

Key Highlights

Particulars	UOM	Jan-13	Jan-12	10MFY13	10MFY12
Area Sold	mn.sq.ft.	1.27	1.94	16.97	18.29
Sale Value	INR Bn	1.55	2.40	21.92	21.89
Collections	INR Bn	1.68	1.90	16.24*	15.10
Realizations	INR/sq.ft.	1,224	1,239	1,292	1,196
Realization excl FSI sales	INR/sq.ft.	1,763	1,459	1,947	1,549

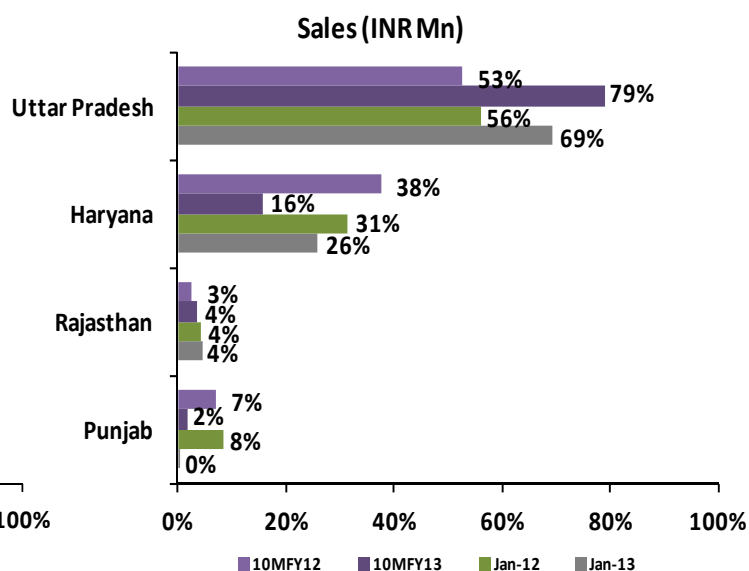
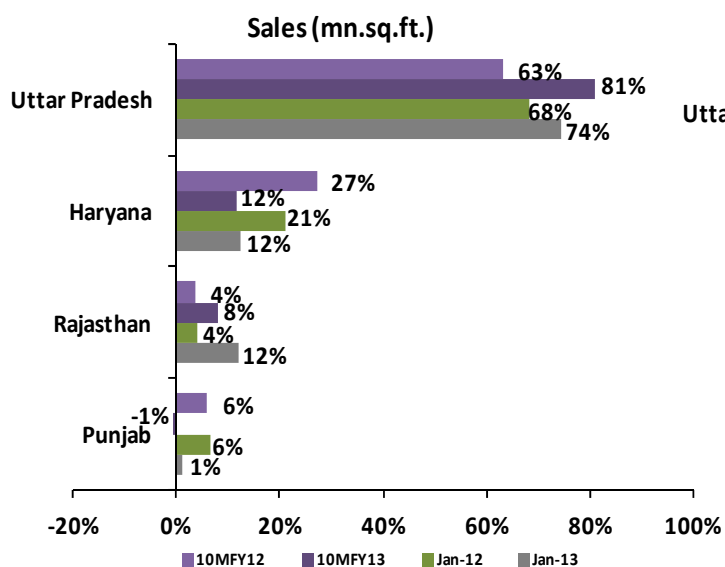
- Increase in realizations (incl FSI) by ~8% (y-o-y (1st 10m)) and by ~26% (excl FSI) (y-o-y (1st 10m)) due to increase in contribution of built up sales.

* The collections for 10M FY 13 doesn't include collection from sale of assets of Rs 0.41 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 ~63% in terms of volume and ~59% in term of value across the asset classes i.e. plots, low-rise built-ups, high rise group housings, commercial, FSI etc during Jan-13 sales.

State	Area sold (mn.sq.ft.)				Sale Value Booked (INR Bn)			
	Jan-13	Jan-12	10MFY13	10MFY12	Jan-13	Jan-12	10MFY13	10MFY12
Uttar Pradesh	0.94	1.32	13.72	11.58	1.07	1.34	17.29	11.53
Haryana	0.16	0.41	1.96	4.96	0.40	0.76	3.43	8.21
Rajasthan	0.15	0.08	1.39	0.66	0.07	0.10	0.79	0.59
Punjab	0.01	0.13	(0.11)	1.09	0.01	0.20	0.41	1.56
Total	1.27	1.94	16.97	18.29	1.55	2.40	21.92	21.89

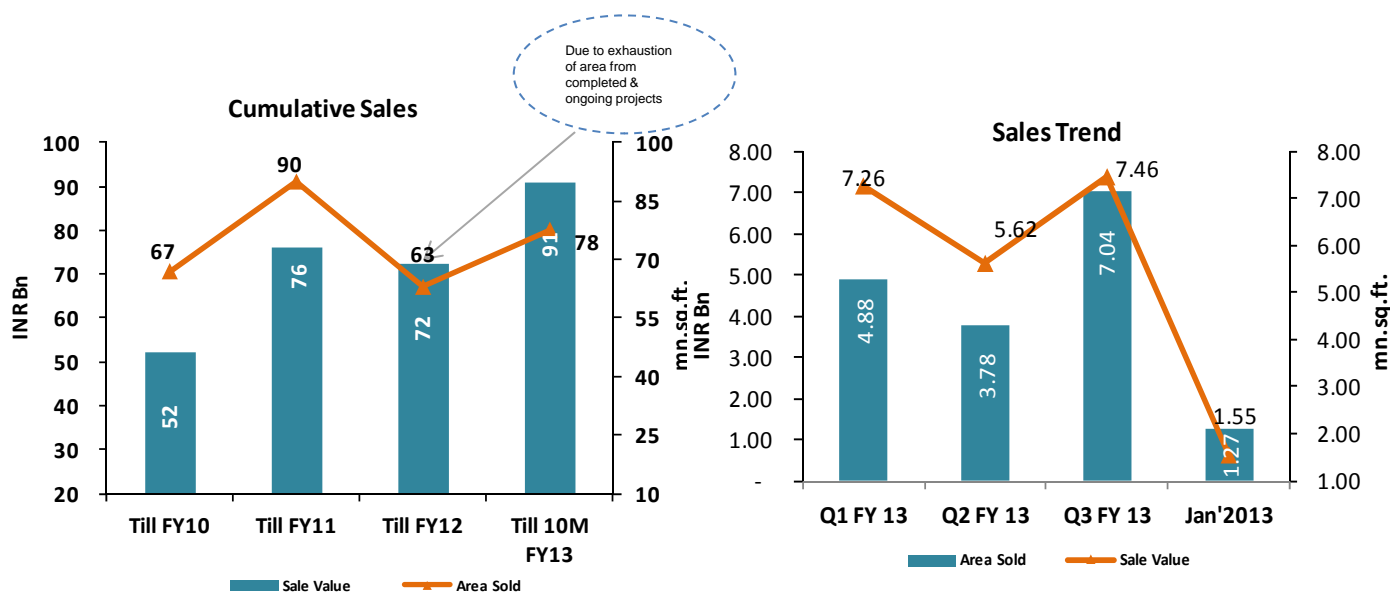


- **Mix of sales across the asset classes** - Maximum being in 'residential' segment i.e. plots, low-rise built-ups & high-rise group housings

State	Area sold (Mn sq. ft.)				Sale Value Booked (INR Bn)			
	Jan-13	Jan-12	10MFY13	10MFY12	Jan-13	Jan-12	10MFY13	10MFY12
Plots	0.39	0.97	4.04	7.47	0.24	0.59	4.21	5.78
Low-Rise Built-ups	0.12	0.34	1.57	2.20	0.46	1.13	4.65	6.45
GHS	0.20	0.22	3.41	2.19	0.52	0.41	8.15	5.17
Commercial	0.01	0.05	0.29	0.62	0.04	0.17	1.10	1.93
FSI	0.55	0.36	7.66	5.81	0.29	0.10	3.81	2.56
Total	1.27	1.94	16.97	18.29	1.55	2.40	21.92	21.89

Cumulative Sales & Trend

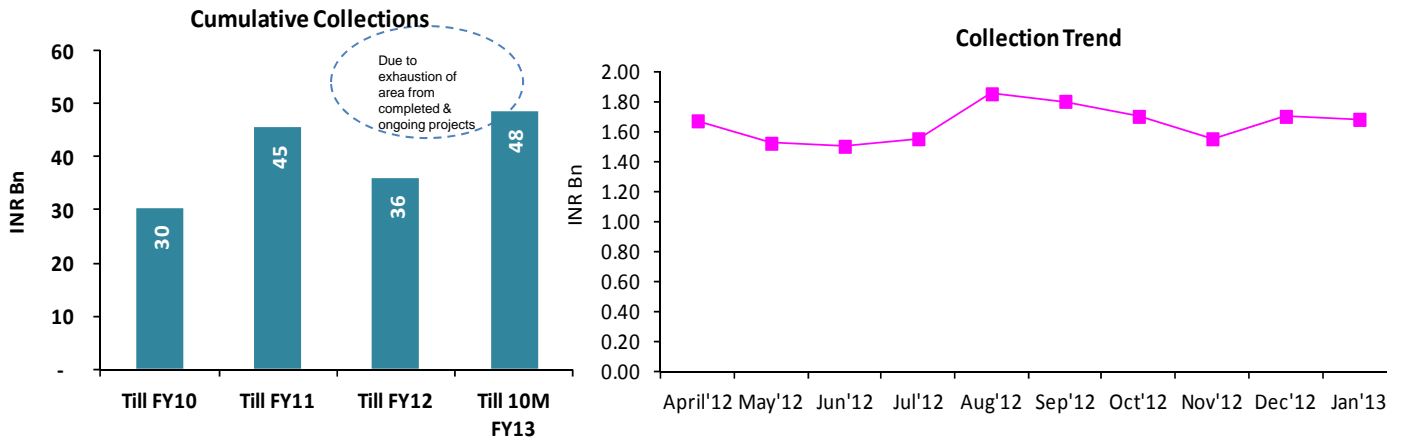
- Total area sold till Jan'13 stood at ~78 mn sq.ft (which is yet to be delivered) on a saleable area of ~287 mn sq.ft. (as on December 31, 2012). Total sale value of the area sold stood at ~Rs. 91 bn.



Contd..

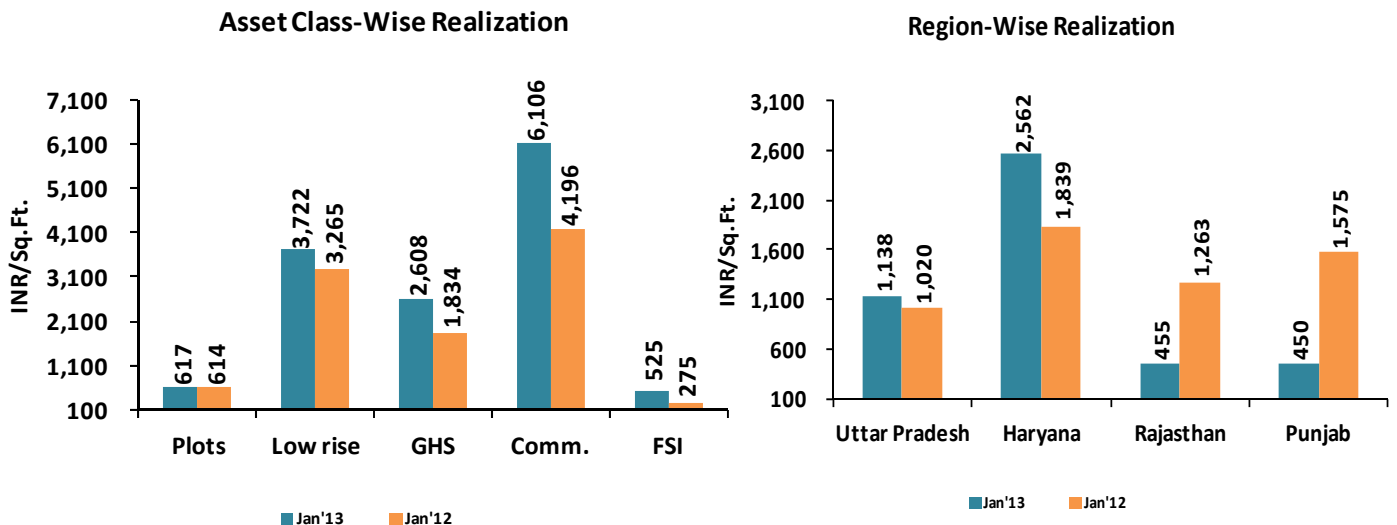
Cumulative Collections & Trend

- In Jan 2013, the company collected ~Rs 1.68 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 10MFY 13 stands at ~Rs 16.24 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 110 mn during 10MFY13.
 - **Bhatinda township** – Exited out of the township for a value of ~Rs 350 mn, collecting ~Rs 300 mn during 10MFY13.

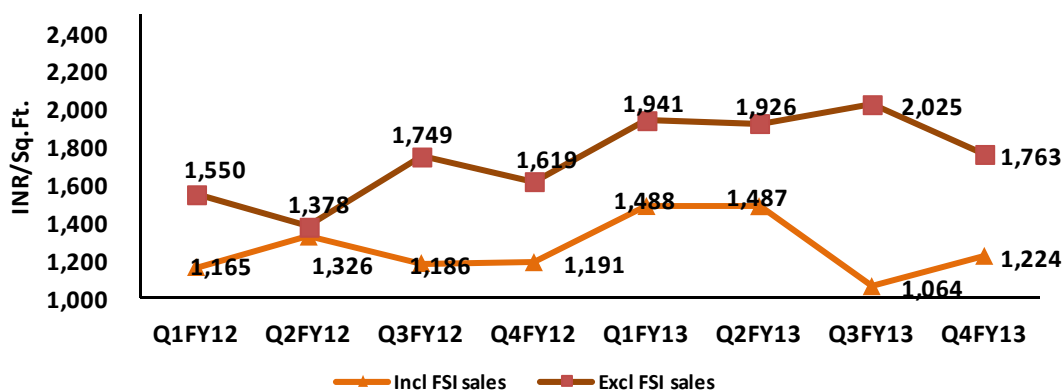


Realizations

- Realizations increased significantly for the Non FSI sales by ~26% (y-o-y) to ~Rs. 1,947/ sq.ft. and for sales including FSI by ~8% to ~Rs 1,292/ sq.ft. during 10M FY13.



Average Realization



~End of Updates~

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