



# unitech

ANNUAL REPORT 2012-13

*Homes that Inspire*





Escape - Nirvana Country, Gurgaon

*If a building becomes  
architecture, then it is art.*

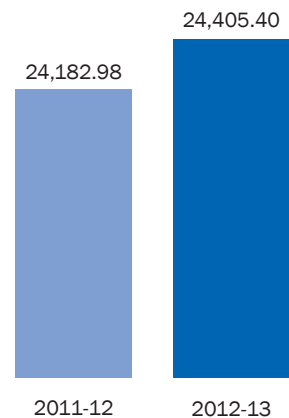
Unitech is one of India's leading real estate developers reputed for its fine design and construction. Since its inception, Unitech has come a long way turning many a barren land into landmarks. It has some of the most premium apartments and luxury villas in Noida, Gurgaon, Kolkata, Bangalore and Chennai. Unitech luxury homes are crafted and designed especially for the aficionados of luxury.

## HIGHLIGHTS 2012-13

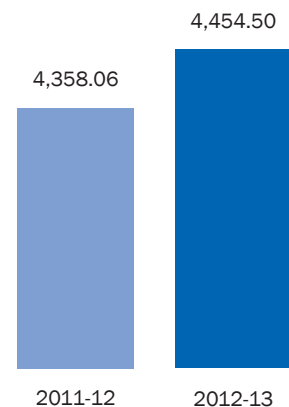
- Income from operations ₹ 24,405.40 Million
- Profit After tax ₹ 2,095.68 Million
- Consolidated Net-worth of ₹ 113,905.80 Million
- EPS (before extraordinary items) ₹ 1.2,  
EPS (after extraordinary items) ₹ 0.8
- Long term debt to equity ratio of 0.50
- Sales Bookings of over ₹ 28,000 Million
- Area Sold 5.47 million square feet
- Area Launched 3.98 million square feet
- Area Delivered over 3 million square feet
- Over 100 ongoing projects, totaling  
an area of 38.34 million square feet
- Bestowed with the Global CSR Excellence &  
Leadership Award for CSR at the World CSR Congress  
and Awards 2013
- Felicitated as 'The Star Realty: Lord of the Land 2013'

\* Before extra-ordinary items

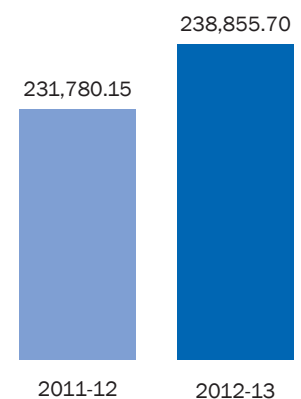
### Income From Operations (₹ in million)



### Profit Before Tax\* (₹ in million)



### Total Assets (₹ in million)







## Company Profile

*On the one hand it's about shelter,  
but it's also about pleasure*

## ABOUT UNITECH

Established in 1971, Unitech is amongst India's leading business groups, with an outstanding track record in large-scale, integrated, Real-Estate Development and Infrastructure Development in India.

The real-estate development journey for Unitech, since it started working on its first real estate project- South City spread over 300 acres in Gurgaon, has been truly remarkable. Today, Unitech's land reserves are spread across all major hubs of economic activity in the country and the Company focuses on large, mixed-use developments. The Company's diverse portfolio includes residential, commercial, special economic zones (SEZs), IT Parks, industrial & logistic parks, hospitality, retail and entertainment projects. The Company's infrastructure related businesses include general construction, design, manufacturing, erection & commissioning of transmission towers, facilities & property management services and township management services.

## PARTNERSHIPS

Unitech has long partnered with internationally acclaimed architects and design consultants including SOM (USA), BDP (UK), Maunsell AECOM (HK), MEA Systra (France), Callison Inc. (USA), FORREC (Canada), SWA and HOK (USA) for various projects.

It has an enviable clientele for commercial projects including Fidelity, McKinsey, Bank of America, Ford Motors, Nike, EDS, Hewitt, Amdocs, Ernst & Young, Reebok, Keane, Seagrams, Perfetti, Exxon Mobil and AT Kearney.

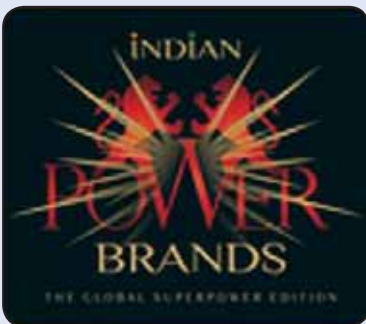
## CORPORATE CITIZENSHIP

Over the years, Unitech has been undertaking various activities in order to contribute to the society.

"Saankalp" is a CSR initiative of Unitech. Unitech's employee volunteers drive this initiative which focuses mainly on core development issues like healthcare, labour welfare, child education and skill building.

The Company also undertakes several 'green' initiatives such as rainwater harvesting, energy efficient buildings and social forestry.

## AWARDS AND RECOGNITIONS



- The first real estate developer to have been certified ISO 9001:2000 in North India
- Indian Power Brand 2013 for being one of the contributors towards creating India as a brand
- The Star Realty: Lord of the Land 2013 for being one of the iconic real estate companies
- Global CSR Excellence & Leadership Award for Corporate Social Responsibility at the World CSR Congress and Awards 2013
- Realty Mogul for being an admired brand in the real estate industry by Planman Media in 2012
- Power Brand 2010-2011 by the Indian Consumer under the Realty category
- Conferred with the title of “Superbrand” by Superbrand India in 2009
- CW Architect and Builders Award, 2008 for being one of India’s top 10 Builders

## CORPORATE INFORMATION

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

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### Registered Office

Basement, 6, Community Centre, Saket, New Delhi-110017

Tel.: +91-11-26857331. Fax: +91-11-26857338

### Corporate Office

Unitech House, 'L' Block, South City-I, Gurgaon-122001

Tel.: +91-124-4125200. Fax: +91-124-2383332

### Marketing Office

Signature Towers, Ground Floor, South City-I, Gurgaon-122001

Tel.: +91-124-4082020. Fax: +91-124-4083355

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





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Karma Lakelands, Gurgaon

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## Chairman's Message

*Whatever good things we  
build end up building us.*