



Building lifestyles since 1967

Ansal Properties & Infrastructure Limited

Corporate Presentation

August 2010



Integrated Township

Housing

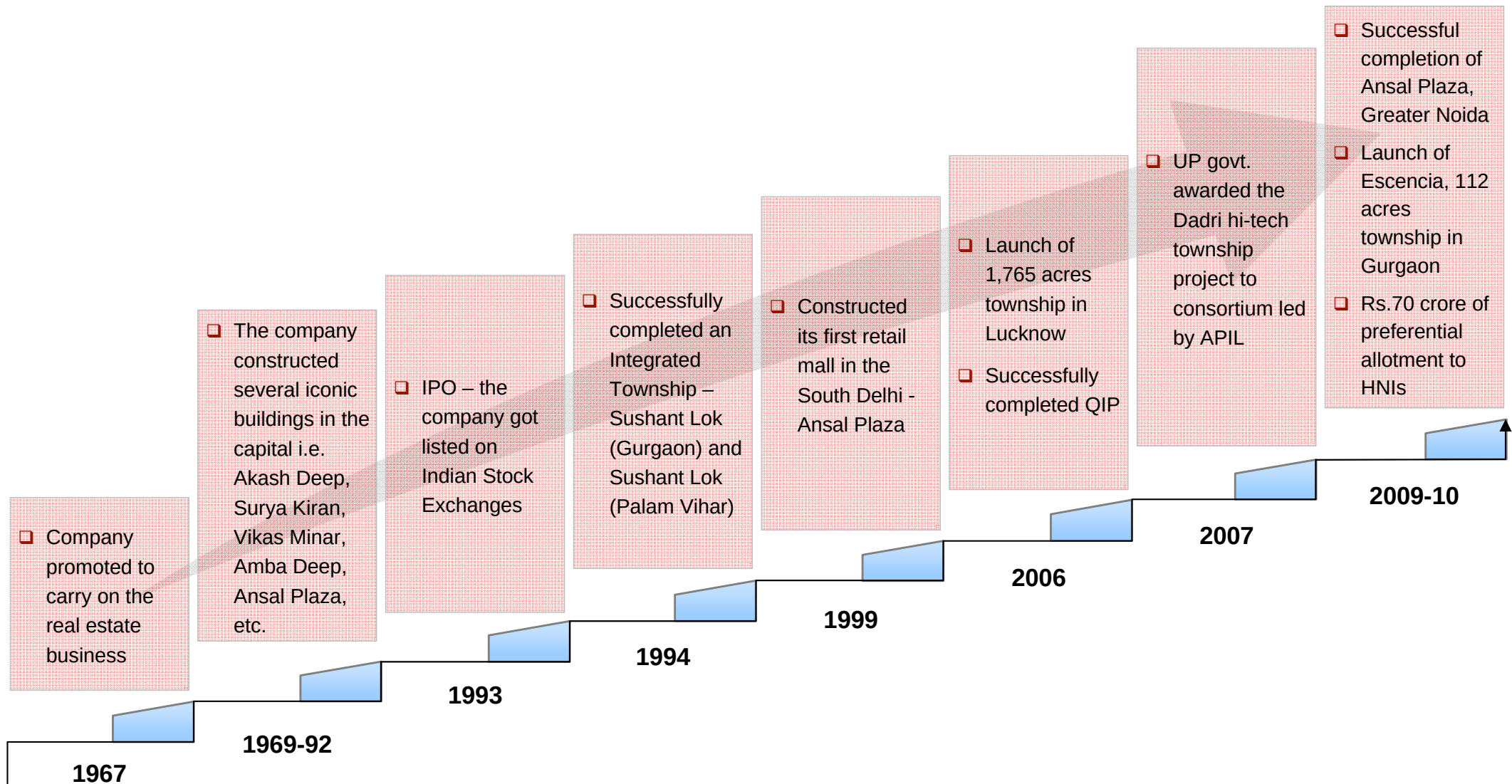
Commercial

IT/SEZ

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



Established track record



Good quality and large land reserves



Focus on residential developments



NCR and North India based strategy

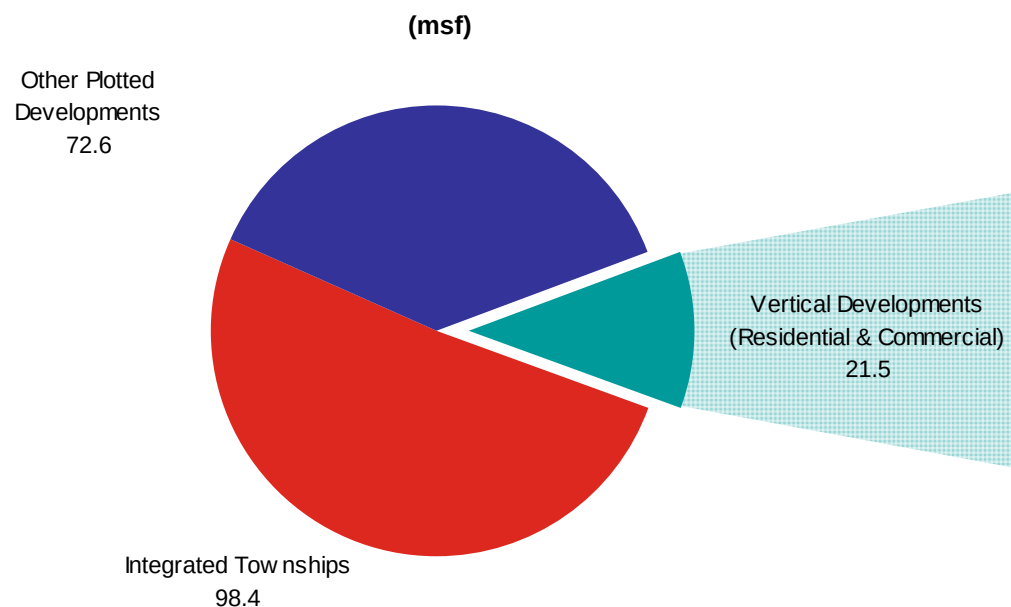


Serving the under-penetrated target market

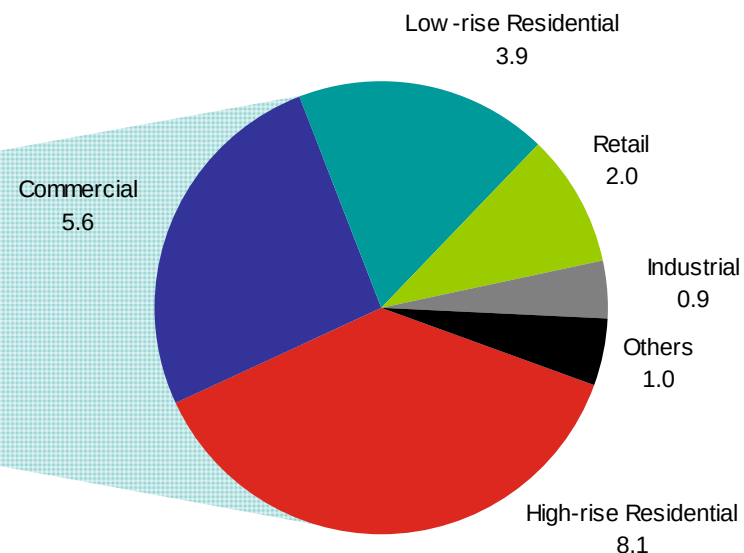


Cash flow visibility from Ongoing Projects

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



Vertical Area Developed to Date – 21.5 msf

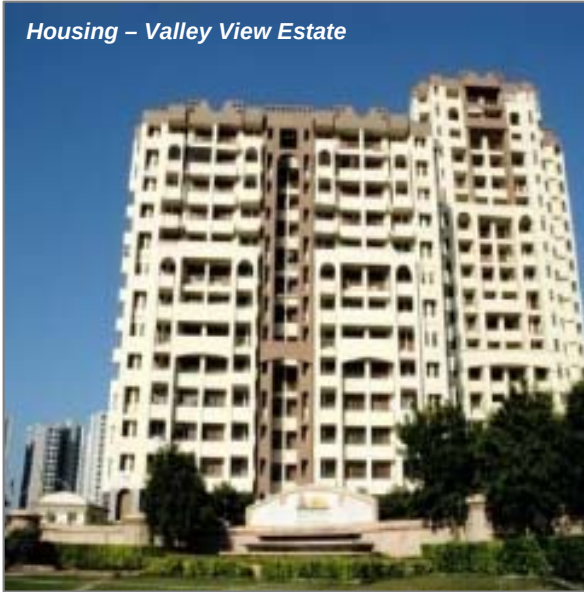


40 years of track record

Till date, developed and delivered ~190 msf

No. of employees: ~1,400

Housing – Valley View Estate



Ansal Plaza, Jalandhar



Statesman House, New Delhi



Palms, Gurgaon



	Land Type	Acreage	% of Total
A	Acquired or agreed to be acquired	5,066	54%
	<i>Acquired and fully paid</i>	4,966	53%
	<i>Agreement to purchase and fully paid</i>	100	1%
B	Sole development rights with APIL	1,382	15%
C	Owned by APIL and land over which APIL has sole development rights – (A) + (B)	6,448	68%
D	Licensed land (out of (C))	5,453	58%
E	Allotted or agreed to be allotted from State Govt. or other agencies	1,052	11%
F	Identified land forming part of Licensed Area (Dadri, Lucknow, Others)	1,835	20%
	Total land reserve (C + E + F)	9,335	100%

- Average cost of acquisition: ~Rs 180 (including construction cost to be incurred on partner's share of land in case of JDAs) per sqft of FSI

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 a 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 acres (98.4msf) of integrated townships
- It is currently working on 19 townships with maximum saleable area being 'residential'
 - Including two mega hi-tech townships of Sushant Golf City, Lucknow (~1,765 acres) and Megapolis Dadri, Greater Noida (~2,504 acres)

Architect's rendition of the Megapolis project



Sushant City, Bhilwara



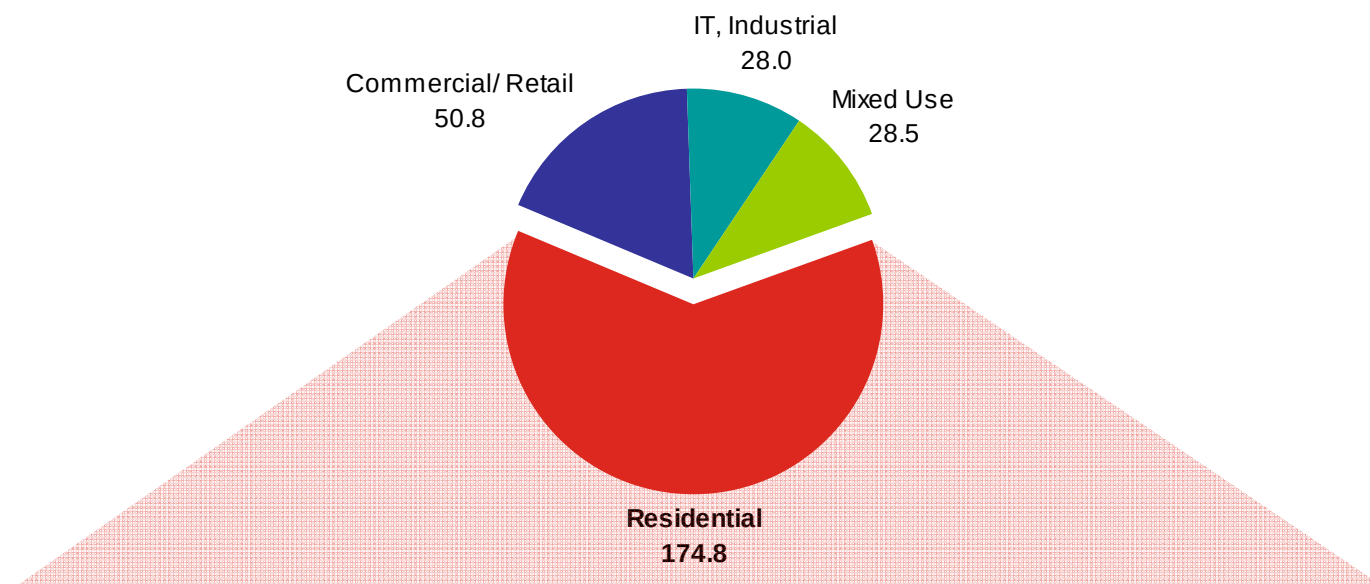
Palm Grove Villas, Jaipur



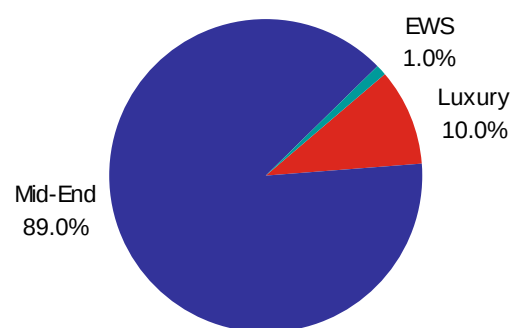
Sushant City, Lucknow



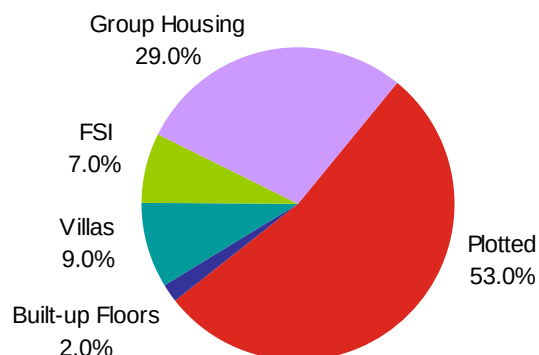
62 % of total development of 282 mn Sqft is for residential development



Mix of offerings across price points



Balance mix of product types

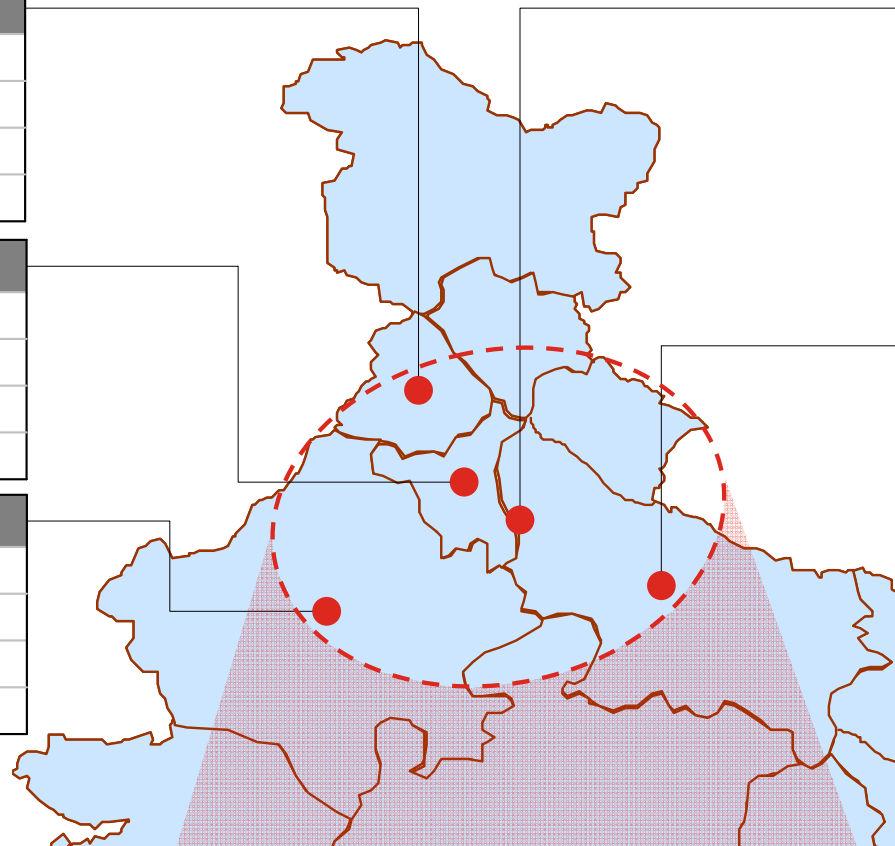


Catering to a wide market within residential segment

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)	935
% area acquired	100%
Total Area (Mn Sqft)	24.5
Area Launched (Mn Sqft)	14.4

Rajasthan	
Land Reserves (in acres)	1,005
% area acquired	100%
Total Area (Mn Sqft)	25.3
Area Launched (Mn Sqft)	17.5



NCR	
Land Reserves (in acres)	4,039
% area acquired	47%
Total Area (Mn Sqft)	137.8
Area Launched	40.4

Uttar Pradesh	
Land Reserves (in acres)	2,566
% area acquired	73%
Total Area (Mn Sqft)	69.2
Area Launched (Mn Sqft)	43.7

Total	
Land Reserves (in acres)	9,335
Land acquired (in acres)	6,448
% area acquired	69%

Over the above land reserve, APIL intends to enter into a JDA for 300 acres of land parcel in Gurgaon

NCR constitutes ~43% of our land bank

Cash Flow Visibility From Ongoing Projects

As of Mar 31, 2010	Total Area Released for Sale (Mn Sqft)	Area Sold (Mn Sqft)	Value Sold (Rs. Mn)	Pending Advances (Rs. Mn)
NCR Project	40.4	23	25,375	11,174
Dadri	10.3	4	4,458	2,655
Gurgaon	2.8	4	5,883	2,503
Others	27.3	15	15,033	6,016
Uttar Pradesh	43.7	17	11,099	5,888
Lucknow	36.5	15	10,287	5,555
Agra	7.2	2	812	333
Haryana	14.4	8	5,054	2,064
Panipat	1.9	5	3,301	1,043
Others	12.5	3	1,753	1,022
Rajasthan	17.5	13	4,887	847
Jaipur	10.1	9	3,247	351
Others	7.4	4	1,640	495
Punjab	10.5	6	5,708	1,922
Total	126.5	67	52,123	21,894

~ Rs.22,000 million of advances to be received over next 2-3 years

Key Project Details

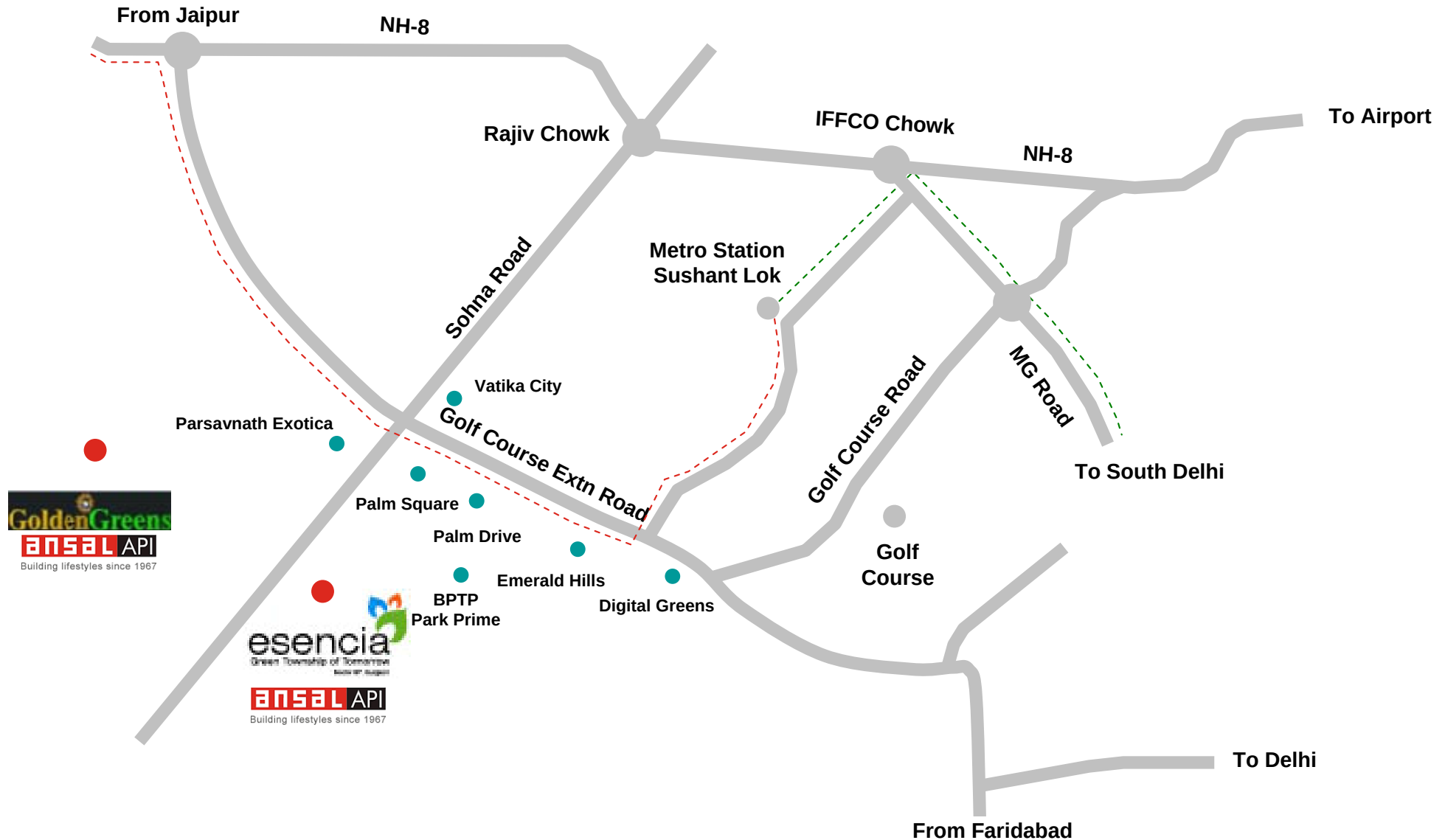


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~400 acres Land Reserves in Gurgaon

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Building lifestyles since 1967



Projects located on the fast developing Sohna road in Gurgaon

- 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 (3.23 mn Sqft), part of the project developed in partnership with IL&FS
- Project Status:
 - Land acquired: 112 acres
 - Master plan & layout approved
 - Approvals: Building plan approvals in final stages
 - Launch: Residential Plots in Mar 2010
 - Stock worth Rs.1,186 mn sold (As of 31st Mar 2010)
- First Green Township in India to be certified by GREHA (Green Rating for Integrated Habitat Assessment – Developed by TERI jointly with the Ministry of New and Renewable Energy, Govt of India)



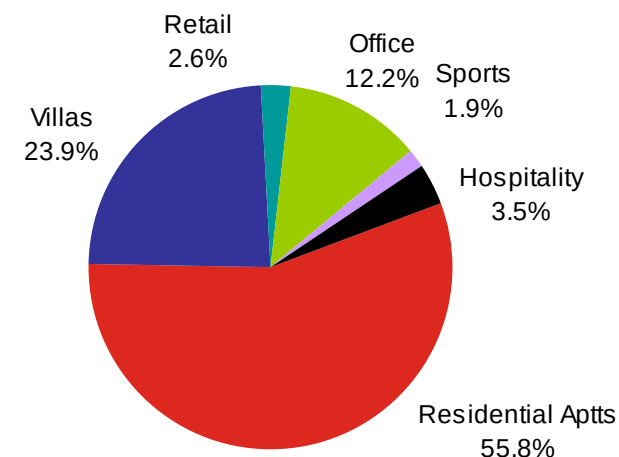
As of 31 st Mar 2010	Total Area (Mn Sqft)	Launch Date	Area Sold (Mn Sqft)	Value Sold (Rs. Mn)	Pending Advances (Rs. Mn)
Residential Plots	1.36	Mar 2010	0.98	1,740	1,285
Built -up floors	0.54	Yet to be disclosed	-		
Premium Villas	0.69	na	-		
Retail	0.23	na	-		
Others	0.41	na	-		
Total	3.23		0.98	1,740	1,285

- Located off NH-8 in Gurgaon
 - Proposed connectivity through 60 Mtrs Sector Road encircling the sector 70A of the Gurgaon
 - Approach roads to connect to the Sohna road and NH 8
- 300 acres of development centered around Golf Course (Golf course operational in 2002)
- The salable area comprises of high end villas on the golf course and golf facing group housing and high rise apartments, commercial space, retail and hospitality
- Project Status: To be launched
 - *Land available:* 270 acres
 - *Approvals:* under process



Architect's rendition of the project

Asset Class Break-up of the Project



Actual photographs of the Golf Course

- 1,765 acres of theme based township conceived under H-Tech policy of UP state govt, having saleable area of ~62 mn sqft
 - 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
 - 24 km of roads completed, 66 km of roads under development
 - 31 km of sewer lines, 23 km of internal drainage line, 21 km of external drainage line has been laid
 - 600 residential plots and 40 built-up units have been offered for possession
 - 1,540 of residential plots have been under development and 630 built-up units have been under construction

Location Map





Actual photograph of the project



Actual photograph of the project

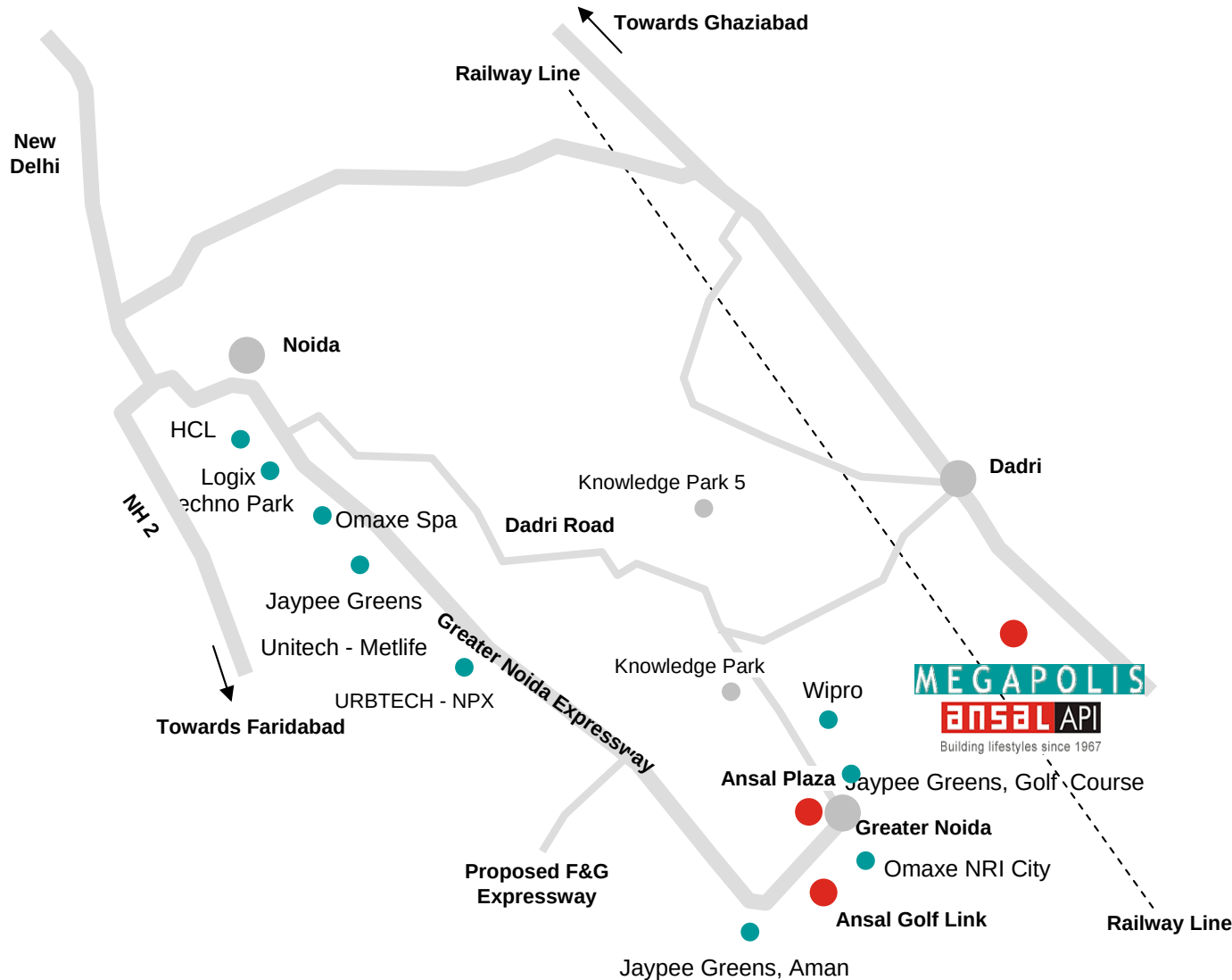


Actual photograph of the project

As of 31 st Mar 2010	Total Area (Mn Sqft)	Launch Date	Area Sold (Mn Sqft)	Value Sold (Rs. Mn)	Pending Advances (Rs. Mn)
Residential Plots	15.88	2006	7.61	3,383	1,128
Villas	4.40	2007	1.82	3,355	1,809
Commercial*	21.18	Mar 2008	0.29	416	372
Group Housing	8.73	Dec 2008	3.26	2,703	2,170
Industrial	6.33	-	-	-	-
Others	5.56	2007	2.00	429	77
Total	62.12		14.98	10,287	5,555

*Area launched in commercial is 1.38 mn sqft. Balance area yet to be launched.

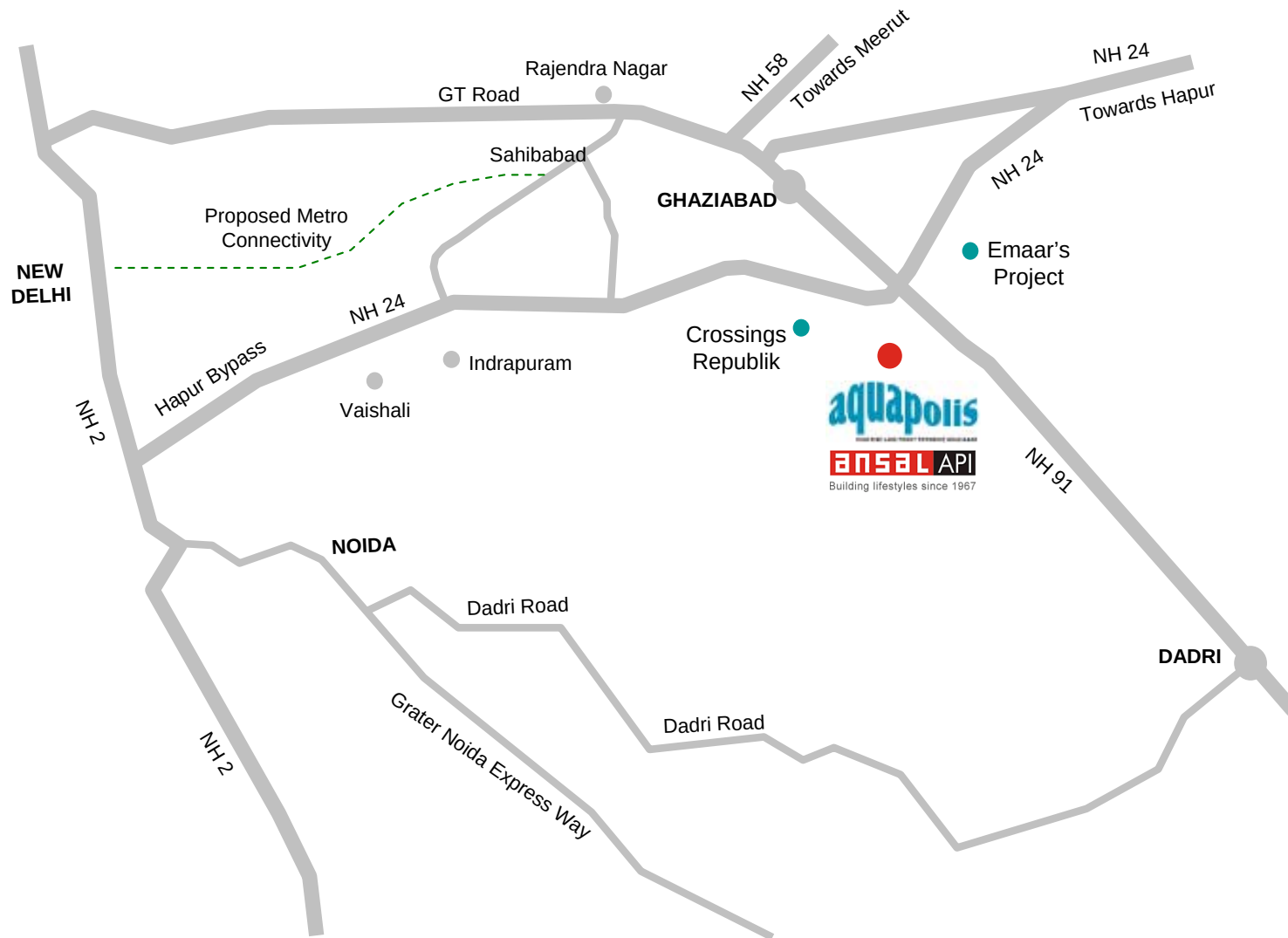
Location Map



- Situated right next to Greater Noida in the growth corridor of NCR
 - Nearby Bodaki, the proposed largest freight terminal
- 2,504 acres of township conceived under H-Tech policy of UP state govt, having saleable area of 77 mn sqft
 - To be developed in four phases
 - APIL will assume the role of Master Developer for the township
- HDFC AMC has invested Rs.225 crore into the project
- Project Status:
 - Master Plan has been approved and land is notified
 - Land: ~500 acres land for 1st phase acquired, balance 2,000 acres subject to govt. acquisition, already under Section 4
 - Approvals: All necessary approvals in place for 500 acres
 - Launch: Residential Plots in Jul 2008, Group Housing in Jan 2009 and Villas in Oct 2009
 - Stock worth Rs.4,458 mn sold
 - Development: Development started for plots and group housing

Dadri Phase I, as of 31 st Mar 2010	Total Area (Mn Sqft)	Launch Date	Area Sold (Mn Sqft)	Value Sold (Rs. Mn)	Pending Advances (Rs. Mn)
Residential Plots	4.83	Jul 2008	3.09	2,706	1,242
Villas	0.93	Oct 2009	0.08	207	160
Group Housing	2.36	Jan 2009	0.82	1,515	1,228
Commercial	2.18	Dec 2009	0.01	30	25
Others	3.47	-	-	-	-
Total	13.77		4.00	4,458	2,655

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 sqft
- ICICI Prudential has committed Rs.72 Cr (Rs.25 Cr drawn down) for 32 acres of Group Housing portion
- Project Status
 - Launch: Residential Plots and Group Housing in May 2007
 - Land acquired: ~79 acres, balance 48 acres already under Section 4
 - Approvals in place (except building plan for part of group housing) for all 127 acres

As of 31 st Mar 2010	Total Area (Mn Sqft)	Launch Date	Area Sold (Mn Sqft)	Value Sold (Rs. Mn)	Pending Advances (Rs. Mn)
Residential Plotted	0.98	May 2007	0.96	958	297
Group Housing	2.96	May 2007	0.55	1,266	765
Retail	0.50	na	-	-	
Others	0.57	na	-	-	
Total	5.01		1.51	2,224	1,062

Financials



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Key Consolidated Financials

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

Thank You



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