

**Key Highlights**

Particulars	UOM	Mar-13	Mar-12	FY13	FY12
Area Sold	mn.sq.ft.	1.73	2.50	20.37	22.69
Sale Value	INR Bn	2.20	3.15	25.81	27.04
Collections	INR Bn	1.63	2.36	19.20*	19.56
Realizations	INR/sq.ft.	1,269	1,260	1,267	1,191
Realization excl FSI sales	INR/sq.ft.	2,382	1,568	1,977	1,577

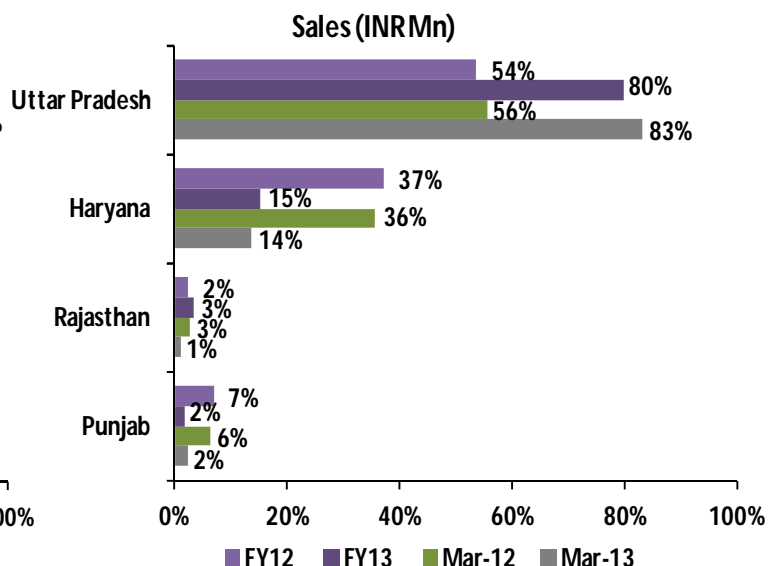
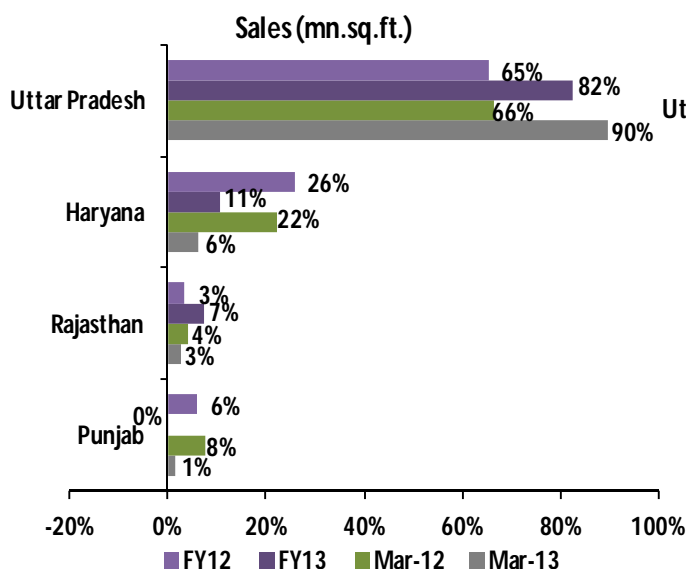
- Increase in realizations (incl FSI) by ~6% (y-o-y (FY 13) and by ~25% (excl FSI) (y-o-y (FY 13)) due to increase in contribution of built up sales.

\* The collections for FY 13 doesn't include collection from sale of assets of Rs 0.43 Bn during the period

**Sales**

- Major contributors to the sales –Sushant Golf City, Lucknow (~3530 acres) and Sushant Megapolis, Greater Noida (~2,504 Acres) together contributing ~83% in terms of volume and ~71% in term of value across the asset classes i.e. plots, low-rise built-ups, high rise group housings, commercial, FSI etc during Mar-13 sales.

State	Area sold (mn.sq.ft.)				Sale Value Booked (INR Bn)			
	Mar-13	Mar-12	FY13	FY12	Mar-13	Mar-12	FY13	FY12
Uttar Pradesh	1.55	1.66	16.76	14.79	1.82	1.75	20.56	14.49
Haryana	0.11	0.55	2.17	5.83	0.30	1.12	3.92	10.02
Rajasthan	0.04	0.10	1.53	0.76	0.03	0.08	0.87	0.67
Punjab	0.03	0.19	(0.08)	1.32	0.05	0.20	0.46	1.86
<b>Total</b>	<b>1.73</b>	<b>2.50</b>	<b>20.37</b>	<b>22.69</b>	<b>2.20</b>	<b>3.15</b>	<b>25.81</b>	<b>27.04</b>

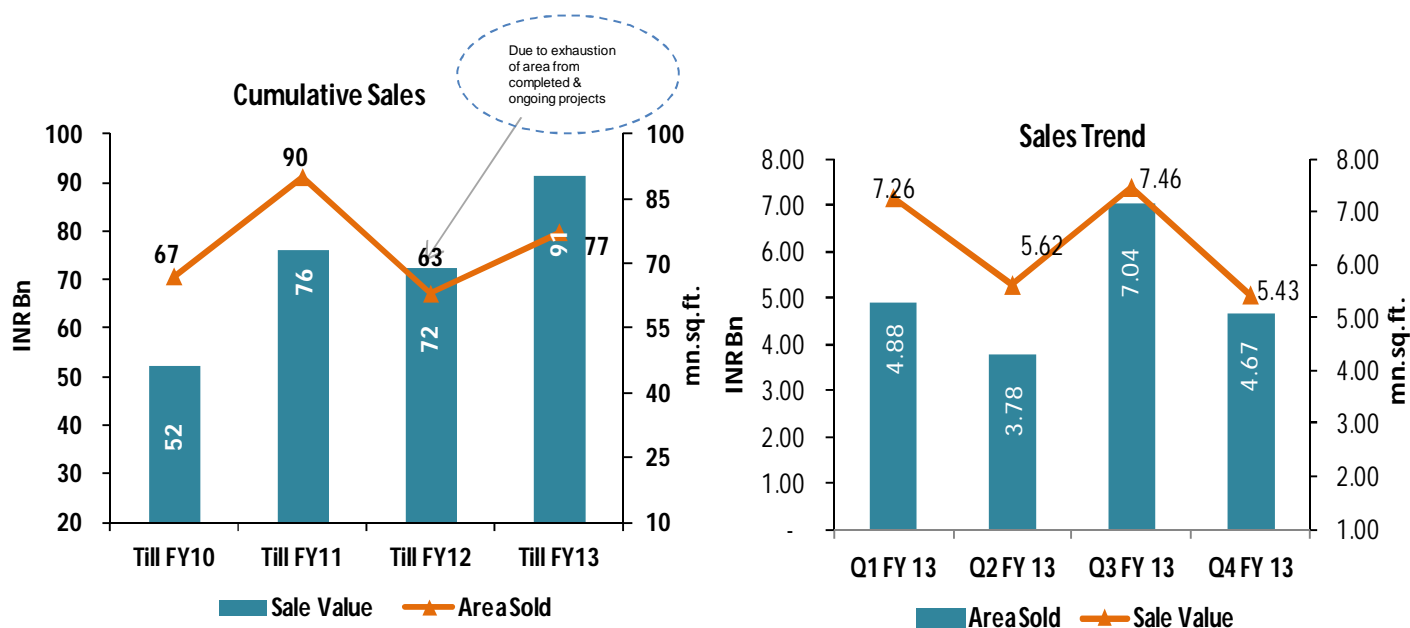


- **Mix of sales across the asset classes** - Maximum being in 'residential' segment i.e. plots, low-rise built-ups & high-rise group housings

State	Area sold (Mn sq. ft.)				Sale Value Booked (INR Bn)			
	Mar-13	Mar-12	FY13	FY12	Mar-13	Mar-12	FY13	FY12
Plots	0.34	1.12	4.60	8.88	0.33	1.15	4.70	7.24
Low-Rise Built-ups	0.17	0.15	1.82	2.39	0.55	0.41	5.45	6.99
GHS	0.18	0.45	3.78	2.99	0.51	1.10	9.20	7.24
Commercial	0.03	0.04	0.34	0.66	0.33	0.09	1.46	2.06
FSI	1.01	0.74	9.85	7.77	0.48	0.40	4.99	3.51
<b>Total</b>	<b>1.73</b>	<b>2.50</b>	<b>20.37</b>	<b>22.69</b>	<b>2.20</b>	<b>3.15</b>	<b>25.81</b>	<b>27.04</b>

### Cumulative Sales & Trend

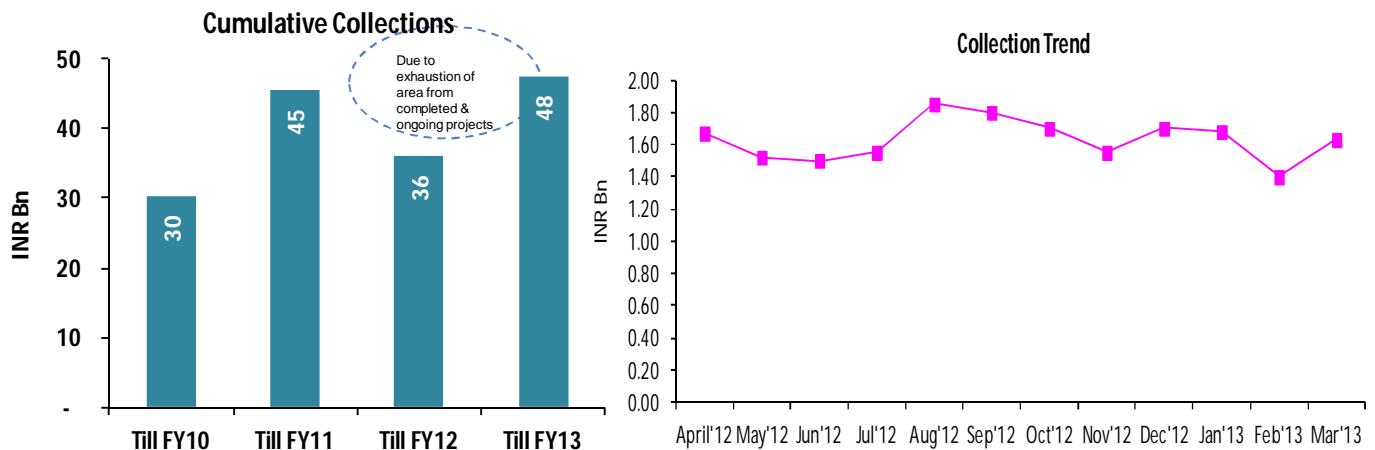
- Total area sold till Mar 13 stood at ~77 mn sq.ft (which is yet to be delivered) on a saleable area of ~284 mn sq.ft. (as on December 31, 2012). Total sale value of the area sold (which is yet to be delivered) stood at ~Rs. 91 bn.



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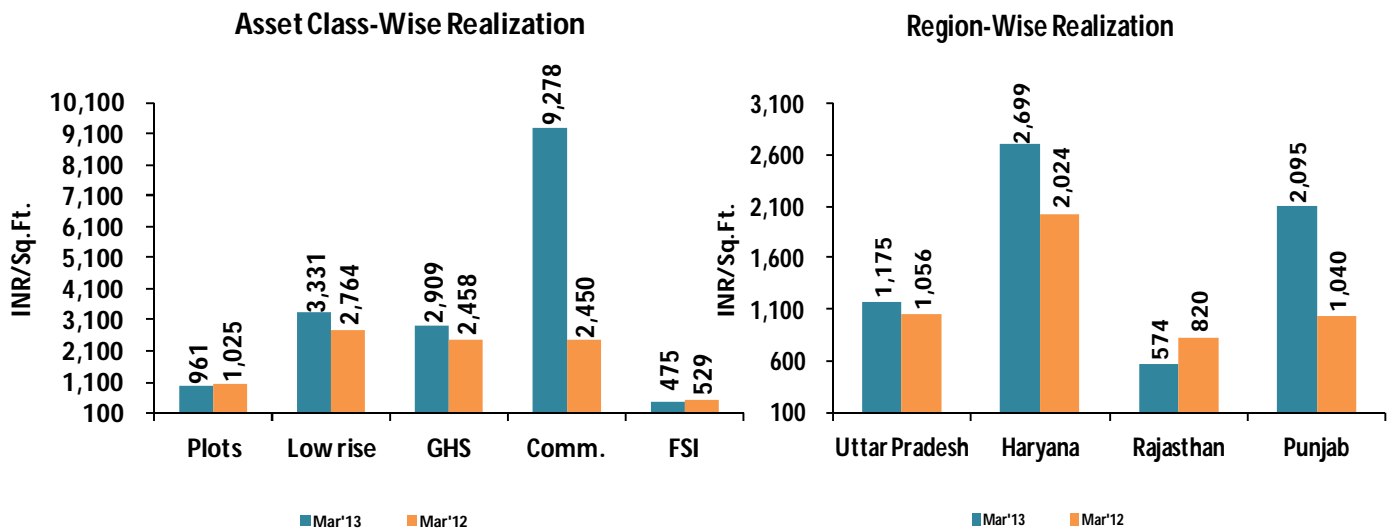
### Cumulative Collections & Trend

- In March 2013, the company collected ~Rs 1.63 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. 43 bn.
- Cumulative Collection for FY 13 stands at ~Rs 19.2 bn excluding 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 120 mn during FY13.
  - **Bhatinda township** – Exited out of the township for a value of ~Rs 350 mn, collecting ~Rs 310 mn during FY13.

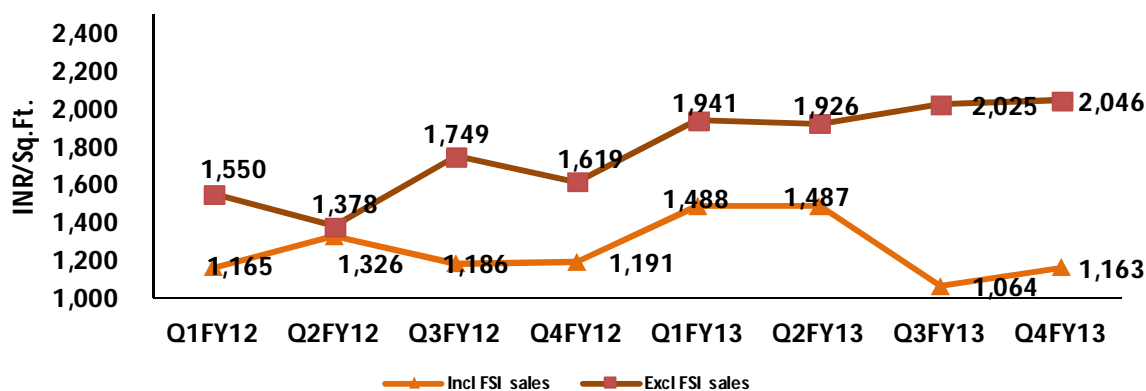


### Realizations

- Realizations increased significantly for the Non FSI sales by ~25% (y-o-y) to ~Rs. 1,977/ Sqft and for sales including FSI by ~6% to ~Rs 1,267/ Sqft during FY13.



**Average Realization**



~End of Updates~

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