



Building lifestyles since 1967

Ansal Properties & Infrastructure Limited

Corporate Presentation

January 2011



Integrated Township



Housing



Commercial



IT/SEZ

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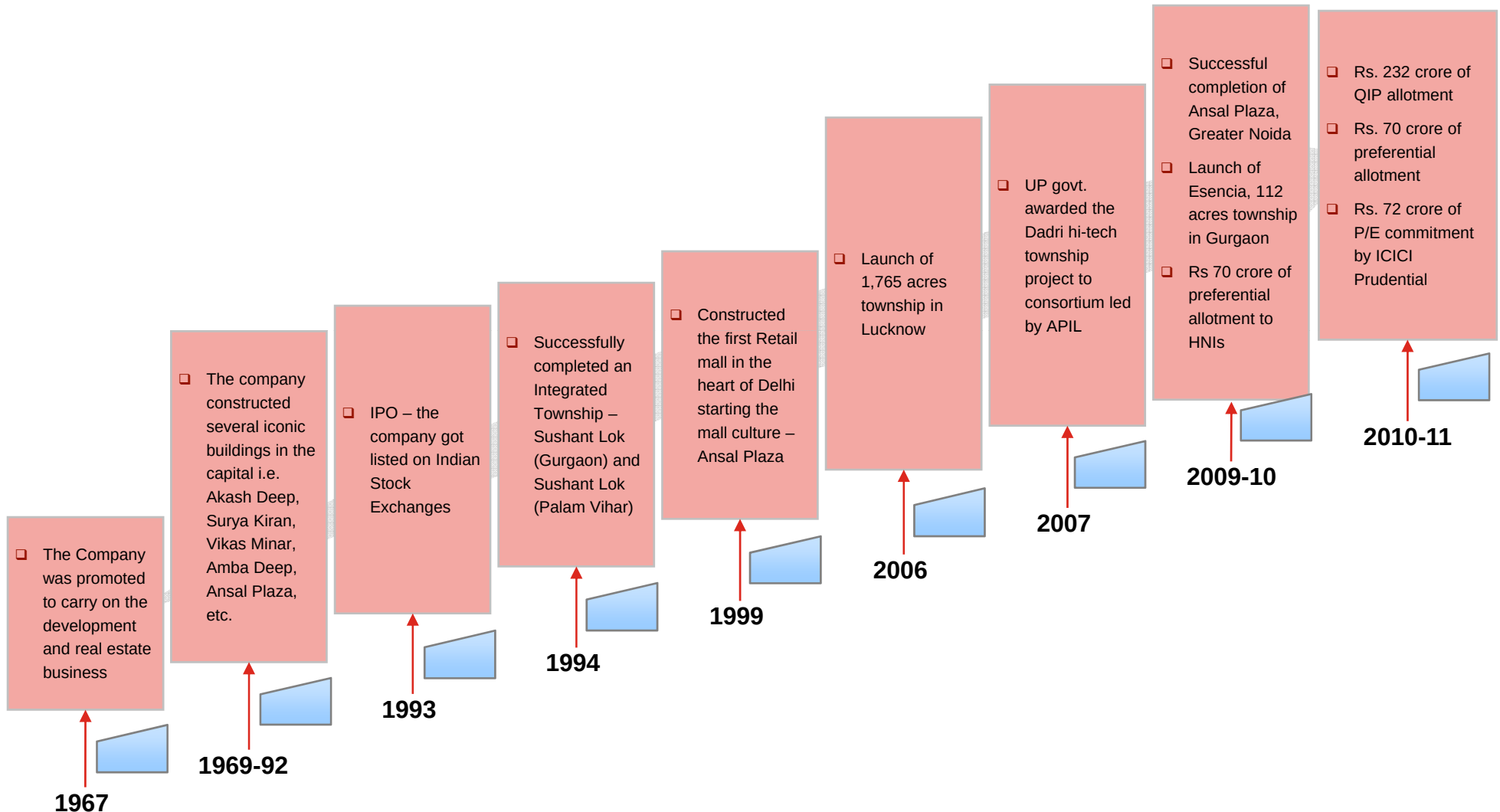
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- Ansal Properties and Infrastructure Limited (“APIL”) was Promoted in the year 1967 jointly by Late Mr. C L Ansal (father of Mr. Sushil Ansal) and Mr. Sushil Ansal, the present Chairman of APIL
- More than 40 years of development track record, having developed & delivered more than 192 mn sq ft under various product categories
- Experience of development of all asset classes including commercial, residential, retail, hospitality & integrated townships
 - Has developed some marquee projects like Sushant Lok & Palam Vihar Township in Gurgaon, Ansal Plaza , Statesman House in Connaught Place in Delhi etc.
- North India based real estate developers focused on Integrated township development
 - Developing large Hi-Tech townships like Sushant Golf City, Lucknow (3,530 acres) & Megapolis, Dadri (2,504 acres)
- Land reserves of 10,103 acres of which approximately 7174 acres have been acquired or agreed to be acquired by third parties
 - The land reserves have a total saleable area of 313 mn sq ft, out of which 46% is in NCR
- Trusted by reputed financial institutions like HDFC, IL&FS, ICICI Prudential
- APIL was listed on NSE and BSE in 1992, and has a 18 year track record of continuous dividend payment

Key Milestones

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Launch of big townships over last few years to generate strong cash over short to medium term

Key Investment Highlights

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Established track record



Strong Management Team



Good quality and large land reserves



Focus on residential developments



NCR and North India based strategy



Key Project Details



Financials

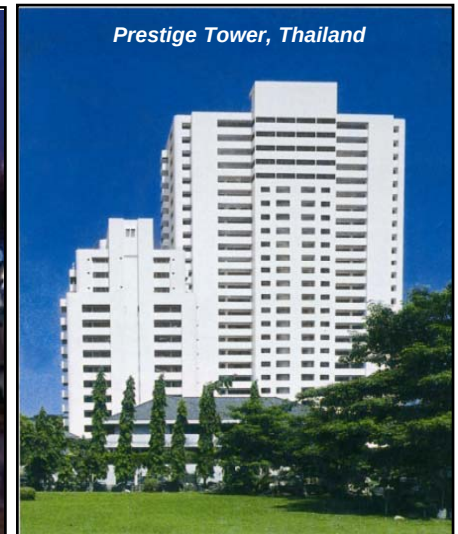
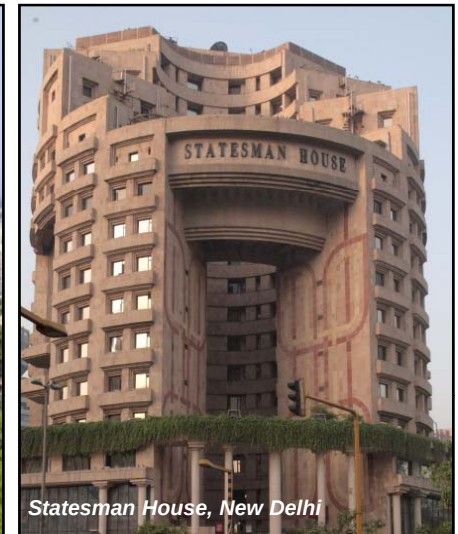
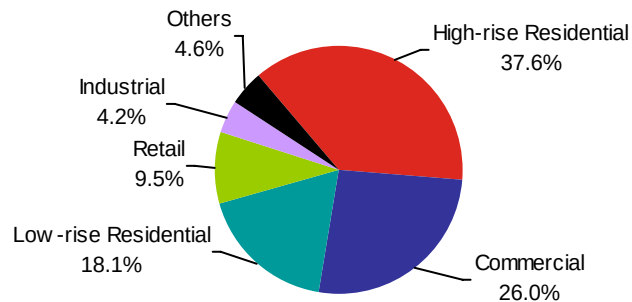
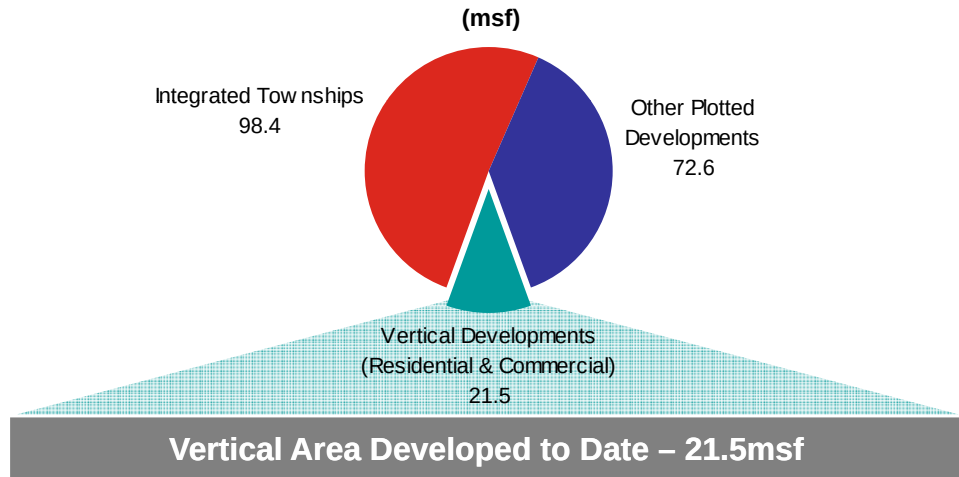
Established Track Record

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- More than 40 years of track record
- Till date, developed and delivered ~192 msf
- No. of employees: ~1400

Total Area Developed to Date – Segment & Asset Class-wise



Few Landmark Developments of APIL in Commercial buildings



Ansal Bhawan, CBD, Delhi



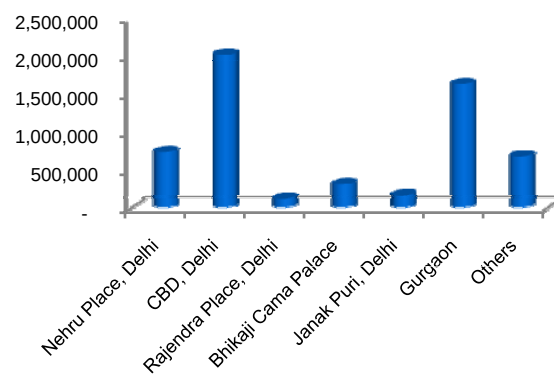
Antriksh Bhawan, CBD, Delhi



Akash Deep, CBD, Delhi

Name of the Building	Location	Built up Area (sft)
Manisha	Nehru Place, Delhi	33,335
Hans Bhawan	CBD, Delhi	98,653
Meghdoot	Nehru Place, Delhi	76,566
Mansarovar	Nehru Place, Delhi	67,821
Manjusha	Nehru Place, Delhi	76,976
Prabhat Kiran	Rajendra Place, Delhi	55,123
Deep Shikhar	Rajendra Place, Delhi	56,434
Surya Kiran	CBD, Delhi	220,918
Akash Deep	CBD, Delhi	102,000
Madhuvan	Nehru Place, Delhi	76,592
Kirti Mahal	Nehru Place, Delhi	44,695
Ansal Bhawan	CBD, Delhi	189,732
Chiranjiv Tower	Nehru Place, Delhi	185,195
Ansal Chamber – I	Bhikaji Cama Place	134,583
Ansal Chamber – II	Bhikaji Cama Place	164,071
Indra Prakash	CBD, Delhi	229,732
Total		1,812,426

Region wise Built Up Area (sft)



Name of the Building	Location	Built up Area (sft)
Antriksh Bhawan	CBD, Delhi	233,449
Kirti Shikhar	Janak Puri, Delhi	76,300
Jyoti Shikhar	Janak Puri, Delhi	79,261
Amba Deep	CBD, Delhi	201,744
Tolstoy House	CBD, Delhi	135,016
Prakash Deep	CBD, Delhi	144,434
Ansal Tower	Nehru Place, Delhi	162,242
Naurang House	CBD, Delhi	184,375
Statesman House	CBD, Delhi	276,120
Palam Vyapar Kendra	Gurgaon	287,060
Composite Tower	Gurgaon	111,500
Others (Palam Vihar)	Gurgaon	150,000
Sushant Vyapar Kendra	Gurgaon	228,487
Sushant Shopping Arcade	Gurgaon	419,765
Times Square	Gurgaon	112,774
Galaxy Court	Panipat, Haryana	263,135
Roman Court	Sonepat, Haryana	175,860
Others	-	683,672
Total		3,925,194

- ✓ APIL has developed majority of the buildings in 60's to 80's.
- ✓ CBD of Delhi had been the main focus of commercial development
- ✓ Growth centers of Delhi and surrounding areas capitalized upon in the latter period

Actual photographs

Few Landmark Developments of APIL in Residential buildings



Valley View Estate, Gurgaon



Palm Grove Villas, Jaipur



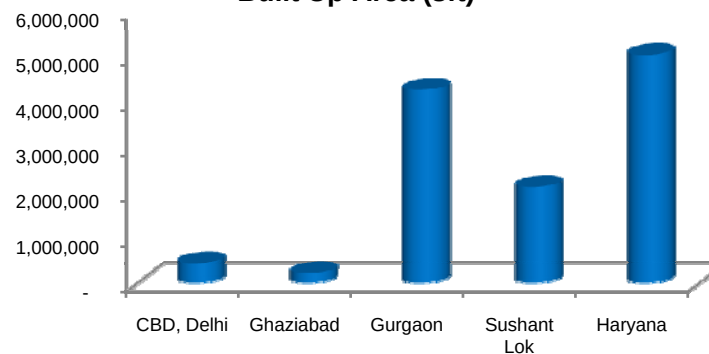
IVY, Gurgaon

Actual photographs

Name of the Building	Location	Built up Area (sft)
Gauri Sadan	CBD, Delhi	96,858
Aurangzeb Road	CBD, Delhi	122,981
Dhawan Deep	CBD, Delhi	99,473
Upasana	CBD, Delhi	99,473
Neelpadm Kunj	Ghaziabad	155,839
Ankur Apartments	Ghaziabad	51,042
Valley View Estate	Gurgaon	1,911,729
Ind. Duets	Gurgaon	339,760
Duplex Houses	Gurgaon	205,540
Celebrity Homes	Gurgaon	498,000
Villas (various)	Gurgaon	1,294,045
Total		4,874,740

Name of the Building	Location	Built up Area (sft)
Whispering Meadows	Sushant Lok	212,700
Villas (various)	Sushant Lok	991,786
Sushant Estate	Sushant Lok	899,412
Sushant Royal	Karnal, Haryana	969,368
Villas (various)	Haryana	40,000
Villas (various)	Panipat	266,599
Elite Floors	CBD, Delhi	300,000
Sunshine County	Haryana	1,338,770
Sushant Homes	Haryana	90,000
Total		7,131,743

Built Up Area (sft)



Few Landmark Developments of APIL in Retail/Hotel buildings



Ansal Plaza, Delhi



Ansal Plaza, Ludhiana



Ansal Plaza, Jalandhar

Name of the Building	State	Built up Area (sft)
Ansal Plaza	CBD, Delhi	157,977
Ansal Plaza	Greater Noida, UP	800,000
Ansal Plaza	Palam Vihar	345,354
Highway Plaza	Sonipat	442,500
Ansal Royal plaza	Jodhpur	80,000
Ansal Plaza	Jalandar	65,000
Ansal Plaza	Ludhiana	140,000
Total		2,030,831



The Palms Gurgaon



- ✓ All malls are operational and have constant footfalls
- ✓ Mix of lease and strata sales
- ✓ These malls showcase multiple brands and chains

Major tenants in the malls

RELIANCE MediaWorks
Anil Dhirubhai Ambani Group

Airtel

croma
The Electronics Megastore

vodafone

Rbk

adidas

Reliance Trends
Fashion • Lifestyle • Home • Office • Accessory

APIL has been constantly reviewing hospitality sector and have made headways into the sector by building the present Marriott Hotel in Saket and successfully managing The Palms, Gurgaon

Overseas Projects



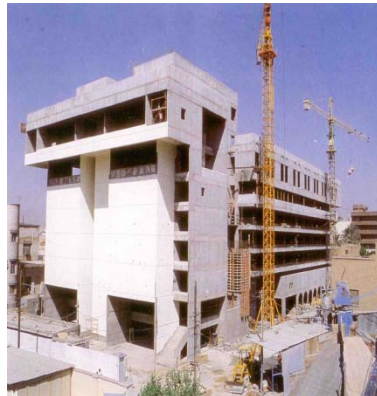
Prestige Towers, Thailand



Baan Suan Lalanah, Thailand



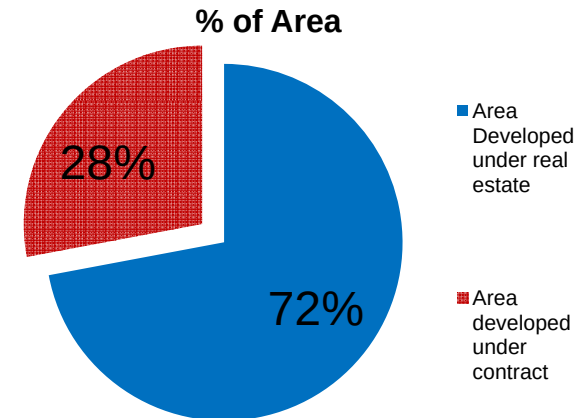
Palm Court Service Apartments, Bangkok



Car Park Project at Sadoon Street, Iraq (in 80's)

Name of the Building	Year	Country	Built up Area (sft)
Tahrir Square (commercial)	1991	Iraq	505,908
Prestige Tower (residential)	1994	Thailand	484,380
Baan Suan Lallanah (residential)	1994	Thailand	269,100
Palm Court Service Apartments	1994	Thailand	322,920
Fair View Towers (residential)	1995	Thailand	484,380
Hotel Atrium (commercial)	1996	Thailand	651,222
Hotel in Tourist (commercial)	1997	Russia	189,446
Hotel Krom (commercial)	1997	Russia	163,343
Total			3,070,699

Segment wise distribution of overseas projects by APIL



Actual photographs

Strong and Experienced Management Team

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Shri Sushil Ansal *Chairman*

- Experience of more than 40 years in real estate development, industry and business. A member of the Executive Committee of FICCI and Associated Chambers of Commerce and Industry. He was the Chairman of Rajdhani Estate Promoters & Builders Association and Overseas Construction Council of India. He is the past President of PHD Chambers of Commerce & Industry

Shri Pranav Ansal *Vice Chairman & M.D.*

- Has varied experience, expertise and business acumen of Real Estates Business and general corporate management. Mr. Pranav has been very active in the day to day management of the company and has been the main force behind the diversification initiative of the group to create enhanced valuation for the stakeholders at all levels and continue the process for years to come

Shri Anil Kumar **CEO & JMD**

- An eminent professional in Finance and Accounts, has attained numerous professional degrees like D.C.L., A.C.S., F.C.A. and LL.B. He started his career in 1982 with a professional firm and thereafter joined Superior Air Products Ltd. He joined Ansal Properties & Infrastructure Ltd. in 1999 as VP - Finance and at present working as a Joint Managing Director & CEO of APIL

Shri Vijay Jindal **JMD**

- A post graduate in business administration with more than 30 years of experience in managing business, brands, undertaking strategic initiatives and private equity investments. Held senior management positions with Bennet Coleman Group, Zee TV, Economic Times and Prasar Bharti. He joined Ansal Properties & Infrastructure Ltd. in August 2010 as Joint Managing Director.

	Land Type	Acreage	% of Total
A	Acquired or agreed to be acquired	5,464	54%
B	Sole development rights with APIL	1,710	15%
C	Owned by APIL and land over which APIL has sole development rights – (A) + (B)	7,174	68%
D	Licensed land (out of (C))	6,211	58%
E	Allotted or agreed to be allotted from State Govt. or other agencies	967	11%
F	Identified land forming part of Licensed Area (Dadri, Lucknow, Others)	1,962	20%
	Total land reserve (C + E + F)	10,103	100%

Significant amount of licensed land to drive future growth

- Townships currently form a major portion of APIL's land bank and real estate development plans
- These townships take advantage of desirable locations that appeal to the middle and upper-income customers
- APIL intends to take advantage of India's increasing urbanization by investing in the development of townships on the peripheries of cities throughout northern India
- APIL Acts as master developer for its integrated township projects, starting from project conceptualization, planning, designing, and construction
- The Company has till date developed and delivered ~2,258 (~98.4 msf) of integrated townships
- It is currently working on 19 townships with maximum salable area being 'residential'
 - Including two mega hi-tech townships of Sushant Golf City, Lucknow (~3,530 acres) and Megapolis Dadri, Greater Noida (~2504 acres)

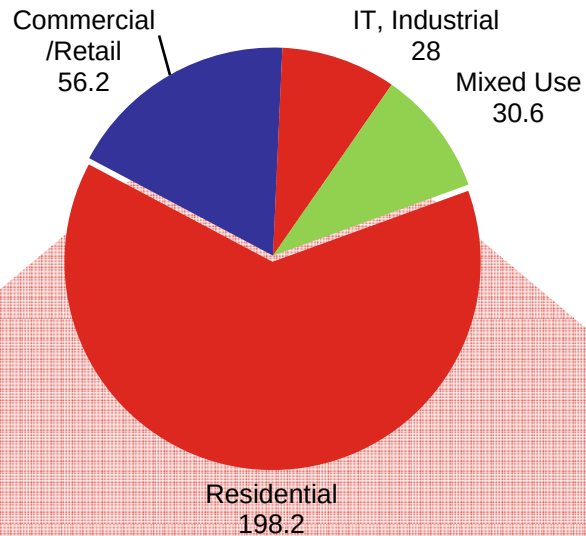


Focus on Residential Development

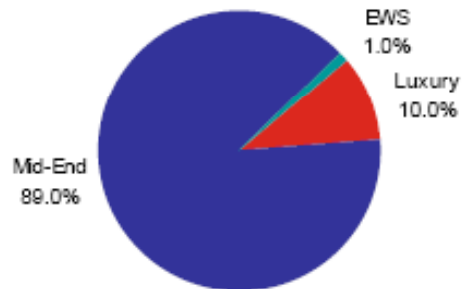
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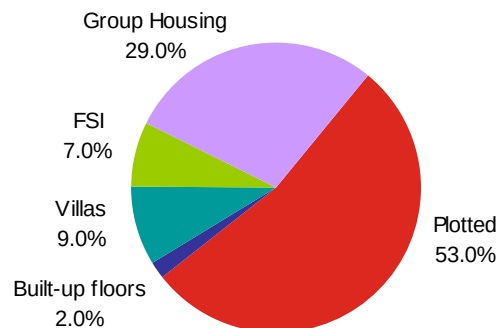
63 % of total development of 313 mn sq ft is for residential development



Mix of offerings across price points



Balance mix of product types



Catering to a wide market within residential segment

Location - NCR & North India Led Strategy

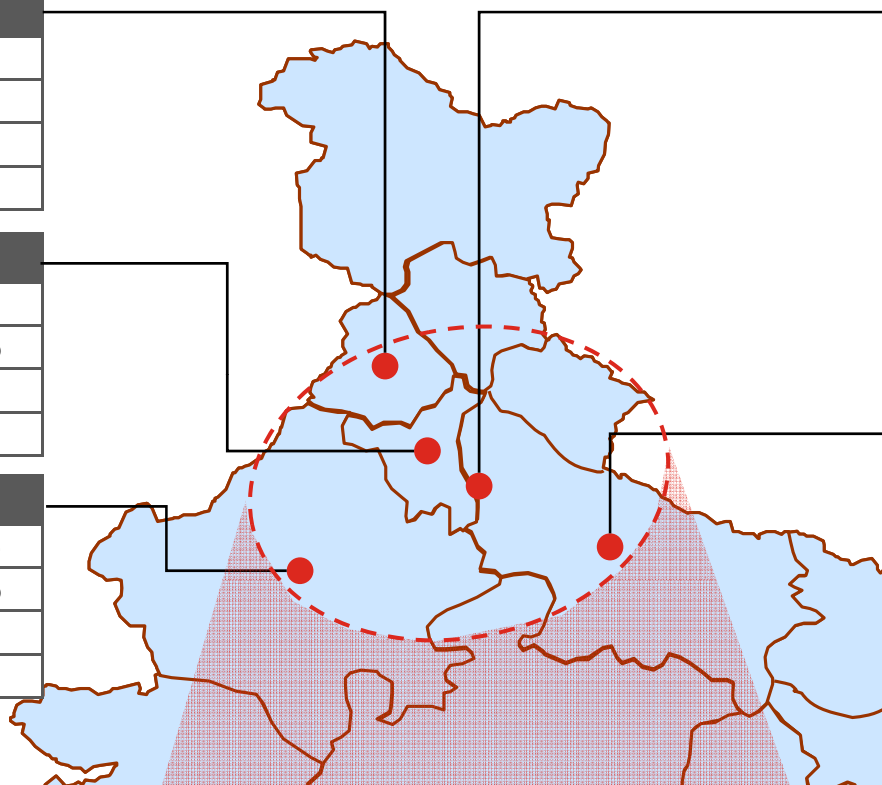
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Punjab	
Land Reserves (in acres)	777
% area acquired	93%
Total Area (Mn Sqft)	26.1
Area Launched (Mn Sqft)	10.5

Haryana	
Land Reserves (in acres)	934
% area acquired	100%
Total Area (Mn Sqft)	25.5
Area Launched (Mn Sqft)	14.4

Rajasthan	
Land Reserves (in acres)	1,005
% area acquired	100%
Total Area (Mn Sqft)	25.7
Area Launched (Mn Sqft)	17.5



NCR	
Land Reserves (in acres)	4,368
% area acquired	55%
Total Area (Mn Sqft)	144
Area Launched (Mn Sqft)	40.4

- Includes land reserve of 300 acres APIL intends to enter into a JDA for land parcel in Gurgaon

Uttar Pradesh	
Land Reserves (in acres)	3,006
% area acquired	79%
Total Area (Mn Sqft)	91
Area Launched (Mn Sqft)	53.8

Total	
Land Reserves (in acres)	10103
Land acquired (in acres)	7,174
% area acquired	71%

NCR constitutes ~43% of our land bank

Key Project Details

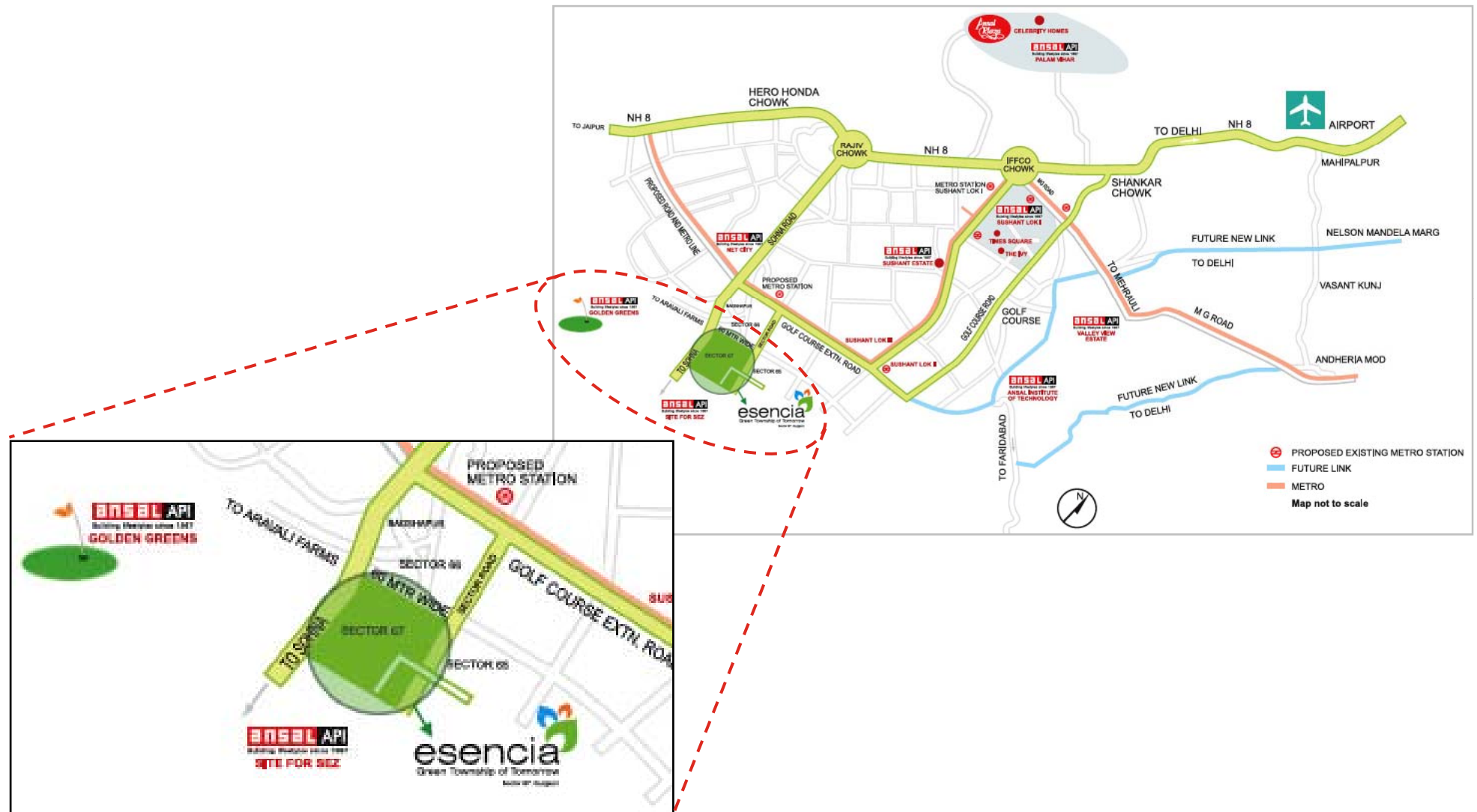


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~400 acres Land Reserves in Gurgaon

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- Located at the junction of Golf Course Extension Road and Sohna Road in Sector 67 of Gurgaon
 - Connectivity from both Golf Course road and Sohna Road
 - Walking distance from the proposed Metro Station
 - In close vicinity to successful projects like Vatika City, Emaar Digital Greens, Pioneer Park, IREO, Unitech Close, etc
- Total Developable area of 112 Acres (~3 mn sq ft), developed in partnership with IL&FS
- Project Status:
 - Land acquired: 112 acres
 - Launch: Residential Plots in Mar 2010, Built-up floors in Jul 2010
 - Stock worth Rs 4,505 mn sold



Architect's rendition of the project

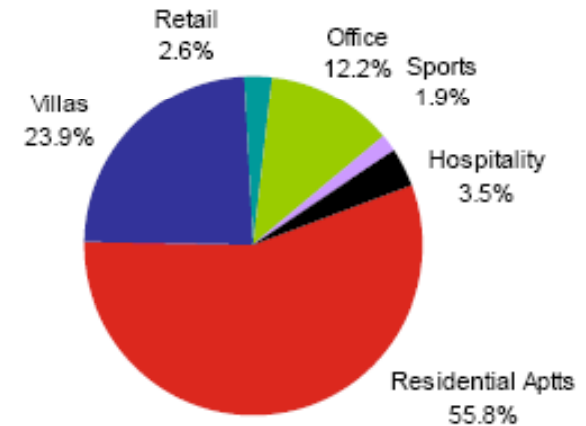
As on 30 th September, 2010	Total Area (mn sq ft)	Launch Date	Area Sold (mn sq ft)	Value Sold (Rs mn)	Pending Advances (Rs. mn.)
Residential Plots	2.09	Mar 2010	1.33	3,082	1202
Built -up floors	0.52	Jul 2010	0.35	1,423	1226
Premium Villas	0.04	na	-	-	-
Commercial	0.12	na	-	-	-
Others	0.22	na	-	-	-
Total	2.99		1.68	4,505	2428

- Located off NH-8 in Gurgaon
 - Proposed connectivity through 60 Mtrs Sector Road encircling the sector 70A of the Gurgaon
 - Approach roads would provide connectivity to the Sohna road and NH 8
- 300 acres of development centered around Golf Course (operational in 2002)
- The saleable area comprises of high end villas on the golf course and golf facing group housing and high rise apartments
- Project Status: To be launched
 - *Land acquired*: 285 acres
 - *Approvals*: Under Process



Architect's rendition of the project

Asset Class Break-up of the Project



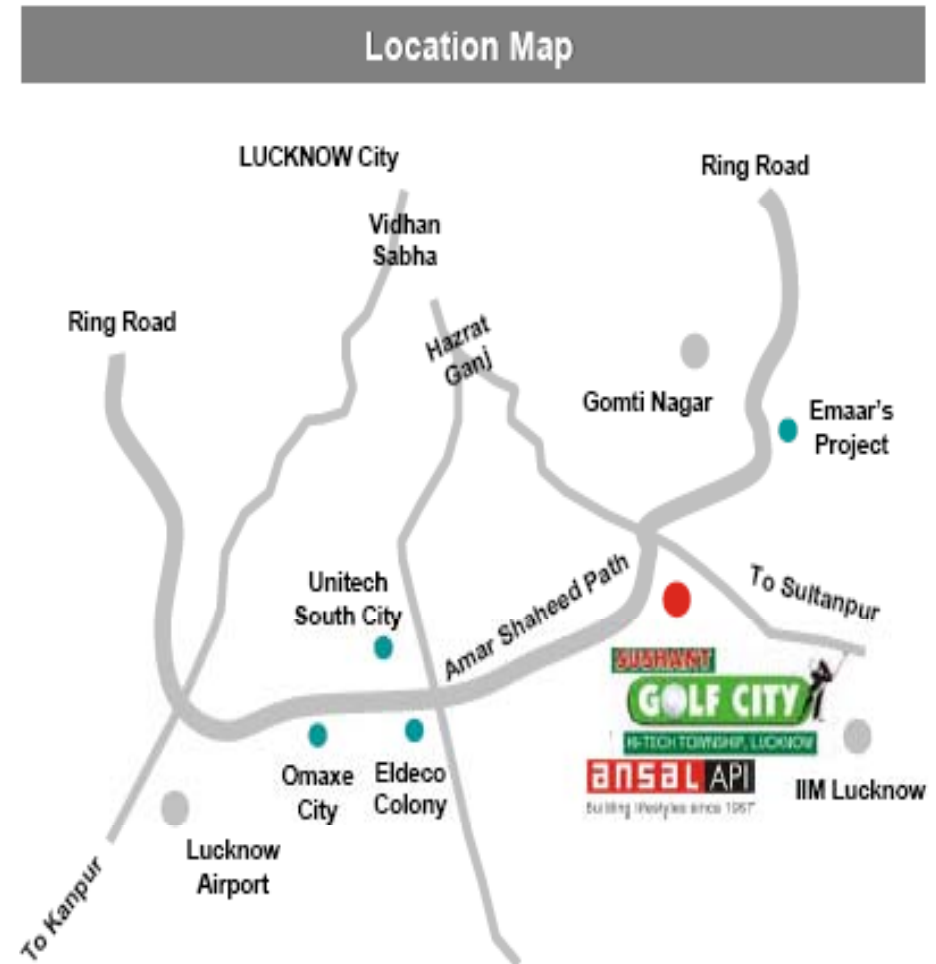
Actual photographs of the Golf Course

Sushant Golf City, Lucknow

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- 3,530 acres of theme based township conceived under Hi-Tech policy of UP state government
 - We have assumed the role of Master Developer for the township
 - We also have the right to collect money for the utility services provided in the township
 - Strategically located on the Lucknow-Sultanpur National Highway on Amar Shaheed Path, Ring Road
 - Adjacent Gomti Nagar, the largest residential colony of Lucknow
- Facilities include an 18 hole international Championship Standard Golf course spread over 433 acres
- Project Status
 - 43 km of roads completed, 47 km of roads under development
 - 33 km of sewer lines, 25 km of internal drainage line, 27 km of external drainage line has been laid
 - ~21 mn sq. ft. of area sold till September 2010 with sale value of about Rs. 13,710 mn.
 - ~1000 residential plots and ~110 built-up units have been offered for possession
 - 1,570 of residential plots have been under development and 956 built-up units have been under construction





Actual photograph of the project



Actual photograph of the project



Actual photograph of the project

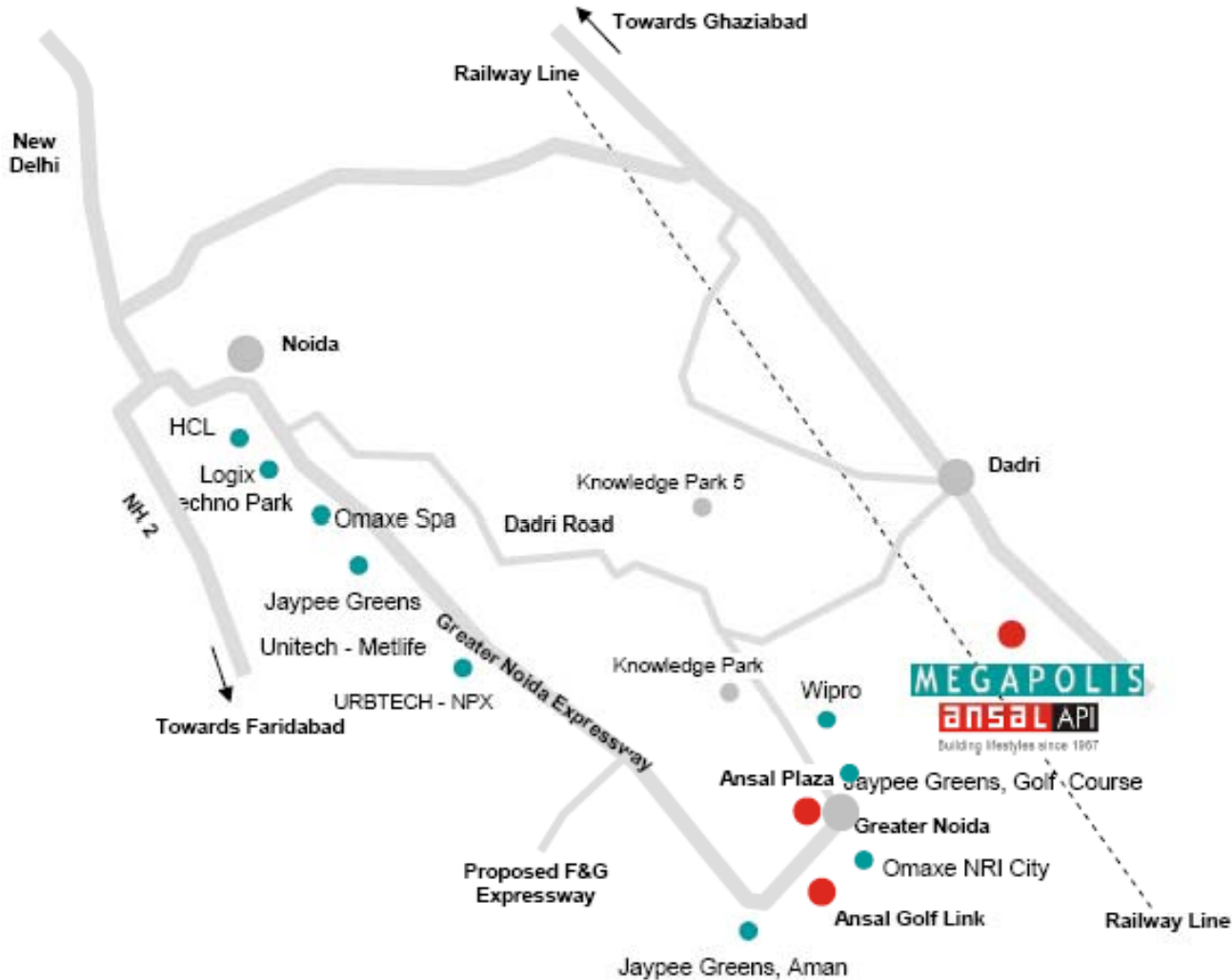
As on 30 th September, 2010	Total Area (mn sq ft)	Launch Date	Area Sold (mn sq ft)	Value Sold (Rs mn)	Pending Advances (Rs. mn.)
Residential Plots	19.33	2006	10.77	4666	1862
Villas	5.99	2007	2.20	4337	2586
Commercial	22.06	Mar 2008	0.81	706	519
Group Housing	19.68	Dec 2008	3.48	3073	2467
Industrial	6.23	-	0.25	73	38
Others	9.51	2007	3.92	856	77
Total	82.80		21.43	13711	7549

Megapolis Dadri, Greater Noida

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Location Map



Actual photograph of the project



Actual photograph of the project



Architect's rendition of the project

- Situated right next to Greater Noida in the growth corridor of NCR
 - Nearby Bodaki, the proposed largest freight terminal
 - Connectivity to Greater Noida via the Railway over bridge has been approved in-principal with the development work already started
- 2,504 acres of township conceived under Hi-Tech policy of UP state government having saleable area of 77 mn sq ft
 - To be developed in four phases
 - APIL will assume the role of Master Developer for the township
- Project Status:
 - Master Plan has been approved and land is notified
 - Land: ~580 acres land acquired
 - As per the Hi-Tech Township policy, Developer can approach Government for acquisition of land up to 25% of the project area. Section 4 under Land Acquisition Act 1894 has already been imposed on the total project area
 - Approvals: All necessary approvals in place for Phase I of 500 acres
 - Launch: Residential Plots in Jul 2008, Group Housing in Jan 2009 and Villas in Oct 2009
 - Stock worth Rs 4,780 mn sold till September 2010
 - Development: Development started for plots and group housing

Dadri Phase I (As on 30 th September, 2010)	Total Area (mn sq ft)	Launch Date	Area Sold (mn sq ft)	Value Sold (Rs mn)	Pending Advances (Rs. mn.)
Residential Plots	4.82	Jul 2008	3.21	2,825	1078
Villas	0.93	Oct 2009	0.12	315	242
Group Housing	2.36	Jan 2009	0.85	1,611	1197
Commercial	2.18	Dec 2009	0.01	30	24
Others	3.47	na	-	-	-
Total	13.77		4.19	4,781	2541

Location Map



Architect's rendition of the project



Actual photograph of the project



Actual photograph of the project

- Located adjacent Crossing Republic, in Ghaziabad
 - Located strategically on Hapur Bye Pass – extension of residential hub Indrapuram
 - On completion of proposed Noida-Greater Noida - Eastern Link Road, connectivity to Noida and Greater Noida improves and providing similar advantages to this area
 - Proximity to East Delhi
- 127 acres township, having saleable area of 5.01 mn sq ft
- ICICI Prudential has committed Rs 72 crore (Rs 25 crore drawn down) for 32 acres of Group Housing portion
- Project Status
 - Launch: Residential Plots in Group Housing in May 2007
 - Land acquired: ~79 acres, balance 48 acres already under Section 4
 - Development: Plinth level completed for 3 towers; basement work on for 3 towers

As on 30 th September, 2010	Total Area (mn sq ft)	Launch Date	Area Sold (mn sq ft)	Value Sold (Rs mn)	Pending Advances (Rs. mn.)
Residential Plotted	0.98	May 2007	0.95	962	273
Group Housing	2.96	May 2007	0.48	1,117	669
Retail	0.50	na	-	-	-
Others	0.57	na	-	-	-
Total	5.01		1.43	2,079	942

Financials



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Key Consolidated Financials

(Rs. in Million)	H1FY 11	FY10	FY09	FY08	FY07
Revenue	5,842	8,941	7,786	10,114	8,750
EBITDA	1,632	2,259	1,518	2,747	2,335
<i>EBITDA Margin</i>	27.9%	25.3%	19.5%	27.2%	26.69%
PAT	615.5	643	326	1,735	1,321
<i>PAT Margin</i>	10.5%	7.2%	4.2%	16.9%	15.1%
Basic EPS	4.88	6.06	2.70	15.29	25.40
NetWorth	15,779	12,991	12,032	11,878	9,408
Net Debt	17,242	16,102	13,027	9,085	2,367
RoNW	3.9%	4.5%	2.7%	14.6%	14.0%
Debt/ Equity	1.09	1.24	1.08	0.76	0.25

Note: QIP issue of Rs. 2315 mn in October 2010. This will increase network to Rs. 18094 mn hence the Debt/Equity ratio will be 0.95:1

Thank You



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