

Operations Update

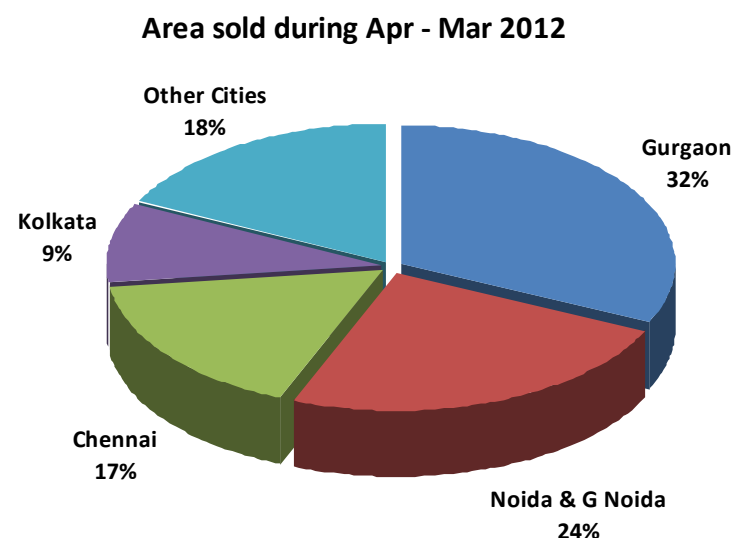
(Apr – Mar 2012)



SALES BOOKINGS (Apr – Mar 2012)

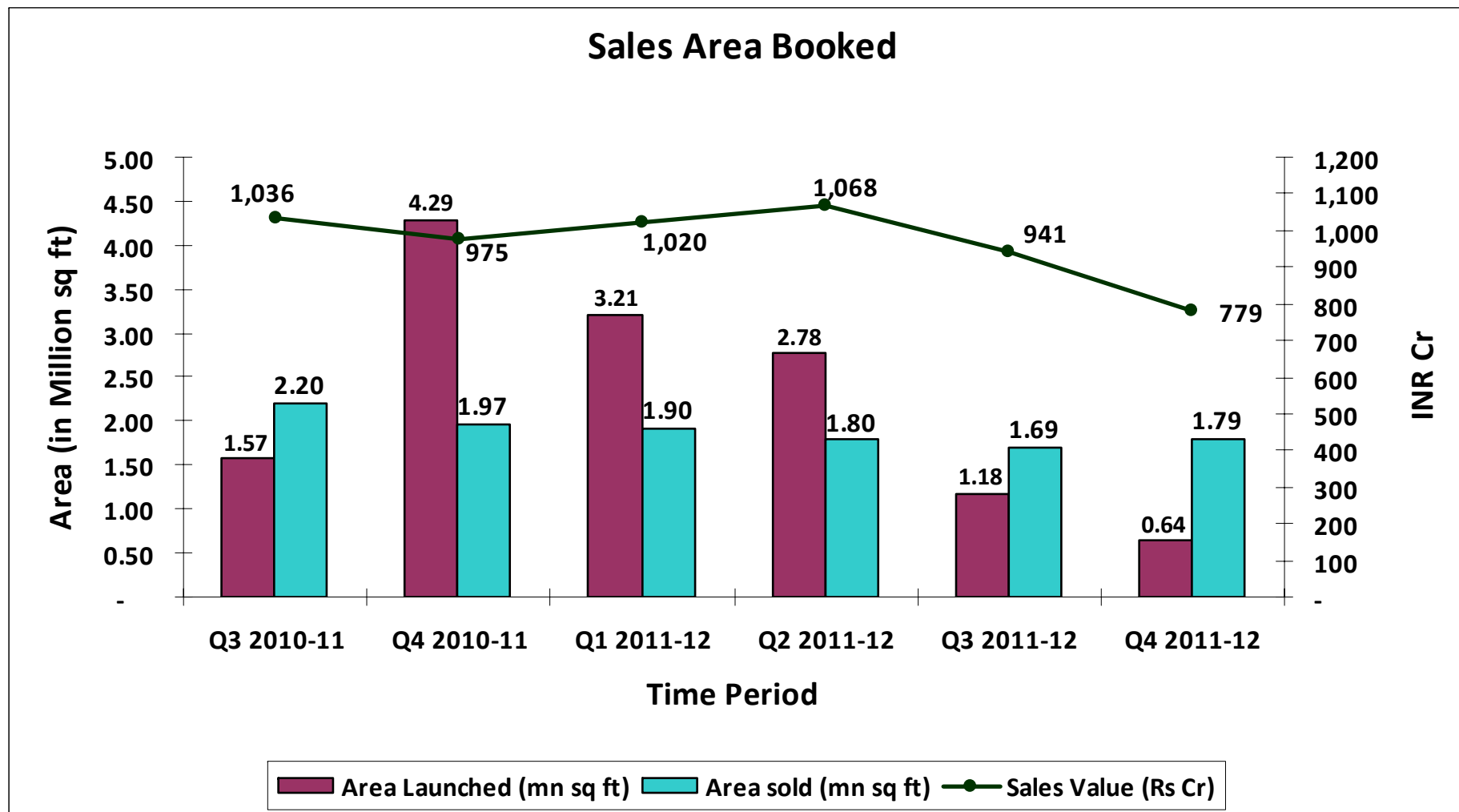
City	Area Launched (mn sq ft)	Area sold (mn sq ft)	Sales Value (Rs Cr)
Gurgaon	2.23	2.29	1720
Noida & G Noida	1.58	1.75	848
Chennai	1.75	1.21	475
Kolkata	0.00	0.65	287
Other Cities	2.24	1.28	478
Total	7.81	7.19	3808

Segment	Area sold (mn sq ft)	Booked Value (Rs Cr)	Avg. Realisation (Rs per sq ft)
Non-Residential	0.84	913	10828
Residential	6.34	2895	4564
Total	7.19	3808	5299



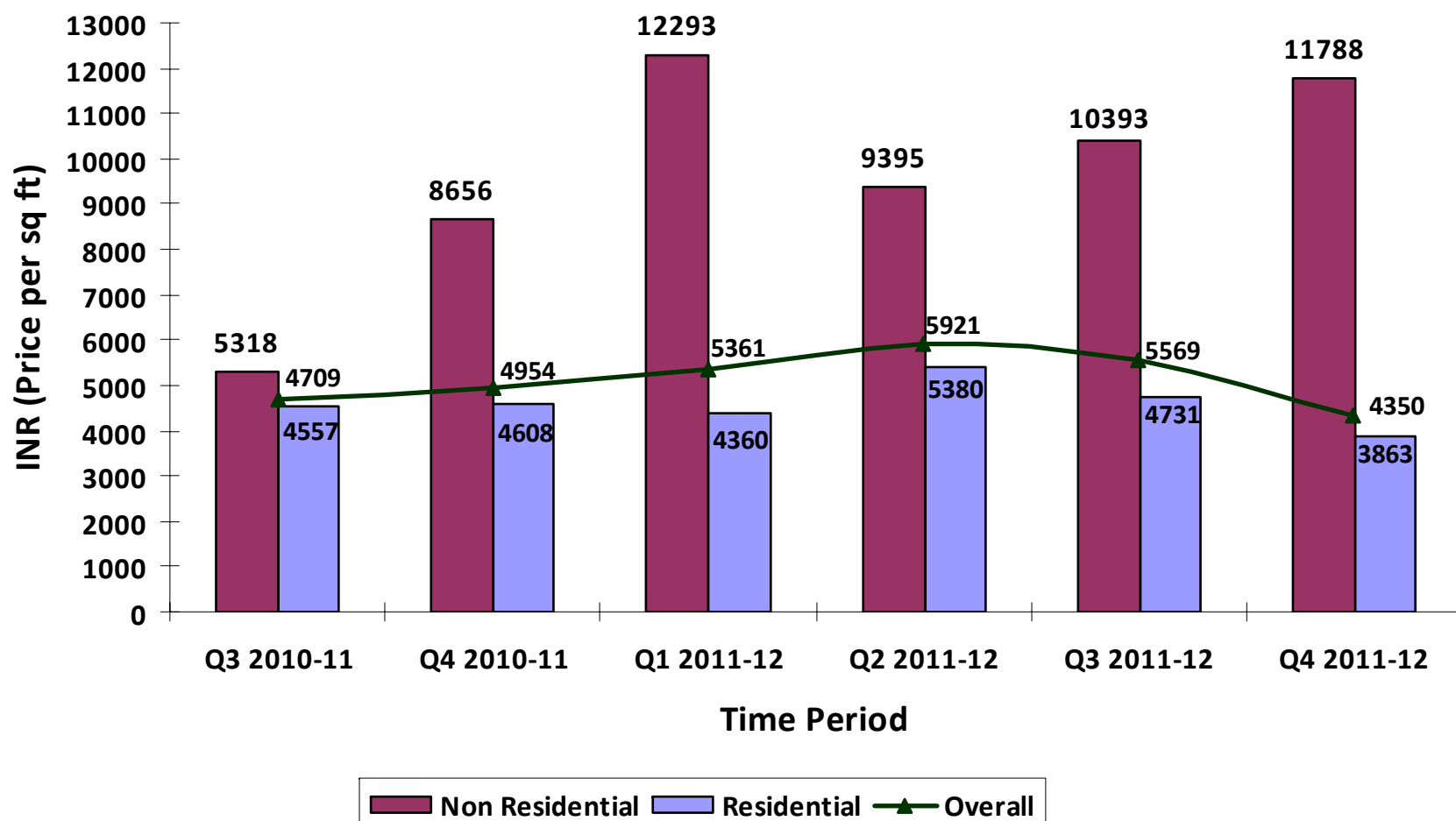
Over INR 3800 Cr of sales bookings achieved during F.Y. 2011-12

SALES BOOKINGS DURING LAST 6 QUARTERS



AVERAGE REALIZATION PER SQ FT DURING LAST 6 QUARTERS

Average Realisation (INR per sq ft)



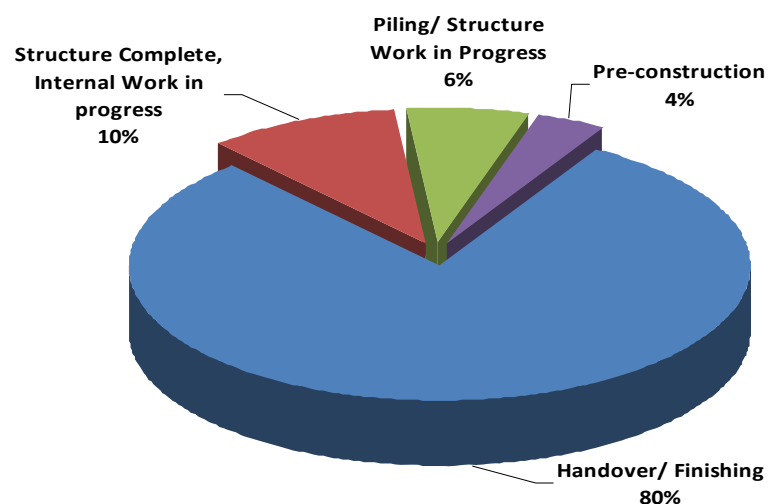
DELIVERY STATUS OF PROJECTS					
S no.	Particulars	Total Deliverable Area (in mn sq ft)	Area delivered (mn sq ft)	Area Delivered During Apr - Mar' 2012	Balance Area (in mn sq ft.)
1	Projects launched before Mar' 2009	24.3	12.7	1.8	11.7
2	Projects launched since Mar' 2009	23.5	0.2	0.2	23.3
3	Leased Area	-	-	1.3	-
	Total	47.9	12.9	3.4	35.0

- 3.4 mn sq. ft. area delivered during F.Y. 2011-12
- Handing over is in progress in 22 projects (out of 32) launched before March 2009
- Projects launched since March 2009, handing over started in 2 projects and rest are progressing as per schedule.

CONSTRUCTION STATUS OF PROJECTS LAUNCHED BEFORE MAR '09

Construction Stage	Number of projects	mn sq ft	% age	Projects
Handover/ Finishing	22	19.5	80%	Gurgaon - The Close (South), The Close (North), World Spa (East), World Spa (West), Espace, Fresco, Nirvana Courtyard, Escape, Harmony, Arcadia, South City 2 Retail, Business Zone; G Noida - Horizon, Heights, Cascades, Habitat; Kolkata - Gardens, Horizons, Heights, Downtown, Cascades; Lucknow - South City Gardens
Structure Complete, Internal Work in progress	5	2.4	10%	Gurgaon - UW Resorts Villas; G Noida - Verve; Kolkata - Harmony, Air; Mohali - Executive Floors
Piling/ Structure Work in Progress	2	1.6	6%	Kolkata - Gateway-I; Noida - UGCC Amber
Pre-construction	3	0.9	4%	G Noida - UW City; Gurgaon - UW Resorts Plotted and Mohali Plotted Development
Total	32	24.3	100%	

Total area under construction - 24.3 mn sq ft

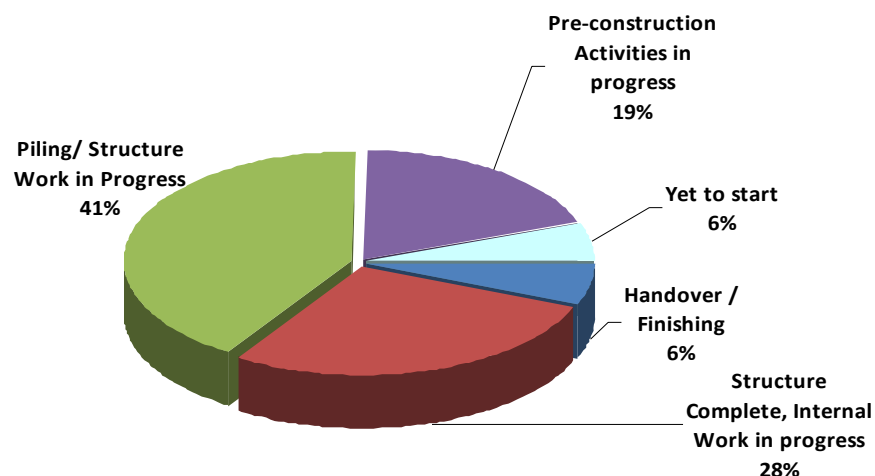


90% of our past projects are in finishing/ handing over stages or where structure is complete and internal work is in progress

CONSTRUCTION PROGRESS OF PROJECTS LAUNCHED SINCE MAR'09

Construction Stage	Number of projects	mn sq ft	% age of total	Projects
Handover / Finishing	3	1.5	6%	Chennai - Aspen; Gurgaon - Commercial Tower Sec-45; Kolkata - Vistas
Structure Complete, Internal Work in progress	7	6.6	28%	Gurgaon - Nirvana Floors, Gardens II, Residences, Noida - Unihomes Ph 1, Unihomes Ph 2; Bhopal - Unihomes; Mohali - Unihomes
Piling/ Structure Work in Progress	28	9.7	41%	Gurgaon - Sunbreeze, Vistas, South City II Floors, Exquisite, Commercial Center Sec 71, UW Towers, Signature Tower 2, Arcadia 2; Kolkata - Chambers, Gateway Cl II, Fresco; Chennai - Ananda, Brahma, Palm Villas, Unihomes, Unihomes 2, Gulmohar Avenue, Gardens, Chaitanya, Ekanta; Noida- UGCC Burgundy, UW Gardens, The Residences; Mysore - Palace Court; Mohali - Singleton Floors, UW Gardens; Lucknow - Gardens Galleria; Bhopal - Great India Place
Pre-construction Activities in progress	18	4.5	19%	Gurgaon - Nirvana Country II, South Park, Espace Premiere, The Willows, Nirvana Courtyard 2; Mohali - Aspen Greens, Gardens Galleria; G Noida - Unihomes Plotted; Noida - The Willows, Unihomes 3; Kolkata - DT Retail; Rewari - Unihomes, Ananda; Ambala - Unihomes, Ananda; Chennai - Greenwood City, Birch Court; Bangalore- Gardens Galleria
Yet to start	9	1.3	6%	Gurgaon - Anthea Floors, Crestview, The Spruce; Mohali - Downtown; Kochi - The Great India Place. Dehradun - The Residences, The Great India Place; Bhubneshwar - Bhubneshwar 1; Noida - Gardens Galleria
Total	65	23.5	100%	

Total area under construction - 23.5 mn sq ft



Structure complete, Internal work in progress in 28% projects, Handover started in 3 projects.

Site Photographs

Gurgaon



THE CLOSE (NORTH), GURGAON – Handover in progress



THE CLOSE (SOUTH), GURGAON – Handover/ Finishing in progress



FRESCO, GURGAON – Handover/ Finishing in progress



ESCAPE, GURGAON – Handover/Finishing in Progress



HARMONY, GURGAON – Handover/Finishing in progress



**WOODSTOCK FLOORS, GURGAON –
Structure Complete, Internal work in progress**



UW GARDENS-II, GURGAON – Structure Complete Internal work in progress



RESIDENCES, GURGAON – Structure / Internal work in progress



VISTAS, GURGAON – Structure in progress



SUNBREEZE, GURGAON – Piling/Structure in progress



SOUTH PARK, GURGAON – Show Flat ready

Site Photographs

G Noida and Noida



UGCC, NOIDA – Structure work of all towers in progress, The Deck & Golf Course operational



UNIHOMES, NOIDA – Structure complete, internal work in progress



UNIHOMES 2, NOIDA – Structure in progress



UNIWORLD GARDENS, NOIDA – Structure in Progress



HEIGHTS, G NOIDA – Handover/ Finishing in progress



HORIZON, GR. NOIDA – Handover/ Finishing in progress



CASCADES, G NOIDA – Handover/ Finishing in progress



HABITAT, G NOIDA – Handover/ Finishing in progress



VERVE, G NOIDA – Structure complete, Internal work in progress

Site Photographs

Mohali



EXECUTIVE FLOORS, MOHALI – structure complete, internal work progress

Site Photographs

Chennai



UNIHOMES, CHENNAI – structure work in progress



PALM VILLAS, CHENNAI – structure work in progress



NORTH TOWN, CHENNAI – Structure work in progress

Site Photographs

Kolkata



**DOWNTOWN, KOLKATA – Structure complete,
internal work in progress**



CASCADES, KOLKATA – Handover / Finishing in Progress



HARMONY, KOLKATA – Structure work in progress



VISTAS, KOLKATA – Handover / Finishing in Progress



AIR, KOLKATA – Structure Complete, Internal work in progress



FRESCO, KOLKATA – Structure work in progress

Site Photographs

Bhopal



Unihomes, Bhopal – Structure Complete, Internal work in progress



GIP, Bhopal – Piling / Structure in progress

Thank You

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