

Unitech Limited

A Diversified Real Estate Company



EXECUTIVE SUMMARY

- Unitech's focus on Capital Efficiency has enabled it to grow to a US 15 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

unitech[®]

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\$ 15 billion
- Diverse residential, commercial, retail, entertainment and hospitality projects
- Land reserves of nearly 12,450 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 September 2004

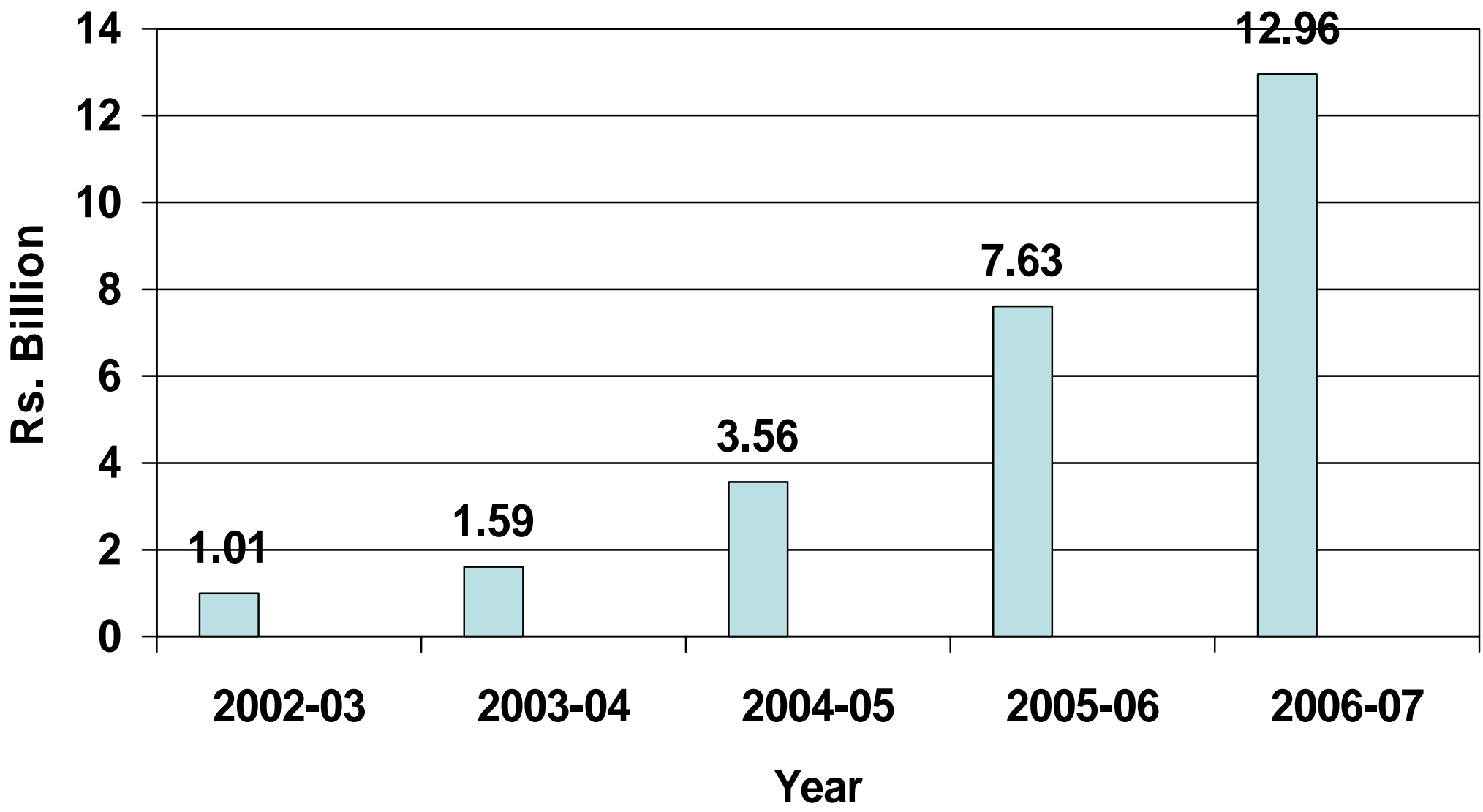
CONSISTENTLY HIGH FINANCIAL PERFORMANCE

	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

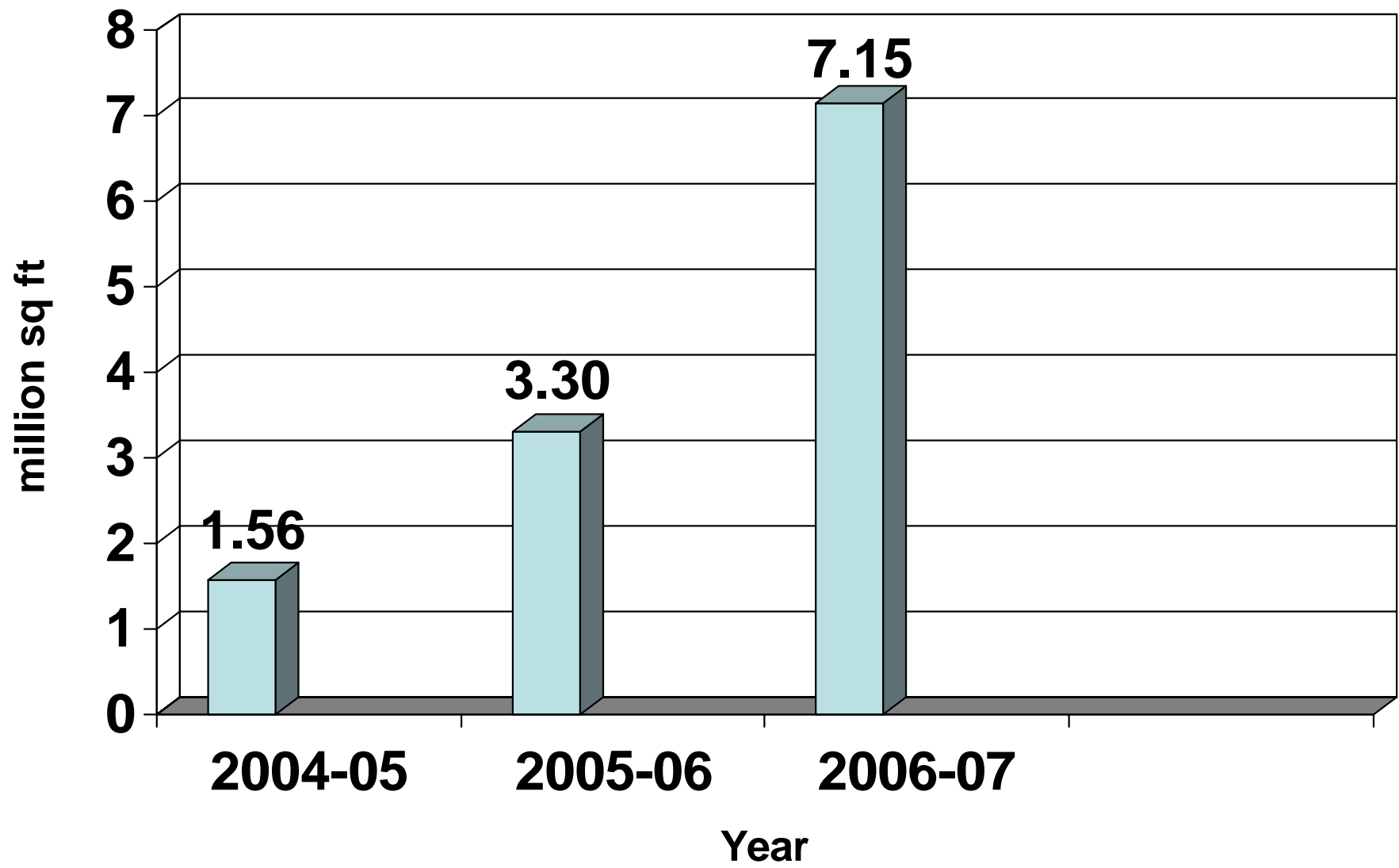
OPERATIONAL PERFORMANCE

- HIGH GROWTH IN VALUE OF WORK DONE

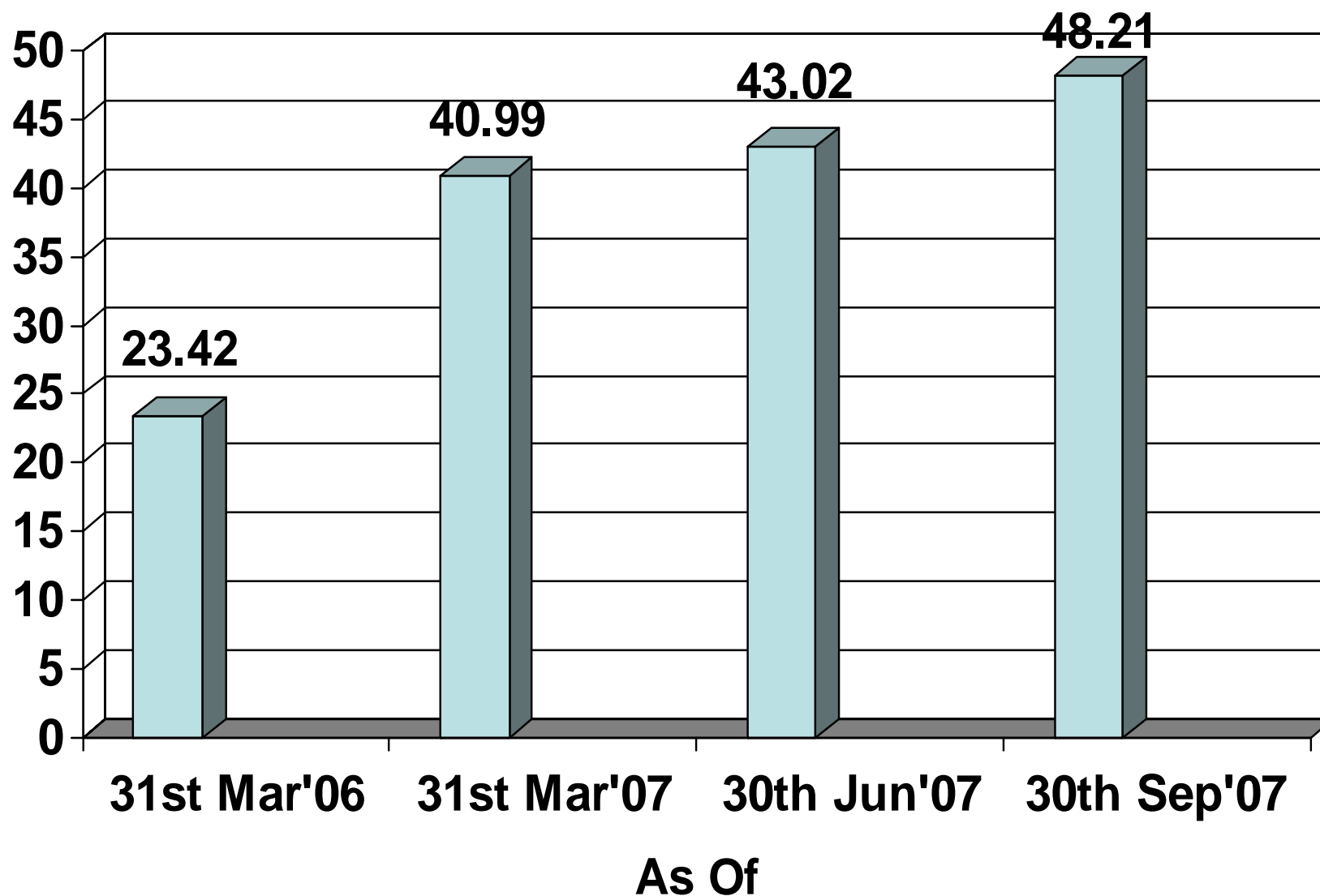


OPERATIONAL PERFORMANCE

- 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

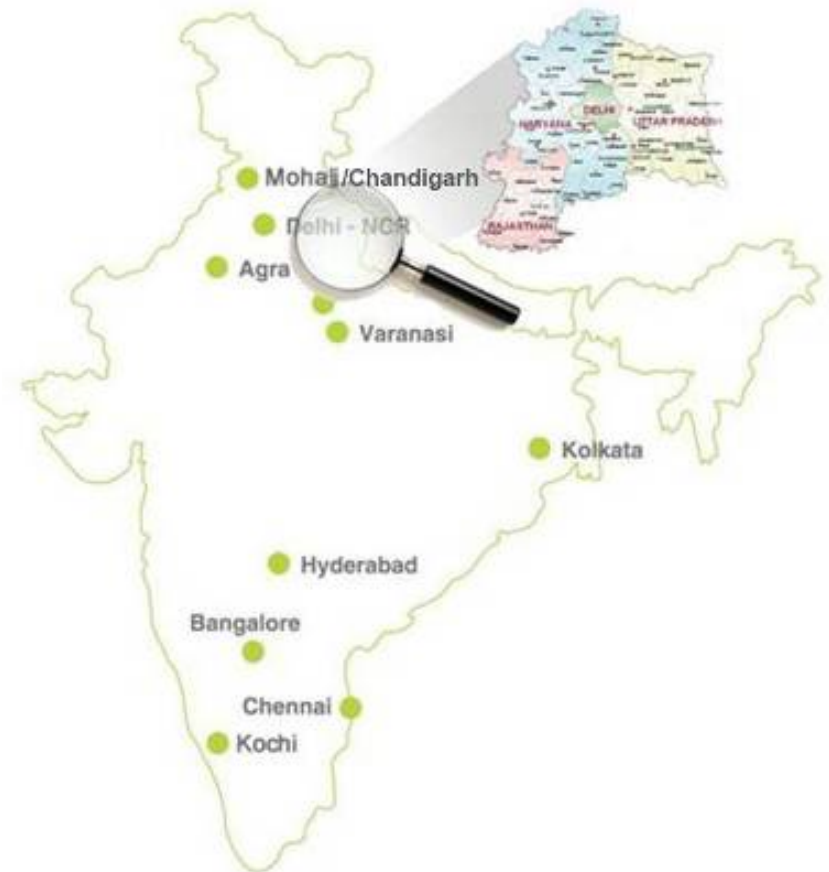
- Develop, own, ensure professional management by hotel chains, exit

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 (in Acres)	Estimated Total Saleable Area	
		(million sq.ft)	(million sq. yard)
NCR	2565	116.40	1.21
Chennai	2085	104.70	1.42
Kolkata	5198	167.06	4.80
Kochi	673	38.34	.40
Hyderabad	359	18.70	.41
Bangalore	103	9.92	
Mohali, Chandigarh	423	12.55	.30
Agra	1500	31.36	1.31
Varanasi	1500	34.10	1.60
Siliguri	232	13.00	
Vizag	1750	100.00	
Total	16388	646.13	11.45

Share of Unitech in land at certain locations is less than 100%. Unitech's share in total land shown above is approx. 12450 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.



RESIDENTIAL PROJECTS - ONGOING

CITY	PROJECT	AREA (in Million Sqft)
GURGAON	The World Spa	1.98
	The Close North	1.90
	The Close South	2.33
	Fresco	1.65
	Escape	0.97
	Harmony	1.05
GREATER NOIDA	Heights	0.72
	Horizon	2.32
	Cascade	0.79
	Habitat	2.16
	Verve	0.78
KOLKATA	Garden	0.91
	Horizon	0.86
	Heights	1.66
	Air	0.58
	Downtown	0.59
	Cascades	1.20

RESIDENTIAL PROJECTS

CITY	PROJECT	AREA (in Million Sqft)
ONGOING PROJECTS		
BANGALORE	Andes	0.15
	Cascade	0.15
LUCKNOW	South City	0.18
RECENTLY LAUNCHED PROJECTS		
NOIDA	Grande	16.21
GREATER NOIDA	Uniworld City	8.25
KOLKATA	Gateway, Kona	2.41
GURGAON	Karma Lake Lands	260 Acres
UPCOMING PROJECTS		
GURGAON	Uniworld Resorts	190 Acres
CHENNAI	Oasis	225 Acres
HYDERABAD	Oasis	120 Acres
CHANDIGARH/MOHALI	Uniworld City	350 Acres

Over 25 million square feet area under construction

UNITECH'S RESIDENTIAL PROJECTS



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

- Marquee clients include Fidelity, Master Card, Hewlett Packard, Gillette, Hewitt, Vertex, Keane, Convergys, Electronic Data Systems
- 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