

# Operations Update

(Apr'13 – Mar'14)

**unitech**

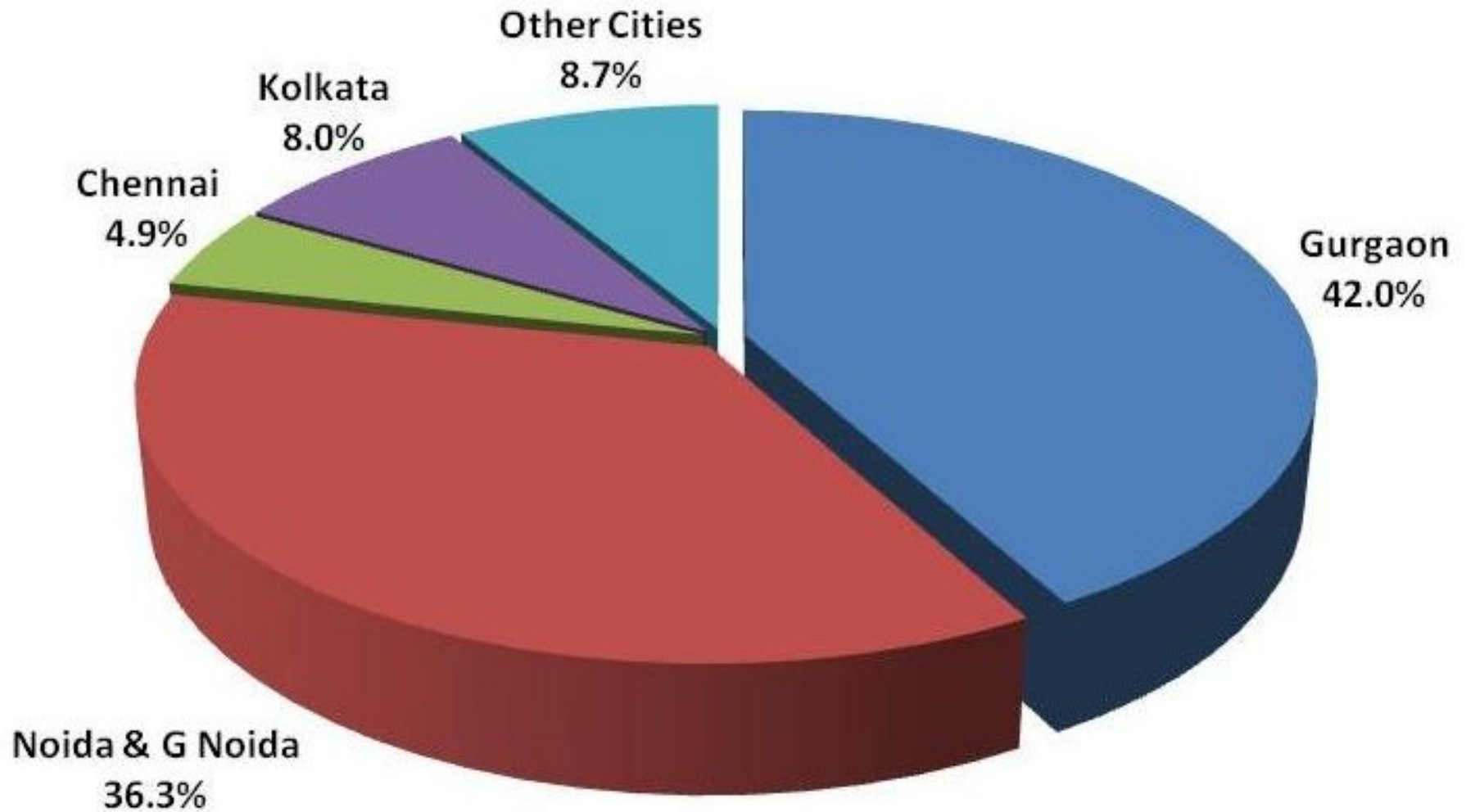
## SALES BOOKINGS (Apr – Mar 2014)

City	Area Launched (mn sq ft)	Area sold (mn sq ft)	Sales Value (INR Cr)
Gurgaon	1.63	0.82	631
Noida & G Noida	2.37	0.69	546
Chennai	0.61	0.23	74
Kolkata	0.00	0.20	121
Other Cities	1.19	0.39	131
<b>Total</b>	<b>5.81</b>	<b>2.33</b>	<b>1502</b>

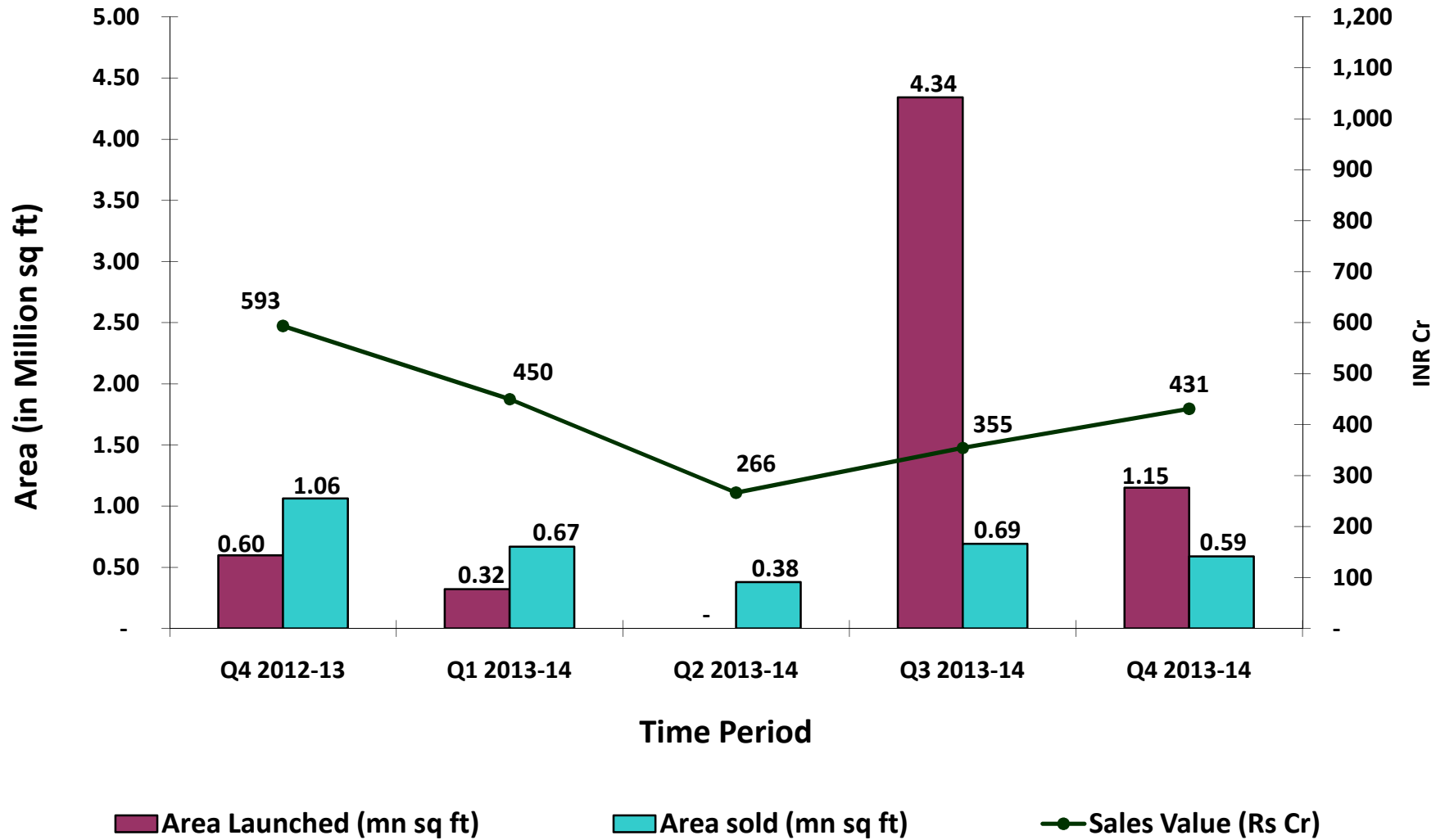
Segment	Area sold (mn sq ft)	Booked Value (INR Cr)	Avg. Realisation (INR per sq ft)
Non-Residential	0.62	537	8700
Residential	1.71	965	5628
<b>Total</b>	<b>2.33</b>	<b>1502</b>	<b>6442</b>

**Over INR 1500 Cr of sales bookings achieved during F.Y. 2013-14**

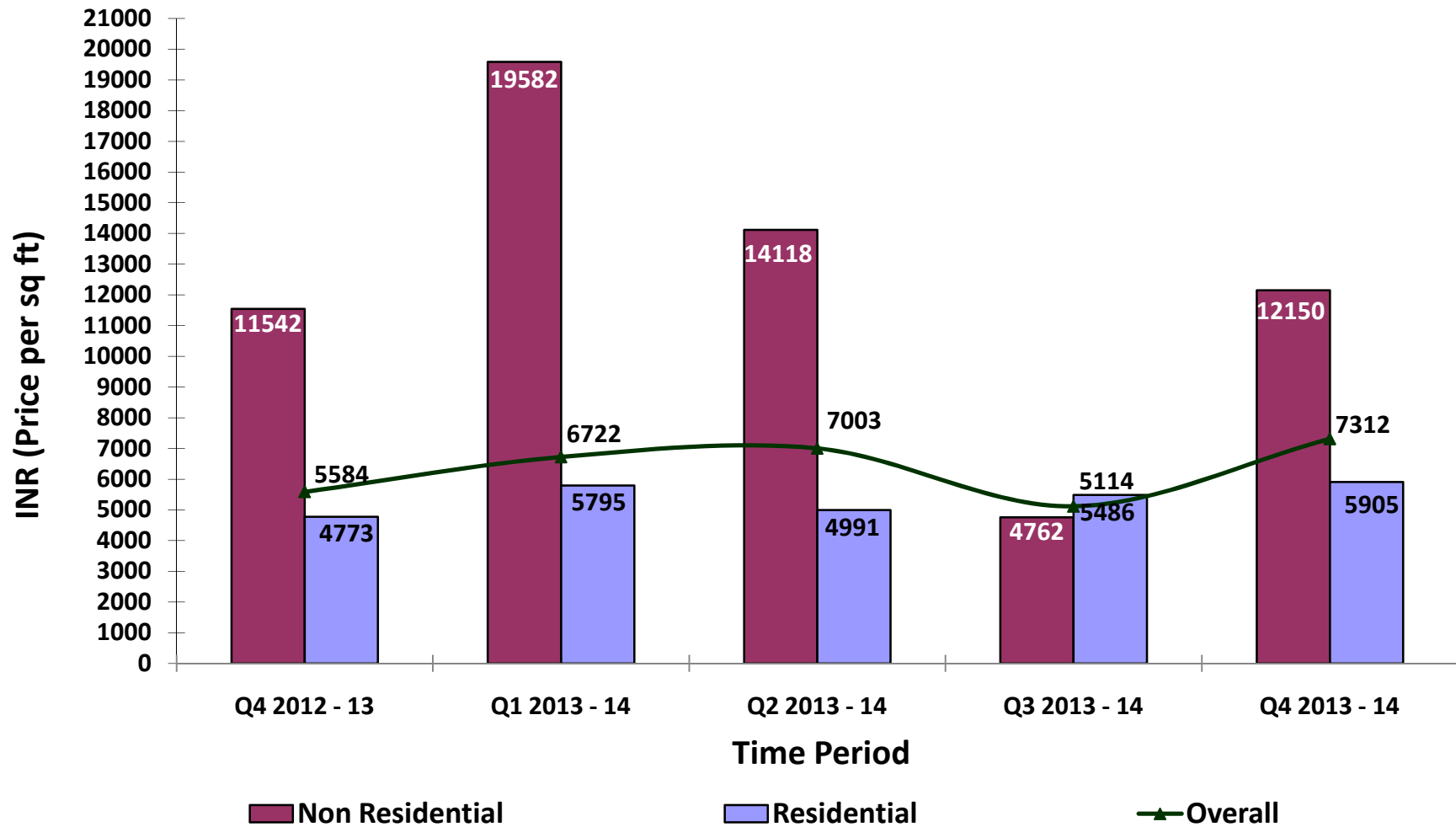
**REGIONWISE SALES BOOKINGS (VALUE) (Apr – Mar 2014)**



## SALES BOOKINGS DURING LAST 5 QUARTERS



## AVERAGE REALIZATION PER SQ FT DURING LAST 5 QUARTERS



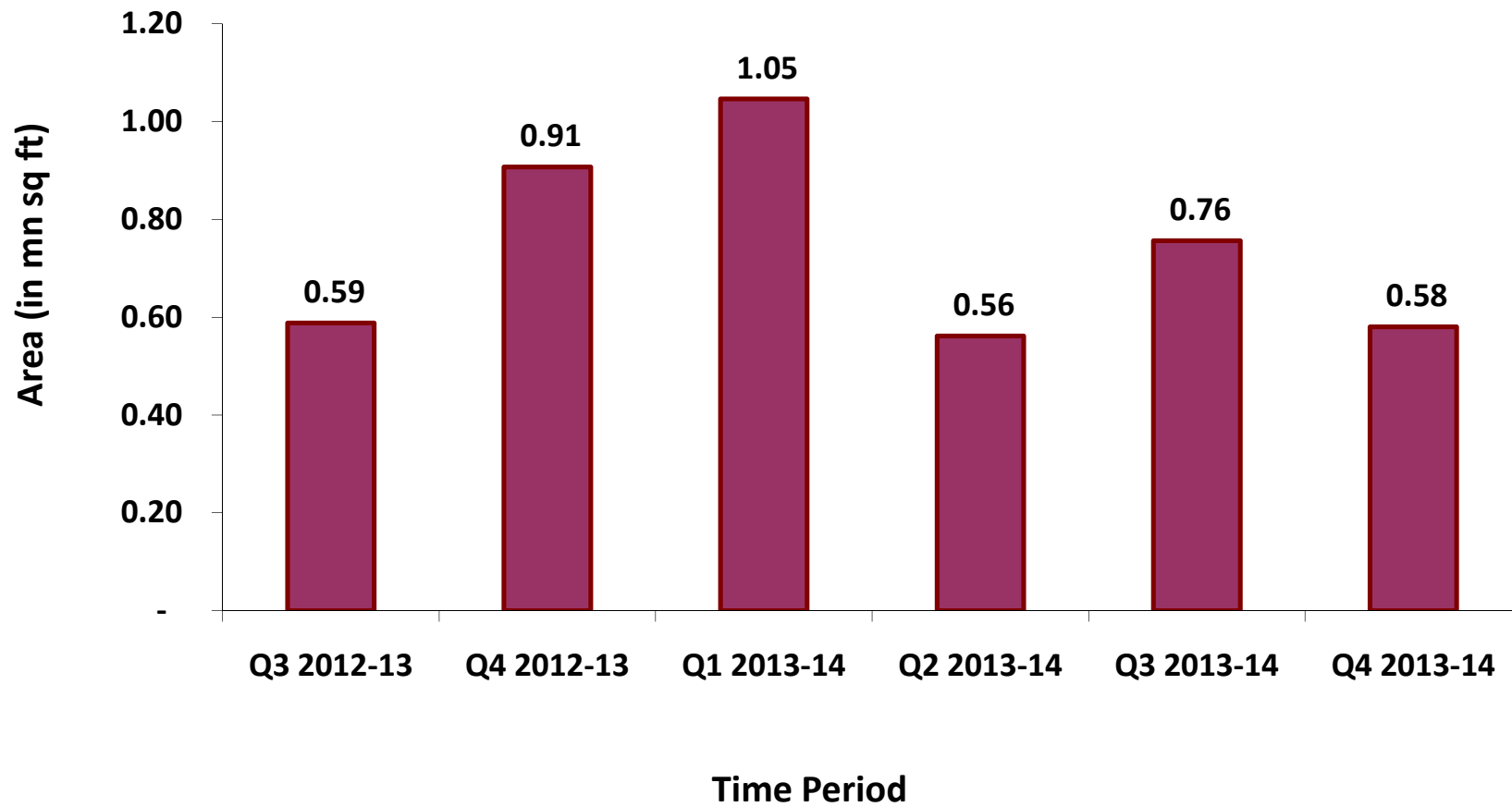
DELIVERY STATUS OF PROJECTS					
S No.	Particulars	Total Area Sold till 31 <sup>st</sup> Mar 2014* (mn sq ft)	Area Delivered During Apr - Mar 2014	Area delivered cumulative till 31 <sup>st</sup> Mar 2014 (mn sq ft)	Balance Area under development (mn sq ft.)
1	Sold Area	55.90	2.50	17.49	38.41
2	Leased Area	-	0.44	-	-
	<b>Total</b>	<b>55.90</b>	<b>2.95</b>	<b>17.49</b>	<b>38.41</b>

\* This is the total area sold till 31<sup>st</sup> Mar 2014 and only a part of this is due for delivery

- Over 2.95 million sq ft area delivered during F.Y. 2013-14
- Handing over is in progress in 36 projects across regions
- Handing over started in two more projects during last quarter of F.Y. 2013-14

**POSSESSION STATUS OF PROJECTS FOR LAST 5 QUARTERS**

**Possession Status (in mn sq ft)**



## CONSTRUCTION STATUS OF PROJECTS

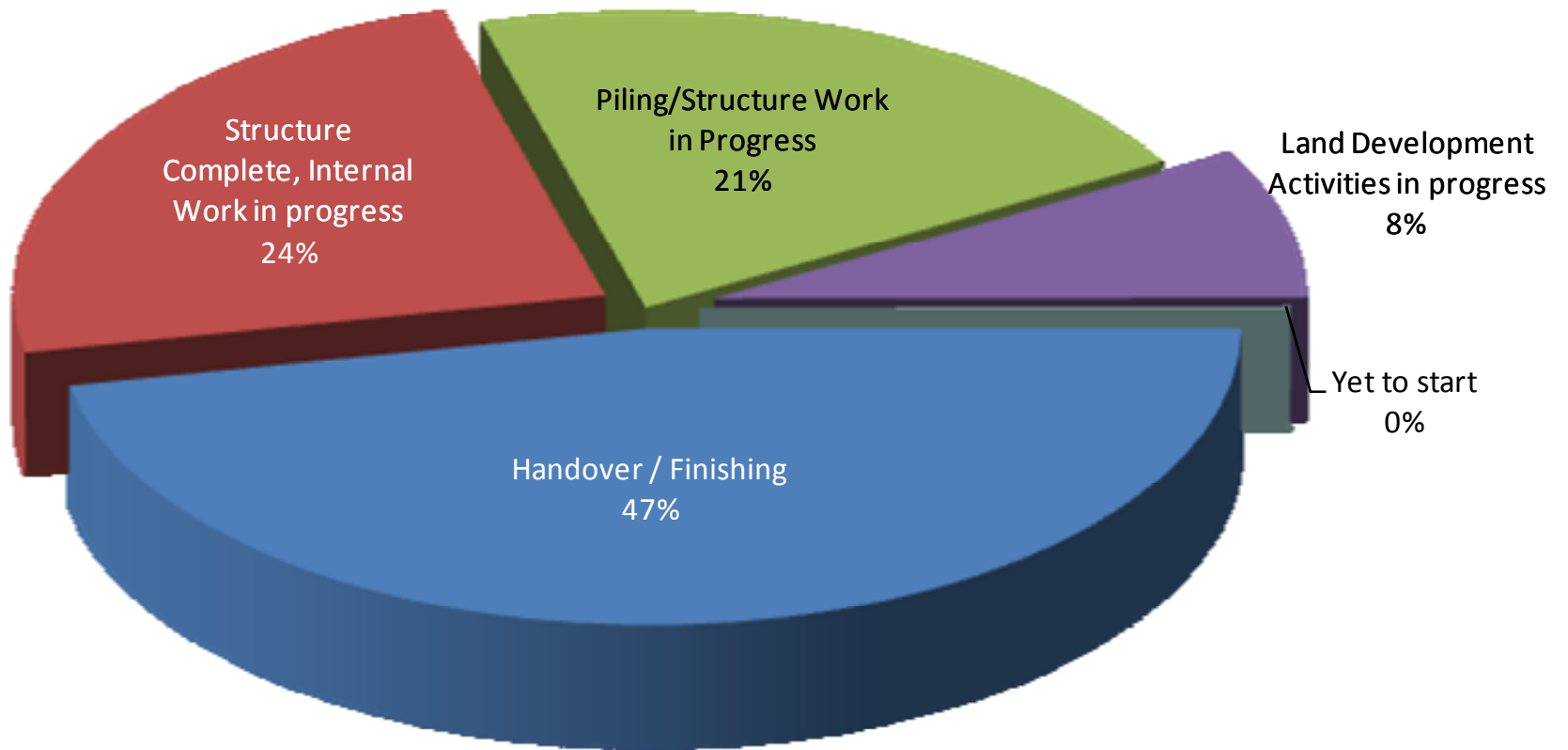
Construction Stage	Number of projects	mn sq ft	% age of total	Projects
Handover / Finishing	36	26.22	47%	<b>Gurgaon:</b> The Close (South), The Close (North), World Spa, Fresco, Escape, Harmony, Espace, Nirvana Floors, Nirvana Courtyard, Arcadia, Business Zone, Comm Tower GW City, South City II Shops, Others; <b>Greater Noida/Noida:</b> Horizon, Heights, Cascades, Habitat, Verve; <b>Kolkata:</b> Gardens, Horizons, Heights, Downtown, Cascades, Vistas, Gateway Cluster I, Chambers, DT Retail; <b>Bhopal:</b> Unihomes; <b>Mohali:</b> Plotted Development; <b>Chennai:</b> Unihomes, Aspen, Palm Villas, Greenwood City, Birch Court; <b>Lucknow:</b> South City Gardens, Plots
Structure Complete, Internal work in progress	23	13.20	24%	<b>Gurgaon:</b> UW Resorts Villas, UW Gardens - II, Residences, Nirvana Country II, Exquisite, UW Towers, Signature Tower II, Arcadia 2; <b>Noida/Greater Noida:</b> Grande, Unihomes Ph-1, Unihomes Ph-2, Gardens Galleria; <b>Kolkata:</b> Air, Harmony; <b>Mohali:</b> Singleton Floors, Executive Floors, Unihomes, Gardens; <b>Chennai:</b> Ananda, Brahma, Gulmohur Avenue, Unihomes 2; <b>Lucknow:</b> Gardens Galleria
Structure work in progress	26	11.89	21%	<b>Gurgaon:</b> Sunbreeze, Vistas, South City II Floors, Espace Premiere, South Park, The One, The Concourse, Signature Tower III, Global Gateway; <b>Noida/Greater Noida:</b> Burgundy, UW Gardens, Unihomes 3, The Residences, Exquisite; <b>Kolkata:</b> Gateway Cluster II, Fresco; <b>Bangalore:</b> UW Resorts, Gardens Galleria; <b>Bhopal:</b> The Great India Place; <b>Mohali:</b> Downtown; <b>Chennai:</b> Gardens, Chaitanya, Ekanta Phase-1; <b>Dehradun:</b> The Residences, The Great India Place; <b>Bhubneshwar:</b> Bhubneshwar One
Land development activities in progress	18	4.55	8%	<b>Gurgaon:</b> UW Resorts Plotted, The Willows, Anthea Floors, Crestview, The Spruce, Ivy Terraces, Institutional Plots, Nirvana Courtyard II; <b>Noida/Greater Noida:</b> UW City, Unihomes plotted, The Willows; <b>Mohali:</b> Gardens Galleria, Aspen Greens; <b>Rewari:</b> Unihomes, Ananda; <b>Ambala:</b> Unihomes, Ananda; <b>Dehradun:</b> Signature Towers
Yet to start	1	0.03	0%	<b>Noida:</b> Unihomes Superb
<b>Total</b>	<b>104</b>	<b>55.90</b>	<b>100%</b>	

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## CONSTRUCTION STATUS OF PROJECTS

Total area under construction - 55.90 mn sq ft



# **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 – Internal work 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**



**UGCC The Willows, NOIDA – Development work in progress**





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



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





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



**EXQUISITE, NOIDA – Show Flat Ready**





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





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





**VERVE, GREATER NOIDA – Handover / Finishing 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**



**PLOTTED DEVELOPMENT, MOHALI – Development work in progress, Handover also started**

# Site Photographs

**Chennai**





**UNIHOMES, 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 complete, internal work in progress**





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



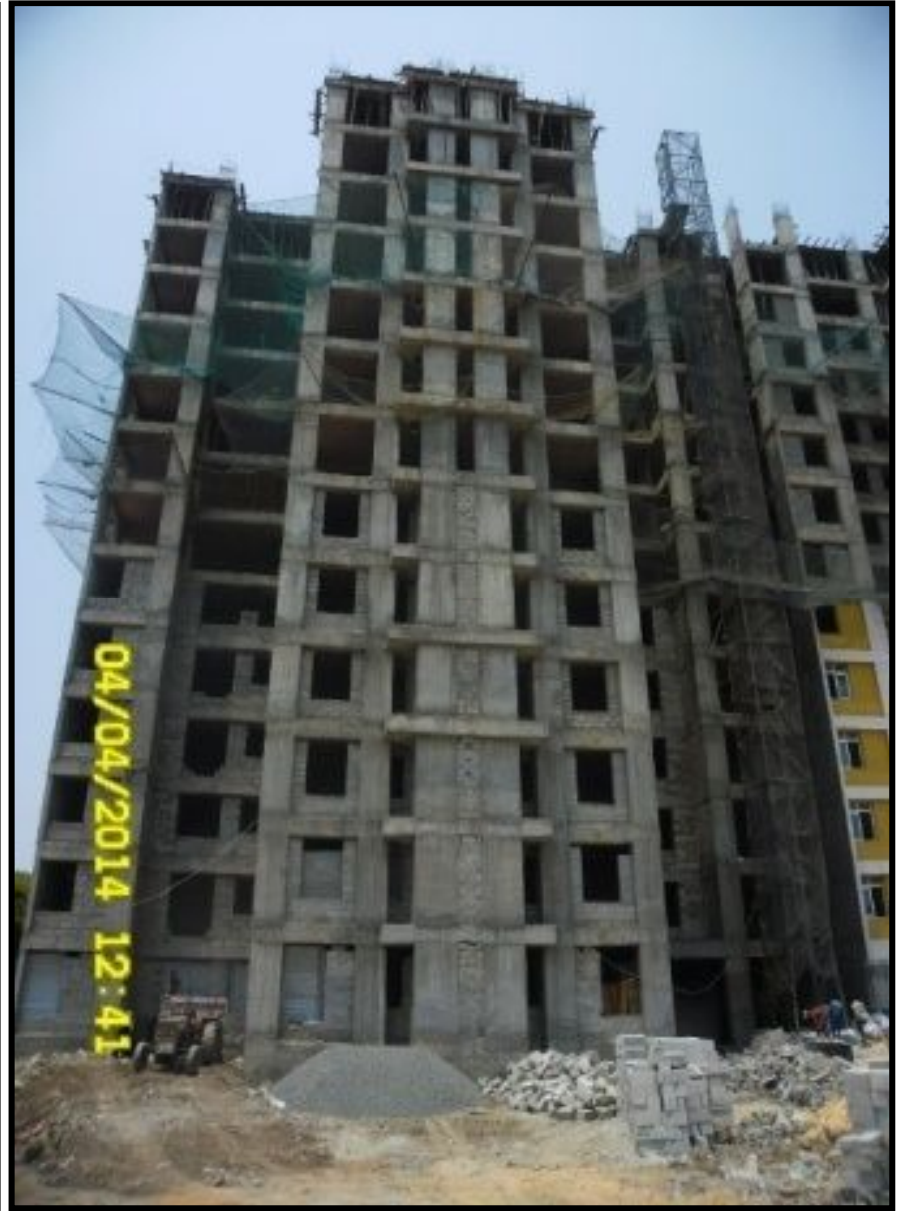


**GULMOHAR AVENUE, NORTH TOWN, CHENNAI – Internal work in progress**





**CHAITANYA - NORTH TOWN, CHENNAI - Structure work in progress**



**EKANTA - NORTH TOWN, CHENNAI – 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**



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

# Site Photographs

**Bhopal**





**UNIHOMES, Bhopal – Handover / Finishing in progress**



**THE GREAT INDIA PLACE, Bhopal – Structure in progress**

**Thank You**

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