



We all have to expand our capabilities to encompass the changing world, its growing diversity and, indeed, its complexity.





15.9


NET SALES %

19.4

EBITDA %

36.3

ORDER BOOK %



Our most productive investment remains our people. It is through the dedication, skills and initiative of our people. We look at every growth opportunity on its merits. Our business philosophy might be conservative, but operationally aggressive.

— Abhijit Avastekar, Chairman & Managing Director, Unity Infrastructure Limited

9.7


PAT %

14.7


BOOK VALUE %

14.6

NETWORTH %



Registered Office
1252, Puchpanjali, Old Prabhadevi Road, Prabhadevi, Mumbai - 400 025, INDIA
Website: www.unityinfra.com




ANNUAL REPORT 2011 - 2012

New Projects Bagged	25	Revenue (Net)	Rs. 1972.8 cr
Volume of Orders Bagged	Rs. 3018.8 cr	Order Book	Rs. 4771.6 cr
Gross Block	Rs. 221.7 cr	Net Block	Rs. 131.4 cr
Networth	Rs. 745.8 cr	Team Strength	1101


Disclaimer


In this annual report we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements - written and oral - that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipates', 'estimates', 'expects', 'projects', 'intends', 'plans', 'believes' and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in our assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.



CORPORATE INFORMATION

HIGHLIGHTS





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Board of Directors

Chairman & Managing Director
Kishore Avastekar

Vice Chairman Managing Director & CEO
Abhijit Avastekar

Executive Directors
Abhish Avastekar - Executive Director
Pushpa Avastekar - Executive Director

Independent Directors
Anil Joshi
Girish Gokhale
Chaitanya Joshi
Dinesh Joshi

Executive Management Team
Chief Financial Officer
Madhav Nadkarni

Company Secretary
Prakash Chavan

Auditors & Solicitors
Statutory Auditors
C. B. Chhajed & Company

Solicitors
MDP Partners

Profit Before Tax
Rs. 150.5 cr

Post Tax Profit
Rs. 103.6 cr

Diluted Earnings Per Share*
Rs. 13.96

Dividend Per Share (Proposed)*
50%

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BANKERS

- State Bank of India
- State Bank of Patiala
- State Bank of Mysore
- IDBI Bank Limited
- IOCI Bank
- AXIS Bank
- UICO Bank
- Indian Bank
- Corporation Bank
- Allahabad Bank
- Oriental Bank of Commerce
- Catholic Syrian Bank
- INC Vysya Bank
- IndusInd Bank
- Yes Bank Ltd.
- Standard Chartered Bank
- DBS Bank Limited
- RBS Bank N.V.
- Bank of Bahrain & Kuwait
- Abhyudaya Coop Bank Limited
- EXIM Bank

Registrar & Share Transfer Agent
Link Intime India Private Limited
C/13, Pannalal Silk Mills Compound,
185 Marg, Shandrap West,
Mumbai - 400078, INDIA
Tel: +91 22 25963838, Fax: +91 22 25966969
Email: info@linkintime.co.in

Registered Office
1252, Puchpanjali Apartment,
Old Prabhadevi Road, Prabhadevi,
Mumbai - 400025, INDIA
Tel: +91 22 66665500, Fax: +91 22 66665599
Website: www.unityinfra.com

* One Equity Share of Rs 10/- splits into 5 Equity Shares of Rs 2/- each w.e.f. 09/04/2010.

PROFILE OF NAVIGATORS



The winds and waves
are always on the side
of the ablest navigators

Kishore Avarsekar Chairman & Managing Director

He is an engineer; has experience more than 41 years. He has served initial 15 years of his career for Public Works Department, Government of Maharashtra and the Municipal Corporation of Greater Mumbai. He is a Chartered Engineer and is also a Fellow of the Institute of Engineers. He is a first generation entrepreneur par excellence & leading force behind the Company's current position of prominence. His strategies have provided operational excellence to the Company.

Ashish Avarsekar Executive Director

He holds an engineering degree and involved in the procurement of fixed assets and equipment for the Company's various projects.

Anil Joshi Independent Director

A postgraduate in Physics (electronics) and a member of the Indian Institute of Bankers has over 34 years of experience. He has worked for Bank of Maharashtra, Indian Bank as an Executive Director and retired as the Chairman and Managing Director of Dena Bank. He has an extensive background and experience in Finance, Banking, Mergers & Acquisitions and Strategic Planning.

Chaitanya Joshi Independent Director

A science graduate, holds degree in engineering from the University Department of Chemical Technology, Mumbai. He has also received an honour of gold medal from the University of Mumbai. He is well known and respected in the professional community and well experienced in Restructuring Operations, International Business Relations, Collaborations and Joint Ventures.

Madhav Nadkarni Chief Financial Officer

A Chartered Accountant and has over 24 years of experience in accounts and corporate finance. He is responsible for the group finance and account and is instrumental in making strategic decisions and maintaining banking relations for the Company. His areas of responsibilities include Corporate Finance, Taxation, Risk Management, Mergers & Acquisitions and Managing the capital request and budgeting processes for the whole group.

Abhijit Avarsekar Vice Chairman & Managing Director

A civil engineer with 17 years of experience in the construction industry is responsible for heading the infrastructure initiatives undertaken by the Company. He is actively involved in the Company's day-to-day management and its various departments including project execution, business development and human resource and administration. He is responsible for the overall working of the Company and is instrumental in making strategic decisions for the Company.

Pushpa Avarsekar Executive Director

She holds a Science degree from the University of Mumbai and has over 34 years of experience before joining The Company she had been working with the RBI.

Girish Gokhale Independent Director

He holds a Science degree from the Marathwada University. In 1971, he was selected for the Indian Administrative Services (IAS). As an IAS officer he held various important positions such as Collector of Ratnagiri, Divisional Commissioner, Nashik, before taking voluntary retirement he has worked for three years as Municipal Commissioner, of The Municipal Corporation of Greater Mumbai

Dinesh Joshi Independent Director

A Master of Business Administration (M.B.A.) from Richmond College London (U.K.) and The Managing Director of Enterprise Infrastructure Pvt. Ltd., which promotes water transport, inland navigation and creation of supporting infrastructure. He is also the Co-Chairman of the 'Infrastructure Committee of Indian Merchants Chambers'. He is well known and respected personality in the infrastructure community.

Prakash Chavan Company Secretary

A fellow member of Institute of Company Secretaries of India, New Delhi, holds a Masters Degree in Commerce (M.Com.), Bachelor of Legislative Laws (LL.B.), Diploma in Operation Research for Management (D.O.R.M.), Diploma in Financial Management (D.F.M.), Government Diploma in Co-operation and Accountancy (G.D.C.A.) & a certificate in Supervision from the National Productivity Council (N.C.S.) has over 18 years of experience.

CREDENTIALS



We are more
dedicated to make
solid achievements
than running after
swift and synthetic
happiness.

Aspiration

The Board, the management, vibrant team of employees and their united efforts with commitment to the company is an important factor of our business strategy and we will remain as committed as ever to leverage opportunities and continue our efforts to achieve profitable growth in this vibrant market.

Portfolio	
Certification	
Clients	
Presence	

&

Philosophy	
Focus	
Credibility	
Speed	

Belief

Time has come to plan development such that, rather than just trying to catch up with unmet goals, we should view it in a strategic context. A lot of companies have chosen to downsize but we chose a different path. Our belief is that if we are creating great structure for our clients, they would continue with repeat orders.

Portfolio

Building

- Commercial Buildings
- Residential Buildings
- Mass Housing & Townships
- Industrial Structures
- Airports
- Infotech Parks
- Hotels
- Hospitals
- Education Institutes
- Stadiums
- Malls & Multiplexes
- Indoor Multipurpose Halls
- Modern Railway Stations

Water

- Dams
- Tunnels
- Lift irrigation
- Water supply
- Sewerage
- Micro-tunnelling
- Water Meter
- Leak Detection

Transport

- Roads & Highways
- Bridges
- Flyovers
- Subways
- Tunnels
- Metro/Light/Mono Rails
- Railway & Allied Infra
- Airport Runways
- Aprons

Clients

Government

- CPW Department (CPWD)
- HSCC India Limited
- MCGM
- MMRDA
- DDCO
- DDA, Delhi
- Airports Authority of India
- HSRDC, Haryana State
- Ministry of External Affairs
- BARC

Private

- Indiabulls Group
- Peninsula Land
- Magarpatta City
- High Street Phoenix
- Paranjape Schemes
- Citylight Corporation
- ETA Engineering
- Siemens

Certification

IMS

- ISO 9001:2008
- ISO 14001:2004
- OHSAS 18001:2007

Listing

- Bombay Stock Exchange
- National Stock Exchange

Philosophy

To be a leader in the infrastructure domain, creating benchmarks and inspiring people, thereby contributing to the development of nation

Credibility

Incorporated in 1982 by Shri. Kishore K. Avarsekar; possessing over three decades worth of rich nation-building experience with expertise in building construction, water and transport projects.

Focus

Evolved from an EPC contractor to an integrated infrastructure institution.

Overview

Unity Infraprojects Limited (UIL) is a leading player in infrastructure segment since last 32 years and growing rapidly in Indian subcontinent

Your Company

- Ranked 67th largest company in Asia. (The Plimsoll Asian Analysis).
- Ranked 14th among India's top infrastructure companies. (The Economic Times published in October, 11)

We are 14th Largest Infrastructure Company in India

Unity Infraprojects Limited - Annual Report 2011-2012

Probative of powers to astound the multitude

Expertise

Unity has established its credentials in every sector of infrastructure development with a presence across the length and breadth of the country. Our experience of over three decades, core fundamental strengths and wide business portfolio of diverse business activities extending from infrastructure development & construction to homes, townships, hospitality, factory, buildings, roads, water supply projects, waste water and sewage treatment plants, canals, underground tunnel, drainage, airport provides us adequate base to ride the growth momentum.

Financial	
Orderbook	
Price Escalation	
Assets	

&

Operations	
Strike Rate	
Qualifications	
Intellectual	

Capitalize

Unity has learnt to capture the potential from emerging trends in infrastructure and to translate it into projects of real value. As the infrastructure sector in India looks up and with the government initiatives, the resultant opportunities are huge. With our competence, we are all set to be the country's largest infrastructure company and we are sure, our stakeholders will support us.

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Order Book

Rs. in Cr.		
Client	Value	% of Total
Central Govt.	1,988.17	41.67%
State Govt.	1,188.95	24.92%
Municipality	790.58	16.57%
Multi-lateral	-	0.00%
Private (Others)	511.67	10.72%
Private (Group)	292.28	6.13%
TOTAL	4,771.65	100.00%
Sector		
Sector	Value	% of Total
Building	2,380.30	49.88%
Water	1,146.29	24.02%
Transport	1,245.05	26.09%
TOTAL	4,771.65	100.00%
Zone		
Zone	Value	% of Total
North	2,324.74	48.92%
East	74.05	1.55%
West	1,997.01	41.85%
South	316.64	6.64%
Overseas	49.20	1.03%
TOTAL	4,771.65	100.00%
Type		
Type	Value	% of Total
IR (Item rate)	2,897.52	60.72%
Design Build	437.14	9.16%
DBFOI	1,006.39	21.09%
IR (% rate)	275.21	5.77%
Lumpsum	155.38	3.26%
TOTAL	4,771.65	100.00%

Financial

(Rs. in Cr except Per Share Data and Ratio.)					
Particulars	FY12	FY11	FY10	FY09	FY08
Net Sales	1972.8	1701.5	1476.8	1130.7	849.5
Expenditure	1721.0	1492.3	1302.9	1003.9	750.64
EBIDTA	291.9	244.5	205.7	159.9	119.0
Other Income	17.2	15	12.2	15.6	12.2
Interest	121.3	83.3	58.4	40.0	20.6
Depreciation	20.0	18	17.4	15.9	7.3
PBT	150.5	143.2	129.9	103.9	91.1
Tax	46.9	48.9	44.8	34.2	31.1
PAT	103.6	94.3	85.1	69.7	60.0
Particulars					
Particulars	FY12	FY11	FY10	FY09	FY08
Share Capital	14.8	14.8	14.8	13.4	13.4
Reserves	731.0	636.1	550.4	404.9	342.3
Net Worth	745.8	650.9	565.2	418.3	355.6
Loans	848.1	848.1	686.3	472.1	279.4
DTL	-	1.3	1.4	1.7	1.7
Total Liabilities	2143.8	1956.6	1253.0	892.0	636.1
Fixed Assets	131.8	115.9	100.3	107.3	57.32
Current Assets	1669.4	1540.4	1464.9	1246.8	884.2
Misc Expn	-	-	-	-	0.07
DTS	1.8	-	-	-	-
Total Assets	2143.8	1956.6	1253.0	892.0	636.1
Per Share (Rs.)					
Per Share (Rs.)	FY12	FY11	FY10	FY09	FY08
EPS	*13.96	*12.73	57.8	52.1	44.9
Book Value	*100.70	*87.80	381.4	314	266
Ratio					
Ratio	FY12	FY11	FY10	FY09	FY08
D/E	1.35	1.30	1.21	1.1	0.8
RONW	13.9%	14.5%	15%	16.7%	16.9%
P/E	3.3	4.9	10.4	1.4	12.3

One Equity Share of Rs. 10/- split into 5 Equity Shares of Rs. 2/- each w.e.f. 09/04/2010. * The previous year figures have been re-grouped / re-classified wherever necessary. The above figures are based on standalone financial statement.

Operations

State	Building	Water	Transport	Total
Maharashtra	33	15	2	50
Andhra Pradesh	3	2	-	5
Delhi	7	-	-	7
Uttar Pradesh	1	-	-	1
Madhya Pradesh	-	2	-	2
Haryana	-	-	2	2
Karnataka	2	-	-	2
Goa	1	-	-	1
Punjab	1	-	-	1
Orissa	1	-	-	1
Rajasthan	-	-	2	2
West Bengal	1	-	-	1
Assam	1	-	-	1
Jharkhand	-	-	1	1
Gujarat	1	3	-	4
Meghalaya	1	-	-	1
Nepal	1	-	-	1
Bangladesh	1	-	-	1
Total	55	22	7	84

Strike Rate

Rs. in Cr.			
Sector	Bidding	Orders	Rate
Building	10000.00	1507.9	15.1%
Water	3000.00	260.2	8.7%
Transport	10000.00	1250.8	12.5%

Qualifications

The Company has Strengthened its pre-qualification standards and bagged challenging larger-ticket projects in Building, Water and Transport vertical in the fiscal 2011-12.

Equipment

Our state-of-the-art and technically advanced fleet of equipment: timely delivers perfect greatness to the project and protects project bottomline. We possess Rs. 202 cr worth of owned equipment.

Site Safety

A keen understanding of project specific safety implementation, Unity Infraprojects Limited has achieved accumulative 2700 million safe man hours. Most of the project sites are zero accident places.

Price Escalation

The Company has a robust order book of Rs. 4771.65 cr., with an average execution period of 30 months. (2.4x FY11 sales), enhancing revenue visibility and over 90% of orders are protected under escalation clause against fluctuating raw material prices.

Intellectual

A talent pool of 1101 members (over 62% engineers) as on March 31, 2012. We manage our human resource through a spirit of continuous learning, trust, relationships, opportunities and empowerment.

"After a highly strategic business segment restructuring, the company has taken an advantage of every available day to improve financial, operations, assets, order book and public confidence.

Letter to Shareholders

Dear Shareholders,

It gives me great pleasure to reach you through this Annual Report. Unity Infraprojects Limited is now very much on Indian subcontinent map, recently being rated as the 14th largest Infrastructure Company in India by Economic Times & Fortune 500 magazine. This has happened because of the contribution of all the stakeholders of Unity Infraprojects Limited.

The employees of Unity, whether they are technicians or engineers or supporting functions, have fully imbibed the blackberry work culture of making constant improvements, and placing the prosperity of the Company as the means of their own advancement. I believe there are very few companies in India where this

kind of employee involvement, commitment and performance can be found. This should be a source of great comfort to you, because it assures the future success of the company.

The Indian economy has grown at a compound rate of about 9% annually for the last 4 years. The infrastructure industry has correspondingly grown rapidly. This year there are concerns about a slowdown. The subprime crisis in the policy makers at central government, accompanied by the huge rise in crude oil and raw material prices has triggered inflationary pressures. Interest rates also have gone up which has adversely affected growth of infrastructure industry.

During the fiscal 2011-12, your Company has done quite well & bagged Rs. 3019 cr

fresh orders which show 150% growth in order backlog.

Personally, I expect the overall growth to still exceed this year because of the excellent model of SBUs which the Company has adopted in fiscal 2011-12, to continue to do well. At the same time, Unity's unmatched expertise will continue to help us expand our operations globally. To embark on a journey of success one needs the tools of preparedness, foresight and strategy. These lead to the path of growth and high quality operation.

The Company recognizes that its real strength is its employees. All efforts will continue to keep them motivated and happy. Long term sustained growth of a company requires that not only should all stakeholders interest be well protected,

but the environmental impact of operations are recognized and properly safeguarded. This is very much a part of the company's Corporate Social Responsibility Policy. Though a challenging year globally, we have successfully managed in consolidating our position nationally.

Despite such gains, I would like to assure you that this is just a humble beginning as we move on the trajectory of growth, involvement and commitment. I wish to record my appreciation to all for their contribution towards the growth of the company and look forward to take on new challenges and scale new heights of achievement in future.

India has re-emerged as one of the fastest growing economies in the world. With an upsurge in investment and robust macroeconomic fundamentals, the future outlook for India is distinctly upbeat.

Admittedly, India is the world's second fastest growing economy after China. But now this status quo of being the second best could soon change. In fact, India has outpaced China in GDP growth. The country's GDP grew 10.4 per cent in 2010 vis-a-vis China's 10.3 per cent. This is the first time that India's growth rate has surpassed that of China. The challenge now is to sustain it and move higher.

However, to sustain the trillion-dollar economy and to generate more equitable growth, infrastructure will play a vital role. Because on one hand, we have an India with the potential to take on a global leadership position, on the other hand, we see before us India strangled due to

crumbling and poor infrastructure, unplanned growth and mushrooming slums. The India's infrastructure sector has grown rapidly in the last few decades. However, considering the demand growth, the supply remains inadequate, resulting in peak shortages. The country's infrastructure deficit is alarmingly high, which is expected to impact its economic efficiency significantly. To meet up the infrastructure gap: Government of India has drawn up aggressive trillion dollar 12th five year plan and allocated huge amount to be invested in infrastructure development of India to achieve the targeted GDP growth.

Our vision is to capitalize opportunities by transforming the infrastructure scenario of our nation and by developing self-supporting communities in the areas of our operations. We have an outstanding strategic advantage, a great brand, enduring values, committed work force and a remarkable future ahead.

During the Fiscal 2011-12 we have made governance changes to ensure our long term growth strategy successful. Our new business structure is simpler and closer to the clients. Business vertical heads have been empowered to respond to the customer needs quickly. Client satisfaction is an essential pre-requisite to sustainable business growth. As we successfully serve our customers, our reputation will strengthen allowing to attract and develop talents, generate attractive career opportunities and finally deliver robust returns to our investors. Right from the beginning, we set out to infuse best project management practices by which Unity will achieve profitable

growth always. We will continue to invest in our client relationships, strengthening our local offices and growing our network coverage to bring ourselves closer to our customers.

Our Board is a great source of strength to the company and to me personally. Our Directors, CSR wing have visited key operating sites, interacted with our various teams, encouraging and challenging them to set their sight on higher levels of achievement across all facets of the company's operations. I thank them for their interest, sharing their expertise and their wise counsel and look forward to their continued support.

As shareholders, your support to us has been invaluable. Many of you take a very keen interest in the development and progress of the company and have expressed kind words of appreciation. To every one of us in Unity, this is indeed both, gratifying and inspiring.

Looking ahead, we will continue our journey towards the larger vision of addressing opportunities in infrastructure industry. Unity management strongly believes that your company has necessary ingredients to evolve into a global company which will focus on making infrastructure marvels for nation and its people. The coming decade will not only be important for the country but also a very definite decade for your company 'Unity Infraprojects Limited'.

Thanking you,

Kishore K. Avarsekar
Chairman and Managing Director

SUBSIDIARIES

Expanding vertically
to other business segments

UNITY REALTY AND DEVELOPERS LIMITED

100% Wholly owned subsidiary of Unity Infraprojects Limited

Unity Infraprojects Limited has forayed into real estate development through its wholly-owned subsidiary, Unity Realty & Developers Ltd. (URDL) and currently undertaking real estate development at 4 locations, viz: Bengaluru, Kolkata, Goa and Nagpur. The company has invested to the tune of Rs. 202 cr. in 5 real estate projects, including Pune. However, the development plans are in the initial stages.

Bagalur Real estate project - The Company has acquired 17 acres of land at Bengaluru and is planning to develop 2.5 mn. sq ft budget housing project. The company has invested Rs. 0.5 bn for land acquisition. The plans are submitted to the concerned authorities for approval in FY12 and the project is scheduled to be launched by Q2FY13.

Kolkata Real estate Project - The Company has acquired 25 acres of land in Kolkata. The investment done by the company till date is Rs. 70 cr. The project is in the planning stage.

Goa IT Park Project - The Company has bagged the project for developing "Rajiv Gandhi IT Habitat Park" at Donna Paula, Goa with total construction area of 0.75 mn. sq ft. It has a concession period of 90 years. The company has till date invested Rs. 10 cr. The work on this project has got delayed due to certain procedural policy matters adopted by the Government. The management is expecting the issue to get resolved at the earliest.

Nagpur Real estate project - URDL had bagged the project to develop six malls in Nagpur on BOT basis from Nagpur Municipal Corporation. The company is planning to develop 2.6 mn. sq ft. on this project. However, Nagpur Municipal Corporation has allotted land for only two malls and for remaining malls is yet to be allotted. The Company is following up with NMC to hand over the remaining 4 parcels of land as development in segregate manner would delay the project.

UNITY INFRASTRUCTURE ASSETS LIMITED

100% Wholly owned subsidiary of Unity Infraprojects Limited

Unity Infrastructure Assets Limited (UIAL) is a holding company of Unity Infraprojects Limited which includes all the SPVs of BOT and Telecom projects. Currently Unity Infrastructure Asset Limited has portfolio of 3 BOT projects, out of which one project has achieved its financial closure. UIAL desires to participate in a big way in the Asset Creation sector covering power, transport, mega food parks, environment and mining projects. UIAL is also studying the overseas markets and keenly watching the developments with a view to make an entry into the world markets at an appropriate time.

Chomu Mahila Toll Road Private Limited - Unity Infraprojects Limited through UIAL has secured its first BOT project worth Rs 198 cr in the state of Rajasthan. The Public Works Department, Jaipur awarded the project for two-laning of section from Chomu to Mahal via Renwal, Jobner on Design, Build, Finance, Operate, and Transfer (DBFOT) basis. The concession period of the said project is 25 years and the completion period is 18 months.

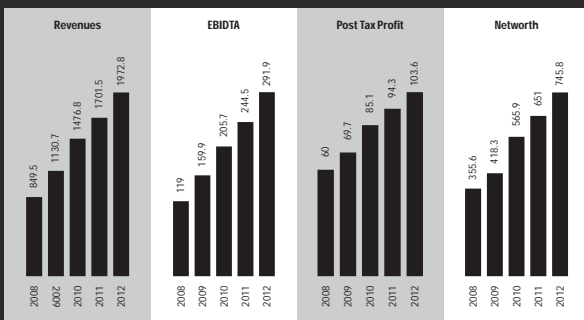
Jind - Haryana Border Toll Road Private Limited - Construction of 4 laning of Punjab/ Haryana Border - Jind Section of NH- 71 to be executed as BOT (Toll) basis on BDFOT Pattern under NHDP Phase-III for a pre-agreed concession period of 27 years from by National Highways Authority of India and the said project is to be completed within a period of 910 days. The Project value is Rs 510.00 crores

Suratgarh - Sriganganagar Toll Road Private Limited - Development & operation of Suratgarh- Sriganganagar Section of NH-15 in the State of Rajasthan through Public Private Partnership (the "PPP") on Design, Build, Operate and Transfer (the "DBFOT") basis for a pre-agreed concession period of 11 years from the Chief Engineer, (NH) Public Works Department, Rajasthan, Jaipur and the said project is to be completed within a period of 18 months. The Project value is Rs. 330.00 cr.

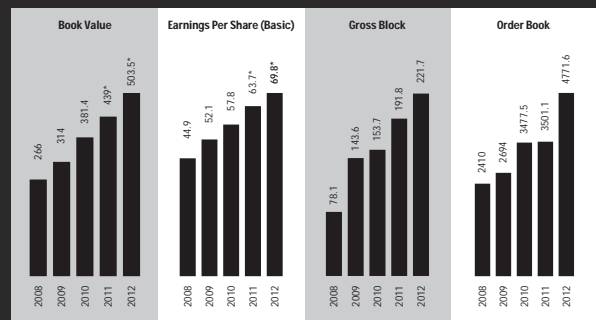
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FINANCIAL HIGHLIGHTS

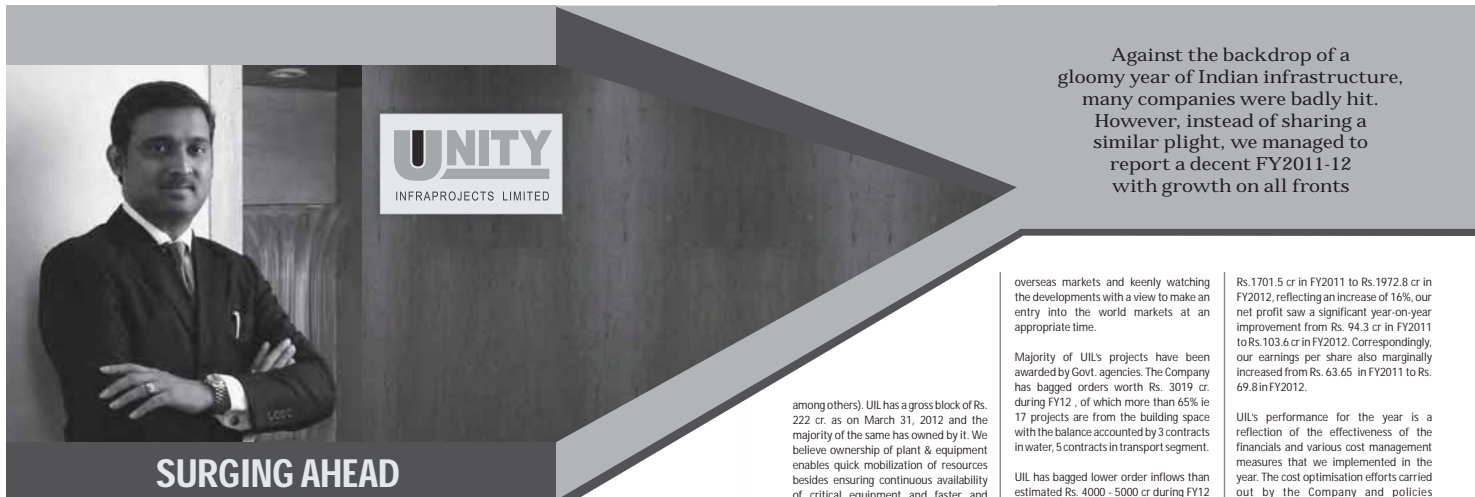
Rs. in Cr.



Rs. in Cr. except Book Value & EPS



* Calculated on One Equity Share of Rs 10/- which was split into 5 Equity Shares of Rs 2/- each w.e.f. 09/04/2010.



Against the backdrop of a gloomy year of Indian infrastructure, many companies were badly hit. However, instead of sharing a similar plight, we managed to report a decent FY2011-12 with growth on all fronts

SURGING AHEAD

Unity Infraprojects Limited (UIL) has proven its ability to undertake complex projects, which in turn has given the confidence to diversify into new vertical and geographies. Diversification across vertical and geographies minimizes the risk from any sectoral or geographic concentration, thus diversifying its revenue stream. Also, due to timely execution of high margin water supply projects and addition of more civil construction projects in the portfolio as observed in FY12, which earn better margins than transportation engineering projects: UIL will be able to sustain its margins going ahead.

UIL's order book is spread across 3 vertical, viz. building, water and transport, with expertise in building construction projects. The Company has progressed well in a short span with its order book witnessing growth at a CAGR of 15% from FY07 to FY12, resulting in 19% CAGR sales growth over the same period.

UIL started with the execution of building

construction projects and further developed its expertise by expanding its portfolio in the same.

UIL further leveraged its competitive positioning in infrastructure domain to foray into other vertical comprising water and transport projects, thus diversifying its revenue stream. Other than increasing its foothold in India, UIL ventured into neighbouring countries and bagged projects in Nepal and Bangladesh. UIL is currently executing projects across 16 states in India as well as 2 projects overseas, viz. in Nepal & Bangladesh.

The current order book has 84 projects under its fold, with building 55 projects (66%), water 22 projects (28%) and transport 7 projects (7%). More than 90% of UIL's contracts are protected with escalation clauses providing a cushion in a scenario of fluctuating raw material prices.

Going ahead, management is expecting the mix to be 50:50 between building and

water & transport segments. We observed and believe in the execution of water supply and more building projects in FY12, which earn better margins than transport projects: UIL will be able to sustain its margins going ahead.

In order to enhance the pre-qualification criteria required to bid for some larger scale projects and create synergies in terms of manpower, equipment, raw materials and financial strength, UIL has entered into strategic JV agreements with various other companies whose resources, skills and strategies are complementary to UIL's business through which the company has developed the expertise to bag and handle large ticket projects and has enhanced its ticket size to Rs. 573 cr. from Rs. 65 cr. in 2005.

UIL is equipped with state-of-the-art equipment (TBM, Micro-tunnelling machine, milling, vertical-drilling, power hex-saw, cranes, fabrication equipment, lathes and pipe cutting equipment,

among others). UIL has a gross block of Rs. 222 cr. as on March 31, 2012 and the majority of the same has owned by it. We believe ownership of plant & equipment enables quick mobilization of resources besides ensuring continuous availability of critical equipment and faster and timely execution of projects, reducing dependence on equipment suppliers, thus protecting margins for UIL.

UIL has nearly 3 decades of experience in the infrastructure space and as a result of its expertise and proven execution capabilities has developed long term relationships with its clients, which would help it enhance order inflows with increase in budgetary allocation for investments in the infrastructure sector and increased Govt. focus on speeding up the project awards.

In the fiscal 2011-12, National Highway Authority of India has appraised UIL's project qualification to Rs. 1500 cr and capitalizing on the opportunity one of UIL's holding company - Unity Infrastructure Assets Limited (UIAL) successfully bid 3 BOT projects worth Rs. 1038 cr, out of which two projects are big ticket.

Going forward, UIAL will continue to participate in a big way in the asset creation sector covering power, transport, mega food parks, environment and mining projects. UIAL is also studying the

overseas markets and keenly watching the developments with a view to make an entry into the world markets at an appropriate time.

Majority of UIL's projects have been awarded by Govt. agencies. The Company has bagged orders worth Rs. 3019 cr. during FY12, of which more than 65% ie 17 projects are from the building space with the balance accounted by 3 contracts in water, 5 contracts in transport segment.

UIL has bagged lower order inflows than estimated Rs. 4000 - 5000 cr during FY12 on account of delay in project awards at the industry level due to government's synergy getting diverted in resolving various issues, scams etc. The management expects revival in order inflows going ahead, with enhanced activities on project awards and clearance of the bids already submitted.

In 2012-13 and beyond our shareholders will evident Unity Infraprojects Limited capitalizing on opportunities of trillion dollar 12th five year plan devised by Planning Commission, Government of India to meet the unmet infrastructure gap of the country in which the key infrastructure sectors have allocation of Rs. 2,20,000 crore for modernizing and upgrading highways; Rs. 40,000 crore for civil aviation; Rs. 50,000 crore for ports; and Rs. 3,00,000 crore for railways.

Against the backdrop of a gloomy year for Indian infrastructure, many companies were badly hit. However, instead of sharing a similar plight, we managed to report a decent FY2011-12 with growth on all fronts - total revenue, net profit and earnings per share. While the standalone revenue increased marginally from

Rs. 1701.5 cr in FY2011 to Rs. 1972.8 cr in FY2012, reflecting an increase of 16%, our net profit saw a significant year-on-year improvement from Rs. 94.3 cr in FY2011 to Rs. 103.6 cr in FY2012. Correspondingly, our earnings per share also marginally increased from Rs. 63.65 in FY2011 to Rs. 69.8 in FY2012.

UIL's performance for the year is a reflection of the effectiveness of the financials and various cost management measures that we implemented in the year. The cost optimisation efforts carried out by the Company and policies implemented to yield better operational efficiency reduced UIL's expenditure costs. We maintained a healthy balance sheet with a positive standalone net asset position of Rs. 131.8 cr in FY2012, thanks to the prudent financial discipline that we exercised. Our financial ratios remained healthy contrary to the belief that business segment restructuring would pose financial stress on the UIL. Our working capital management also improved.

Our focus is on quality customers and receivables, as well as the improvement in inventory management, shortened the cash conversion cycles and bolstering cash flow of the Company.

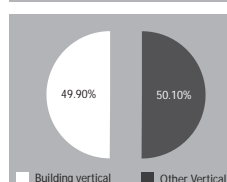
Overall, FY2012 was a fruitful fiscal. These achievements have enhanced our shareholders' value and the success of business segment restructuring effectively moved UIL a step closer to a vision of transforming into a Rs. 5000 cr multi-disciplined organisation.

Abhijit Avarsekar
Vice Chairman and Managing Director



BUILDING

Order Book



Portfolio

- Commercial Buildings
- Residential Buildings
- Mass Housing & Townships
- Industrial Structures
- Airports
- Infotech Parks
- Hotels
- Hospitals
- Education Institutes
- Stadiums
- Malls & Multiplexes
- Indoor Multipurpose Halls
- Modern Railway Stations

Key Highlights

Revenue	1181.50	Number Orders Bagged	17
Revenue Growth	51%	Amount of Orders Bagged	1507.9 cr
Revenue Contribution	67%	Segment OrderBook	2380.3 cr

Segment Strategy

- To compete in all the tenders above the threshold limit.
- Qualify for big ticket projects where competition is limited.
- Tie-ups with JV partners for specialized technical requirement.
- Definite focus on construction work involved in industries.
- To enhance further capabilities in design and build segment where competition is yet limited.
- Explore opportunities in newer geographies of India and abroad.

Segment Overview

This is one of the Company's primary segment since its inception and dominates order book and revenue contribution to the company. The segment has developed Unity as a brand through the utilization of engineering and technological sources to deliver turnkey solutions to clients. The segment has executed many fast track and techno-complex projects within the contracted time-lines.

Principal orders received

Project	Client	Value
Redevelopment of Lady Hardinge Medical College & Associated Hospitals, New Delhi	HSCC (I) Ltd.	414.11
Shantigram Township project	Adani Township & Real Estate Company	183.88
Construction of buildings for University of Karnataka, Gulbarga, Karnataka	RITES Ltd.	135.77
Building Construction for University of Delhi	Engineers India Ltd.	121.80
Construction of ECGC's Corporate Office and Residential Accommodations, Mumbai	Export Credit Guarantee Corporation	88.20
Construction of Seven Towers along with associated basement at Noida	Paras Buildtech	87.13
Construction of Auditorium at NASC Complex, Pusa Road, New Delhi	RITES Ltd.	71.27

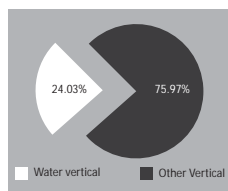
Principal orders Completed

Project	Client	Value
Construction of Specialty Hospital and Accident (Trauma) & Emergency Hospital for Nizam Institute of Medical Sciences, Hyderabad.	HSCC (I) Limited	125.91
Civil works for Shopping Centre at Koregaon Park, Pune	Anuttam Developers Pvt. Limited	79.00
Construction of Mall - B comprising of Mall & Hotel, Multiplex Building at Market City Pune.	Vamona Developers Pvt. Limited	78.00
Construction of township and associated facilities at Amadalli for Project Seabird, Karnataka.	Project Seabird (Ministry of Defense), New Delhi	73.98
Construction of Residential Buildings '1' & '2'	Swan Mills Limited	70.04
Construction of Common Facility Building at North Site, BARC, Mumbai.	Bhabha Atomic Research Centre	51.00
Construction of Mall - A portion for Market City, Mumbai	Offbeat Developers Pvt. Limited	36.00
Construction of Tata Clinic & Faculty Block at Tata Memorial Centre, Mumbai	Tata Memorial Hospital	30.08



WATER

Order Book



Portfolio

- Dams
- Tunnels
- Lift Irrigation
- Water supply
- Sewerage
- Micro-tunnelling
- Water Meter
- Leak Detection

Key Highlights

Revenue	476.8 cr	Number Orders Bagged	3
Revenue Growth	(63%)	Amount of Orders Bagged	260.2 cr
Revenue Contribution	24.2%	Segment OrderBook	1146.3 cr

Segment Strategy

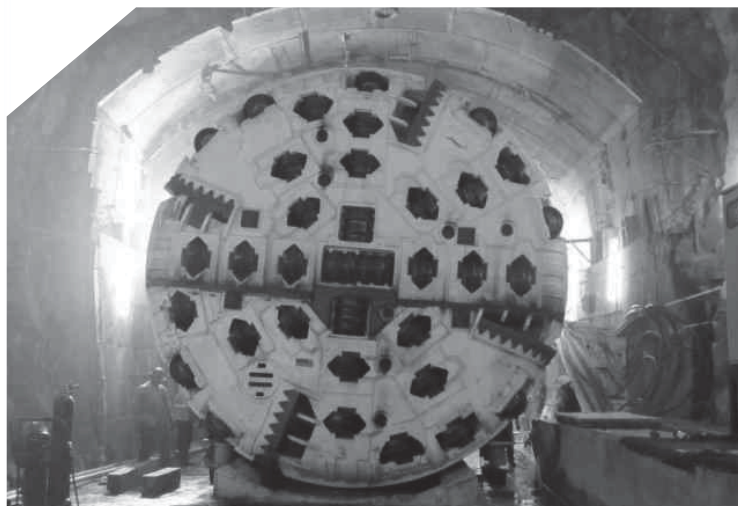
- Select projects on the basis of margins and cash flow.
- Qualify for big ticket projects where competition is limited.
- To bag large & techno-complex projects.
- Tie-ups with JV partners for specialized technical requirement.
- Definite focus on construction work involved in industries.
- To develop in-house design project capabilities.
- Explore opportunities in newer geographies of India and abroad.

Segment Overview

The segment undertakes turnkey water projects and helped to build Unity brand by timely project execution through high assets and sources utilisation. The segment has acquired to new technologies and equipment for pipe laying, underground tunneling, vertical cast concrete and de-salination plants. The company out-source designs from best consultants to have cost effective and efficient structures.

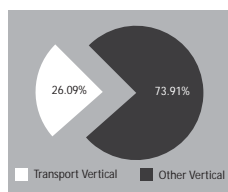
Principal orders received

Project	Client	Value
Construction of Harsi Canal, Madhya Pradesh	Water Resources Department, MP	99.74
Botad branch canal, Gujarat	Sardar Sarovar Nigam Limited	83.81
Construction of Mahuar Earthen Dam, Madhya Pradesh.	Water Resources Department, MP	76.60



TRANSPORT

Order Book



Portfolio

- Roads & Highways
- Bridges
- Flyovers
- Subways
- Tunnels
- Metro/Light/Mono Rails
- Railway & Allied Infra
- Airport Runways
- Aprons

Key Highlights

Revenue	305.9 cr	Number Orders Bagged	5
Revenue Growth	114%	Amount of Orders Bagged	1250.8 cr
Revenue Contribution	15.5%	Segment OrderBook	1245.1 cr

Segment Strategy

- Enter into large ticket projects where competition is limited.
- Tie-ups with JV partners for project specific specialized technical requirement.
- Strengthen resources utilisation
- Build engineering design and technological development teams, which can handle larger and more complex projects.
- Explore opportunities in newer geographies of India and abroad.

Segment Overview

The segment has developed capabilities to qualify and undertakes road and rail infra allied projects and has entered into asset creation and management business. The ownership of state - of - the - art plant and equipment comprises sensor paver, tandem rollers, hot mix plant, three stage crusher, wet mix plant has enabled segment to bid competitively for larger ticket project.

Principal orders received

Project	Client	Value
NH-71 4 Lining of Punjab/Haryana Border - Jind Section (DBFOT)	National Highway Authority of India	510.00
NH-15 Suratgarh - Sriganganagar (DBFOT), Rajasthan	PWD, Rajasthan	330.00
Chomu Mahalan Road Project (DBFOT), Rajasthan	PWD, Rajasthan	198.00
Railway Track laying and allied works project, Jharkhand	Rail Vikas Nigam Limited	135.28
Construction of Concrete Pavement for City Roads in Nagpur	Nagpur Municipal Corporation	77.51

Principal orders Completed

Project	Client	Value
Road Network Strengthening Jogeshwari Vikhroli Link Road - Section II under MUTP	Mumbai Metropolitan Regional Development Authority	67.22



MANAGING RISK AT UNITY

Do NOT ABANDON SHIP!

Inflation Risk

Volatility in prices of inputs and/or changes in assumptions may cause cost overruns, affecting profitability. Besides, delay in completion of projects could result in liquidated damages and/or additional costs.

MITIGATION

The Company's contracts have inbuilt escalation clauses which compensate any increase in input costs. In case of non-escalation contracts, the bid estimate process is carried out such that it insulates any possible increase in the inputs of the contracts. Further, the Company implemented adequate procurement procedures that include long-term contracts to cover price volatilities, regular augmentation of storage facilities for stocking of materials and a careful review and monitoring of the carrying cost of raw materials. Besides, we have a system of proper price estimate of contracts, which will minimise the impact of cost overrun. It undertakes adequate controls on daily management of project process and adequate monitoring controls of project execution for achieving set milestones and alerting the clients for delays. Sophisticated project management tools are extensively used to control schedules.

Unity's risk management and control systems are designed to provide reasonable assurance that the Company's business objectives are achieved. A structured and consistent approach to risk management and internal control is undertaken by aligning strategy, policies, procedures, people and technology to manage the uncertainties that Unity faces.

Operational Risk

Competence gaps might affect the Company's operations

MITIGATION

- The Company provides adequate training to its staff on operating procedures and policies as well as honing of project management skills.
- It encourages staff to upgrade their skill sets and multi-tasking through job rotation.
- The Company's operating procedures for maintenance include preventive maintenance of all equipment according to a predefined schedule and adequate training for maintenance staff for compliance with operating procedures.
- It projects are executed using standard quality certified equipment and materials benchmarked against global standards.
- The Company's crisis management teams were established at all project sites to manage any eventuality.
- Its project operating procedures institute the most effective accident prevention measures across all stages of the construction activity.

Sectoral Risk

Growth and demand is dependent on general economic conditions and a deceleration can adversely affect the Company's business and earnings.

MITIGATION

Buoyant macroeconomic conditions in India (GDP growth of 8.1% in 2011-12) encouraged the government to continue economic reforms, encourage large investments in infrastructure and construction industries. The Indian infrastructure industry is the second largest contributor to GDP growth. Moreover, a targeted double digit GDP growth by the end of the Twelfth Plan (projected infrastructure investment for the Twelfth Plan is estimated at USD 1 trillion) period only suggests an increased spending by the government on infrastructure, which bodes well for the Company. Besides, we diversified across several verticals within the construction industry, reducing excessive dependence on a single sector.

Sectoral Risk

Skewed business strategy may result in lost opportunities.

MITIGATION

An average topline growth of [18%] over the past five years depicts the Company's clear vision and mission. Annual business plans and the long-term business strategy are discussed thoroughly before vetting by the Board of Directors. Besides, mid-term reviews of the business strategy and the annual plans ensure that the Company initiates a mid-course correction should the situation so warrant. The long-term business strategy comprises:

- Fortifying the Company's presence in select vertical.
- Diversifying presence in different sectors and in different geographies to reduce cyclical risks

Liquidity Risk

To a large extent, cash flow is dependent on the credit terms extended to the clients and the effective recovery of the dues from them. Delays in the recovery of the dues have a direct impact on the liquidity position which will affect the operations and earnings of the Company.

MITIGATION

- The Company takes effective measures to collect old dues from clients and effectively follows up for collection of dues. The debtors' collection period reduced from [90] days in 2008-09 to [30] days in 2011-12, indicating enhanced collection efficiency and improved debtor credibility.
- The Company follows up with government departments (the major debtors) and others to ensure smooth flow of funds. Short-term gaps are bridged by additional working capital facilities from the banks.

Assets and Inventory Risk

Risk of accidents to the Company's sites and stocks could affect the Company's operations, affecting profitability. Similarly, machinery breakdowns will impact operations and profitability.

MITIGATION

Unity's key corporate strength comprises the ownership of captive equipment with a gross block of Rs. 222 cr (as on 31 March 2012). The Company undertakes the required steps, which provides security to its assets and inventory by taking appropriate insurance policies to avoid or mitigate asset and inventory risks. The Company also undertakes preventive maintenance for all its equipment, according to a predefined schedule to avoid breakdowns.



Nurturing Lives



CSR INITIATIVES



Giving Back to The Society

Unity CSR Foundation (UCF) is a part of Unity InfraProjects Limited (UIL), committed to contribute to the development of society, we live in and earn from. This includes direct and indirect stakeholders, staff, customers and other partners.

It was in keeping with the principles of this philosophy that we established our CSR wing, in which UIL and its employees undertake to fulfill their social responsibilities as good corporate citizens. Corporate Social Responsibility is an integral part of who we are and how we do business at UIL. Our commitment to CSR provides us with a competitive edge: it contributes to customer and employee satisfaction, helps us to meet shareholder expectations and broadens our community relationships.

Most importantly, we are committed to operating as a socially responsible company because we believe that it's the right thing to do. We want to embed our presence in our chosen fields and even diversify into other activities. We are executing projects in child education, health, senior citizen and environment and intend to scale up our presence and activities these sectors.

We at UCF remain committed to maintaining the trust of society at large. We will continue to serve the needs of society by promoting our CSR initiatives in a consistent and strategic manner.

Dr. Shweta Avarsekar,
Chairperson - Unity CSR Foundation

EDUCATION



Project Utkarsh Computer Education Programme

UCF has entered into tie up with MCGM to impart computer education free of cost to the students and to the teachers. Unity CSR Foundation hired computer professionals on its payroll to teach and designed syllabus of computer education. Today Unity CSR Foundation is imparting Computer Education free of cost to nearly 15000 students at 12 MCGM Schools.



Project Dnyandeep Establishing & Maintaining Libraries at schools

Project Dnyandeep is introduced to establish library of qualitative multilingual books from leading publication houses of India at MCGM schools & enrolled librarian on its payroll to maintain facility. Unity CSR Foundation believes that every child should get Next-Gen Education and contribute his best knowledge to development of the nation. UCF has established 3 libraries so far.

Project Suyash Remodeling of Dilapidated Rural Schools

Nearly 500 children have got a reason to smile because Unity CSR Foundation has provided basic infrastructure and better facilities like Computers and Printers, benches, Uniforms, note books, scales, school bags, charts and other stationery items etc. to dilapidated Zilla Parishad Marathi Medium Schools in Patansai and wada villages of Roha Taluka, Distt. Raigad.

Scholarships For Engineering Students

Foundation has been awarding Scholarships to deserving student pursuing Civil Engineering studies. UCF has awarded total six scholarships in Fiscal 2012, of which three scholarships have been awarded to Civil Engineering Degree Students under the title 'Late Shri. Krishnarao Avarsekar Scholarship' and rest three scholarships awarded to Civil Engineering Diploma Students under the title 'Late Smt. Umabai Avarsekar Scholarship'.

Yashasvi Bhava Guidance & Seminar for Xth Std. Students

UCF introduced a project "Yashasvi bhava" in association with leading Marathi daily of Mumbai in which nearly 2500 financially poor Xth std students from MCGM and other schools in and around Mumbai and Thane Dist benefitted through seminars and guidance on Xth std examination preparation by faculty experts. In this project, Special "Yashasvibhava" Book and question paper sets have been distributed to these students.

Unity Infraprojects Limited - Annual Report 2011-2012

HEALTH



Project Sangopan For Malnourished Children & Lactating Mothers

To prevent deaths due to malnutrition and to improve the health of pregnant women, lactating mothers and malnourished children under age 5, UCF has introduced this programme.

500 Malnourished children have been adopted and given supplementary nutritional food daily.

20 medical camps were conducted for malnourished children to supervise their growth and health condition.

2152 children were vaccinated and treated during the medical camps.

12 Health checkup camps for pregnant ladies were organized in which sonography and other pregnancy related tests had been carried. 350 Pregnant women benefitted by these camps.

8 educational Camps organized for youngsters and teenagers in which about 627 people were educated by Counseling on sex education, health and hygiene and personality development.

43 children suffering from severe diseases like TB, hernia, diarrhoea, typhoid, malaria, pneumonia etc. were treated in reputed hospitals of Jawhar, Nasik and Mumbai areas.

Project DISHA Disability Helpline and Action - toll free no:1800-22-1203

UCF established a helpline with a view to overcome the disability in children and to maximise their full potential.

- Under project DISHA, Unity CSR Foundation awarded scholarships to 15 Disabled children to encourage them for their further studies.

- DISHA Newsletter was launched on 24-Dec-11, inauguration of the first issue of DISHA Newsletter was done by UCF Advisory Council Member- Mrs. Pushpa Avarsekar. This Newsletter shall cover the news in the field of Disability and will be published on quarterly basis.

- In Standard Chartered Marathon-2012, A group of enthusiastic runners participated to represent Unity CSR Foundation's help line DISHA.



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ENVIRONMENT



Nal Pani Yojana Drinking Water Supply Programme

In Jawhar taluka of Thane district, drinking water scarcity is a big problem. The only source of drinking water is a government provisioned wells, which are located in very remote hilly areas.

Unity CSR Foundation has observed People risking their lives on slippery slopes moon walk of around 2 to 3 km, with water pots laden on their head. Unity CSR Foundation has initiated Nal Pani Yojana with Pragati Pratishthan, under its environment sector at Wad Pada and Gharat Pada villages of Jawhar Taluka, Dist. Thane.

In this scheme, a pump house has been constructed near the well to pump water into installed storage tank. This stored water is then supplied to villagers through laid pipeline and taps at easy locations.

UCF has appointed volunteers on its payroll to take care of installed facility.

Distribution of Solar Lanterns Enlightening Lives

UCF has distributed multipurpose solar lanterns to villagers of Jawhar taluka of Thane district to remove the darkness of load shedding of more than 16 hours. This programmes have helped nearly 200 families.



Unity Infraprojects Limited - Annual Report 2011-2012

SENIOR CITIZEN



Project Suvidha Senior Citizen Welfare Programme

Unity CSR Foundation has donated Mobile Van to Anandham Old Age Home run by Lokmanya Seva Sangh Parle of Jambhulpada, Taluka Sudhagad, Dist. Raigad with an intention to bring faster cityland connectivity in emergency situations and day to day requirements. More than 100 Senior Citizens have been getting benefitted through this initiative.



Certificate of Merit - Support & Improvement In Quality Education

Unity CSR Foundation was awarded the 'Global CSR Award' at the 'Blue Dart World CSR Day presents Global CSR Awards powered by Star News'. The award was presented by the World CSR Day in recognition of Unity CSR Foundation's flagship initiative 'Child education sector' for its noteworthy contribution towards free 'quality' education for children from economically weaker section of the society.

Unity CSR Foundation has received citation from the hands of Dr. Veerappan Molli, Hon'ble Union Minister of Corporate Affairs, Government of India and Dr. Bhaskar Chatterjee, Director - General and CEO, Indian Institute of Corporate Affairs.



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