

Unitech Limited

A Diversified Real Estate Company



EXECUTIVE SUMMARY

- **Unitech's focus on Capital Efficiency has enabled it to grow to a US 21 billion market cap company with an external capital of under US 10 million.**
- **Unitech is well-poised to play a major role in real estate in India**
- **The company has a dynamic vision for the future and ambitious plans to realize its vision in various sectors**

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\$ 21 billion**
- **Diverse residential, commercial, retail, entertainment and hospitality projects**
- **Land reserves of nearly 13,750 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

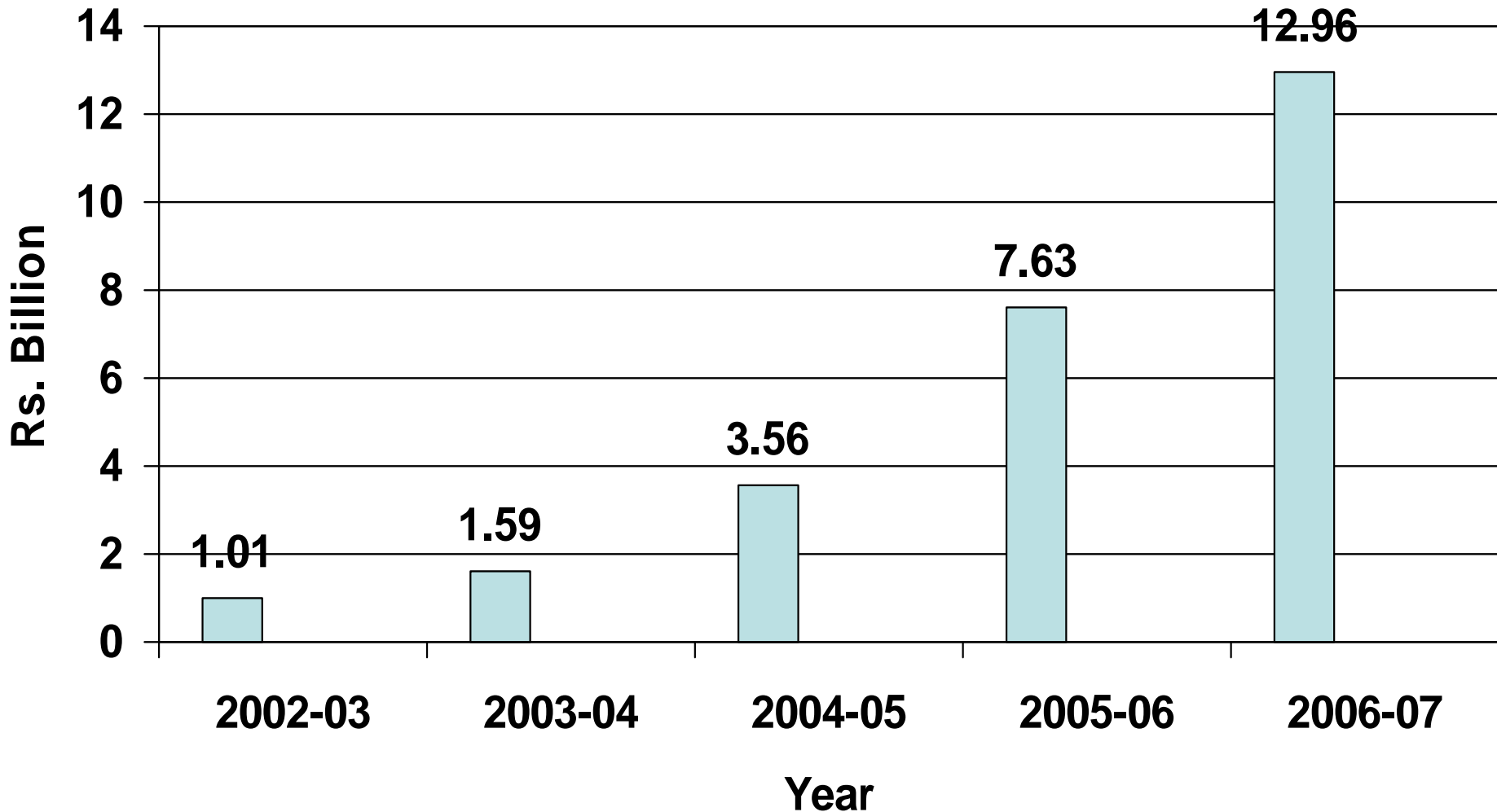
CONSISTENTLY HIGH FINANCIAL PERFORMANCE

| | H1 FY 2008 (Rs Billion) | FY 2007 (Rs Billion) | FY 2006 (Rs Billion) |
|---|----------------------------|-------------------------|-------------------------|
| Total Income | 19.63 | 33.88 | 9.26 |
| Total Expense | 8.71 | 12.87 | 7.30 |
| Interest | 1.39 | 3.02 | 0.46 |
| Depreciation | 0.06 | 0.08 | 0.11 |
| Profit Before Tax | 9.47 | 17.92 | 1.39 |
| Profit After Tax | 7.77 | 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) | 4.78 | 16.09 | 67.33 |
| Reserves (excluding revaluation reserve) | 25.21 | 18.80 | 2.47 |
| Total Debt | 57.19 | 39.81 | 10.45 |
| Cash & Cash Equivalents | 13.93 | 14.30 | 3.98 |
| Sundry Debtors | 2.93 | 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

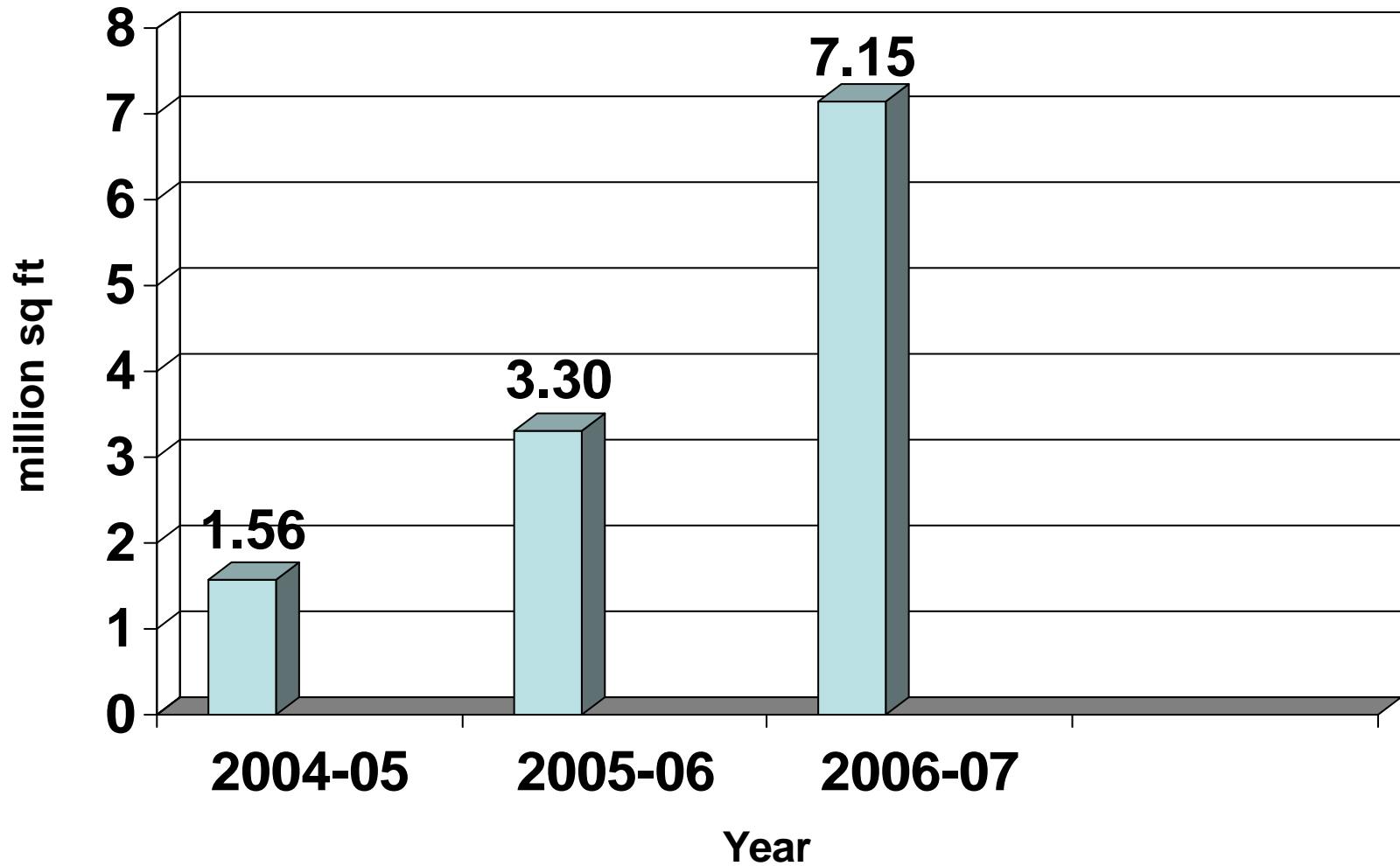
OPERATIONAL PERFORMANCE

- HIGH GROWTH IN VALUE OF WORK DONE

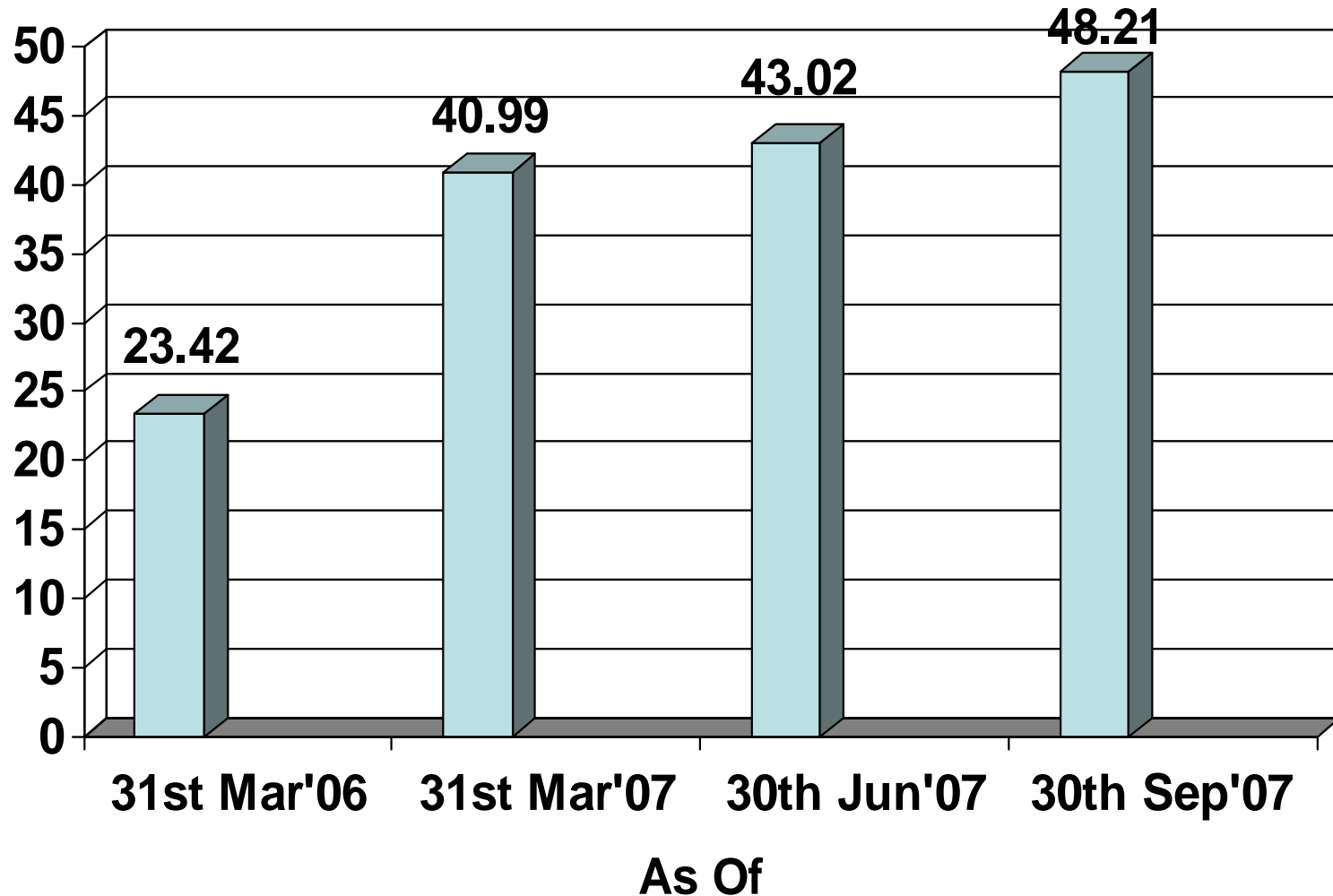


OPERATIONAL PERFORMANCE

- STRONG GROWTH IN AREA DELIVERED



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



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 | 709 | 41.57 | .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 | 18513 | 822.92 | 11.00 |

Share of Unitech in land at certain locations is less than 100%. Unitech's share in total land shown above is approx. **13758 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.
- Nearly 30 million sqft 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
- Aggressive plans to develop malls in new markets
- Client profile includes almost every major retail chain in India



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:**
 - **5,000 rooms**
 - **28 properties with various hotel chain brands**

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).



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