

Unitech Limited

A Diversified Real Estate Company



Overview of Unitech

UNITECH IS ONE OF INDIA'S LEADING REAL ESTATE COMPANIES

- **Over 3 decades of experience in infrastructure and real estate development**
- **Market capitalization of ~US\$ 6 billion**
- **Diverse residential, commercial, retail, entertainment and hospitality projects**
- **Land reserves of nearly 14,000 acres spread across major centres of economic activity in India.**
- **High-calibre management and technical team**

UNITECH'S STRENGTHS HAVE MADE IT A TRUSTED PREMIUM BRAND*

- **Experience in executing large projects**
- **Ability to identify and procure land in strategic locations**
- **Superior design, construction and innovation**
- **Strong ties with financial institutions – ability to raise funds at competitive rates for large projects**
- **Ability to work and effectively liaise with Government agencies to ensure timely completion of projects.**

* Unitech was awarded the title of Super Brand by Super Brand India in October 2007

CONSISTENTLY HIGH FINANCIAL PERFORMANCE

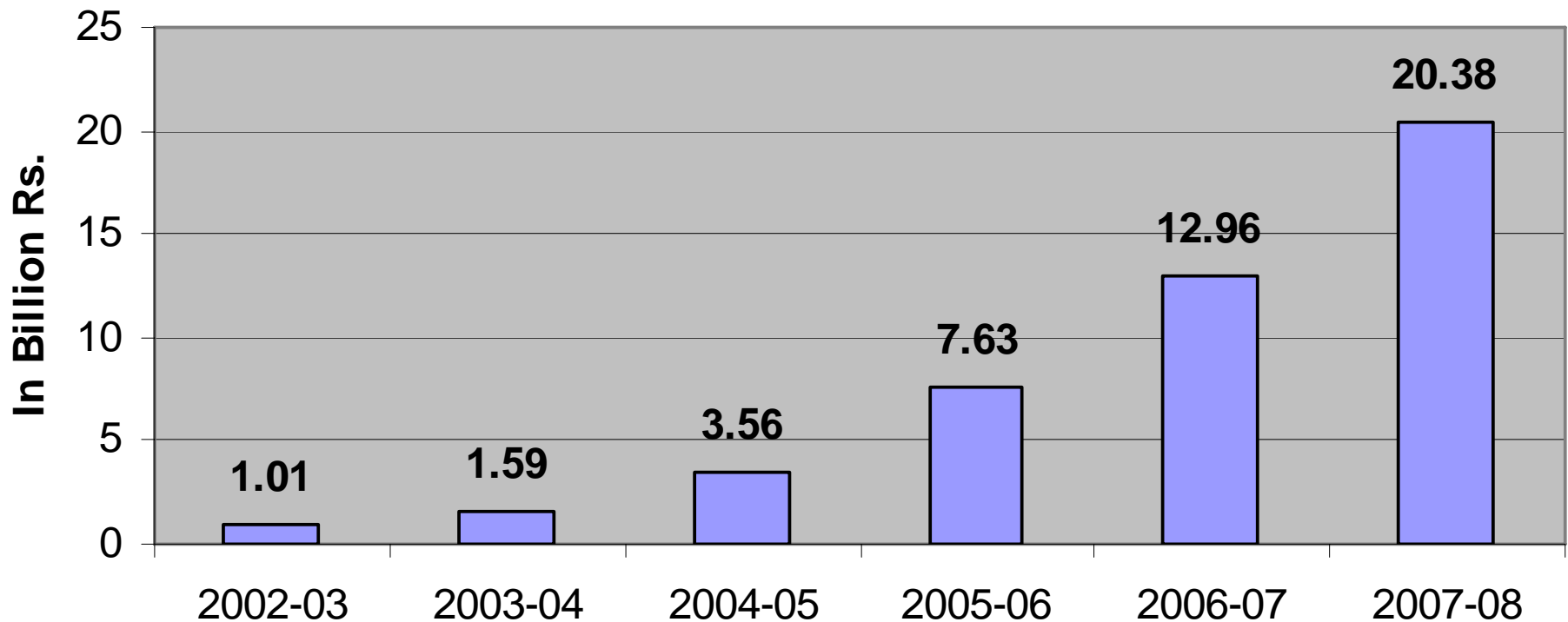
	FY 2008 (Rs Billion)	FY 2007 (Rs Billion)	FY 2006 (Rs Billion)
Total Income	42.80	33.88	9.26
Total Expense	19.31	14.68	7.30
Interest	2.80	1.28	0.46
Depreciation	0.21	0.08	0.11
Profit Before Tax	20.68	17.92	1.39
Profit After Tax	16.61	13.06	0.88
Paid up Equity Capital *	3.25	1.62	0.12
Face Value (in Rs) *	2	2	10
EPS (in Rs) (not annualised)	10.23	16.09	67.33
Reserves & Surplus	33.23	18.80	2.47
Total Debt	70.04	39.81	10.45
Cash & Cash Equivalents	14.08	10.23	3.98
Sundry Debtors	7.45	1.46	1.03

* Stock split 1:5 and Bonus Shares issued 1:12 in 2006-07, Bonus Shares issued 1:1 in 2007-08

OPERATIONAL PERFORMANCE

- HIGH GROWTH IN VALUE OF WORK DONE

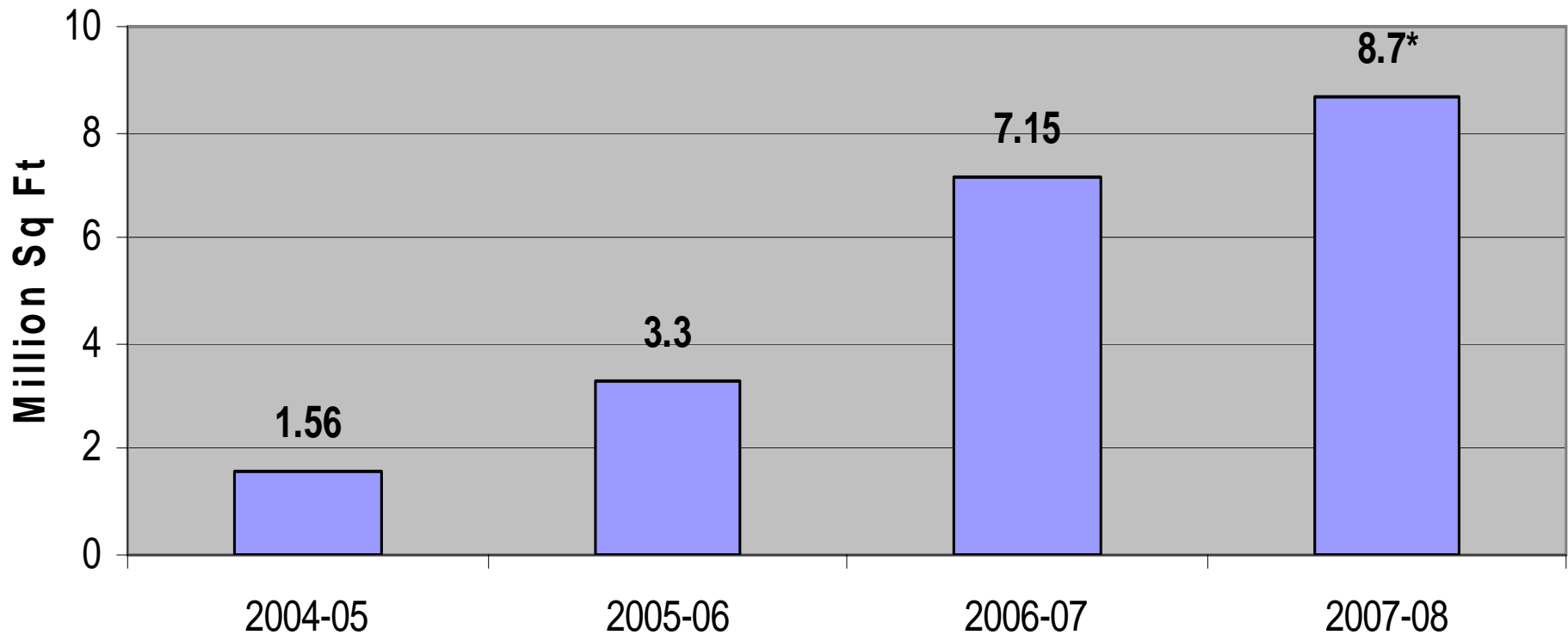
Value of work done



OPERATIONAL PERFORMANCE

- STRONG GROWTH IN AREA DELIVERED

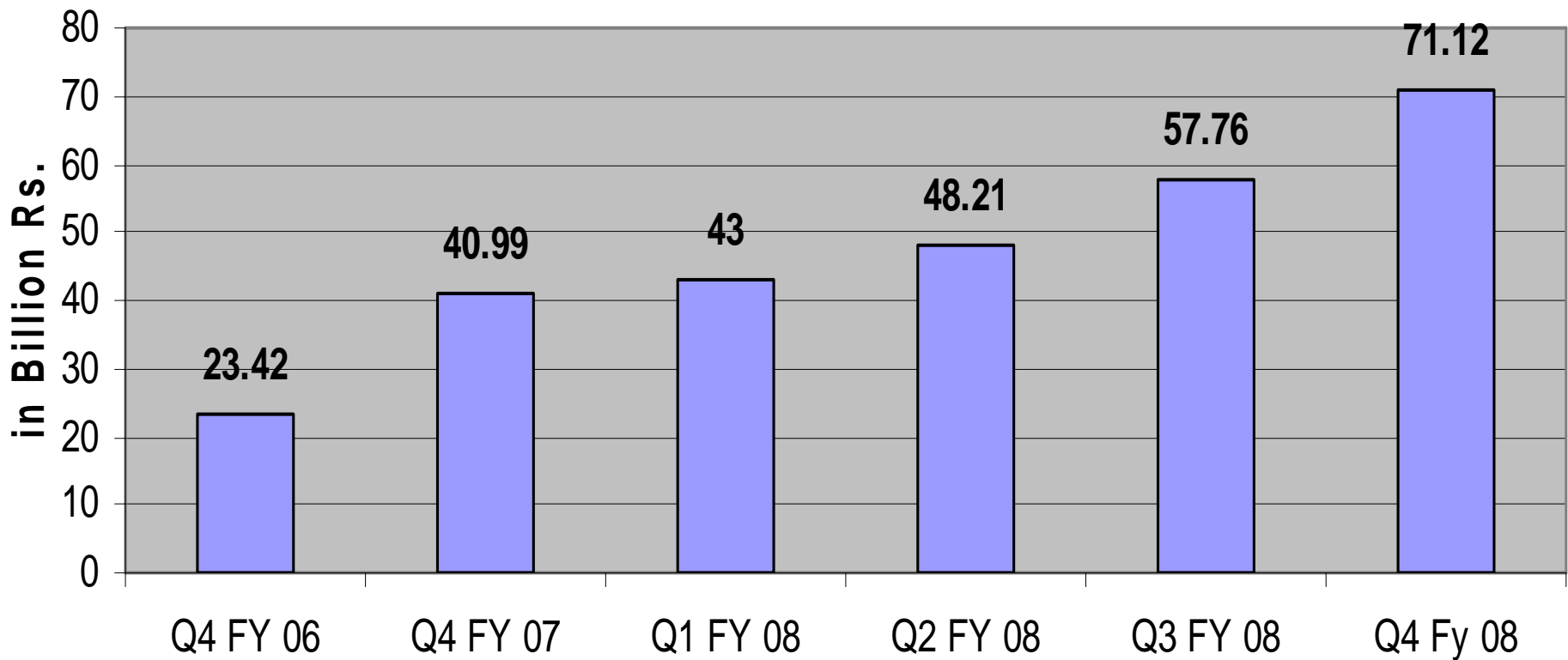
Area Delivered



•Provisional

Advances against Residential Property Bookings from Customers (in Rs Billion)

Customer Advances



UNITECH'S BUSINESS MODEL SPANS ALL SEGMENTS OF REAL ESTATE

Residential

- Develop and sell homes to the end customer—self-liquidating model

Commercial

- Develop, lease, retain operational control and monetize stake

Entertainment

- Develop, operate and create value

Retail

- Develop, lease, provide efficient mall management and monetize stake

Hotels

- Develop, own, ensure professional management by hotel chains, exit

SEZs

- Future transformational opportunity

UNITECH HAS CLEAR STRATEGY TO ACHIEVE ITS GOALS

- Achieve high growth by establishing a pan India presence – focus on major economic centres
- Focus on profitable projects that maximize returns
- Undertake large mixed-use projects like integrated townships in the suburbs of main cities



DEVELOPMENT PLAN SUMMARY

City/Region	Total Land Area	Estimated Total Saleable Area	
	(in Acres)	(million sq.ft)	(million sq. yard)
NCR	2706	136.63	0.76
Chennai	2155	110.79	1.42
Kolkata	6551	284.66	4.80
Kochi	673	38.34	.40
Hyderabad	874	51.18	.41
Bangalore	103	9.92	
Mumbai	97	8.00	
Mohali/Chandigarh	423	12.55	.30
Agra	1500	31.36	1.31
Varanasi	1500	34.10	1.60
Siliguri	232	13.00	
Bhubaneswar	11	1.00	
Goa	103	1.00	
Visakhapatnam	1750	100.00	
Total	18678	832.53	11.00

Share of Unitech in land at certain locations is less than 100%. Unitech's share in total land shown above is approx. **13923 acres**

UNITECH OFFERS A RANGE OF CHOICES TAILORED TO ITS DISCERNING CLIENTELE

- Focus on the middle and upper middle-income group
- Superior design and construction
- Diverse portfolio
 - Apartments
 - Villas
 - Golf Courses
 - Developed Plots
- Nearly 10,000 houses under construction.



UNITECH'S RESIDENTIAL PROJECTS



UNITECH UNDERSTANDS THE NEEDS OF ITS CLIENTS AND PROVIDES WORLD CLASS BUILDINGS FOR THEM

- **Marquee tenants include Fidelity, Master Card, Hewlett Packard, Colt Telecom, Hewitt, Vertex, Keane, Convergys, Electronic Data Systems, Ciena Telecom**
- **Reputed architects, efficient and elegant designs**
- **Prime locations in major cities and suburbs**
 - **Built to suit individual client needs**
 - **Customized solutions**
 - **Flexible scale-up options**
- **Over 21 million square feet of area under development**

COMMERCIAL PROJECTS



UNITECH IS A LEADING MALL DEVELOPER AND HAS AMBITIOUS RETAIL PROJECTS

- Developed the largest mall in India at Noida with a leasable area of 1 million sq. ft
- Constructed a high-street lifestyle shopping mall of over 220,000 sq. ft at Rohini, Delhi
- Developed one of the finest mall in Gurgaon, Gurgaon Central of over 120,000 sq ft
- The Great India Place, Noida and the Metro Walk, Delhi have completed one year of operations
- ‘The Great India Place’ received award for the ‘Best Designed Mall of the Country’
- Peak footfalls:
 - GIP – 163,750 per day
 - Metro Walk – 113,596 per day



UNITECH PIONEERED DEVELOPMENT OF MODERN ENTERTAINMENT PARKS IN INDIA

- Huge untapped opportunity – Unitech is the only developer developing modern Amusement parks in India
- Allied with Turner International for Pogo and Cartoon Network.
- Commercial real estate component provides significant value creation.
- Major amusement parks in India include
 - Entertainment City, Noida
 - Adventure Island, Delhi
 - Entertainment City, Chandigarh



UNITECH PLANS A MAJOR PRESENCE IN PREMIUM HOSPITALITY PROJECTS

- **Diverse portfolio with customized options in the following segments:**
 - Luxury
 - Business
 - Service apartments
 - Resorts
 - Limited service hotels
- **Hotels/resorts to be managed by leading international chains; plans include development of:**
 - 6,000 rooms
 - 35 properties with various hotel chain brands
- **Construction in progress at 5 locations**
 - Marriott Courtyard, Gurgaon – to be commissioned in Feb 2009
 - Marriott Executive Apartments, Gurgaon
 - Country Inn & Suites, Gurgaon
 - Marriott Courtyard, Kokata
 - A budget hotel on the R.B Connector Road, Kolkata

HOSPITALITY PROJECTS



SPECIAL ECONOMIC ZONES – NEW OPPORTUNITY

- **Projects include sector-specific (IT/auto) and multi-product SEZs**
- **Received in-principle approval for 3 large (over 10,000 acres each) SEZ projects in Kundli (Haryana) and Haldia (West Bengal).**
- **Govt of West Bengal gave possession of 12,500 acres for development of a Chemical Hub near Haldia**



UNITECH LOOKS TO THE FUTURE

- **Unitech's rich experience in civil construction and real estate over the years makes it a force to reckon with for the future**



Thank you