

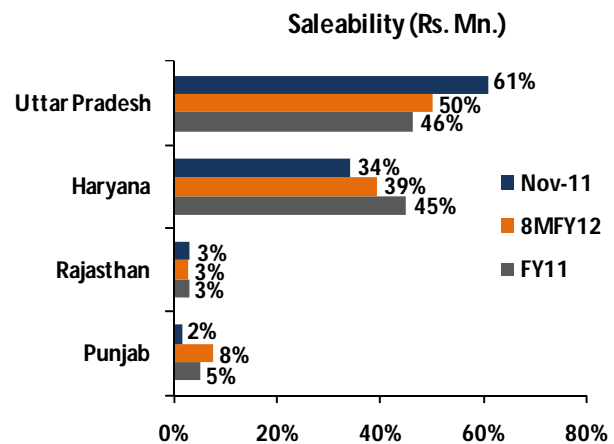
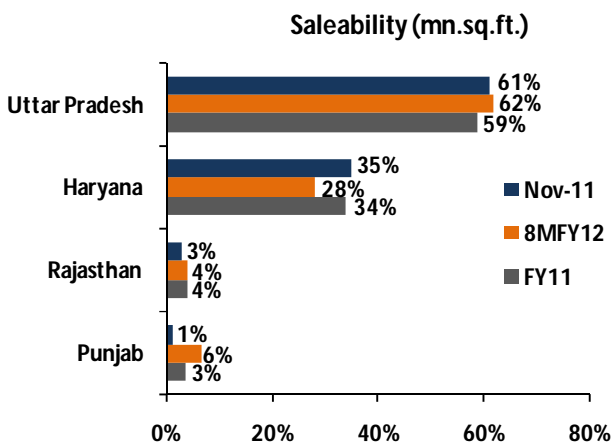
Ansal Properties & Infrastructure Ltd. Operational Updates – November 2011

Key Highlights

- Sold an area of 1.75mn.sq.ft. in **November 2011**, aggregating to sale value of ~Rs.1,934mn
 - Total area sold in **eight months ended FY12** increased to 15.03mn.sq.ft., aggregating to total sale value of ~Rs.17,774mn
 - Collected ~Rs.1,450mn in **November 2011**, resulting in total collections to ~Rs.11,459mn in **eight months ended FY12**
 - Average Realizations stood at ~Rs.1,106/sq.ft. in **November 2011** vs. ~Rs.1,136/sq.ft. in **October 2011**
 - Majority of the sales booked in one of the company's largest townships (Hi-Tech) viz. "Sushant Golf City, Lucknow" **on account of signing of DA-V of ~1,000acres in June 2011**
- **Sold an area of 1.75mn.sq.ft. in November 2011, resulting in total area sold to 15.03mn.sq.ft. in eight months ended FY12**

In *November 2011*, the company booked sales of 1.75mn.sq.ft. aggregating to sale value of ~Rs.1,934mn. The company's largest township (Hi-tech) viz. Sushant Golf City, Lucknow contributed significantly to the total saleability (~55% of the area sold and ~52% of the sale value) during the month across various asset classes i.e. plots, low & high rise built-ups, commercial, FSI etc. This is on account of signing of Development Agreement V (DA-V) of ~1,000acres in June 2011 in Phase II of the township.

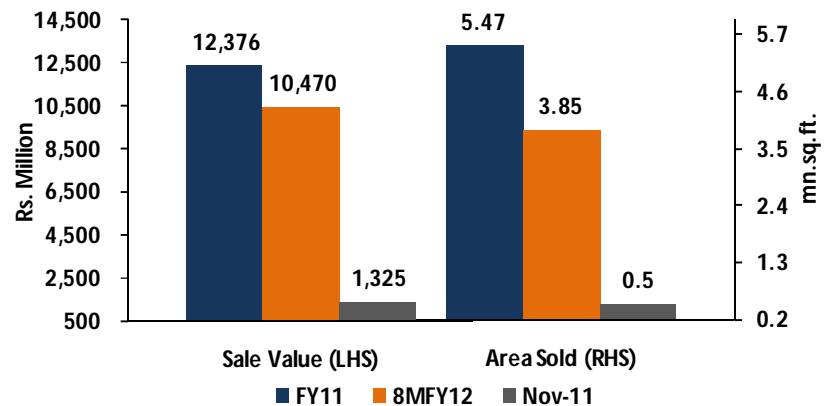
State	Area Sold (mn.sq.ft.)			Sale Value Booked (Rs. Mn.)		
	Nov-11	8MFY12	FY11	Nov-11	8MFY12	FY11
Uttar Pradesh	1.07	9.29	13.19	1,179.24	8,956.82	11,113.74
Haryana	0.61	4.2	7.62	660.49	6,987.94	10,804.71
Rajasthan	0.05	0.58	0.86	61.53	482.41	731.45
Punjab	0.02	0.96	0.76	32.22	1,346.58	1,277.13
Total	1.75	15.03	22.43	1,933.48	17,773.75	23,927.03



• **Assets Class wise saleability in November 2011 & eight months ended FY12**

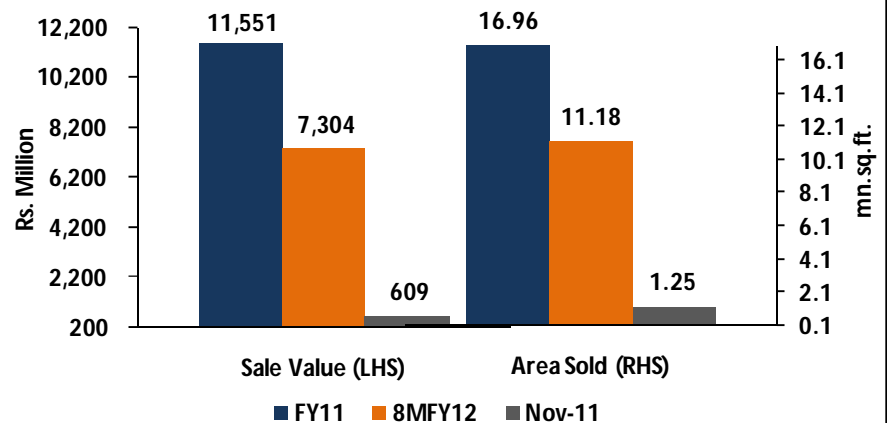
Vertical Development Sales

In **November 2011**, the company booked **vertical development** sales of 0.50mn.sq.ft. aggregating to sale value of ~Rs.1,325mn. Post the sales in November 2011, the total vertical development sales booked in eight months ended FY12 stood at 3.85mn.sq.ft. aggregating to sale value of ~Rs.10,470mn.



Horizontal Development Sales

In **November 2011**, the company booked **horizontal development** sales of 1.25mn.sq.ft. aggregating to sale value of ~Rs.609mn. Post the sales in November 2011, the total horizontal development sales booked in eight months ended FY12 stood at 11.18mn.sq.ft. aggregating to sale value of ~Rs.7,304mn.

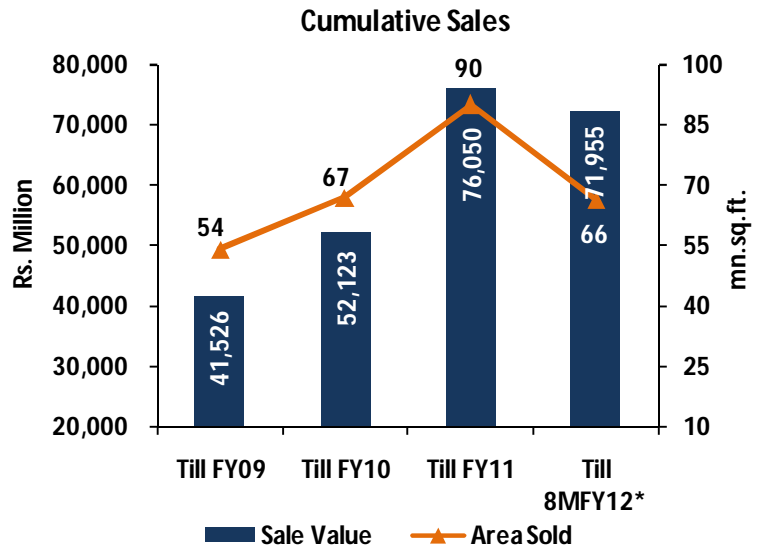


Asset Class	Area Sold (mn.sq.ft.)			Sale Value Booked (Rs.Mn.)		
	Nov-11	8MFY12	FY11	Nov-11	8MFY12	FY11
Plots	0.39	5.81	10.72	229.28	4,856.02	8,253.68
Low-Rise Built-Ups	0.17	1.47	2.59	511.73	4,264.74	6,981.11
GHS	0.29	1.81	2.26	685.65	4,466.27	4,225.29
Commercial	0.05	0.57	0.62	127.60	1,739.15	1,169.50
FSI	0.85	5.37	6.24	379.22	2,447.57	3,297.45
Total	1.75	15.03	22.43	1,933.48	17,773.75	23,927.03

- **Total area sold till eight months ended FY12 stood at 66.4mn.sq.ft. (post area exhausted/delivered from completed and ongoing projects)_aggregating to sale value of ~Rs.71,955mn**

The company **till date** has sold an area (which is yet to be delivered) of 66.4mn.sq.ft. on a balance saleable area of ~305mn.sq.ft. (as on September 30, 2011) post area exhausted/delivered from completed and ongoing projects). Hence, total sale value of the area sold stood at ~Rs.71,955mn.

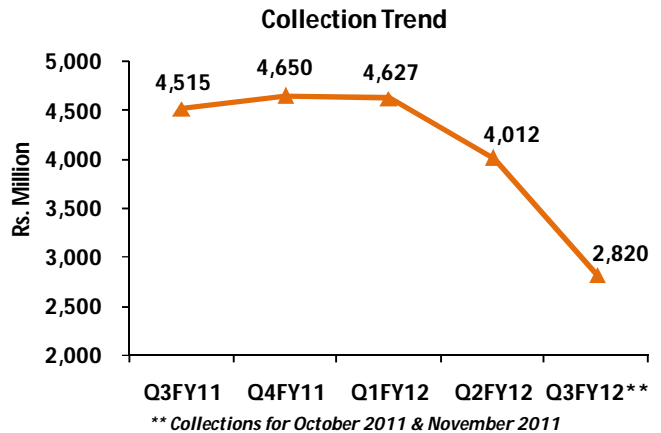
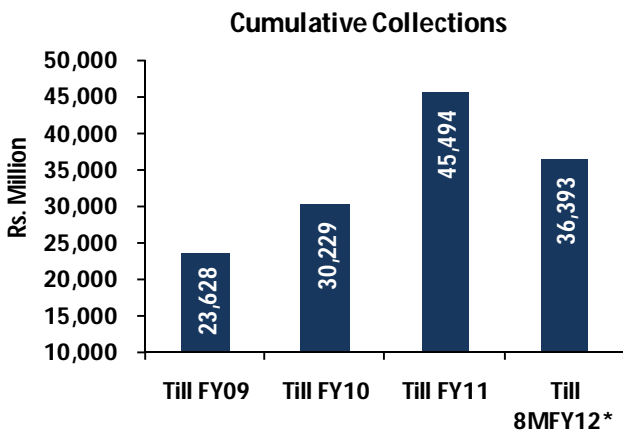
The company has completed development of an area aggregating to ~41.5mn.sq.ft. since 2004 till September 30, 2011. Out of the developed area, the company has delivered ~38.3mn.sq.ft. (~23.4mn.sq.ft. from completed projects and ~14.8mn.sq.ft. from ongoing projects) **as of September 30, 2011** and the balance area of ~3.08mn.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.1,450mn in November 2011, resulting in total collections to ~Rs.36,393mn (post area exhausted/delivered from completed and ongoing projects) till date**

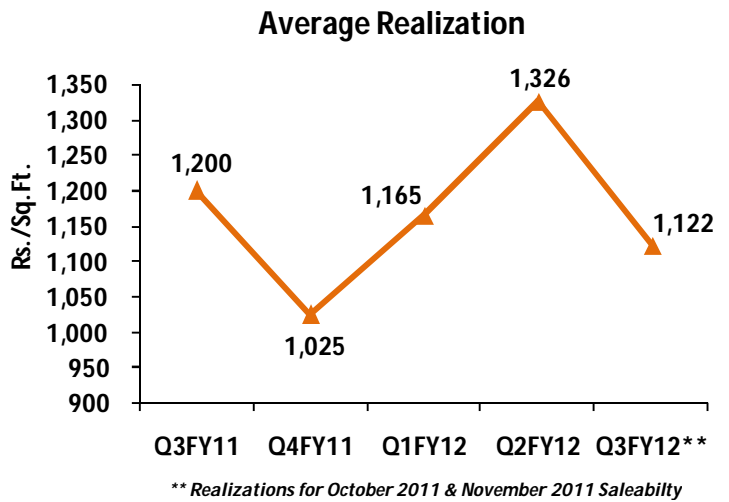
In **November 2011**, the company collected ~Rs.1,450mn from its customers, resulting in total collections to ~Rs.11,459mn in **eight months ended FY12**. Consequently the total collections from the customers till date stood at ~Rs.36,393mn and total collections (yet to be called) on **sales booked** till date stood at ~Rs.35,562mn.



**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.1,106/sq.ft. in November 2011 vs. ~Rs.1,136/sq.ft. in October 2011**

In November 2011, the average realizations stood at ~Rs.1,106/sq.ft. vs. ~Rs.1,136/sq.ft. in October 2011. The realizations during the month have been marginally lower on account of decrease in realizations of the vertical development sales (i.e. villas, group housing & commercial) by ~5% and horizontal development sales (i.e. plots and FSI) by ~13%.



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