

**By Courier/E-mail**

Ref.No.APIL/Secy/

4<sup>th</sup> April, 2013

National Stock Exchange  
of India Ltd  
Exchange Plaza,  
Bandra-Kurla Complex,  
Bandra (East)  
Mumbai – 400 051

The Delhi Stock  
Exchange Association  
Ltd.  
D.S.E. House,  
Turkman Gate,  
3/1, Asaf Ali Road,  
New Delhi 110 002

Bombay Stock Exchange  
Limited  
25<sup>th</sup> Floor, P. J. Towers,  
Dalal Street,  
Mumbai – 400 001

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**Reg: Operational Updates for the month of March, 2013 for the  
Investor(s) / Analyst(s) of the Company.**

Dear Sirs,

With reference to the captioned matter, please find attached herewith, a copy of  
the Operational Updates, for the month of March, 2013 for the  
Investor(s)/Analyst(s) of the Company.

This is for your information and records please.

Thanking You,

Yours faithfully,

For **Ansal Properties & Infrastructure Ltd**

  
(Suresh Menon)  
Vice President (Corporate Affairs) &  
Group Company Secretary



Encl: as above.

**Ansal Properties & Infrastructure Ltd.**

(An ISO 9001 : 2000 Company)

115, Ansal Bhawan, 16, Kasturba Gandhi Marg, New Delhi - 110 001

Tel. : 23353550, 66302268 / 69 / 70 / 72, Fax : 011 - 23322009

Website : [www.ansalapi.com](http://www.ansalapi.com)

### 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 |

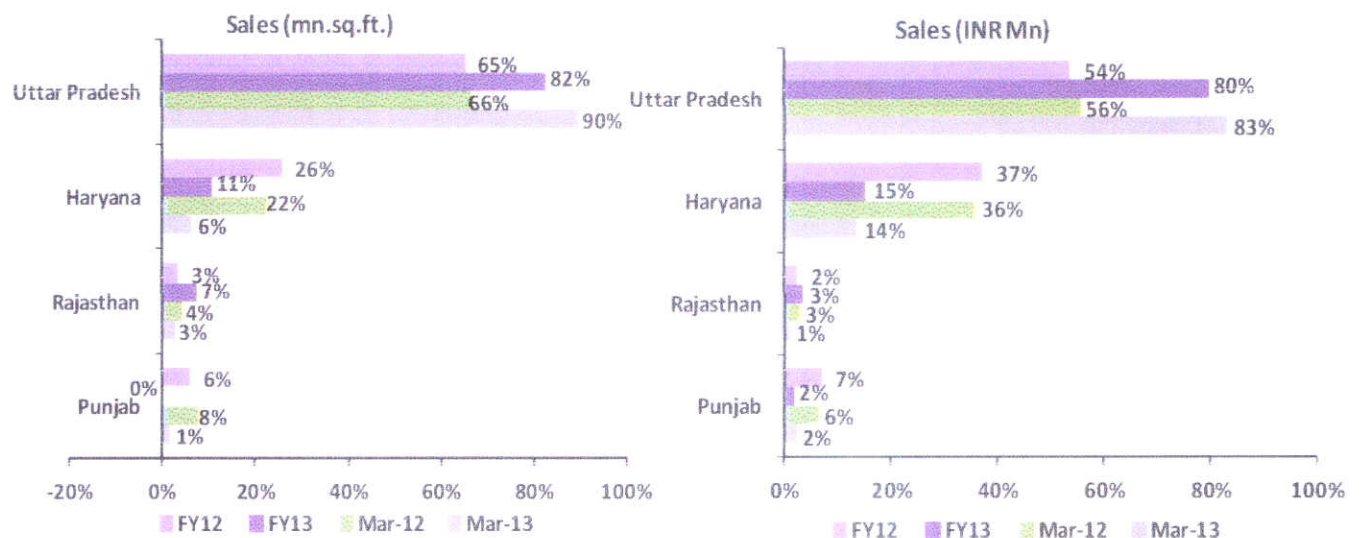
• Increase in realizations (incl FSI) by ~6% (y-o-y (FY 13) and by ~25% (excl FSI) (y-o-y (FY 13)) due to increase in contribution of built up sales.

\* 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> |

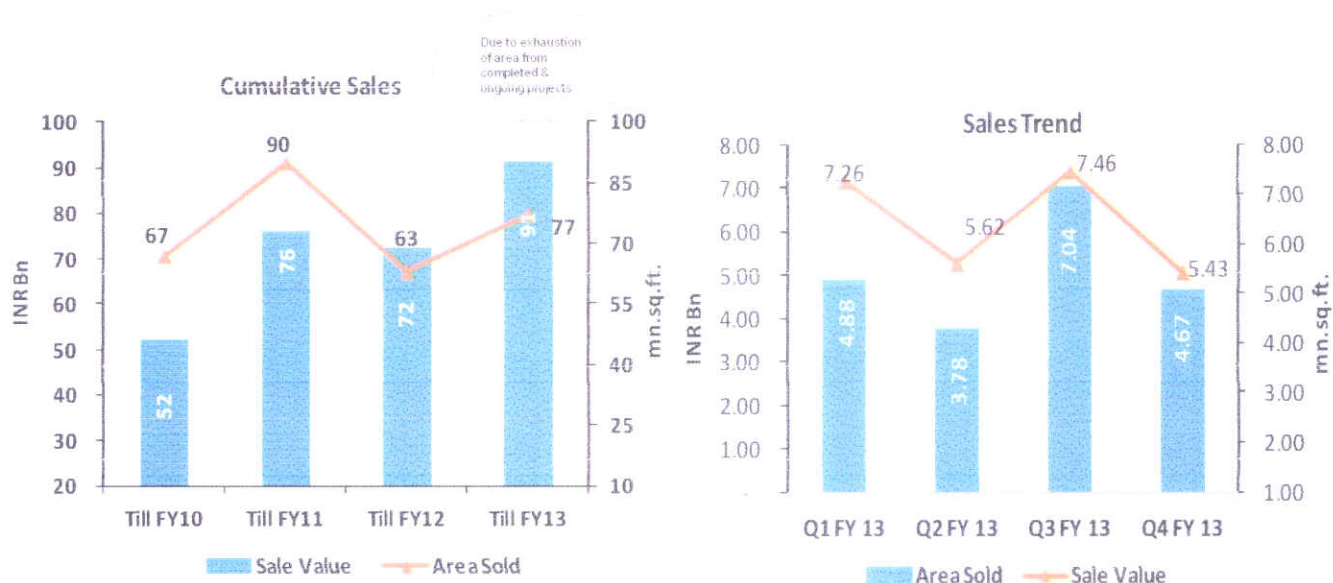


- Mix of sales across the asset classes - Maximum being in 'residential' segment i.e. plots, low-rise built-ups & high-rise group housings

| 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.

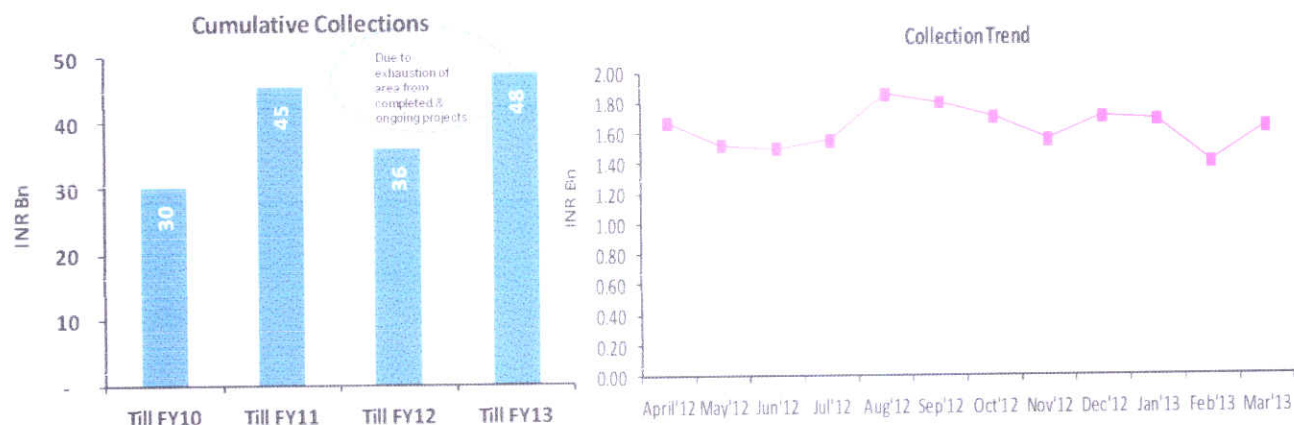


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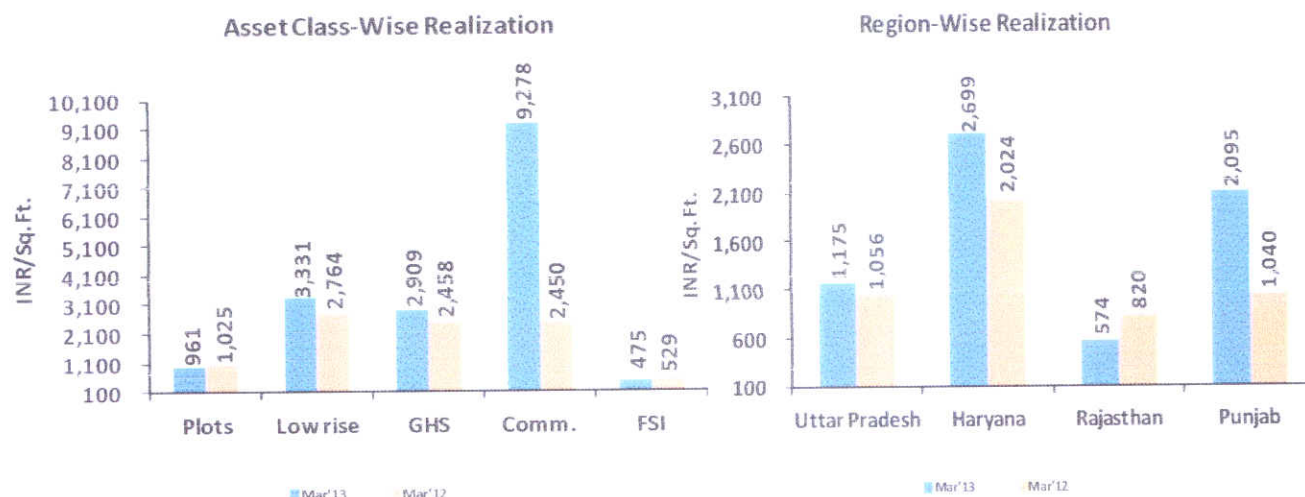
### Cumulative Collections & Trend

- 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

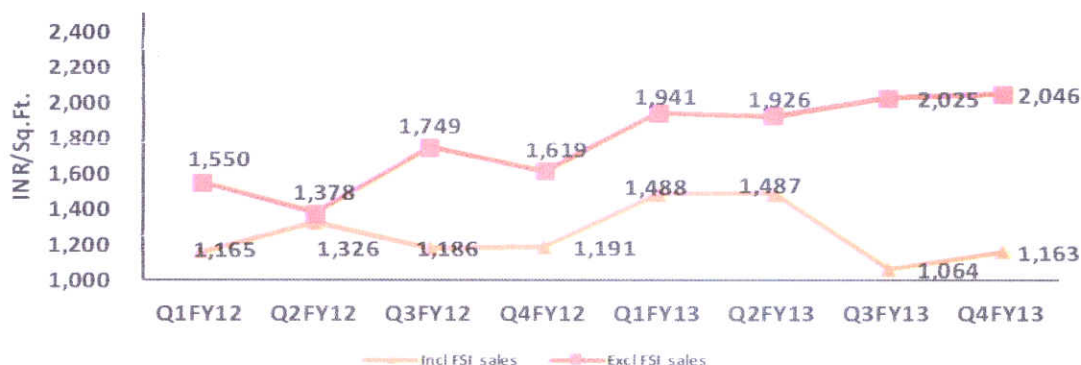
- Realizations increased significantly for the Non FSI sales by ~25% (y-o-y) to ~Rs. 1,977/ Sqft and for sales including FSI by ~6% to ~Rs 1,267/ Sqft during FY13.



**Operational Updates  
March 2013**

## Ansal Properties & Infrastructure Limited

### Average Realization



~End of Updates~

For Further Information, Please Contact:

Investor Relations  
Ansal Properties & Infrastructure Ltd.

Dinesh C. Gupta  
Tel: +91 99710 01270  
Email: [dineshgupta@ansalapi.com](mailto:dineshgupta@ansalapi.com)

Kapil Arora  
Tel: +91 98101 53619  
Email: [kapil@ansalapi.com](mailto:kapil@ansalapi.com)

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