## UNITECH LIMITED

CIN: L74899DL1971PLC009720 Regd. Office: 6, Community Centre, Saket, New Delhi 110017 Statement of Consolidated Results for the Quarter & Nine Months Ended December 31, 2014

| for the Quarter & Nine Months Ended December 31, 2014 |   |             |               |             |                       |             |                                |
|---|---|-------------|---------------|-------------|-----------------------|-------------|--------------------------------|
| SI. No.   | Particulars   |             | Quarter Ended |             | ر ا Nine Months Ended |             | Lacs except EPS)<br>Year Ended |
|   |   | 31.12.2014  | 30.09.2014    | 31.12.2013  | 31.12.2014            | 31.12.2013  | 31.03.2014                     |
| 01.110.   |   | (Unaudited) | (Unaudited)   | (Unaudited) | (Unaudited)           | (Unaudited) | (Audited)                      |
|   |   |             |               |             |                       |             |                                |
| 1.  | Income from Operations  |             |               |             |                       |             |                                |
|   | (a) Net sales / Income from Operations (Net of Excise Duty)                           | 70,456.10   | 38,372.95     | 73,167.62   | 261,041.92            | 190,000.61  | 293,331.85                     |
|   | Total income from Operations (Net)  | 70,456.10   | 38,372.95     | 73,167.62   | 261,041.92            | 190,000.61  | 293,331.85                     |
|   | ····· • • • • • • • • • • • • • • • • •   | ,           |               |             |                       | ,           |                                |
| 2.  | Expenses  |             |               |             |                       |             |                                |
|   | (a) Cost of Material Consumed   | 4,043.62    | 3,836.50      | 6,595.85    | 14,338.04             | 20,795.11   | 29,562.39                      |
|   | (b) Real estate, Construction and Other Expenses                                      | 46,869.75   | 20,702.31     | 48,432.94   | 97,610.98             | 116,068.23  | 187,922.61                     |
|   | (c) Changes in Inventories of finished properties, land, land development             |             |               |             |                       |             |                                |
|   | right and work in progress  | 3,054.84    | 713.87        | 874.97      | 4,185.13              | (1,076.01)  | (199.16)                       |
|   | (d) Employee Benefits Expense   | 4,344.42    | 4,539.54      | 5,139.71    | 13,488.80             | 15,896.91   | 21,310.49                      |
|   | (e) Depreciation and Amortisation Expense   | 760.00      | 1,196.33      | 1,196.14    | 3,034.83              | 3,491.92    | 5,041.28                       |
|   | (f) Other expenses  | 7,039.38    | 9,896.76      | 9,337.08    | 23,282.42             | 27,060.24   | 38,116.25                      |
|   | Total Expenses  | 66,112.01   | 40,885.31     | 71,576.69   | 155,940.20            | 182,236.40  | 281,753.86                     |
| 3.  | Profit/(Loss) from Operations before Other income, Finance                            |             |               |             |                       |             |                                |
| 0.  | costs, Exceptional items and Prior Period Adjustments(1-2)                            | 4,344.09    | (2,512.36)    | 1,590.93    | 105,101.72            | 7,764.21    | 11,577.99                      |
| 4.  | Other income  | 1,742.82    | 2,207.54      | 6,191.96    | 5,124.87              | 12,468.02   | 16,658.87                      |
| ч.  |   | 1,742.02    | 2,207.04      | 0,101.00    | 5,124.07              | 12,400.02   | 10,030.07                      |
| 5.  | Profit/(Loss) from Ordinary activities before Finance Costs,                          |             |               |             |                       |             |                                |
|   | Exceptional Items and Prior Period Adjustments (3+4)                                  | 6,086.91    | (304.82)      | 7,782.89    | 110,226.59            | 20,232.23   | 28,236.86                      |
| 6.  | Finance Costs   | 733.83      | 344.50        | 2,806.85    | 1,424.46              | 3,876.24    | 7,650.19                       |
| 7.  | Profit/(Loss) from Ordinary activities after Finance costs but                        |             |               |             |                       |             |                                |
|   | before Exceptional Items and Prior Period Adjustments (5-6)                           | 5,353.08    | (649.32)      | 4,976.04    | 108,802.13            | 16,355.99   | 20,586.67                      |
| 8.  | Exceptional items   | -           | -             | -           | -                     | -           | -                              |
| 9.  | Prior Period Adjustments  | (3.10)      | (8.28)        | 6.11        | (10.33)               | 31.25       | 32.59                          |
| 10.   | Profit/(Loss) from Ordinary Activities before tax (7+8+9)                             | 5,349.98    | (657.60)      | 4,982.15    | 108,791.80            | 16,387.24   | 20,619.26                      |
| 11.   | Tax Expense   |             |               |             |                       |             |                                |
|   | (a) Current Tax   |             |               |             |                       |             |                                |
|   | Current Year  | 3,743.02    | 1,335.92      | 2,070.31    | 6,879.52              | 5,697.69    | 9,139.31                       |
|   |   | ,           |               |             |                       | ,           | ,                              |
|   | Earlier Years   | (0.01)      | 1.41          | 17.53       | 1.65                  | 17.93       | 30.22                          |
|   | (b) Deferred Tax  | (1,492.71)  | (105.87)      | 2.80        | 1,553.29              | 27.06       | (3,463.98)                     |
| 12.   | Net Profit/(Loss) from Ordinary Activities after tax (10-11)                          | 3,099.68    | (1,889.06)    | 2,891.51    | 100,357.34            | 10,644.56   | 14,913.71                      |
|   |   |             |               |             |                       |             |                                |
| 13.   | Less : Extraordinary loss   | -           | -             | -           | 99,072.66             | -           | 10,301.62                      |
| 14.   | Net Profit/(Loss) for the Period (12-13)  | 3,099.68    | (1,889.06)    | 2,891.51    | 1,284.68              | 10,644.56   | 4,612.09                       |
| 15.   | Share of Profit/ (Loss) of associates   | 8.08        | (11.66)       | 10.73       | 46.43                 | 17.35       | 16.99                          |
| 16.   | Minority interest<br>Net Profit/(Loss) after share of Profit / (Loss) of associates & | 1,226.04    | 430.78        | 380.33      | 2,089.17              | 1,467.31    | 2,345.00                       |
| 17.   | Minority interest for the Period (14+15+16)   | 4,333.80    | (1,469.94)    | 3,282.57    | 3,420.28              | 12,129.22   | 6,974.08                       |
|   |   |             |               |             |                       |             |                                |
| 18.   | Paid-up equity share capital  | 52,326.02   | 52,326.02     | 52,326.02   | 52,326.02             | 52,326.02   | 52,326.02                      |
| 19.   | (Face Value - ₹ 2 per share)<br>Deserves evolution Devolution Deserves on per Delence |             |               |             |                       |             | 4 402 690 70                   |
| 19.   | Reserves excluding Revaluation Reserves as per Balance                                |             |               |             |                       |             | 1,103,689.76                   |
|   | sheet of previous accounting year   |             |               |             |                       |             |                                |
|   |   |             |               |             |                       |             |                                |
| 20.i  | Earning Per share (Before Extraordinary Items)  |             |               |             |                       |             |                                |
|   | (of ₹ 2 each ) *(Not Annualised)  |             |               |             |                       |             |                                |
|   | Basic and Diluted (₹)   | 0.17*       | (0.06)*       | 0.12*       | 3.92*                 | 0.46*       | 0.66                           |
| 20.ii   | Earning Per share (After Extraordinary Items)   |             |               |             |                       |             |                                |
|   | (of ₹ 2 each ) *(Not Annualised)  |             |               |             |                       |             |                                |
|   | Basic and Diluted (₹)   | 0.17*       | (0.06)*       | 0.12*       | 0.13*                 | 0.46*       | 0.27                           |
|   |   |             |               |             |                       |             |                                |

## Select Information for the Quarter & Nine Months Ended 31.12.2014

|         | Particulars   | Quarter Ended            |            |            | Nine Months Ended |            | Year Ended |  |
|---------|---|--------------------------|------------|------------|-------------------|------------|------------|--|
| SI. No. |   | 31.12.2014               | 30.09.2014 | 31.12.2013 | 31.12.2014        | 31.12.2013 | 31.03.2014 |  |
| Α       | PARTICULARS OF SHAREHOLDING   |                          |            |            |                   |            |            |  |
| 1       | Public Shareholding   |                          |            |            |                   |            |            |  |
|         | - Number of shares  | 1440468179               | 1370468179 | 1353394179 | 1440468179        | 1353394179 | 1360394179 |  |
|         | - Percentage of shareholding  | 55.06                    | 52.38      | 51.73      | 55.06             | 51.73      | 52.00      |  |
| 2       | Promoters and Promoter Group Shareholding   |                          |            |            |                   |            |            |  |
| _       | a) Pledged / Encumbered   |                          |            |            |                   |            |            |  |
|         | - Number of shares  | 1062860005               | 1125331541 | 1140977944 | 1062860005        | 1140977944 | 1141902391 |  |
|         | <ul> <li>Percentage of shares (as a % of the total shareholding of</li> </ul>                     | 90.39                    | 90.33      | 90.35      | 90.39             | 90.35      | 90.92      |  |
|         | promoter and promoter group)  |                          |            |            |                   |            |            |  |
|         | <ul> <li>Percentage of shares (as a % of the total share capital of</li> </ul>                    | 40.62                    | 43.01      | 43.61      | 40.62             | 43.61      | 43.64      |  |
|         | the company)  |                          |            |            |                   |            |            |  |
|         | b) Non - encumbered   |                          |            |            |                   |            |            |  |
|         | - Number of shares  | 112972863                | 120501327  | 121928924  | 112972863         | 121928924  | 114004477  |  |
|         | <ul> <li>Percentage of shares (as a % of the total shareholding of</li> </ul>                     | 9.61                     | 9.67       | 9.65       | 9.61              | 9.65       | 9.08       |  |
|         | promoter and promoter group)  |                          |            |            |                   |            |            |  |
|         | <ul> <li>Percentage of shares (as a % of the total share capital of<br/>the common is)</li> </ul> | 4.32                     | 4.61       | 4.66       | 4.32              | 4.66       | 4.36       |  |
|         | the company)  | Quarter Ended 31.12.2014 |            |            |                   |            |            |  |
| в       | Investor Complaints   | NIL                      |            |            |                   |            |            |  |
|         | <ul> <li>Pending at the beginning of the Quarter</li> </ul>                                       |                          |            |            |                   |            |            |  |
|         | - Received during the Quarter   | 7                        |            |            |                   |            |            |  |
|         | - Disposed of during the Quarter  | 6                        |            |            |                   |            |            |  |
|         | <ul> <li>Remaining unresolved at the End of the Quarter</li> </ul>                                |                          |            |            | 1                 |            |            |  |
|         | <b>,</b>  |                          |            |            |                   |            |            |  |

Consolidated Segment-wise Revenue, Results and Capital Employed for the Quarter & Nine Months Ended December 31, 2014

| 1. No.      | Particulars Segment Revenue (a) Real estate and related activities (b) Transmission Towers (c) Property Management (d) Hospitality (e) Investment activities (f) Others                  | 31.12.2014<br>(Unaudited)<br>66,392.60<br>4,514.69<br>4,223.37<br>1,505.90 | Quarter Ended<br>30.09.2014<br>(Unaudited)<br>24,928.94<br>5,477.71<br>5,075.17 | 31.12.2013<br>(Unaudited)<br>56,141.23<br>10,061.16 | Nine Mont<br>31.12.2014<br>(Unaudited)<br>143,482.13 | 31.12.2013<br>(Unaudited)<br>144,337.39 | Year Ended<br>31.03.2014<br>(Audited)<br>232,713.8 |
|-------------|--|--|---|---|--|---|--|
|             | Segment Revenue<br>(a) Real estate and related activities<br>(b) Transmission Towers<br>(c) Property Management<br>(d) Hospitality<br>(e) Investment activities                          | (Unaudited)<br>66,392.60<br>4,514.69<br>4,223.37                           | (Unaudited)<br>24,928.94<br>5,477.71  | (Unaudited)<br>56,141.23                            | (Unaudited)<br>143,482.13                            | (Unaudited)                             | (Audited)  |
| 1.          | <ul> <li>(a) Real estate and related activities</li> <li>(b) Transmission Towers</li> <li>(c) Property Management</li> <li>(d) Hospitality</li> <li>(e) Investment activities</li> </ul> | 66,392.60<br>4,514.69<br>4,223.37  | 24,928.94<br>5,477.71   | 56,141.23   | 143,482.13   |   |  |
| 1.          | <ul> <li>(a) Real estate and related activities</li> <li>(b) Transmission Towers</li> <li>(c) Property Management</li> <li>(d) Hospitality</li> <li>(e) Investment activities</li> </ul> | 4,514.69<br>4,223.37   | 5,477.71  |   |  | 144,337.39                              | 222 742 0  |
|             | <ul><li>(b) Transmission Towers</li><li>(c) Property Management</li><li>(d) Hospitality</li><li>(e) Investment activities</li></ul>  | 4,514.69<br>4,223.37   | 5,477.71  |   |  | 144,337.39                              | 222 742  |
|             | <ul><li>(c) Property Management</li><li>(d) Hospitality</li><li>(e) Investment activities</li></ul>  | 4,223.37   |   | 10.061.16   |  |   | 232,713.   |
|             | (d) Hospitality<br>(e) Investment activities   |  | 5 075 17  |   | 18,143.98  | 27,670.75                               | 38,620.  |
|             | (d) Hospitality<br>(e) Investment activities   | 1,505.90   |   | 4,278.93  | 13,043.39  | 10,936.87                               | 14,377.  |
|             | (e) Investment activities  |  | 1,219.47  | 1,327.48  | 3,862.34   | 3,414.06                                | 4,712.   |
|             | (f) Others   | -  | 12.80   | -   | 85,583.02  | -                                       | 3,247.   |
|             |  | 2,783.44   | 3,112.10  | 2,135.36  | 8,774.60   | 6,328.41                                | 10,433   |
|             | Total  | 79,420.00  | 39,826.19   | 73,944.16   | 272,889.46   | 192,687.48                              | 304,103  |
|             | Less: Inter segment revenue  | 8,963.90   | 1,453.24  | 776.54  | 11,847.54  | 2,686.87                                | 10,772.  |
| -           | Net sales / Income from operations   | 70,456.10  | 38,372.95   | 73,167.62   | 261,041.92   | 190,000.61                              | 293,331  |
| _           |  | ,  |   | ,   |  |   |  |
| 2.          | Segment Results  |  |   |   |  |   |  |
|             | (Profit before tax and Finance costs)  |  |   |   |  |   |  |
|             | (a) Real estate and related activities   | 3,008.84   | (2,573.64)  | 2,571.42  | 16,602.57  | 8,502.68                                | 11,988   |
|             | (b) Transmission Towers  | 169.74   | 159.48  | 721.25  | 897.84   | 1,767.26                                | 2,280  |
|             | (c) Property Management  | 2,104.64   | 1,908.36  | 2,016.45  | 5,341.74   | 3,308.23                                | 4,607  |
|             | (d) Hospitality  | 43.57  | (262.32)  | (18.90)   | (448.01)   | (422.40)                                | (491   |
|             | (e) Investment activities  | (12.21)  | 9.50  | (204.23)  | 85,552.40  | (203.63)                                | 2,701  |
|             | (f) Others   | 463.71   | 51.06   | 312.83  | 1,231.25   | 1,603.14                                | (592   |
|             | (g) Unallocable Income/(Expense)   | 308.62   | 402.74  | 2,384.07  | 1.048.80   | 5,676.95                                | 7,742  |
|             | Total  | 6,086.91   | (304.82)  | 7,782.89  | 110,226.59   | 20,232.23                               | 28,236   |
|             | Less:  | 0,000.51   | (304.02)  | 1,102.00  | 110,220.33   | 20,202.20                               | 20,250   |
|             | (i) Finance Cost   | 733.83   | 344.50  | 2,806.85  | 1,424.46   | 3,876.24                                | 7,650  |
|             | (ii) Prior Period Adjustment   | 3.10   | 8.28  | (6.11)  | 10.33  | (31.25)                                 | (32  |
|             | (iii) Extraordinary loss   | 3.10   | 0.20  | (0.11)  | 99,072.66  | (31.23)                                 | 10,301   |
|             | Net profit before Tax  | 5.349.98   | (657.60)  | 4.982.15  | 9,719.14   | 16.387.24                               | 10,317   |
|             |  | 3,545.50   | (007.00)  | 4,302.13  | 3,713.14   | 10,307.24                               | 10,517   |
| 3. <b>C</b> | Capital employed   |  |   |   |  |   |  |
|             | (Segment assets - Segment Liabilities)   |  |   |   |  |   |  |
|             | <ul><li>(a) Real estate and related activities</li></ul>   | 1,054,412.14   | 1,026,316.06  | 1,090,306.26  | 1,054,412.14   | 1,090,306.26                            | 1,087,973  |
|             | (b) Transmission Towers  | 6,898.11   | 6,430.51  | 6,679.23  | 6,898.11   | 6,679.23                                | 6,770  |
|             | (c) Property Management  | 7,569.05   | 10,424.25   | 9,957.12  | 7,569.05   | 9,957.12                                | 10,074   |
|             | (d) Hospitality  | (4,677.01)   | (3,830.31)  | (1,543.74)  | (4,677.01)   | (1,543.74)                              | (2,325   |
|             | (e) Investment activities  | 39,289.73  | 38,981.34   | 42,959.87   | 39,289.73  | 42,959.87                               | 32,445   |
|             | (f) Others   | 14,183.18  | 14,222.64   | 13,733.82   | 14,183.18  | 13,733.82                               | 14,254   |
|             | (g) Unallocable  | (7,222.95)   | 8,447.85  | 3,686.18  | (7,222.95)   | 3,686.18                                | 6,821  |
|             | Total  | 1,110,452.25   | 1,100,992.34  | 1,165,778.74  | 1,110,452.25   | 1,165,778.74                            | 1,156,015  |

|   | Notes:   |
|---|--|
| 1 | The above Financial Results (prepared on consolidated basis) have been reviewed by the Audit Committee and approved by the Board of Directors of the Company at their respective meetings held on February 13, 2015 and the statutory auditors have carried out the Limited Review of the said Consolidated Financial Results.   |
| 2 | Advances for the purchase of land, projects pending commencement, to joint ventures and collaborators amounting to ₹87,189.96 Lacs (previous year ending on 31st March, 2014 - ₹83,316.12 Lacs) have been given in the normal course of business to land owning companies, collaborators, projects and for purchase of land. The management of the company based on the internal assessment and evaluations considers that these advances, which are in the normal course of business are recoverable/adjustable and that no provision is necessary at this stage. The management is confident of recovering/ appropriately adjusting the balance in due course. |
| 3 | The material reconciliation for certain sites was undertaken and based on internal technical<br>evaluation by management some adjustments have already been accounted for in the<br>financials. Further reconciliation of sites is under process and necessary adjustments, if<br>any, which may be required subsequent to such reconciliation, would be made accordingly.<br>Management is confident that no material difference will arise on reconciliation.  |
| 4 | The segment results have been prepared in accordance with the accounting principles laid<br>down under Accounting Standard - 17 on 'Segment Reporting' notified pursuant to the<br>Companies (Accounting Standard) Rules, 2006 read with Rule 7 of Companies (Accounts)<br>Rules, 2014 in respect of Section 133 of the Companies Act, 2013.   |
| 5 | Pursuant to Clause 41 of the Listing Agreement, the Company has opted to publish only the consolidated financial results. The said consolidated financial results present the results of the business operations of the Company, its subsidiaries, joint ventures and associates. Investors can view the standalone results of the Company on its website (www.unitechgroup.com) or on the websites of BSE Limited (www.bseindia.com) and National Stock Exchange of India Limited (www.nseindia.com).   |
| 6 | The above consolidated results have been prepared in accordance with the principles and procedures as set out in the Accounting Standard - 21 on 'Consolidated Financial Statements', Accounting Standard - 27 on 'Financial reporting of interests in Joint Ventures' and Accounting Standard - 23 on 'Accounting for Investments in Associates in Consolidated Financial Statements' notified pursuant to the Companies (Accounting Standard) Rules, 2006 read with Rule 7 of Companies (Accounts) Rules, 2014 in respect of Section 133 of the Companies Act, 2013.   |
| 7 | The figures of previous periods have been re-grouped/re-arranged wherever considered necessary for the purposes of comparison.   |

Place : Gurgaon

For Unitech Limited

Date : February 13, 2015

Ramesh Chandra Chairman