

Ansal Properties & Infrastructure Limited
Audited Standalone and Consolidated Results for
Quarter and Nine Months ending 31st December 2014

Standalone Performance

9MFY15 versus 9MFY14

Revenue stood at Rs. 644.35 crore vs. Rs. 648.16 crore
Gross Profit stood at Rs. 165.56 crore vs. Rs. 164.16 crore
EBITDA stood at Rs. 54.81 crore vs. Rs. 57.67 crore
PAT stood at Rs. 17.68 crore vs. Rs. 12.35 crore

Consolidated Performance

9MFY15 versus 9MFY14

Revenue stood at Rs. 848.19 crore vs. Rs. 1064.63 crore
Gross Profit stood at Rs. 262.25 crore vs. Rs. 307.07 crore
EBITDA stood at Rs. 82.91 crore vs. Rs. 131.64 crore
PAT stood at Rs. 19.82 crore vs. Rs. 42.61 crore
Area sold stood at ~7.35 mn.sq.ft. vs ~10.69 mn.sq.ft.

NEW DELHI, India, 11th February, 2015 – 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 results for Quarter and Nine Months ending 31st December 2014, in accordance with Indian GAAP.

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

“The Management continue to focus towards execution of projects of the company. The company sold ~ 2.01 Mn sq fts during the quarter ending 31st December 2014, totalling to 7.35 Mn Sqfts sold in Nine Months ending 31st December 2014. The Company collected ~ INR 926 Crores during Nine Months Ending 31st December 2014. We remain focussed in our approach to drive the meaningful growth for the business. The following tables show the Company’s financial performance for the Quarter and Nine Months ending 31st December 2014.”



Financial Highlights – Nine Months Ending 31st December 2014
Rs. Crore

Particulars	Standalone			FY14
	9MFY15	9MFY14	Change	
Sales & Operating Income	644.35	648.16	(0.59%)	922.08
Gross Profit	165.56	164.16	0.85%	226.81
EBITDA	54.81	57.67	(4.96%)	75.48
PAT	17.68	12.35	43.16%	13.53
Basic EPS (Rs.)	1.12	0.78		0.86

Particulars	Consolidated			FY14
	9MFY15	9MFY14	Change	
Sales & Operating Income	848.19	1064.63	(20.33%)	1414.45
Gross Profit	262.25	307.07	(14.60%)	349.28
EBITDA	82.91	131.64	(37.02%)	108.25
PAT	19.82	42.61	(53.49%)	5.94
Basic EPS (Rs.)	1.26	2.71		0.38

Financial Highlights – Quarter Ending 31st December 2014 (Rs in Crores)

Particulars	Standalone			FY14
	Q3FY15	Q3FY14	Change	
Sales & Operating Income	217.84	216.32	0.70%	922.08
Gross Profit	52.25	52.11	0.27%	226.81
EBITDA	18.39	16.24	13.24%	75.48
PAT	5.97	3.63	64.46%	13.53
Basic EPS (Rs.)	0.38	0.23		0.86

Particulars	Consolidated			FY14
	Q3FY15	Q3FY14	Change	
Sales & Operating Income	284.15	267.08	6.39%	1414.45
Gross Profit	80.05	79.14	1.15%	349.28
EBITDA	24.73	21.08	17.31%	108.25
PAT	7.15	1.49	379.87%	5.94
Basic EPS (Rs.)	0.45	0.09		0.38

Operational Highlights
Sales

- Sold an area of ~2.01 Mn sq ft in Q3FY15 as against sale of ~ 3.44 Mn Sq Fts during Q2 FY15;
- Sold an area of ~2.01 Mn sq ft in Q3FY15 as against sale of ~ 2.64 Mn Sq Fts during Q3 FY14;
- Total area sold stood at ~7.35 Mn sq ft till 9MFY15;

Realizations

- Achieved average realization (including FSI sales) of ~Rs.1,533 per sq ft during Q3FY15 against ~Rs.1,235 per sq ft during Q3FY14, whereas average realization (including FSI sales) stands at Rs 1,227/- per sq ft in 9MFY15 against Rs 1,258/- per sq ft during 9MFY14.



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 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 ~260 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 ~7,250 acres (~73%) has been acquired or agreed to be acquired by third parties till 31st December 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

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.

