

# UNITY

INFRAPROJECTS LIMITED



**February, 2013**

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- Overview
- Business Segments
- Financials
- Value Drivers

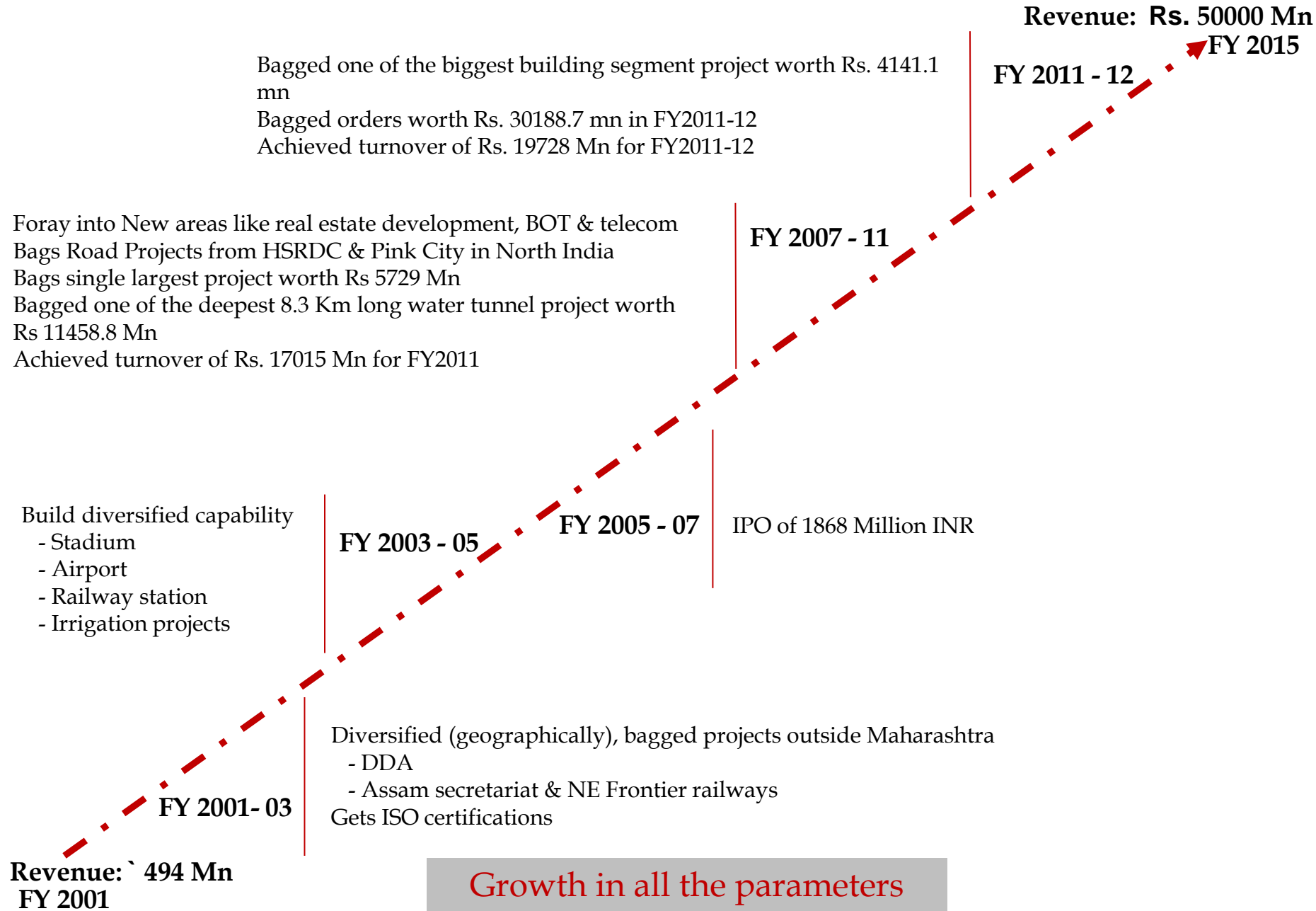
# Overview



- ▶ An ISO 9001 : 2008, 14001 : 2004, and OHSAS 18001 : 2007 certified company, Unity Infraprojects Limited (UIL) is a leading player in infrastructure segment since last 33 years
- ▶ UIL is ranked 14th among India's top infrastructure companies (The Economic Times published in October, 11)
- ▶ Company has grown from an EPC contractor to a full fledged infrastructure company, specializing in civil construction and infrastructure segments namely transportation and irrigation & water supply.
- ▶ Company has a bright future, with an order book of Rs. 40942 mn as at November, 2012. Qualified & experienced management, and an employee base of 1136 personnel as at Sept 30, 2012.
- ▶ Listed on BSE & NSE in the year 2006, the company has a market capitalization of Rs. 3411 mn as at Sept 30, 2012
- ▶ Achieved a turnover of Rs. 19727.7 mn & PAT of Rs. 1035.5 mn for FY 2012 and has net worth of Rs. 7458.3 mn as at March 31, 2012



# The Quantum Leap



**Growth in all the parameters**

# Major Completed Projects

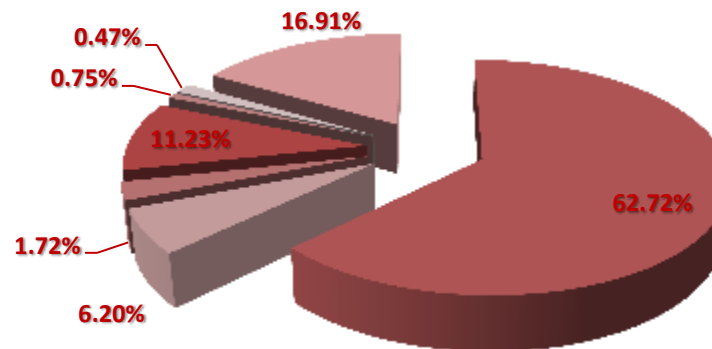
Pre – FY 2008 -09	FY 2008 - 09	FY 2009 -10	FY 2010 - 11	FY 2011 -12
Const. of Hotel, Balewadi, Pune - Rs. 2700 mn				Faculty Block at Tata Memorial Hospital, Mumbai - Rs. 301 mn
Nepal Bharat Maitri, Nepal - Rs. 520 mn		Permanent Shelters, Andaman & Nicobar Islands - Rs. 1147 mn		Residential Bldgs at Swan Mills, Mumbai - Rs. 700 mn
New Transformer factory Siemens Ltd. Kalwa – Rs. 340 mn		Yatri Niwas, Nanded - Rs. 750 mn		Common Facility Building, BARC, Mumbai - Rs. 510 mn
Clear water transmission mains, Delhi Jal Board - Rs 450 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
Tunnel for NF Railway, Tripura - Rs. 494 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
Strengthening of Tansa Dam, Thane Distt. - Rs. 852 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
Road Connectivity Major Ports Pkg 1, Navi Mumbai - Rs. 1427 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
CST Airport, Mumbai – Rs. 1067 mn				Strengthening of JVLR Road, Mumbai - Rs. 672 mn

Building
Water
Transport

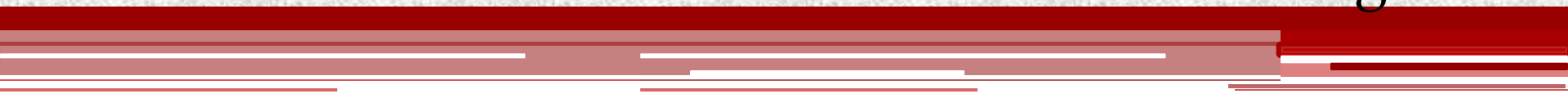
**December 31, 2012**

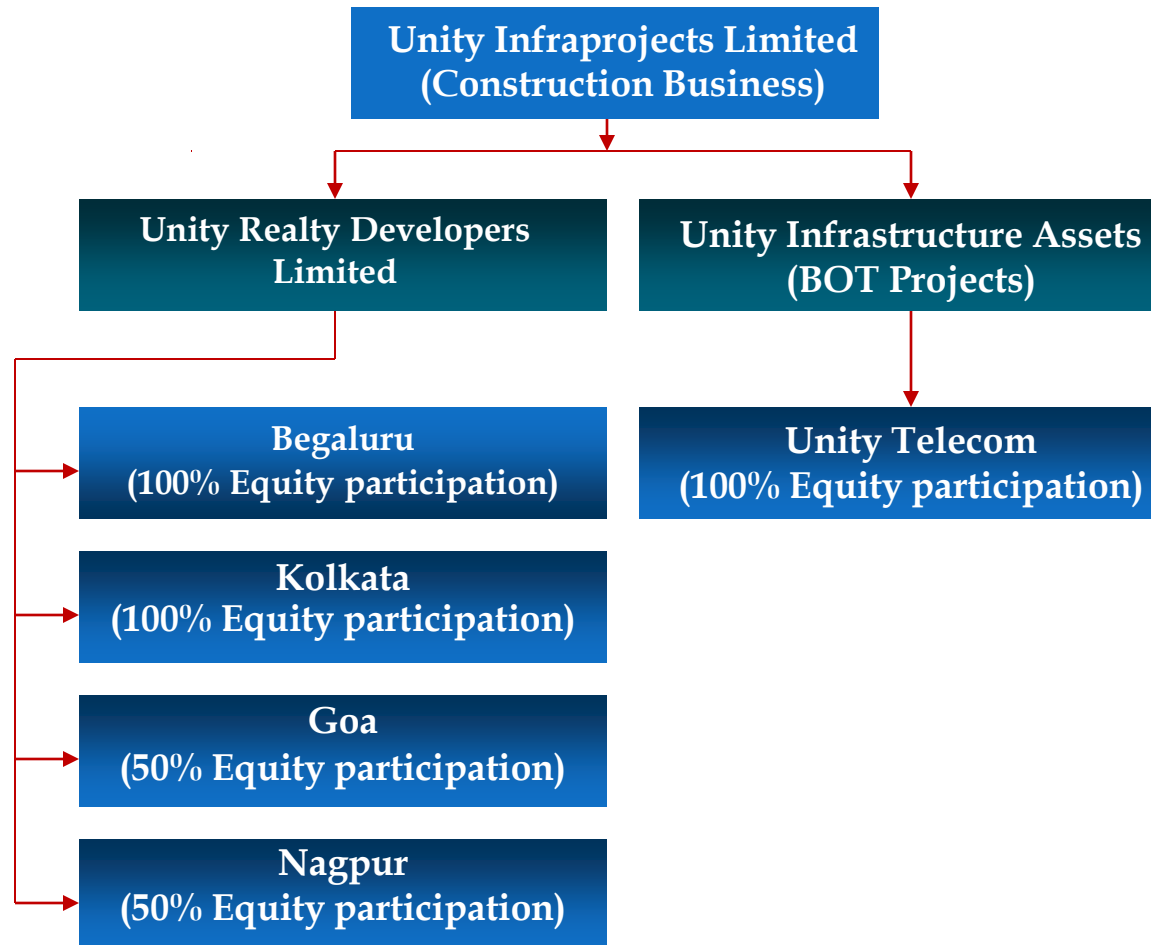
<b>Category</b>	<b>No of Shares*</b>	<b>% Holding</b>
Promoters	46464500	62.72
Banks Fin. Inst. and Insurance	4578600	6.20
FII's	1255477	1.72
Private Corporate Bodies	8282969	11.23
NRI's/OCB's/Foreign Others	557489	0.75
Others	350650	0.47
General public	12467186	16.91
<b>Total</b>	<b>74,087,380</b>	<b>100.00</b>

- Promoters
- Banks/Fin. Instt. & Insurance
- FII
- Private Corporate Bodies
- NRI/OCB/Foreign Others
- 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

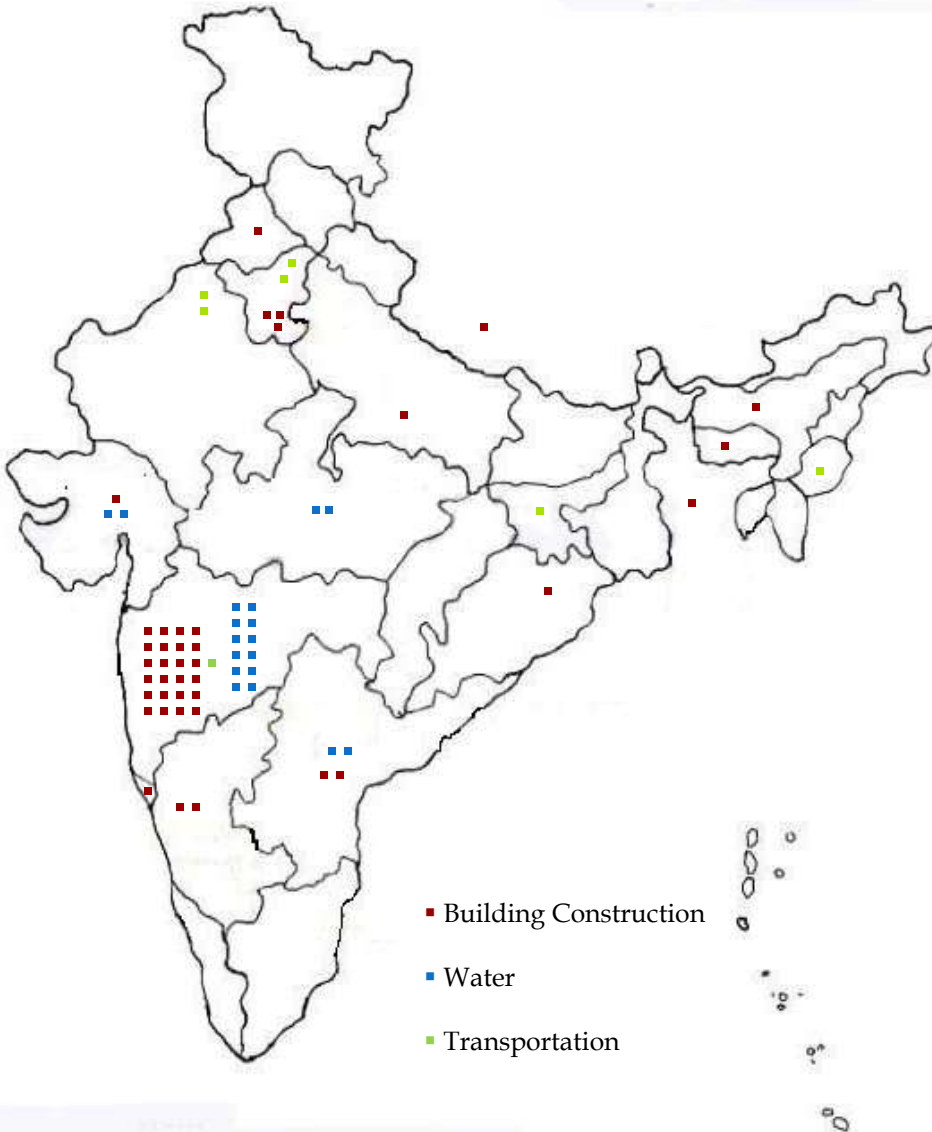


**Real Estate Development**  
Hotels, IT Parks, Commercial and Retail



**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

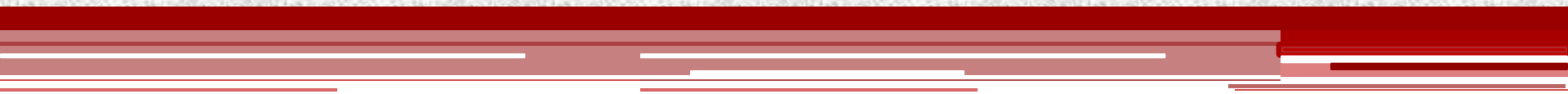


Location	Building	Water	Transport	No. of Ongoing Projects
Maharashtra	22	9	2	33
Andhra Pradesh	2	-	-	2
Delhi	9	-	-	9
Uttar Pradesh	1	-	-	1
Bihar	1	-	-	1
Madhya Pradesh	-	2	-	2
Haryana	-	-	3	3
Karnataka	3	-	-	3
Punjab	1	-	-	1
Orissa	1	-	-	1
Rajasthan	-	-	3	3
Assam	2	-	-	2
Jharkhand	-	-	1	1
Goa	2	-	-	2
Gujarat	1	1	-	2
Meghalaya	1	-	-	1
Manipur	-	-	1	1
Nepal	1	-	-	1
Bangladesh	1	-	-	1
<b>Total</b>	<b>46</b>	<b>12</b>	<b>10</b>	<b>70</b>

# Some Significant Ongoing Projects

Select Projects in Civil Construction	Contract Value ( Rs. mn)
Redevelopment of Lady Hardinge Hospital, New Delhi	4141
Director General of the Married Accommodation Project, Delhi	2992
Redevelopment of R.N. Cooper Hospital at Vile Parle, Mumbai	2654
Campus Construction for Bihar Agriculture University, Bihar	1971
Shantigram Township, Ahmedabad	1839
Construction of Assam Hills Medical College & Research Institute, Assam	1566
Prison Complex i/c housing at Mandoli, New Delhi	1543
Township Project for Rail Coach Factory, Raebareli, Uttar Pradesh	1450
Renovation of Mantralaya Building, Mumbai	1380
Construction of Chemical Laboratory Building, Delhi University, Delhi	1218
Construction of Data Centre Complex at Bengaluru for Engineers India Limited	1187
Construction of NIFT Campus at Kharghar, Navi Mumbai	1034
Construction of Indian High Commission Complex, Dhaka, Bangladesh	1000
Township for DAE – Anushakti Nagar, Mumbai	969
Select Projects in Transportation	
Construction of 4 –laning of Punjab/ Haryana Border - Jind Section of NH- 71 (DBFOT)	5100
Construction of Suratgarh- Sriganganagar Section of NH-15 (DBFOT)	3100
Chomu Mahla Road Project (DBFOT)	1980
Select Projects in Irrigation & Water Supply	
Supply, Installation & Maintenance of AMR Water meters - Mumbai	6330
Construction of long tunnel from Kapurbawadi to Bhandup Complex, Mumbai	5729
Replacement of existing riveted Tansa Mains from Tansa to Tarali – Thane District	3252
Diversion of Water Mains by Micro-tunneling in Eastern & Western Suburbs, Mumbai	875

# Financials



## Quarter/Nine Months Results

Particulars (Rs. in mn)	Q3FY 13 (Unaudited)	Q3FY12 (Unaudited)	Q2FY 13 (Unaudited)	Q1FY 13 (Unaudited)	9MFY13 (Unaudited)	9MFY12 (Unaudited)
<b>Net Sales</b>	5511.1	4896.05	4011.4	3951.5	13474.0	12552.9
<b>% YOY Growth</b>	12.6%	10.67%	2.95%	5.1%	7.3%	11%
<b>Expenditure</b>	4800.9	4236.28	3362.8	3463.4	11627.2	10873.0
<b>EBIDTA</b>	798.0	750	708.5	553.8	2060.3	1851.3
<b>% Margin</b>	14.5%	15.32%	17.66%	14 %	15.3%	14.7%
<b>Other Income</b>	42.7	32.33	15.5	46.2	104.5	1706.3
<b>Interest</b>	425.4	331.92	408.7	294.4	1128.6	867.8
<b>Depreciation</b>	54.6	49.00	55.6	48.8	159.1	144.9
<b>PBT</b>	360.7	368.07	259.6	256.8	877.1	942.1
<b>Tax</b>	80.0	121.46	94	76.0	170	293.7
<b>PAT</b>	280.7	246.61	165.6	180.8	627.1	648.4
<b>% Margin</b>	5.1%	5.04%	4.13%	4.57%	4.6%	5.2%

## Annual Results

Particulars (Rs in mn)	FY2011-12 (Audited)	FY2010-11 (Audited)	FY2009-10 (Audited)	FY2008-09 (Audited)	FY2007-08 (Audited)
<b>Net Sales</b>	19728	17015	14768	11307	8495
<b>% YOY Growth</b>	15.94%	15.22%	30.61%	33.10%	56.47%
<b>Expenditure</b>	17210	14923	13029	10039	7506
<b>EBIDTA</b>	2919	2445	2057	1599	1190
<b>% YOY Growth</b>	19.39%	18.86%	28.64%	34.37%	49.87%
<b>% Margin</b>	14.79%	14.37%	13.93%	14.14%	14.01%
<b>Other Income</b>	172	150	122	156	122
<b>Interest</b>	1213	833	584	400	206
<b>Depreciation</b>	200	180	174	159	73
<b>PBT</b>	1505	1432	1299	1039	911
<b>Tax</b>	469	489	448	342	311
<b>PAT</b>	1036	943	851	697	600
<b>% Margin</b>	5.25%	5.5%	5.76%	6.16%	7.06%

## Asset & Liability Statement

Particulars (Rs. in mn)	FY 2011-12	FY 2010-11	FY 2009-10	FY 2008-09	FY 2007-08
Share Capital	148	148	148	134	134
Reserves	7310	6361	5504	4049	3422
Net Worth	7458	6510	5652	4183	3556
<b>Total Liabilities</b>	<b><u>21438</u></b>	<b><u>19566</u></b>	<b><u>12530</u></b>	<b><u>8920</u></b>	<b><u>6361</u></b>
Current Asset	16694	15404	14649	12468	8842
<b>Total Assets</b>	<b><u>21438</u></b>	<b><u>19566</u></b>	<b><u>12530</u></b>	<b><u>8920</u></b>	<b><u>6361</u></b>

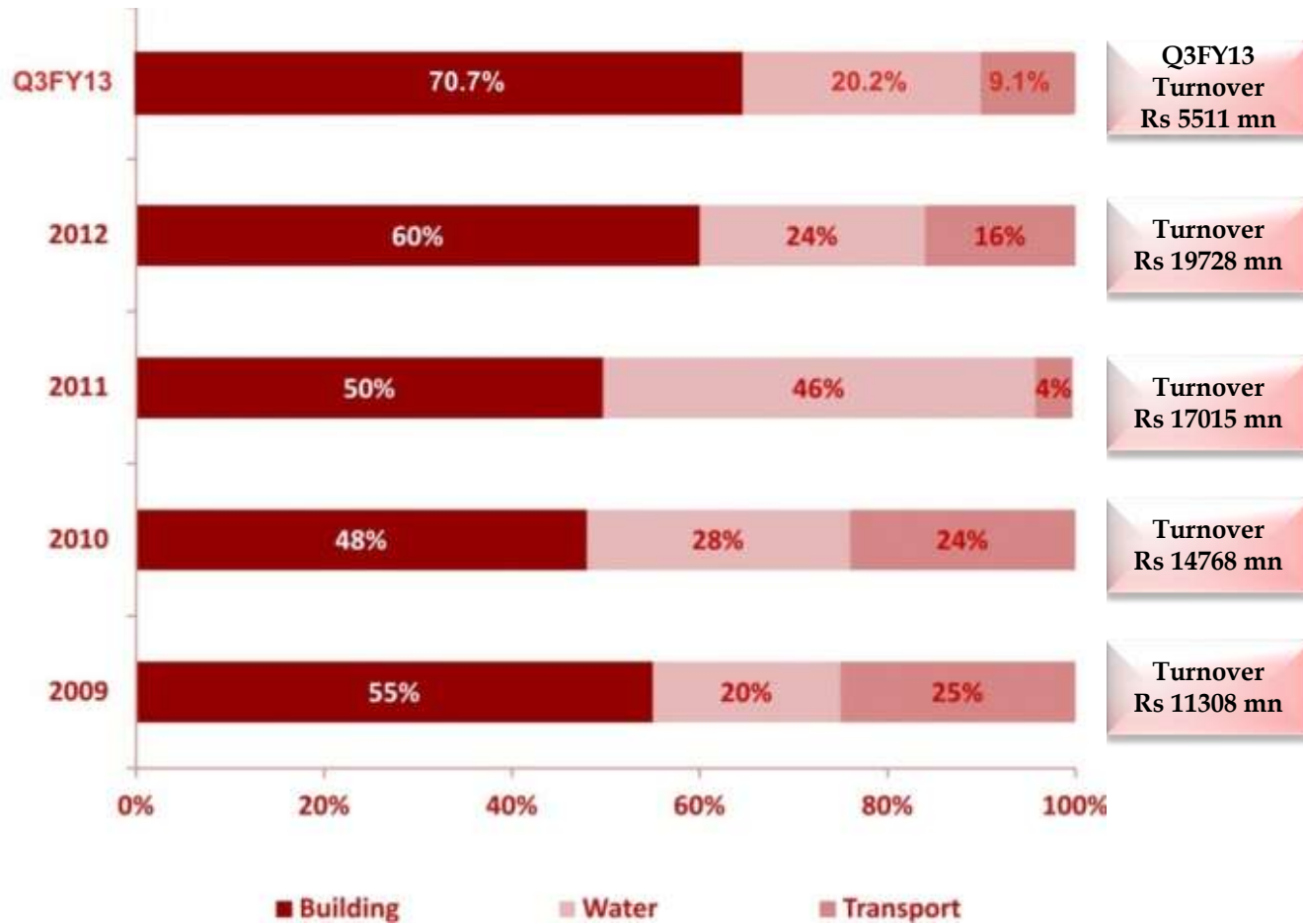
## Ratios

Ratio	FY 2011-12	FY 2010-11	FY 2009-10	FY 2008-09	FY 2007-08
RONW	13.9%	14.5%	15%	16.7%	16.9%
P/E	3.3	4.9	10.4	1.4	12.3

## Per Share Data

Per Share (Rs.)	FY 2011-12	FY 2010-11	FY 2009-10	FY 2008-09	FY 2007-08
EPS	13.96*	12.73*	57.80	52.10	44.90
Book Value	100.70*	87.80*	381.40	314.00	26.006
Dividend	1.00*	1.00*	5.00	4.50	4.00
Dividend (%)	50	50	50	45	40

One equity share of Rs. 10/- split into 5 equity shares of Rs.2/- wef. 09/04/2010



# Value Drivers



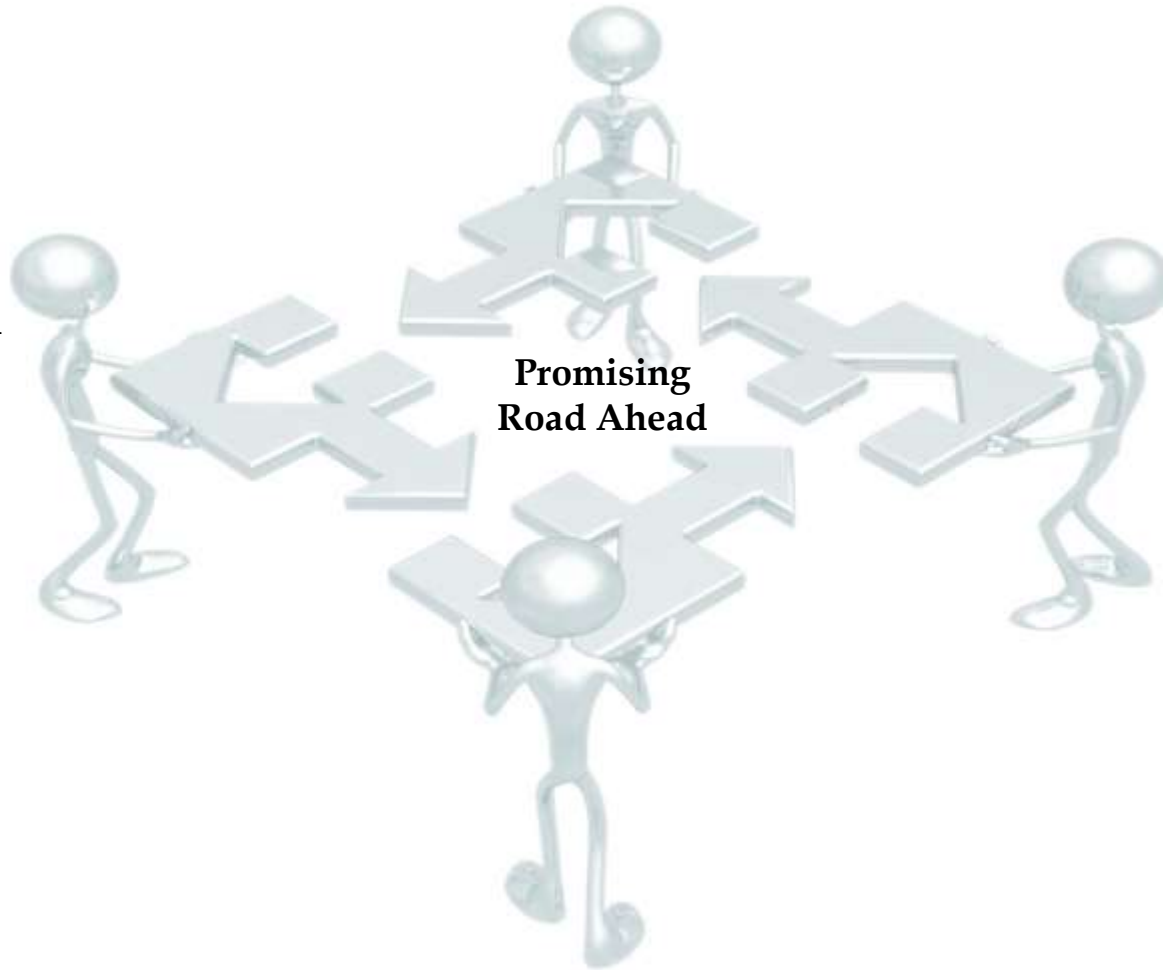
**Execution Capability  
& Asset Base**

**Demonstrated  
Track record**

**Robust  
Order book**

**Promising  
Road Ahead**

**Management  
Strength**



*Increase in ticket size of Order book*

- Developed skills to handle large sized projects, recently got order for a single project worth Rs. 11450 mn in joint venture
- Significant increase in ticket size - from Rs 650 mn in 2005 to Rs. 5725 mn in 2009

*In the big league and entering newer segments*

- Competing with large players like L&T, IVRCL, Nagarjuna, HCC, Patel.
- Proven track record in execution of logistically challenging projects
- Identified and entered niche segments like microtunneling

*Experienced Management Team & employee base*

- 3 out of 4 Promoters have engineering background
- Active board
- Dedicated core team with over 2 decades of working experience with company
- Well qualified and experienced team of 1112 people as at Dec 31, 2012

*Proven ability to undertake Complex projects*

- Expansion of Terminal 1B at Mumbai Airport without disrupting operations
- Strengthening of Tansa dam executed without emptying Dam
- Rabale railways station built on operational railway line

*Operation in diverse segments & geographies*

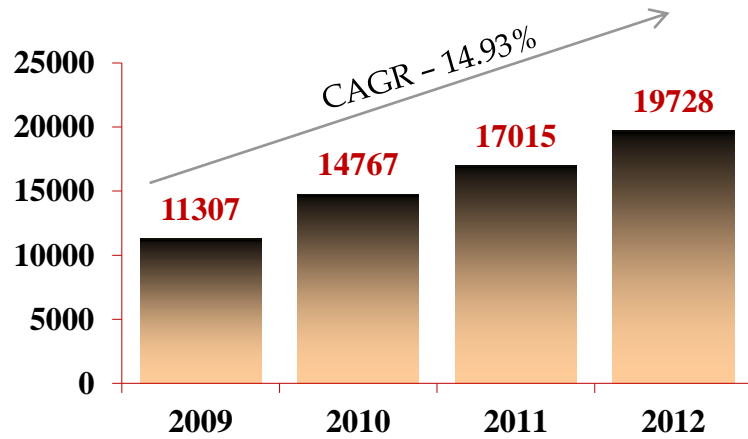
- Very broad portfolio of projects within each segment
- Expertise in transportation , water and diverse building construction
- Projects executed in 18 states in India, as well as Nepal and Bangladesh

*Large fleet of state of Art Equipment*

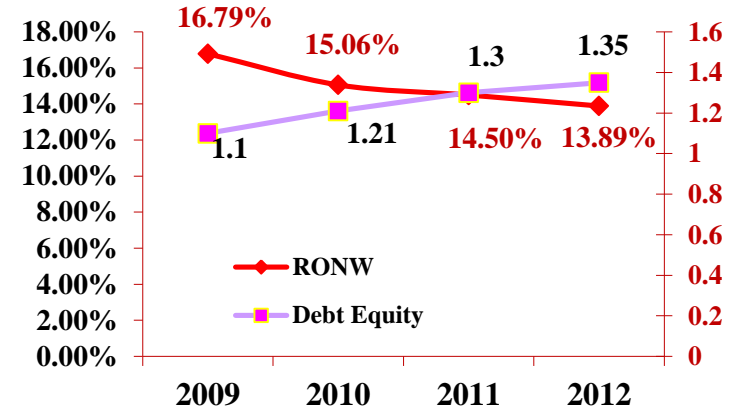
- Large fleet of sophisticated equipment
- Gross block of Rs. 221.7 Million as of March 31, 2012
- Own equipment has led to increased operating margins

# Demonstrated track record

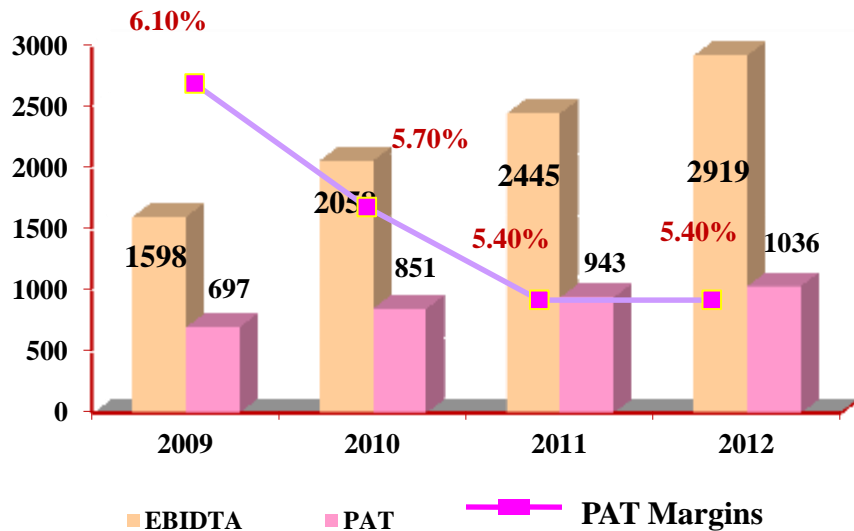
Turnover (Rs in mn)



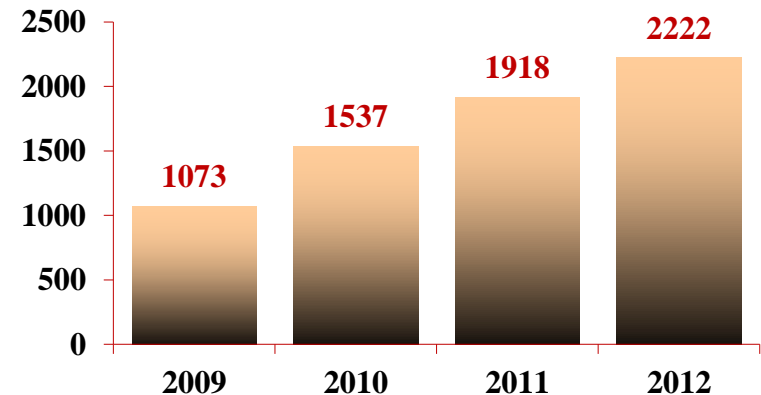
D/E & RONW



EBIDTA , PAT (Rs in mn) & PAT margins

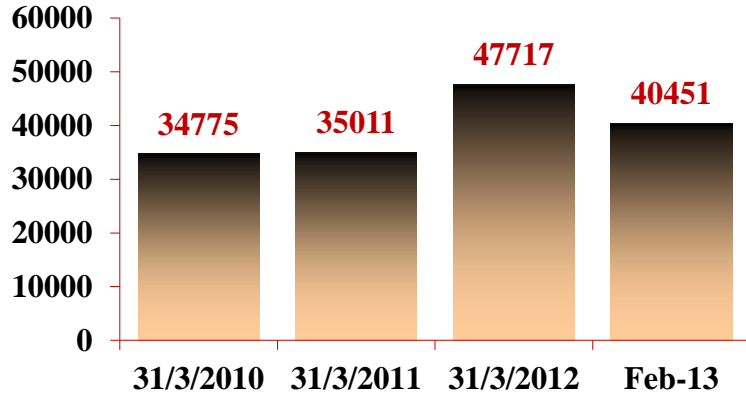


Asset Base (Rs in mn)

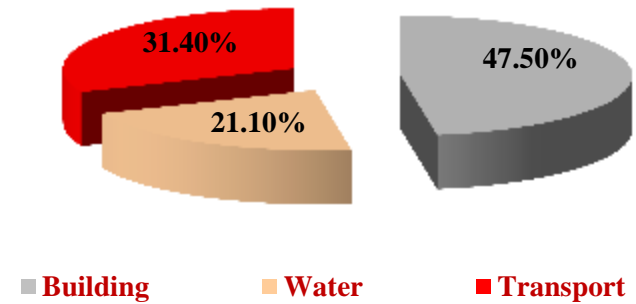


# Robust Order Book – As At February, 2013

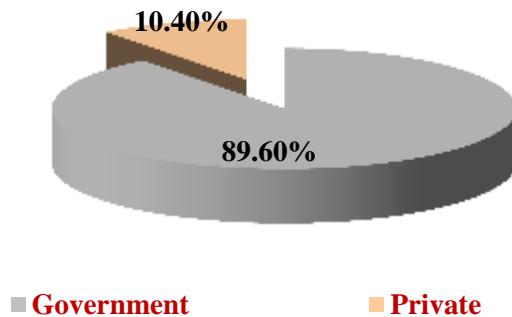
Order Book Growth (Rs in mn)



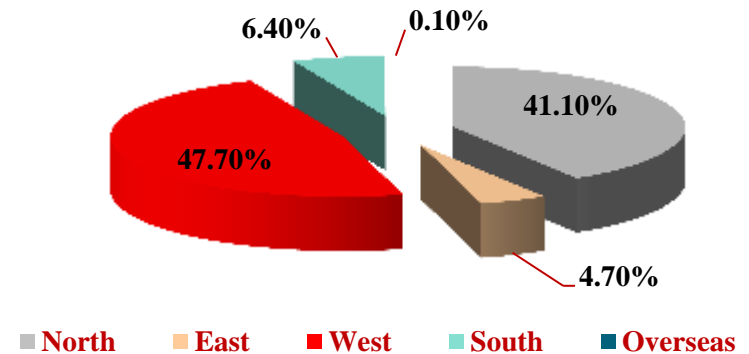
Segment wise breakup of Order Book



Client wise breakup of Order Book



Geographic breakup of Order Book



- Diversified risk profile
- Highly credible clients

## *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

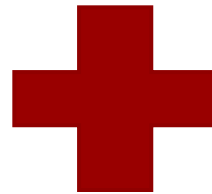
**Angad Biradar**  
(Head Building Vertical-  
C.E., Exp 41 yrs )

**Iftekar Ahmed**  
(Head Transport Vertical  
C.E., Exp 24 yrs)

**Jayant Rao**  
(Head Water Vertical  
C.E., Exp 29 yrs)

- ▶ *Orders Bagged in fiscal 2011-12 - Rs.30188.7 mn*
- ▶ *Orders Bagged till date in current fiscal - Rs.12878 mn*
- ▶ *Company's L1 Status as at February 13th, 2013 - Rs.7773 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 particularly in the power sector and 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