

# Operations Update

(Apr - Dec 2013)

The logo for unitech, featuring the word "unitech" in a bold, lowercase, sans-serif font. The letter "u" is red, and the remaining letters "nitech" are teal. The logo is positioned in the bottom right corner of the slide.

**unitech**

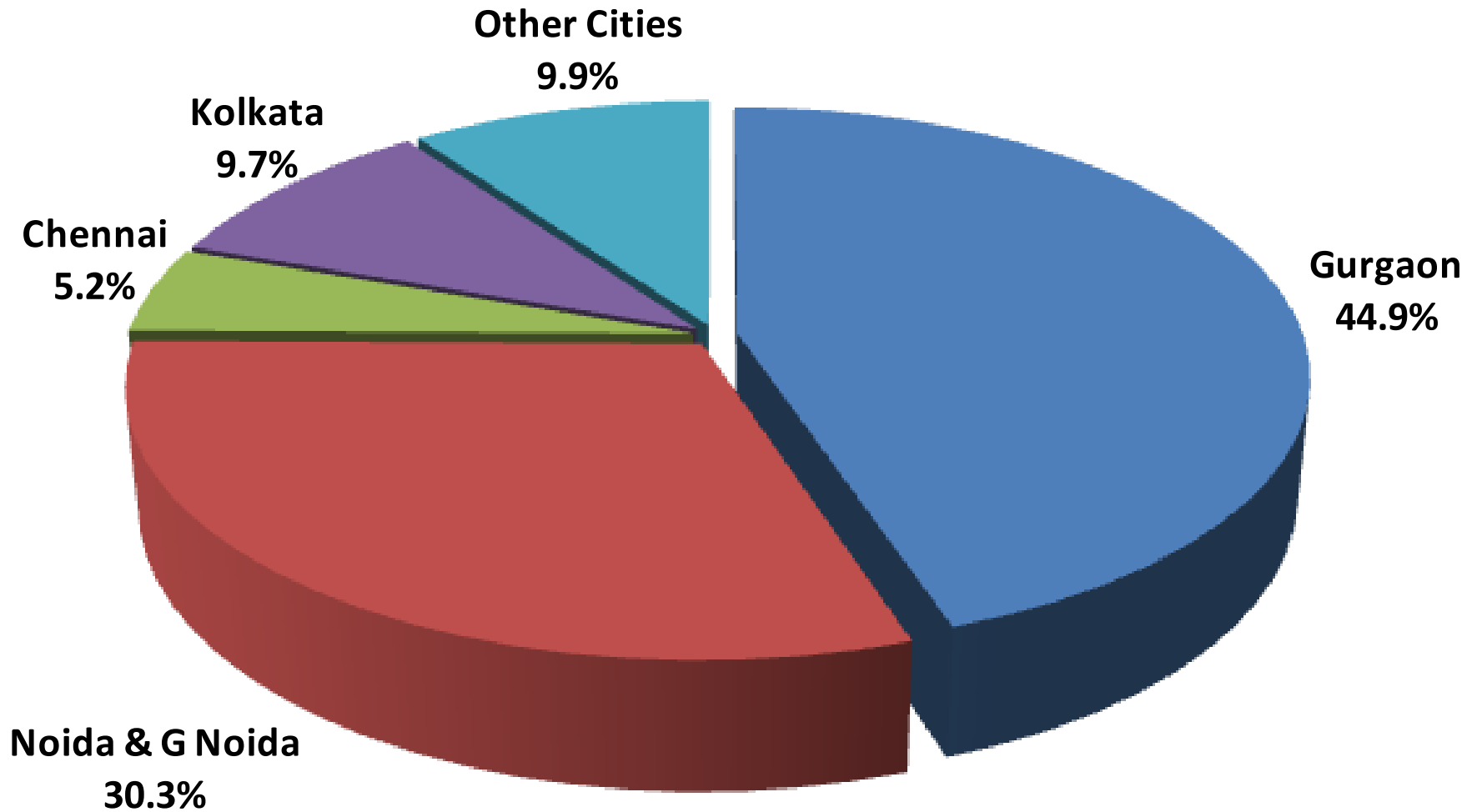
## SALES BOOKINGS (Apr – Dec 2013)

City	Area Launched (mn sq ft)	Area sold (mn sq ft)	Sales Value (INR Cr)
Gurgaon	1.47	0.68	481
Noida & G Noida	2.37	0.40	325
Chennai	0.35	0.17	55
Kolkata	0.00	0.18	104
Other Cities	0.47	0.32	106
<b>Total</b>	<b>4.66</b>	<b>1.74</b>	<b>1071</b>

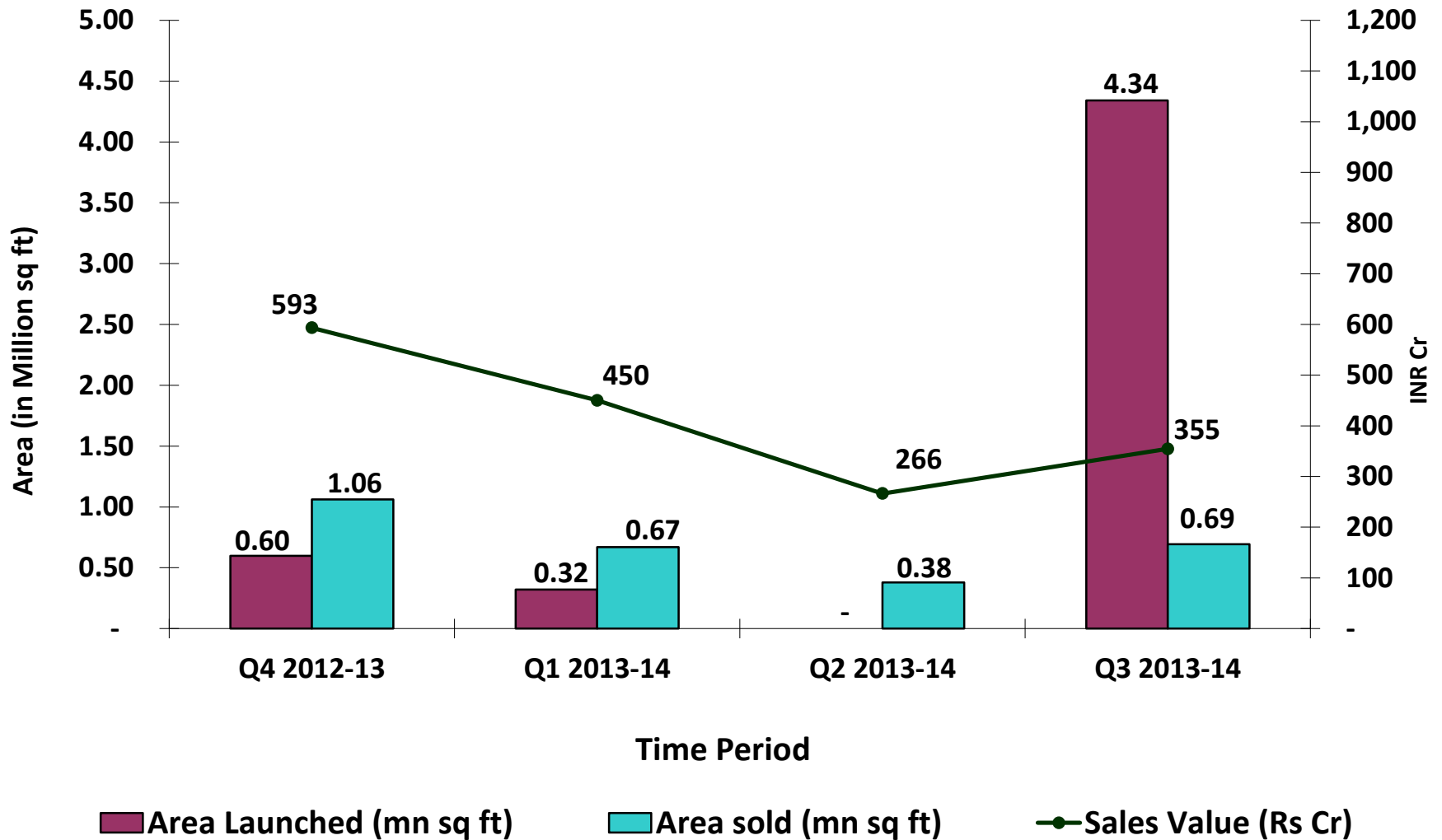
Segment	Area sold (mn sq ft)	Booked Value (INR Cr)	Avg. Realisation (INR per sq ft)
Non-Residential	0.48	376	7755
Residential	1.26	695	5527
<b>Total</b>	<b>1.74</b>	<b>1071</b>	<b>6147</b>

**INR 1071 Cr of sales bookings achieved during first three quarters of F.Y. 2013-14**

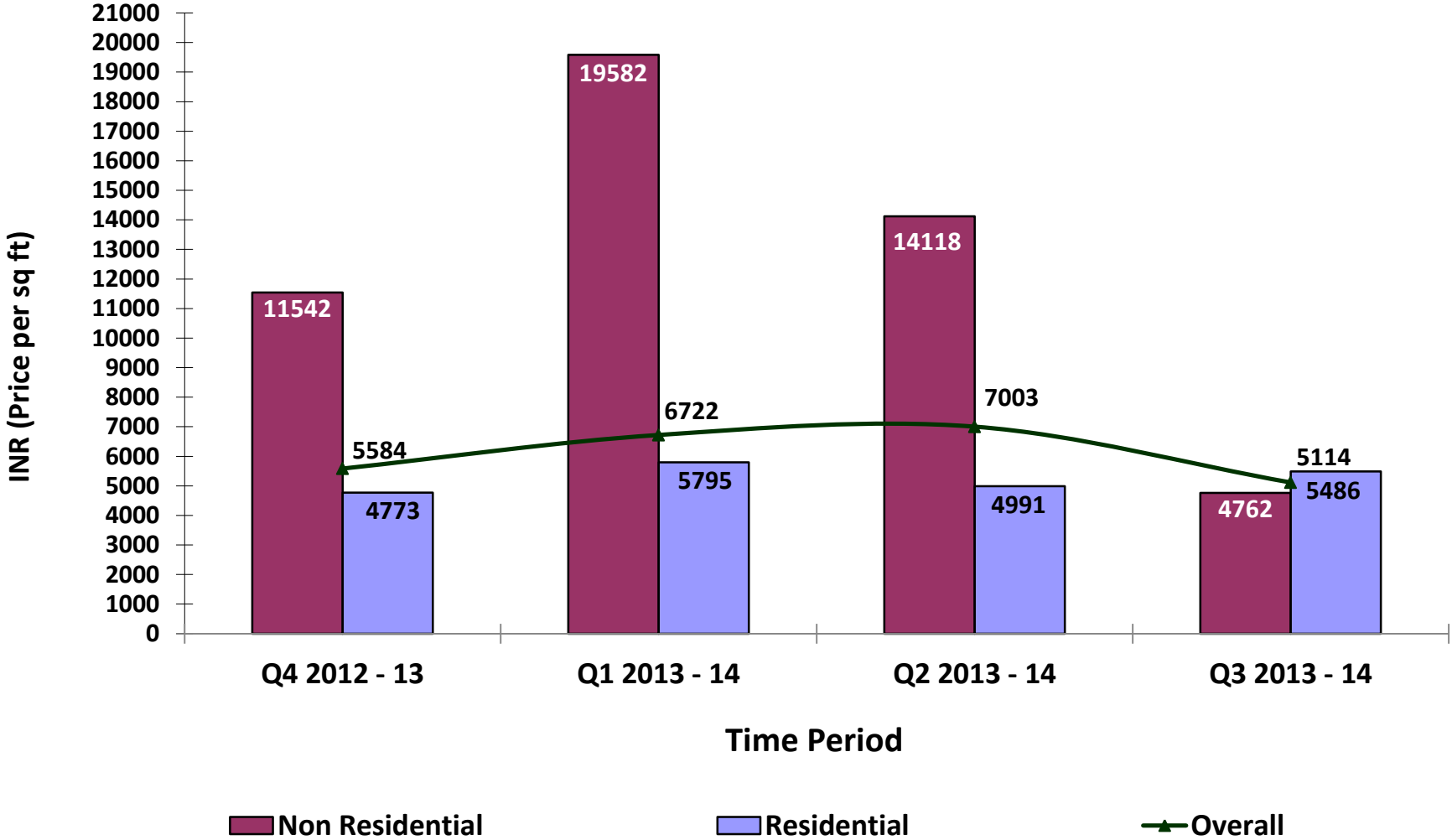
**REGIONWISE SALES BOOKINGS (VALUE) (Apr – Dec 2013)**



## SALES BOOKINGS DURING LAST 4 QUARTERS



# AVERAGE REALIZATION PER SQ FT DURING LAST 4 QUARTERS

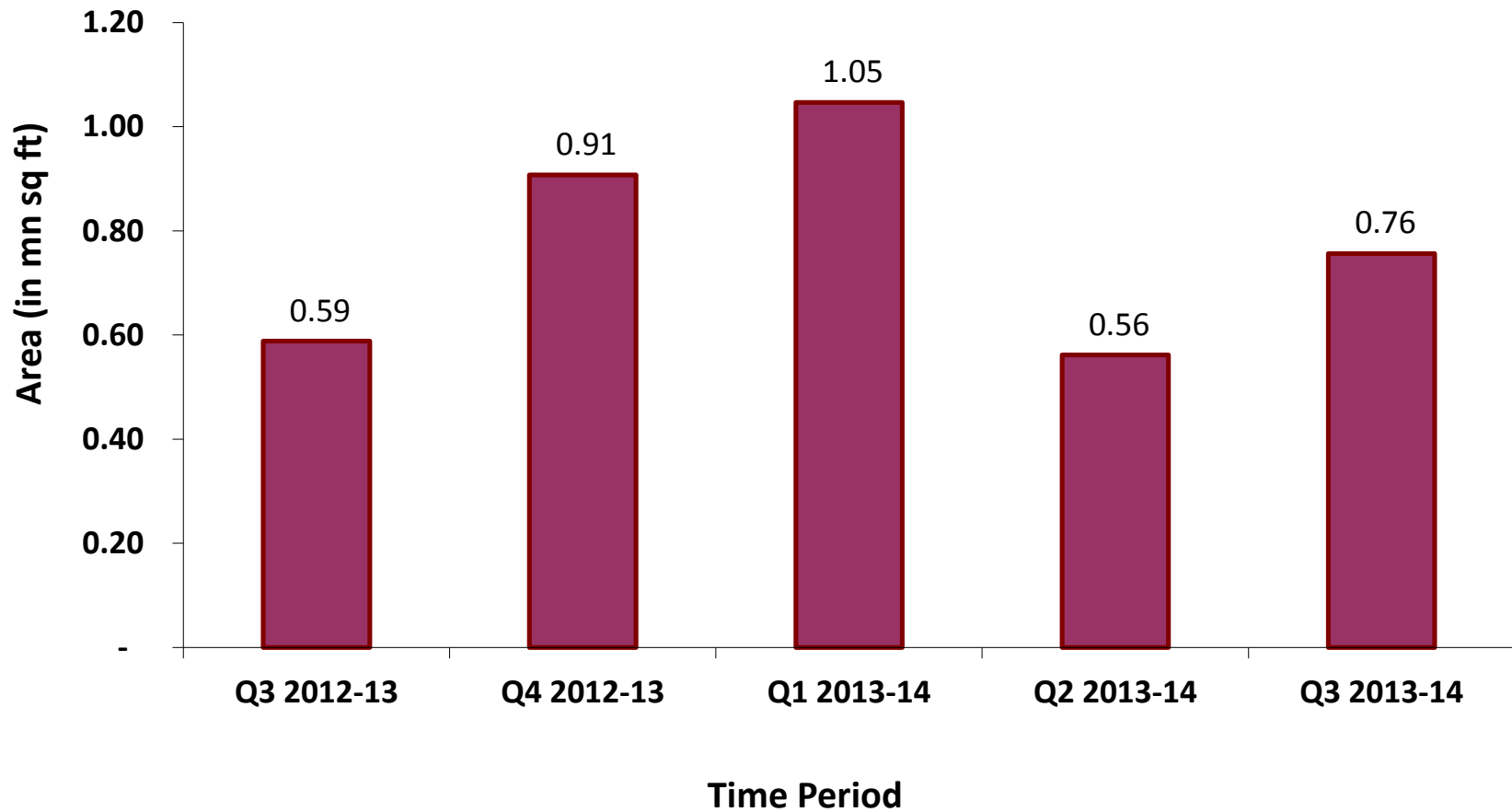


## DELIVERY STATUS OF PROJECTS

S No.	Particulars	Total Area under development (in mn sq ft)	Area Delivered During Apr - Dec 2013	Area delivered till 31 <sup>st</sup> Dec 2013 (mn sq ft)	Balance Area to be developed (in mn sq ft.)
1	Projects launched before Mar' 2009	25.22	1.24	15.50	9.71
2	Projects launched since Mar' 2009	30.10	0.77	1.50	28.61
3	Leased Area	-	0.36	-	-
	<b>Total</b>	<b>55.32</b>	<b>2.36</b>	<b>17.00</b>	<b>38.32</b>

- Over 2.3 million sq ft area delivered during first three quarters of F.Y. 2013-14
- Handing over is in progress in 23 projects (out of 32) launched before March 2009
- Projects launched since March 2009, handing over started in 10 projects

## POSSESSION STATUS OF PROJECTS FOR LAST 5 QUARTERS



## CONSTRUCTION STATUS OF PROJECTS LAUNCHED BEFORE MAR '09

Construction Stage	Number of projects	mn sq ft	% age	Projects
Handover / Finishing	23	20.46	81%	<b>Gurgaon</b> - 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; <b>G Noida</b> - Horizon, Heights, Cascades, Habitat; <b>Kolkata</b> - Gardens, Horizons, Heights, Downtown, Cascades, Gateway Cluster 1; <b>Lucknow</b> - South City Gardens
Structure Complete, Internal Work in progress	6	3.86	15%	<b>Gurgaon</b> - UW Resorts Villas; <b>G Noida</b> - Verve; <b>Noida</b> - UGCC Amber; <b>Kolkata</b> - Harmony, Air; <b>Mohali</b> - Executive Floors
Piling / Structure Work in Progress	0	0.00	0%	<b>None</b>
Land development activities in progress	3	0.90	4%	<b>G Noida</b> - UW City; <b>Gurgaon</b> - UW Resorts Plotted and <b>Mohali</b> - Plotted Development
<b>Total</b>	<b>32</b>	<b>25.22</b>	<b>100%</b>	

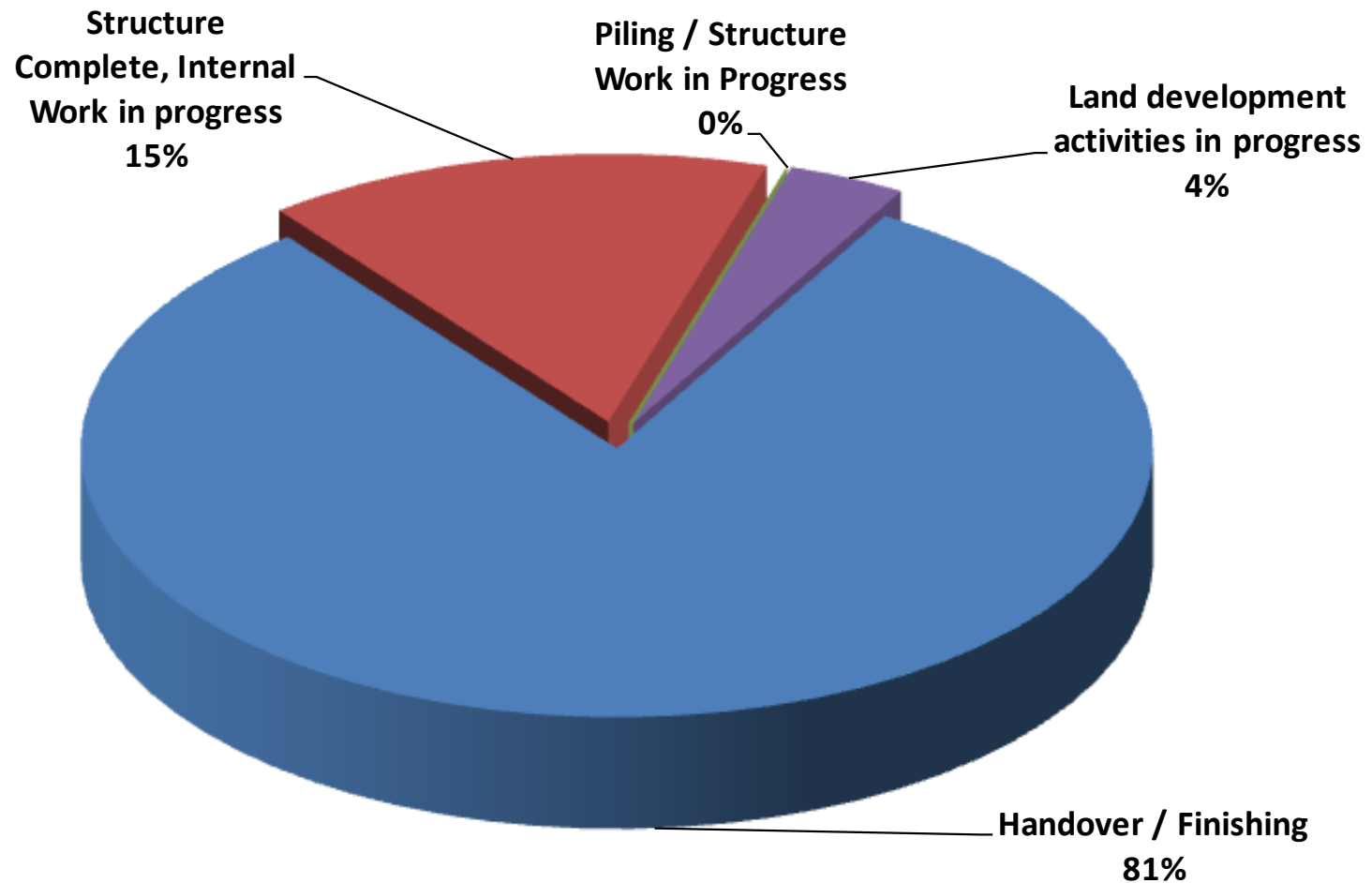
**More than 95% of our past projects are in finishing/handing over stages or where structure is complete and internal work is in progress**

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# CONSTRUCTION STATUS OF PROJECTS LAUNCHED BEFORE MAR '09

Total area under construction - 25.22 mn sq ft

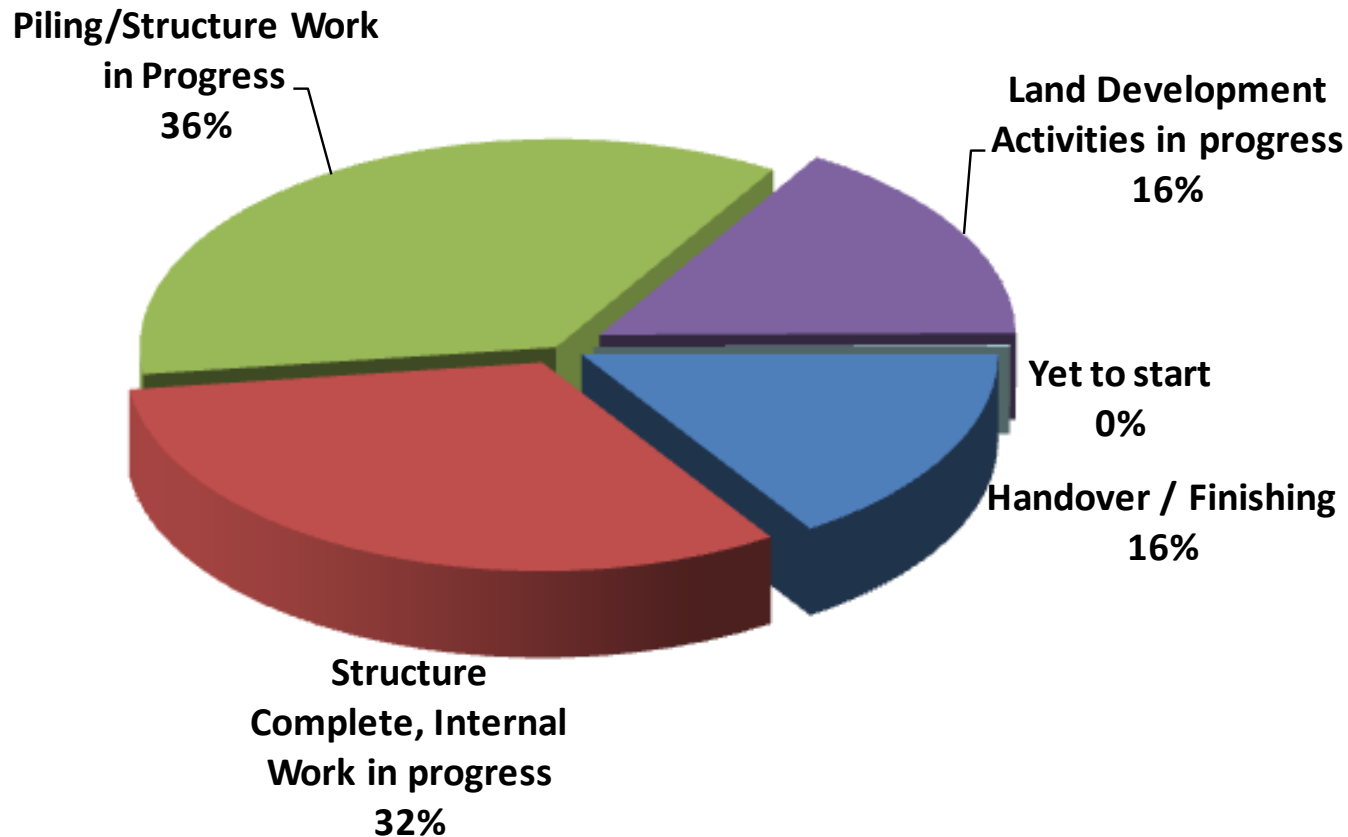


## CONSTRUCTION PROGRESS OF PROJECTS LAUNCHED SINCE MAR'09

Construction Stage	Number of projects	mn sq ft	% age of total	Projects
Handover / Finishing	10	4.74	16%	<b>Gurgaon</b> - Commercial Tower Sec-45, Nirvana Floors; <b>Kolkata</b> - Vistas, Chambers; <b>Chennai</b> - Aspen, Unihomes, Palm Villas, Greenwood City, Birch Court; <b>Bhopal</b> - Unihomes
Structure Complete, Internal Work in progress	18	9.68	32%	<b>Gurgaon</b> - Gardens II, Residences, Arcadia 2, UW Towers, Exquisite, Nirvana Country 2; <b>Noida</b> - Unihomes Ph 1, Unihomes Ph 2, Gardens Galleria; <b>Kolkata</b> - DT Retail; <b>Mohali</b> - Unihomes, Singleton Floors, Gardens; <b>Chennai</b> - Ananda, Brahma, Gulmohar Avenue, Unihomes 2; <b>Lucknow</b> - Gardens Galleria
Piling/ Structure Work in Progress	25	10.78	36%	<b>Gurgaon</b> - Sunbreeze, Vistas, South City II Floors, Espace Premiere, The Concourse, Signature Tower 2, The One, Signature Tower 3; <b>Kolkata</b> - Gateway Cl 2, Fresco; <b>Chennai</b> - Gardens, Chaitanya, Ekanta; <b>Noida</b> - UGCC Burgundy, UW Gardens, Unihomes 3, The Residences, Exquisite; <b>Mohali</b> - Downtown; <b>Bhopal</b> - Great India Place; <b>Bangalore</b> - Gardens Galleria, UW Resorts; <b>Dehradun</b> - The Residences, Great India Place; <b>Bhubneswar</b> - Bhubneswar 1
Land development activities in progress	17	4.85	16%	<b>Gurgaon</b> - South Park, The Willows, Nirvana Courtyard 2, Institutional Plots, Anthea Floors, Crestview, The Spruce, Ivy Terraces; <b>Mohali</b> - Aspen Greens, Gardens Galleria; <b>G Noida</b> - Unihomes Plotted; <b>Noida</b> - The Willows; <b>Rewari</b> - Unihomes, Ananda; <b>Ambala</b> - Unihomes, Ananda; <b>Dehradun</b> - Signature Towers
Yet to start	2	0.04	0%	<b>Noida</b> : Unihomes Superb; <b>Kochi</b> - The Great India Place
<b>Total</b>	<b>72</b>	<b>30.10</b>	<b>100%</b>	

## CONSTRUCTION PROGRESS OF PROJECTS LAUNCHED SINCE MAR'09

Total area under construction - 30.10 mn sq ft



Structure complete, Internal work in progress in 32% projects, Handover started in 10 projects.

# **Site Photographs**

## **Gurgaon Projects**



**FRESCO, GURGAON – Handover / Finishing in progress**





**ESCAPE, GURGAON – Handover/Finishing in Progress**



**HARMONY, GURGAON – Handover/Finishing in progress**





**WOODSTOCK FLOORS, GURGAON – Handover/Finishing in progress**





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





**RESIDENCES, GURGAON – Internal work in progress**





**VISTAS, GURGAON – Structure in progress**





**SUNBREEZE, GURGAON – Structure in progress**





**EXQUISITE, GURGAON – Structure in progress**



**ALDER GROVE, GURGAON – Structure complete, internal work in progress**





**ESPACE PREMIERE, GURGAON – Structure in progress, Show Villa ready**



**RESORT VILLAS, GURGAON – Structure complete, internal work in progress**



# Site Photographs

**G Noida and Noida**



**UGCC Amber (formerly Grande), NOIDA – Structure complete, Internal work in progress for all towers, The Deck & Golf Course already operational**



**UGCC Burgundy, NOIDA – Structure in progress**





**UNIHOMES, NOIDA – Structure complete, internal work in progress**



**UNIHOMES 2, NOIDA – Structure complete, internal work in progress**





**UNIWORLD GARDENS, NOIDA – Structure in Progress**



**UNIHOMES 3, NOIDA – Structure in Progress**





**EXQUISITE, NOIDA – Show Flat Ready**





**HEIGHTS, GREATER NOIDA – Handover / Finishing in progress**





**HORIZON, GREATER NOIDA – Handover/ Finishing in progress**



**CASCADES, GREATER NOIDA – Handover / Finishing in progress**





**HABITAT, GREATER NOIDA – Handover / Finishing in progress**



**VERVE, GREATER NOIDA – Structure complete, Internal work in progress**

# Site Photographs

**Mohali**





**EXECUTIVE FLOORS, MOHALI – Structure complete, internal work progress**



**GARDENS, MOHALI – Structure complete, internal work in progress**





**UNIHOMES, MOHALI – Structure Complete, Internal work in progress**



**ASPEN GREENS, MOHALI – Development work in progress**

# Site Photographs

**Chennai**





**UNI HOMES, CHENNAI – Handover / Finishing in progress**



**UNIHOMES II, CHENNAI – Internal work in progress**





**PALM VILLAS, CHENNAI – Handover / Finishing in progress**





**UW GARDENS, CHENNAI – Structure work in progress**



**BRAHMA - NORTH TOWN, CHENNAI – Structure work in progress**





**ANANDA - NORTH TOWN, CHENNAI – Internal work in progress**





**GULMOHAR AVENUE, NORTH TOWN, CHENNAI – Internal work in progress**



**CHAITANYA - NORTH TOWN, CHENNAI – Piling / Structure work in progress**





**EKANTA - NORTH TOWN, CHENNAI – Piling / Structure work in progress**



# Site Photographs

**Kolkata**



**DOWNTOWN, KOLKATA – Handover / Finishing in progress**



**CASCADES, KOLKATA – Handover / Finishing in Progress**





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



**VISTAS, KOLKATA – Handover / Finishing in Progress**





**AIR, KOLKATA – Structure Complete, Internal work in progress**





**FRESCO, KOLKATA – Structure work in progress**



**HEIGHTS, KOLKATA – Handover / Finishing in progress**





**CHAMBERS, KOLKATA – Handover / Finishing in progress**



# Site Photographs

**Bhopal**



**UNI HOMES, Bhopal – Handover / Finishing in progress**

**Thank You**

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