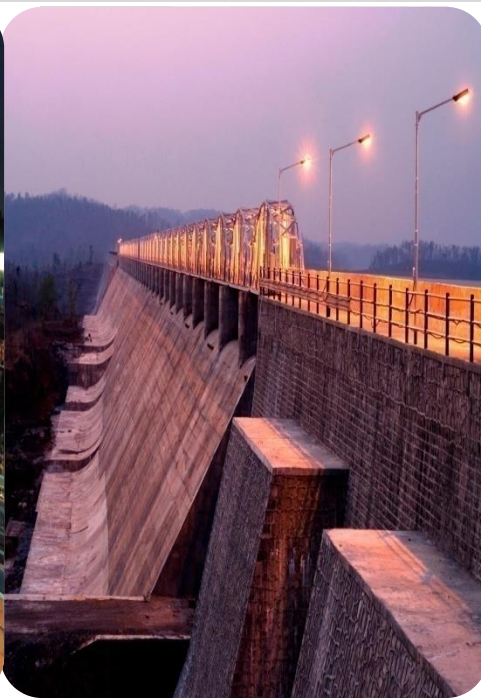


# UNITY

INFRAPROJECTS LIMITED



**March, 2014**

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- Overview
- Business Segments
- Financials
- Value Drivers

# Overview

- ▶ An IMS certified company, Unity Infraprojects Limited (UIL) is a leading player in infrastructure segment since last 34 years
- ▶ Company has grown from an EPC contractor to a full fledged infrastructure company, specializing in building construction and infrastructure segments namely transportation and irrigation & water supply.
- ▶ Company has a bright future, with an order book of Rs. 33544 mn as at March 2014. Qualified & experienced management, and an employee base of 1016 personnel as at March 30, 2014.
- ▶ Listed on BSE & NSE in the year 2006, the company has a market capitalization of Rs. 1589.2 mn as at March, 2014.





# Major Completed Projects

Const. of Hotel, Balewadi, Pune - Rs. 2700 mn				
Nepal Bharat Maitri, Nepal - Rs. 520 mn				Faculty Block at Tata Memorial Hospital, Mumbai - Rs. 301 mn
New Transformer factory Siemens Ltd. Kalwa – Rs. 340 mn		Permanent Shelters, Andaman & Nicobar Islands - Rs. 1147 mn		Residential Bldgs at Swan Mills, Mumbai - Rs. 700 mn
Clear water transmission mains, Delhi Jal Board - Rs 450 mn		Yatri Niwas, Nanded - Rs. 750 mn		Common Facility Building, BARC, Mumbai - Rs. 510 mn
Tunnel for NF Railway, Tripura - Rs. 494 mn	LIG Houses, New Delhi – Rs. 302 mn	C & AG India , Delhi - Rs. 616 mn	MDN Stadium, New Delhi - Rs. 1478 mn	Project Seabird, Karwar - Rs. 740 mn
Strengthening of Tansa Dam, Thane Distt. - Rs. 852 mn	Permanent Shelters, Andaman & Nicobar Islands - Rs. 2857 mn	Insurance Educational Instt., Mumbai - Rs. 171 mn	HSRDC Road Pkg II, Haryana - Rs. 1426 mn	Multiplex Bldg, Market City, Pune - Rs. 780 mn
Road Connectivity Major Ports Pkg 1, Navi Mumbai - Rs. 1427 mn	New Assam Secretariat, Guwahati - Rs. 912 mn	District level Hospital Mapusa, Goa - Rs. 222 mn	HSRDC Road Pkg I , Haryana - Rs. 2405 mn	KP Mall, Pune - Rs. 790 mn
CST Airport, Mumbai – Rs. 1067 mn	WSS Pise Head Works, Thane - Rs. 770 mn	Big Mall, Thane - Rs. 200 mn	Storm Water Pumping Stn. Mumbai - Rs. 700 mn	Nizam Instt. of Medical Sciences, Hyderabad - Rs. 1259 mn
Pre – FY 2008 -09	FY 2008 - 09	FY 2009 -10	FY 2010 - 11	FY 2011 -12

Building

Water

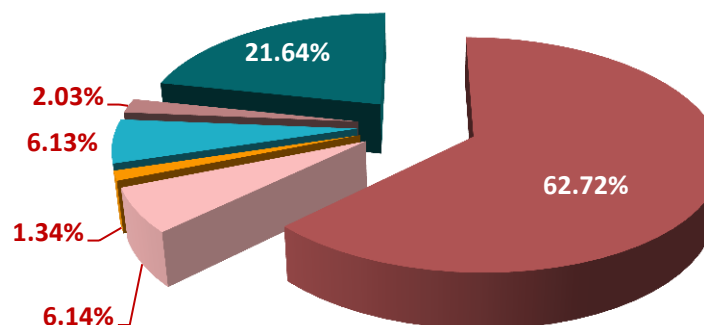
Transport

# Shareholding Pattern

**March 31, 2014**

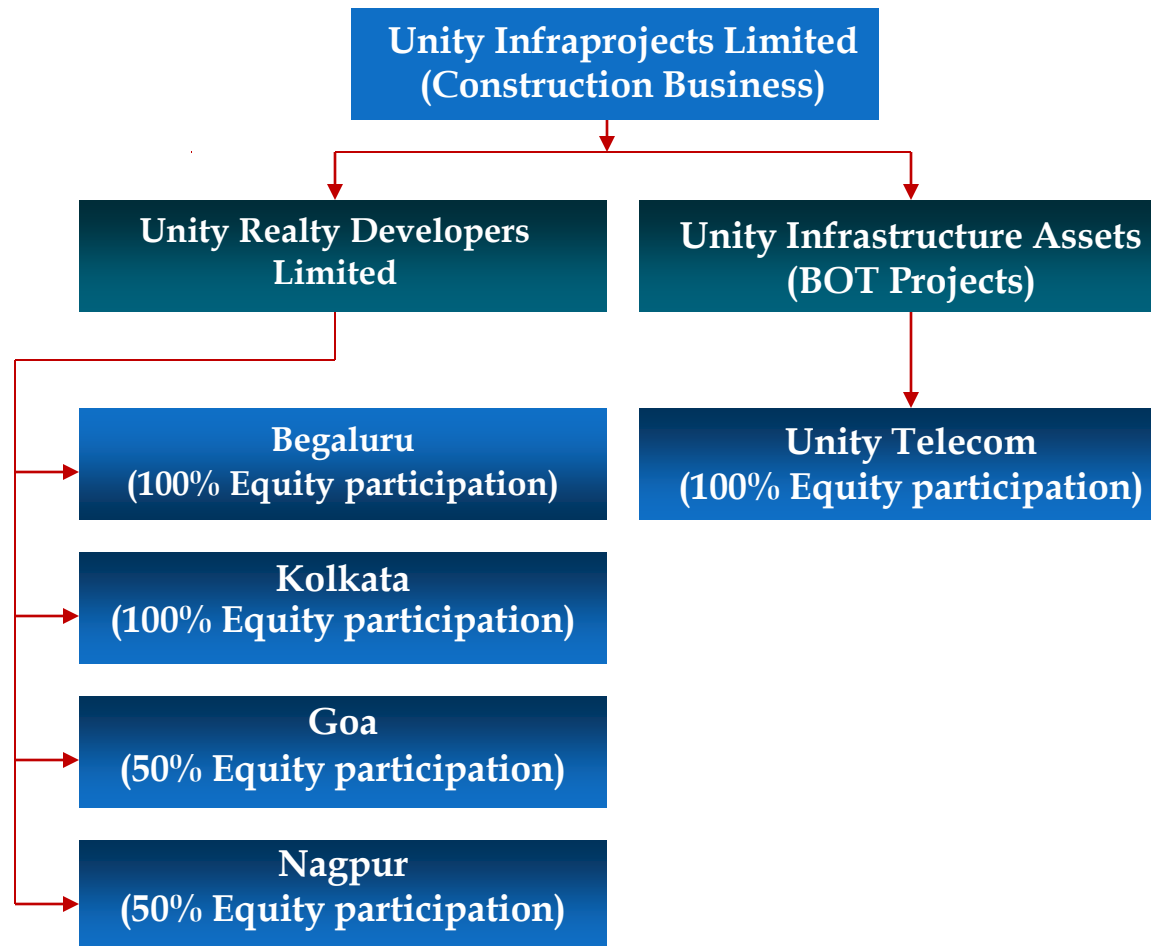
Category	No. Of Shares	% Holding
Indian Promoters	46464500	62.72
Banks Fin. Inst. and Insurance	4548661	6.14
FII's	992705	1.34
Private Corporate Bodies	4541253	6.13
NRI's/OCB's/Foreign Others/Others	1503873	2.03
General public	16031438	21.64
<b>Total</b>	<b>74082430</b>	<b>100.00</b>

- Promoters
- Fin. Instt/Banks
- FII
- PCB
- NRI/OCB/Foreign/Others
- General Public



# Business Segments







## **Building**

Commercial & Residential Buildings, Mass Housing Projects & Townships Industrial Structures, Airports, Infotech Parks, Hotels & Hospitals, Educational Complex, Stadium and Railway Station



## **Transportation**

Roads, Bridges, Flyovers, Subways & Tunnels



## **Water**

Dams, Tunnels, Lift Irrigation, Water Supply & Sewerage and Micro tunneling



## **Real Estate Development**

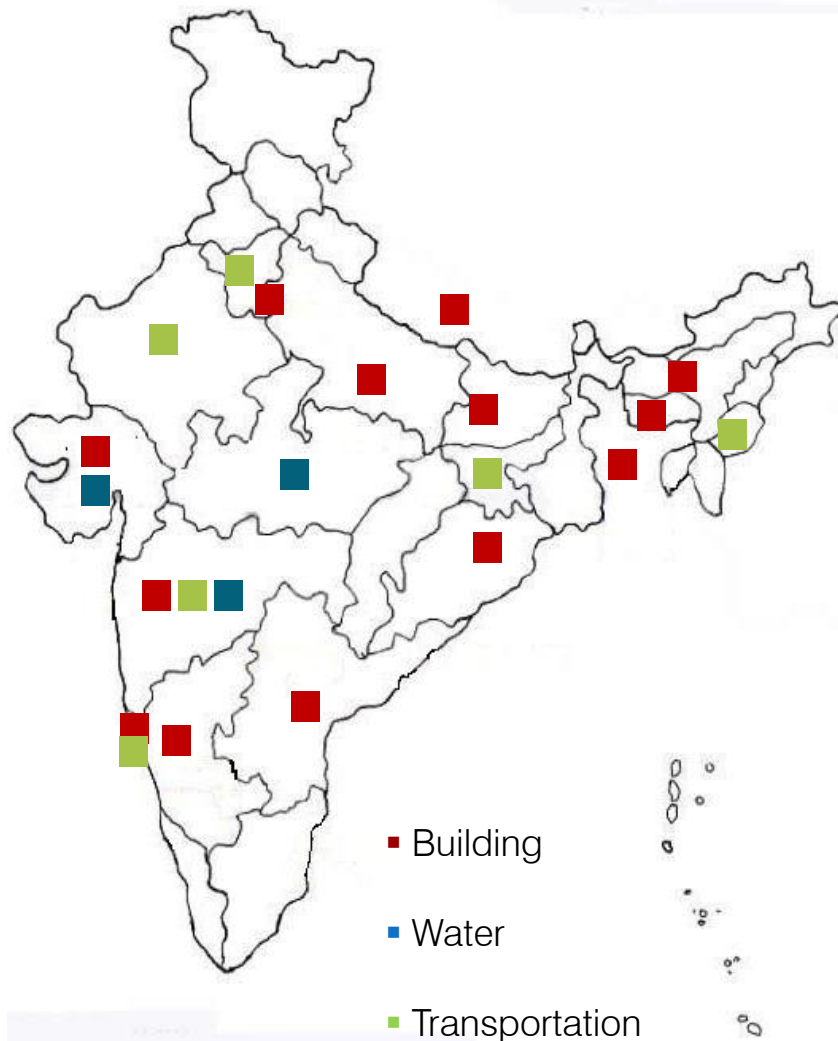
Hotels, IT Parks, Commercial and Retail



## **Telecom Business**

Construction of telecom towers, end to end (turnkey) solutions of Cell sites, in building solutions, installation and Commissioning of various telecom equipments, deployment of wireless broadband infrastructure rollouts like Wi - Fi and Wimax etc.

## Presence across various projects all over India

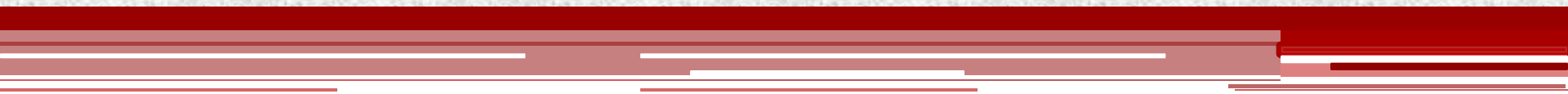


Location	Building	Water	Transport	No. of Ongoing Projects
Maharashtra	21	10	2	32
Andhra Pradesh	2	-	-	2
Delhi	1	-	-	8
Uttar Pradesh	2	-	-	2
Bihar	2	-	-	2
Madhya Pradesh	-	2	-	2
Haryana	-	-	3	3
Karnataka	5	-	-	5
Orissa	1	-	-	1
Rajasthan	-	-	3	3
Assam	2	-	-	2
Jharkhand	2	-	1	2
Goa	1	1	-	2
Gujarat	1	1	-	2
Meghalaya	1	-	-	1
Manipur	-	-	1	1
Nepal	1	-	-	1
Bangladesh	1	-	-	1
<b>Total</b>	<b>48</b>	<b>14</b>	<b>10</b>	<b>72</b>

# Some Significant Ongoing Projects

Select Projects in Civil Construction	Total Contract Value (Rs. Mn)
Redevelopment of Lady Hardinge Hospital, New Delhi	4141
Construction Works at Bihar Agriculture University	4035
Construction of Delhi Police Headquarter	3150
Director General of the Married Accommodation Project, Delhi	2992
Construction of Miners' Quarters for BCCL India	2868
Redevelopment of R.N. Cooper Hospital at Vile Parle, Mumbai	2654
Township for Kudgi Super Thermal Power Project, Karnataka	2486
Prison Complex i/c housing at Mandoli, New Delhi	1543
Township Project for Rail Coach Factory, Raebareli, Uttar Pradesh	1450
Construction of Karwar Institute of Medical Sciences at Karwar, Karnataka	1410
Construction of Netra Complex For NTPC, Greater Noida, UP	1253
Construction of Chemical Laboratory Building, Delhi University, Delhi	1218
Construction of 1000 Room Boys Hostel (G+10) for ISM at Dhanbad, Jharkhand	1161
Select Projects in Transportation	
Construction of 4 –laning of Punjab/ Haryana Border - Jind Section of NH- 71 (DBFOT)	5100
Development & operation of Suratgarh- Sriganganagar Section of NH-15 (DBFOT)	3100
Chomu Mahla Road Project (DBFOT)	1980
Select Projects in Irrigation & Water Supply	
Construction of long tunnel from Kapurbawadi to Bhandup Complex, Mumbai	5729
Replacement of existing riveted Tansa Mains from Tansa to Tarali – Thane District	3252

# Financials





Particulars (Rs. in mn)	Quarter					Nine Months		Six Months	
	Q4FY 13 unaudited	Q4FY 13 unaudited	Q3FY 14 (Unaudited)	Q2FY 14 (Unaudited)	Q1FY 14 (Unaudited)	9MFY14 Unaudited	9MFY13 Unaudited	HY14 Unaudited	HY13 Unaudited
Net Sales	5107.6	6924.2	5183.5	4016.6	4211.2	13411.4	13474.0	8227.8	7962.9
% YOY Growth	(3.6%)	(3.6%)	5.9%	0.13%	6.6%	0.5%	7.3%	3.3%	4%
Expenditure	4966.9	6253.6	4682.1	3432.2	3735.9	11850.2	11627.2	7168.1	6826.3
EBIDTA	494.9	732	656.0	684.8	559.6	1900.4	2060.3	1304.0	1262.3
% Margin	9.7%	10.57%	12.65%	17.05%	13.3%	14.2%	15.3%	15.85%	15.85%
Other Income	60.8	1.4	104.6	50.9	61.1	191.6	104.5	146.6	61.7
Interest	795.6	398.9	599.0	491.4	390.5	1480.9	1128.6	881.9	703.2
Depreciation	49	60	49.9	49.4	48.3	147.6	159.1	97.7	104.5
PBT	(349.7)	347.9	44.1	142.6	181.9	368.5	877.1	324.4	516.4
Tax	(159.3)	49.5	23.5	42.0	49.1	114.6	170	91.1	170
PAT	(190.5)	298.4	20.6	100.6	132.8	253.9	627.1	233.3	346.4
% Margin	-	4.3%	0.4%	2.5%	3.1%	1.9%	4.6%	2.8%	4.35%

## Annual Results

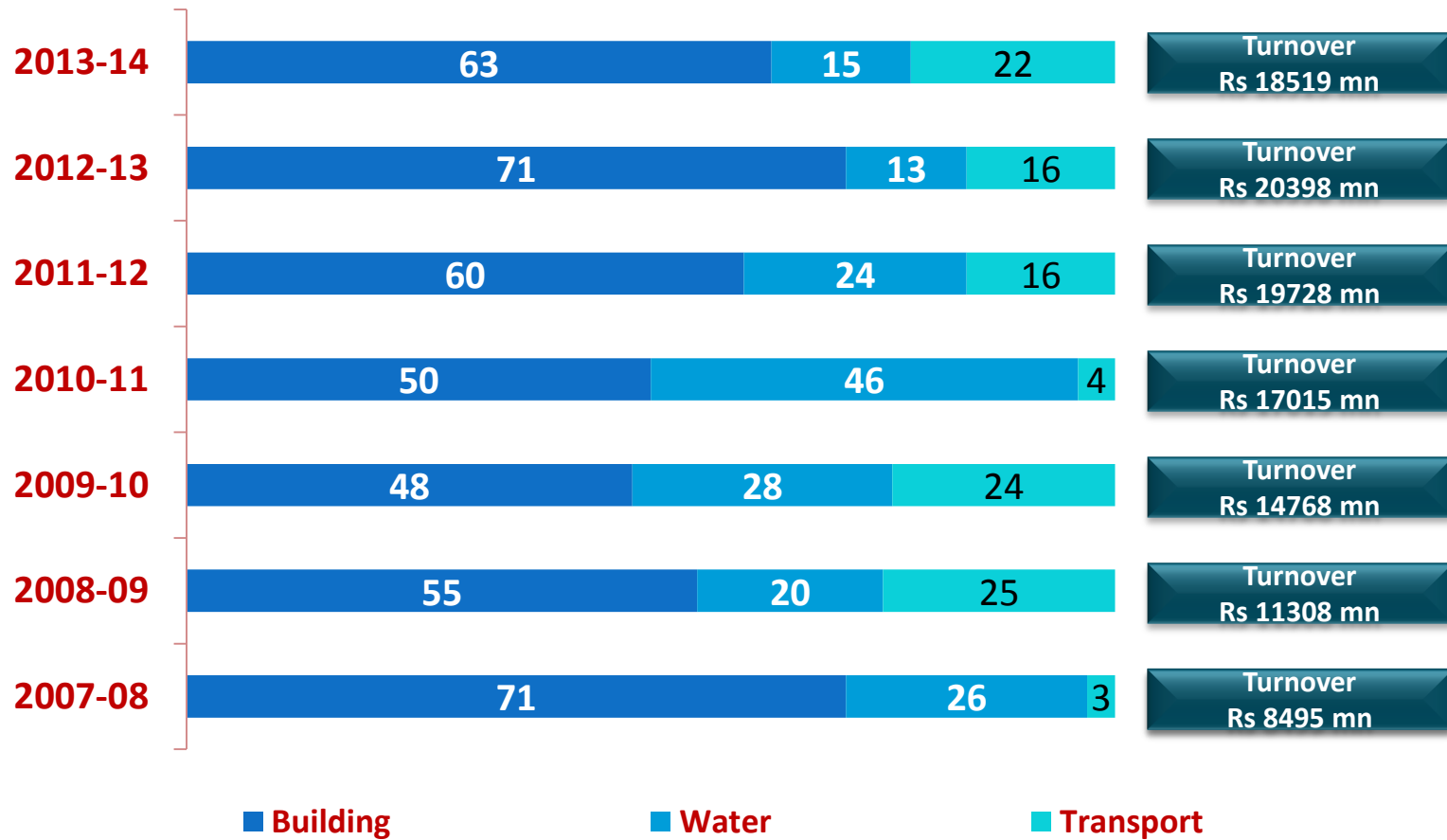
Particulars (Rs in mn)	FY2013-14	FY2012-13	FY2011-12	FY2010-11	FY2009-10	FY2008-09	FY2007-08
Net Sales	18519.1	20398.2	19727.7	17015.2	14768	11307	8495
% YOY Growth	(10.1%)	15.94%	15.94%	15.22%	30.61%	33.1%	56.47%
Expenditure	16817.2	17880.8	17209.9	14923.2	12855	9880	7433
EBIDTA	2492	2792.3	2918.5	2444.9	2057	1599	1190
% Margin	13.46%	13.69%	14.79%	14.37%	13.8%	13.9%	13.8%
Other Income	157.5	179.3	28.0	150.1	122	156	122
Interest	2276.5	1527.5	1213.2	832.7	584	400	206
Depreciation	196.7	219.1	200.5	179.9	175	159	73
PBT	18.8	1225.0	1504.8	1432.3	1299	1039	911
Tax	(44.6)	299.5	469.3	488.8	448	342	311
PAT	63.5	925.5	1035.5	943.5	851	697	600
% Margin	0.3%	4.5%	5.25%	5.5%	5.7%	6.1%	7%

## Annual Asset and Liabilities Statement

Particulars (Rs. in mn)	FY 2012 - 13	FY 2012 - 13	FY 2011 - 12	FY 2010 - 11	FY 2009 - 10	FY 2008 - 09	FY 2007 - 08
Share Capital	148	148	148	148	148	134	134
Reserves	8281.9	8218	6361	6361	5504	4049	3423
Net Worth	8430	8366	7458	6510	5652	4183	3557
Non Current Liabilities	4518.2	906	1685	8481	6863	4721	2794
Current Liabilities	20380.8	15692	12295				
<u>Total Liabilities</u>	<u>33329.1</u>	<u>24965</u>	<u>21438</u>	<u>19566</u>	<u>12530</u>	<u>8920</u>	<u>6361</u>
Fixed Asset	1169.2	1331	1319	1159	1003	1073	573
Non Current Asset	14096.9	2445	4745	15404	14649	12468	8842
Current Asset	19232.2	21189	16693				
<u>Total Assets</u>	<u>33329.1</u>	<u>24965</u>	<u>21438</u>	<u>19566</u>	<u>12530</u>	<u>8920</u>	<u>6361</u>

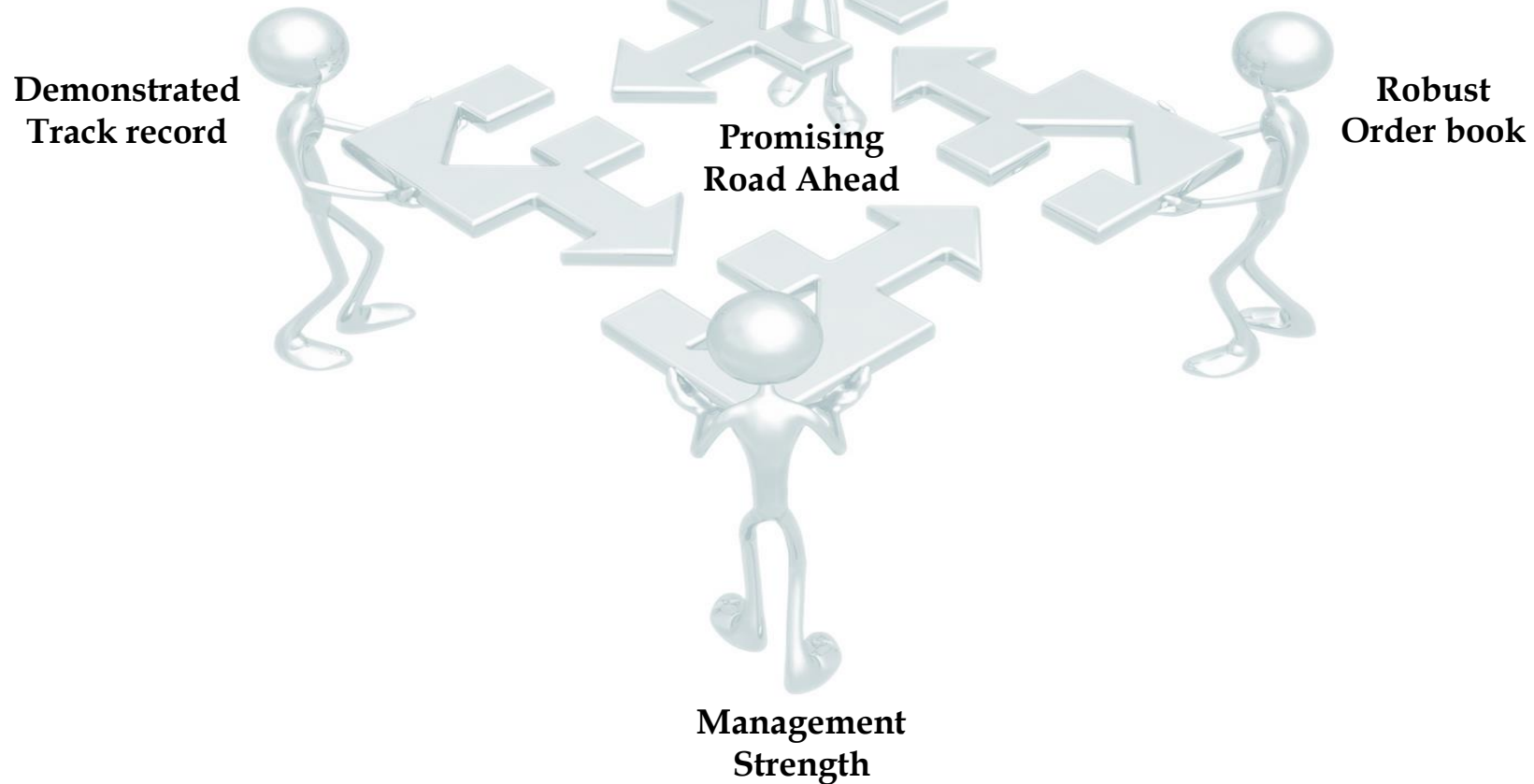
## Ratios

Ratios	FY 2013 - 14	FY 2012 - 13	FY 2011 - 12	FY 2010 - 11	FY 2009 - 10	FY 2008 - 09	FY 2007 - 08
D/E	0.94	1.35	1.35	1.21	1.1	0.8	0.3
RONW	0.75%	11.1%	13.9%	14.5%	15%	16.7%	16.9%



## Value Drivers

**Execution Capability  
& Asset Base**

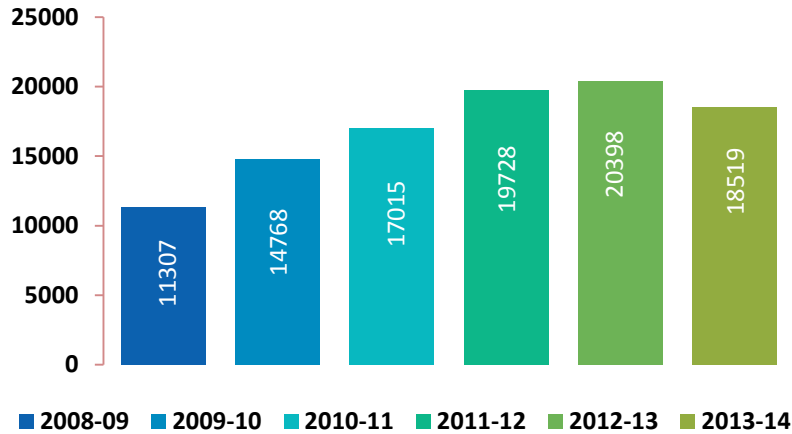




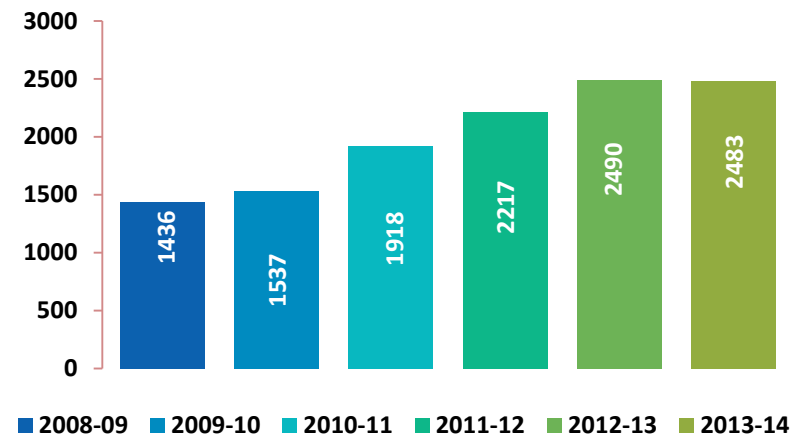
<i>Increase in ticket size of Order book</i>	<ul style="list-style-type: none"> <li>• Developed skills to handle large sized projects, recently got order for a single project worth Rs. 11450 mn in joint venture</li> <li>• Significant increase in ticket size – from Rs 650 mn in 2005 to Rs. 5725 mn in 2009</li> </ul>
<i>In the big league and entering newer segments</i>	<ul style="list-style-type: none"> <li>• Competing with large players like L&amp;T, IVRCL, Nagarjuna, HCC, Patel.</li> <li>• Proven track record in execution of logistically challenging projects</li> <li>• Identified and entered niche segments like microtunneling</li> </ul>
<i>Experienced Management Team &amp; employee base</i>	<ul style="list-style-type: none"> <li>• 3 out of 4 Promoters have engineering background</li> <li>• Active board</li> <li>• Dedicated core team with over 2 decades of working experience with company</li> <li>• Well qualified and experienced team of 1016 people as at March 31, 2014</li> </ul>
<i>Proven ability to undertake Complex projects</i>	<ul style="list-style-type: none"> <li>• Expansion of Terminal 1B at Mumbai Airport without disrupting operations</li> <li>• Strengthening of Tansa dam executed without emptying Dam</li> <li>• Rabale railways station built on operational railway line</li> </ul>
<i>Operation in diverse segments &amp; geographies</i>	<ul style="list-style-type: none"> <li>• Very broad portfolio of projects within each segment</li> <li>• Expertise in transportation , water and diverse building construction</li> <li>• Projects executed in 20 states in India, as well as Nepal and Bangladesh</li> </ul>
<i>Large fleet of state of Art Equipment</i>	<ul style="list-style-type: none"> <li>• Large fleet of sophisticated equipment</li> <li>• Gross block of Rs 2483 Million as of March 31, 2014</li> <li>• Own equipment has led to increased operating margins</li> </ul>

# Demonstrated track record

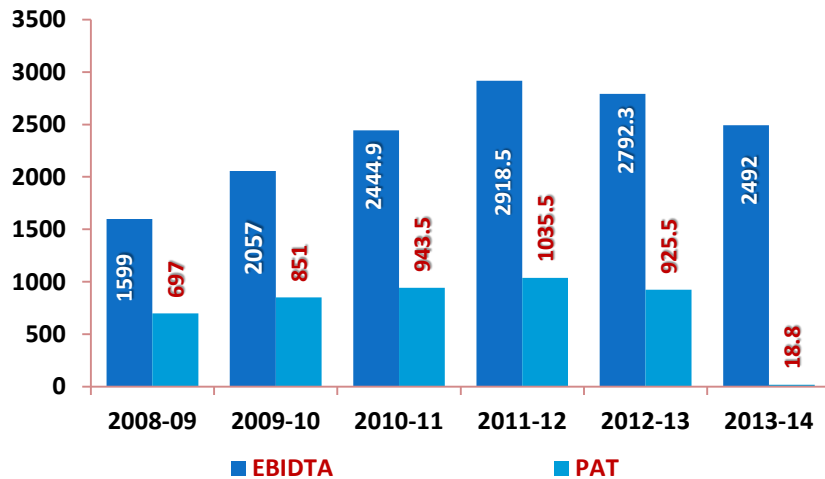
Turnover (Rs in mn)



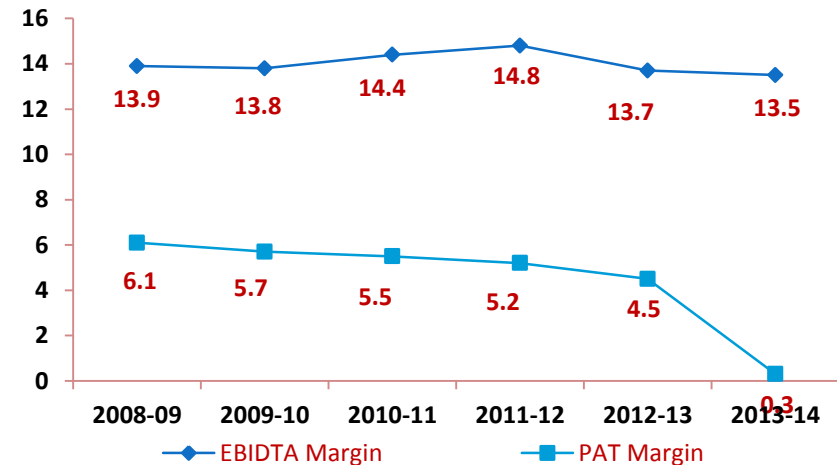
Gross Block (Rs in mn)



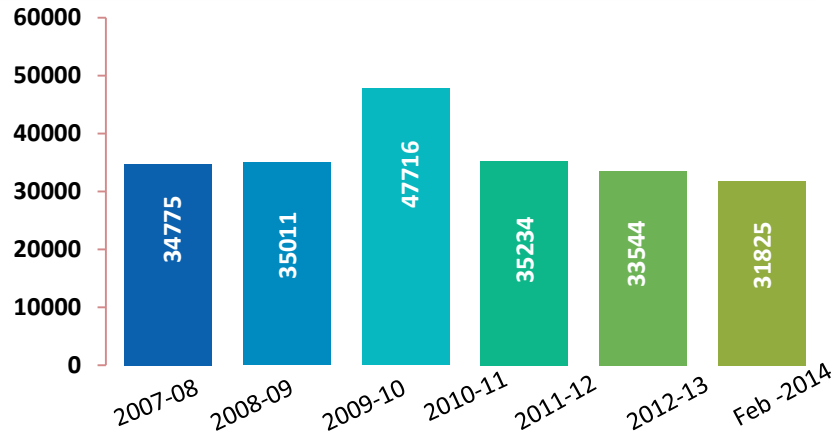
EBIDTA and PAT (Rs in mn)



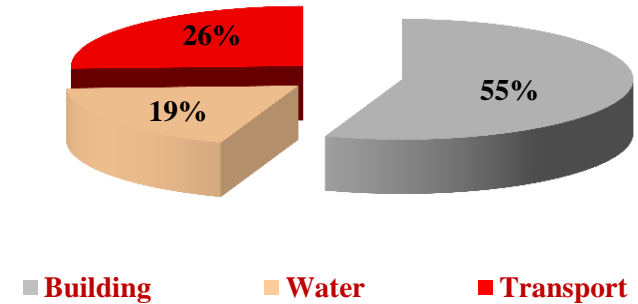
EBIDTA and PAT Margin



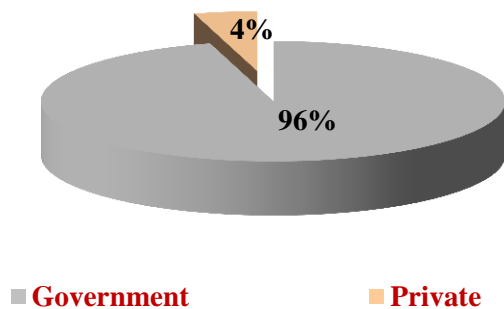
Order Book Growth (Rs in mn)



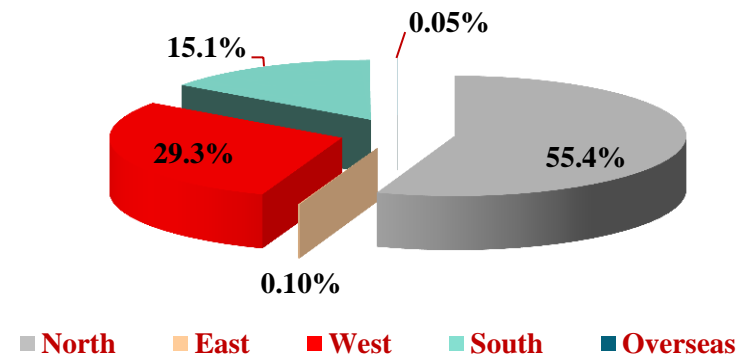
Segment wise breakup of Order Book



Client wise breakup of Order Book



Geographic breakup of Order Book



## *Promoters*

**Kishore K. Avarsekar**  
(CMD)

**Abhijit K. Avarsekar**  
(VCMD & CEO)

**Ashish K. Avarsekar**  
(Executive Director)

**Pushpa K. Avarsekar**  
(Executive Director)

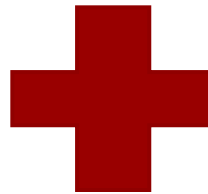
## *Experienced Key Management Personnel*

**Madhav Nadkarni**  
(Chief Financial Officer -  
C.A., Exp 23 yrs )

**Prakash Chavan**  
(CS - MCom, LLB, CS, DFM, DORM, NCS,  
GDC & A Exp 16 yrs)

- ▶ *The company bagged orders (gross) so far - Rs. 11607.8 Mn.*
- ▶ *Orders Bagged in the first quarter of the fiscal 2014-15- Rs.2571.1 mn*
- ▶ *Company's L1 Status as at May, 2014 - Rs. 5562.7 mn*
- ▶ *Bid for and secure more complex and profitable infrastructure projects and focus on projects that are within our core competence.*
- ▶ *Expand operations to other types of infrastructure projects which are technologically driven*

# *The burgeoning Infrastructure Opportunity*



## *Unity's competitive strengths*

Execution Capability  
& Asset Base

Demonstrated  
Track record

Robust Order book

Management  
Strength

Promising  
Road Ahead



*Creation of Exponential Value... ..*





Thank You