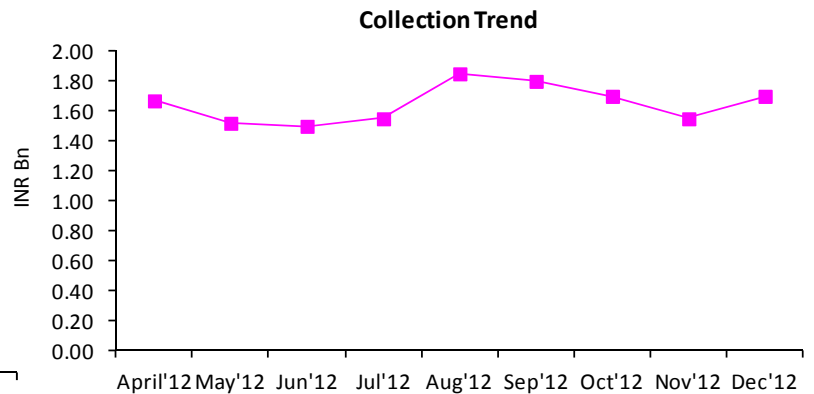
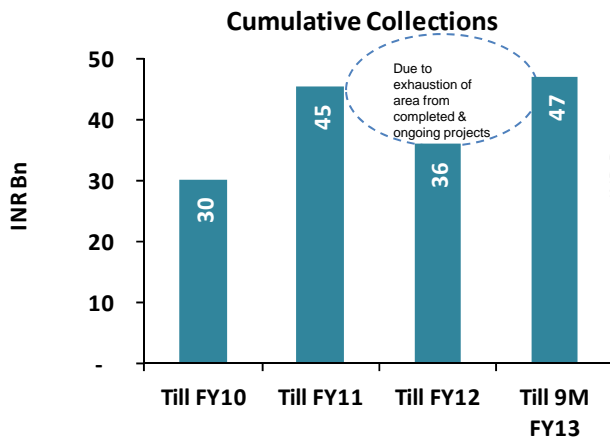
- Total area sold till Dec'12 stood at ~77 mn sq.ft (which is yet to be delivered) on a saleable area of ~287 mn sq.ft. (as on September 30, 2012). Total sale value of the area sold stood at ~Rs. 89 bn.



Contd..

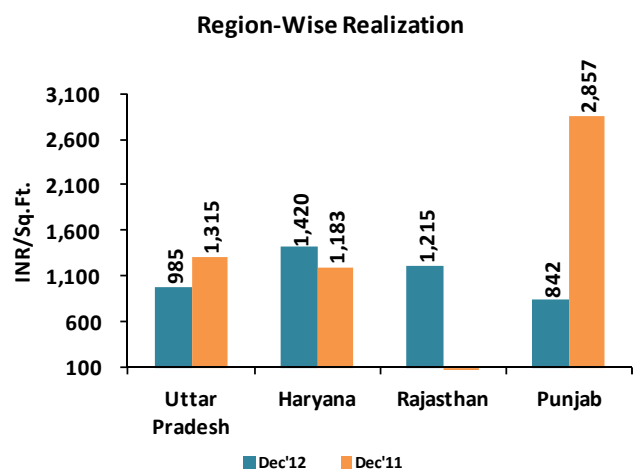
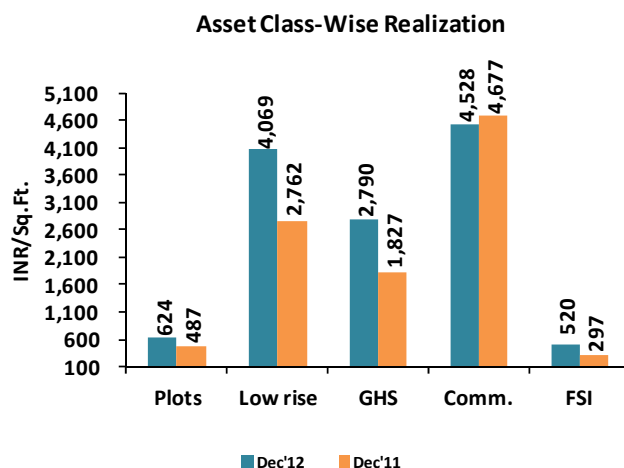
Cumulative Collections & Trend

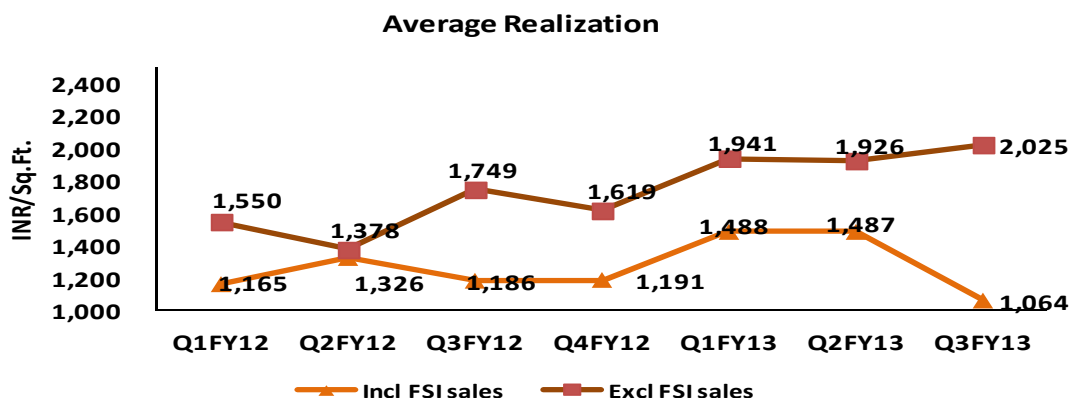
- In Dec 2012, the company collected ~Rs 1.70 bn. Consequently, total collections till date stood at ~Rs. 47 bn and total unbilled collections (yet to be called) on sales booked till date stood at ~Rs. 42 bn.
- Cumulative Collection for 9MFY 13 stands at ~Rs 14.84 bn includes proceeds from the sale of 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 9MFY13.
 - **Bhatinda township** – Exited out of the township for a value of ~Rs 250 mn, collecting ~Rs 170 mn during 9MFY13.



Realizations

- Realizations increased significantly for the Non FSI sales by ~26% (y-o-y) to ~Rs. 1,962/ sq.ft. and for sales including FSI by ~9% to ~Rs 1,298/ sq.ft. during 9M FY13.





~End of Updates~

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