

**By Courier/E-mail**

Ref.No.APIL/Secy/

27<sup>th</sup> May, 2014

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

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

---

**Sub: Press Release - Audited Financial Results for the Quarter/Year  
ended on the 31<sup>st</sup> March, 2014.**

Dear Sir/ Madam,

Please find attached herewith a copy of the Press Release with regard to the  
Audited Financial Results for the Quarter/Year ended on the 31<sup>st</sup> March, 2014.

This is for your information and record please.

Yours faithfully,

**For Ansal Properties & Infrastructure Ltd**

  
**(Amitav Ganguly)**  
**Sr. Group Company Secretary**



Encl: as above

**Ansal Properties & Infrastructure Limited**  
**Audited Standalone and Consolidated Results for**  
**Financial Year ended 31<sup>st</sup> March 2014**

**Consolidated Performance**

**FY14 versus FY13**

Revenue stood at Rs. 1414.45 crore vs. Rs. 1227.54 crore  
Gross Profit stood at Rs. 349.28 crore vs. Rs. 351.45 crore  
EBITDA stood at Rs. 108.25 crore vs. Rs. 116.86 crore  
PAT stood at Rs. 5.94 crore vs. Rs. 4.75 crore  
Area sold stood at ~15.18 mn.sq.ft. vs ~20.37 mn.sq.ft.

**Consolidated Performance**

**Q4FY14 versus Q4FY13**

Revenue stood at Rs. 349.82 crore vs. Rs. 356.76 crore  
Gross Profit stood at Rs. 42.21 crore vs. Rs. 70.74 crore  
EBITDA stood at Rs. (-) 23.39 crore vs. Rs. 6.69 crore  
PAT stood at Rs. (-) 36.67 crore vs. Rs.(-) 27.41 crore  
Area sold stood at ~4.49 mn.sq.ft. vs ~4.68 mn.sq.ft.

**NEW DELHI, India, 21<sup>st</sup> May, 2014** – Ansal Properties and Infrastructure Limited (referred to as “Ansal API” or the “Company”, NSE: ANSALAPI, BSE: 500013), one of the oldest and leading real estate developers in Northern India, announces its limited reviewed standalone and Consolidated for FY14 and Q4FY14 results, in accordance with Indian GAAP.

Commenting on the results and performance, Mr. Pranav Ansal, Vice Chairman and Managing Director of Ansal Properties and Infrastructure Limited said:

“The company successfully sold ~ 4.49 mn sqfts during 4<sup>th</sup> Quarter of FY 14 and ~15.18 mn sqfts during Financial Year ended 31<sup>st</sup> March 2014 with the better realisation achieved for sale than achieved in FY13 . The realisation for Q4 FY14 improved by almost 53% to Rs 1,779/- per sq ft from Rs 1,163/- per sq ft achieved during the same period in last financial year. In addition during the Quarter Company managed to sell 4.49 mn sqfts for a total value of ~ INR 798 crores despite lethargic conditions in the real estate market. The consolidated profit after tax profit for FY14 rose by almost 25 % from INR 4.75 crores to INR 5.94 crores.”.



**Financial Highlights****Rs. Crore**

Particulars	Standalone			Q4FY14
	FY14	FY13	Change	
Sales & Operating Income	922.08	1043.82	(11.66%)	273.92
Gross Profit	226.81	304.61	(25.54%)	62.65
EBITDA	75.48	137.21	(44.99%)	17.81
PAT	13.53	44.28	(69.45%)	1.18
Basic EPS (Rs.)	0.86	2.81		

Particulars	Consolidated			
	FY14	FY13	Change	Q4FY14
Sales & Operating Income	1414.45	1227.54	15.23%	349.82
Gross Profit	349.28	351.45	(0.62%)	42.21
EBITDA	108.25	116.86	(7.37%)	(23.39)
PAT	5.94	4.75	25.02%	(36.67)
Basic EPS (Rs.)	0.38	0.30		

**Operational Highlights****Sales**

- Sold an area of ~4.49 Mn sq ft in Q4FY14, aggregating to sale value of over ~Rs.799 crore;
- Total area sold stood at ~15.18 Mn sq ft during FY14, aggregating to sale value ~Rs.2,144 crore;

**Realizations**

- Achieved average realization (including FSI sales) of ~Rs.1,779 per sq ft during Q4FY14 against ~Rs.1,163 per sq ft during Q4FY13, whereas average realization (excluding FSI sales) stands at Rs 1,895/- per sq ft in Q4FY14 against Rs 2,046/- per sq ft during Q4FY13.
- Achieved average realization (including FSI sales) of ~Rs.1,413 per sq ft during FY14 against ~Rs.1,267 per sq ft during FY13, whereas average realization (excluding FSI sales) stands at Rs 1,943/- per sq ft in FY14 against Rs 1,977/- per sq ft during FY13.

**Strategic Outlook**

The Company will continue to focus on high growth markets in NCR as well as in other states of Northern India by expanding its existing townships to increase returns through economies of scale as well as entering into collaboration for new projects in order to conserve capital deployment in land aggregation and to achieve better realizations. Further, the Company has accelerate its cash flows by monetizing its assets from finished stock sales and sale/exit from non-core assets /slow moving investments to free up cash reserves and reduce the debt. Further company is in active dialogue with various parties and negotiations for the monetization of certain assets are under way and various aspects of the deal are being deliberated to conclude these deals.

As per the business plan, the Company is focusing on the Northern India Territory for township development and has accelerated the development and sales efforts in all the townships that were launched in the past few quarters. The Company is in an aggressive mode of completing and delivering the projects in the four states of Northern India (viz. Haryana, Uttar Pradesh, Rajasthan & Punjab) and build on the further saleable area in these states by expanding the existing townships.



In addition, the Company will continue to seek private equity participation to increase execution and further mitigate risk for existing shareholders.

### Company Background

Ansal Properties & Infrastructure Limited is one of the oldest and leading real estate developers in Northern India with a track record of over four decades in the real estate development business. It is an integrated township developer with focus on mid-income housing space across various cities of Northern India (Haryana, Uttar Pradesh, Rajasthan & Punjab) wherein the Company acts as a master developer for its integrated township and Hi-Tech Township projects, starting from project conceptualization, planning, designing, construction and delivery.

Till date, the company has developed and delivered an area of over ~250 mn.sq.ft. across the real estate verticals including residential, commercial, retail, hospitality & integrated townships. Currently, the Company has land reserves of ~9,731 acres out of which ~ 7,200 acres (~73%) has been acquired or agreed to be acquired by third parties till 31<sup>st</sup> March 2014. The company is currently developing 18 integrated townships (including two Hi-Tech townships) with maximum saleable area being in 'residential' segment. Majority of the total saleable area is being developed in Company's two largest townships (Hi-Tech) viz. Sushant Golf City, Lucknow (~ 3,530 acres) and Megapolis Dadri, Greater Noida (~2,504 acres).

More information about the Company is available on [www.ansalapi.com](http://www.ansalapi.com)

#### **DISCLAIMER:**

*Certain statements in this communication may be forward-looking statements within the meaning of applicable laws and regulations. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, significant changes in political and economic environment in India and Overseas, technological risks, tax laws, litigation and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements. Ansal Properties & Infrastructure Limited undertakes no obligation to publicly revise any forward looking statements to reflect subsequent events or circumstances.*

