

Leveraging our strengths  
for a stronger tomorrow

**unitech**

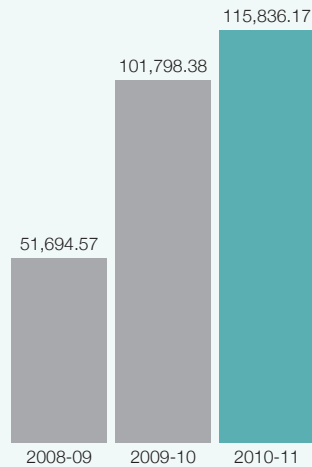
## Unitech Group Financial Summary

Rupees in million

Particulars	Financial Year		
	2010-11	2009-10	2008-09
Share Capital	5,232.60	4,877.60	3,246.75
Reserves & Surplus	110,603.57	96,920.78	48,447.82
Shareholder Funds	115,836.17	101,798.38	51,694.57
Total Income	32,921.20	30,152.87	33,156.35
Net Profit (Before Tax)	8,515.61	9,210.24	14,392.03
Net Profit (After Tax)	5,811.79	6,946.44	11,968.10
Fixed Assets	34,727.88	33,580.60	33,257.46
Net Current Assets	131,458.72	121,183.83	100,064.78
Investments	16,125.43	12,426.95	15,808.24
Secured Loans	38,502.62	47,832.62	77,015.98
Unsecured Loans	20,004.77	12,245.47	13,542.42

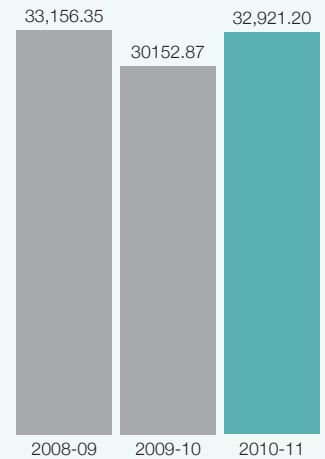
### Shareholders' Funds

Rupees in million



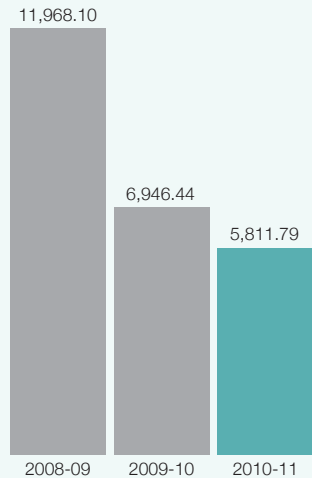
### Total Income

Rupees in million



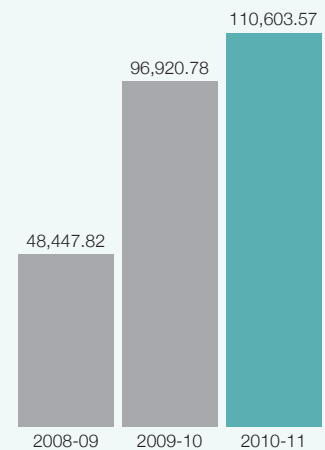
### Profit After Tax

Rupees in million



### Reserves & Surplus

Rupees in million





Unitech is amongst India's leading business groups, having an outstanding track record in large scale, integrated real estate development with a well diversified product portfolio comprising residential, commercial, retail, hospitality, entertainment, IT Park and Special Economic Zone (SEZ) developments.



## COMPANY PROFILE

### Touching and enhancing lives

Unitech is one of India's leading real estate developers with capabilities across a wide range of verticals. Thousands of people live in a Unitech home, work from a Unitech office, shop in a Unitech mall and stay in a Unitech hotel. It is this vision of touching and enhancing lives that drives Unitech's operations today and will continue to do so in the future.

### Real Estate Development

Unitech's real estate business comprises development of residential, commercial, retail and hospitality properties. Company's focus is on development of large, mixed-use townships. It is also developing several Special Economic Zones (SEZs) for the IT/ITeS sector. Unitech has a large, geographically diversified land reserve and offers the widest range of product in the Indian real estate sector.

### Facilities Management

As a natural extension of Unitech's expertise in real estate, it offers a complete spectrum of property maintenance and management services. The portfolio includes power distribution, back-up power generation, central air conditioning, water supply, drainage pumping, janitorial services, security services, parking management, pest control, fire detection and solid waste disposal and management. Unitech currently manages millions of square feet of modern buildings and hundreds of acres of townships and the portfolio is rapidly expanding.



## Partnerships & Clientele

Be it firms like SOM, Callison or HOK – we have a history of successful partnerships with leading global organisations. Our blue-chip customer portfolio in real estate includes clients like Fidelity, HSBC, Sun Life, Marriott, Reebok, IBM, RBS, Ernst & Young, Bank of America and LG.

## Awards & Certifications

First real estate developer to have been certified *ISO 9001:2000* certificate in North India

One of *India's top 10 builders*  
CW Architect and Builders Award, 2008

Rated the *Fastest Wealth Creator*, 3rd time in a row.  
15th Annual Wealth Creation Study 2010 by Motilal Oswal

Declared *Power Brand of India*  
Power Brands Mega-Edition, 2011

Ramesh Chandra, Chairman, Unitech Ltd., receives *Lifetime Achievers' Award*  
The Realty Plus Excellence Awards 2011

Ranked amongst the *Top 15 Fastest Growing Companies*  
Survey conducted by Businessworld



# CORPORATE INFORMATION

Executive Chairman	Mr. Ramesh Chandra
Managing Directors	Mr. Ajay Chandra Mr. Sanjay Chandra
Non Executive Directors	Mr. G. R. Ambwani Mr. Sanjay Bahadur Ms. Minoti Bahri Mr. Anil Harish Dr. P. K. Mohanty Mr. Ravinder Singhania
Chief Financial Officer	Mr. Manoj Popli
Company Secretary	Mr. Deepak Jain
Auditors	Goel Garg & Co. Chartered Accountants

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## Registered Office

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## Corporate Office

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## Marketing Office

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[www.unitechgroup.com](http://www.unitechgroup.com)

# CONTENTS

Chairman's Message .....	2
Directors' Report .....	5
Report on Corporate Governance .....	9
Management Discussion and Analysis .....	19
Auditors' Report on Consolidated Financial Statements .....	25
Consolidated Balance Sheet .....	26
Consolidated Profit & Loss Account .....	27
Schedules to Consolidated Accounts .....	28
Consolidated Cash Flow Statement .....	48
Auditors' Report on Standalone Financial Statements .....	49
Balance Sheet .....	52
Profit & Loss Account .....	53
Schedules to Accounts .....	54
Balance Sheet Abstract .....	94
Cash Flow Statement .....	95
Statement pursuant to Section 212(3) and other details of Subsidiary Companies under Section 212(8) of the Companies Act, 1956 .....	96
Notice of the Annual General Meeting.....	103
Form of Proxy and Attendance Slip.....	107

## CHAIRMAN'S MESSAGE

Dear Shareholder,

From both a macro and a Company level perspective, 2010-11 has been a step in the right direction.

Let me begin with the macro-economic developments. Global economic output turned around from de-growth of 0.5% in calendar year (CY) 2009 to a growth of 5% in CY2010. There are still some concerns with the economies of certain countries in the periphery of EU, the rising fiscal deficits of leading advanced economies, especially USA, and the rising prices of commodities and oil. But, by and large, business and consumer sentiments are positive and there has been a significant reduction in risk perception of the global economy.

Back home in India, GDP grew by a healthy 8.5% in 2010-11, on the back of 8% growth in 2009-10. Clearly, the economy is back to its high growth momentum and the average income level of the country is continuing to grow. The construction industry, which had grown by over 10% in 2006-07 and 2007-08, had dropped to a growth of 5.4% in 2008-09. With improvement in general economic conditions, construction activities have increased and the industry grew by 8.1% in 2010-11. Such positive long-term trends both in the economy and in the construction space auger well for Indian real estate companies like Unitech.

Over the course of 2010-11, end-user demand continued to flourish and residential real estate prices were upward bound. In another positive, commercial office leasing demand has witnessed a strong revival. This is primarily driven by an impetus in the IT sector. While this has resulted in improving occupancy rates, lease rentals remained stable during the year.

As you are aware, after overcoming the difficult period post the global economic crisis of 2008, Unitech, in its core real estate business, has focused on monetising its large land bank. Over the years, the Company has developed a cost efficient and large pan-India land bank, which is diversified in terms of use and geography. The extent and diversity of this basic asset allows Unitech to offer various types of real estate product to cater to different segments of the market. The ability to effectively understand the changing needs of the customer and provide offerings that best suit the requirement is critical for success in the growing Indian real estate market. And, appropriate sub segmentation is very important.

While the stress has been on affordable and mid-income housing, Unitech continues to develop tailor-made products for the higher end of the market. Across the board there is emphasis on rapid launch and execution of projects. The highlights of the Company's operational achievements in 2010-11 are:

*Launched  
projects covering  
a total area of  
10.44 million sqft.*



## CHAIRMAN'S MESSAGE

- Achieved sales bookings of 9.16 million sqft at an average realization of Rs. 4,720 per sqft.
- Launched projects covering a total area of 10.44 million sqft.
- Total value of Sales bookings was Rs. 4,323 Crores
  - Residential sales bookings of 7.61 million sqft valued at Rs. 3,305 Crores
  - Non-residential sales bookings of 1.55 million sq ft valued at Rs. 1,019 Crores
- Delivered 4.25 million sqft of completed area

In terms of financial performance, too, there were several positives. Income from operations increased by 8.7% to Rs. 3,187 Crores in 2010-11. Company continued to reduce its debt during the year and the net debt to equity ratio was at 0.46 as of 31<sup>st</sup> March, 2011.

Clearly, we have overcome the first round of challenges posed by the sudden erosion of demand in 2008 and have taken on a new set of challenges, which are more to do with establishing excellence in delivery. Going forward, the quality of execution will determine whether Unitech will move to the next level or not. And, this is where most of the Company's attention is now centred. Personally, I feel improvements on this front can be game changers in the industry and we remain committed to this pursuit.

*Delivered  
4.25 million sqft  
of completed area*

In terms of sheer scale, the Company's operations have expanded manifold and at a very fast pace. Today, Unitech has about 80 ongoing projects covering a total area of approximately 40 million sqft at various stages of development. These projects are spread over different geographies in India further increasing the complexity in terms of project execution. However, with the internal initiatives undertaken on improving execution, we are confident of providing high quality housing to all our customers.

In my letter to you last year, I had talked about the rationale and strategy for the various businesses under 'Unitech Infra'. While shareholder and creditor approvals have been received for demerging Unitech Infra Ltd. into a separate entity, approval from the Hon'ble High Court of Delhi is pending. I am pleased to share with you that, with increased focus, Transmission towers and Facilities and Property Management businesses have shown significant improvement in performance during the year. Revenues from transmission towers business grew by 91.6% to Rs. 183.6 Crores in 2010-11.

While most of the developments in 2010-11 are positive, there are some challenges. Most importantly, due to rising inflation the Reserve Bank of India (RBI) has adopted a restrictive monetary policy, which has resulted in a steep increase in interest rates. In the long run, this could affect macro economic growth of the country as higher interest rates drive out investments. Already after

## CHAIRMAN'S MESSAGE

four quarters of well over 8% growth, India's GDP growth has slowed down to 7.8% in Q4, 2010-11. In particular, higher interest rates could adversely impact the buyer's sentiment in the housing market. We, at Unitech have the advantage of a well spread out and diverse land bank. And, we are constantly focusing on offering a wide range of product keeping the target customers spending capabilities.

Unfortunately, with regard to the ongoing telecom issue, I will not be able to share any of my views or facts, as the matter is subjudice. However, it is important for me to convey to you that I have full faith in the Indian judiciary and I am confident that Unitech Wireless (Tamilnadu) Private Limited will be able to defend itself in the Court of Law. Unitech Limited, the real estate company, will continue to focus on its core business activities – project launches, sales, project execution and delivery.

I would like to take this opportunity to thank all the people working at Unitech. Your energy and commitment gives me full faith in pursuing even higher goals in the future. To all our vendors and subcontractors, I would like to emphasise the immense value that we see in our partnerships. I thank you the shareholders for continuing to repose faith in Unitech's business model. Finally, to all our customers, we extend our gratitude for their belief in our products. And, let me re-iterate our commitment for quality delivery to them.

Thank you,

**Ramesh Chandra**  
Chairman