

Ansal Properties & Infrastructure Limited
Audited Standalone and Consolidated
1st Quarter FY14 Results

Consolidated Performance

Q1FY14 versus Q1FY13

Revenue stood at Rs. 353 crore vs. Rs. 264 crore
Gross Profit stood at Rs. 88.81 crore vs. Rs. 95.93 crore
EBITDA stood at Rs. 31.92 crore vs. Rs. 37.00 crore
PAT stood at Rs. 8.69 crore vs. Rs. 14.81 crore
Area sold stood at ~4.56 mn.sq.ft. vs ~4.88 mn.sq.ft.

NEW DELHI, India, 9th August , 2013 – 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 Q1FY14 results, in accordance with Indian GAAP.

Financial Highlights

Rs. Crore

Particulars	Standalone			FY13
	Q1FY14	Q1FY13	Change	
Sales & Operating Income	202.98	224.84	(9.72%)	1043.82
Gross Profit	53.49	69.36	(22.88%)	304.61
EBITDA	17.99	25.54	(29.56%)	137.21
PAT	2.01	6.11	(67.10%)	44.28
Basic EPS (Rs.)	0.13	0.39		2.81

Particulars	Consolidated			FY13
	Q1FY14	Q1FY13	Change	
Sales & Operating Income	353.21	264.23	33.68%	1227.54
Gross Profit	88.81	95.93	(7.42%)	351.45
EBITDA	31.92	37.00	(13.73%)	116.86
PAT	8.69	14.81	(41.32%)	4.75
Basic EPS (Rs.)	0.55	0.94		0.30

Operational Highlights

Sales

- Sold an area of ~4.56 mn.sq.ft. in Q1FY14, aggregating to sale value of over ~Rs.558 crore;
- Total area sold stood at ~20.37 mn.sq.ft. during FY13, aggregating to sale value ~Rs.2,581 crore;
- Total area sold till FY13 stood at over 79 mn.sq.ft. yet to be delivered out of the balance land reserves post area exhaustion.

Realizations

- Achieved average realization (including FSI sales) of ~Rs.1,224 per sq.ft. during Q1FY14 against ~Rs.1,488 per sq.ft. during Q1FY13, whereas average realization (excluding FSI sales) stands at Rs 1,694/- per sq ft in Q1FY14 against Rs 1,942/- per sq ft during Q1FY13.

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 accelerated 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.

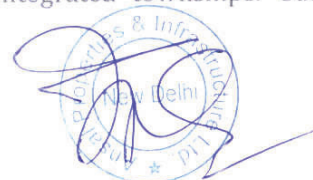
As per the business plan, the Company is focusing on the Northern India Territory for township development and has accelerated the development and sales efforts in all the townships that were launched in the past few quarters. The Company is in an aggressive mode of completing and delivering the projects 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





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Company has land reserves of ~9,731 acres out of which ~ 7,156 acres (~73%) has been acquired or agreed to be acquired by third parties till 31st March 2013. 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

Analyst/Investor/Media Queries

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