



## NILA INFRASTRUCTURES LIMITED

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### Recording of discussion with Institutional Analyst

Date of the Meeting	November 08, 2016
Type of Meeting	One to One
Attendees:	
Institutional Analysts	Mr. Dhananjay Sinha - Head - Research, Economist & Strategist at Emkay Global Financial Services Ltd.  Mr. Anubhav Gupta – Sr. Analyst at Emkay Global Financial Services Ltd.
Company Representations	Mr. Deep S. Vadodaria, Chief Operating Officer Mr. Himanshu Bavishi, President (Finance)
Did discussion involved revealing any Unpublished Price Sensitive Information	No
Gist of Discussions	<p>Copies of Investor Presentations – August 2016, Annual Report 2015-16 and financial result of the first quarter ended on June 30, 2016 already submitted to the stock exchanges, were placed before the attendees for their ready reference and following discussion thereon took place.</p> <ul style="list-style-type: none"><li>• The Company is into the business of execution of EPC, PPP projects, mainly into affordable housing, of Government and private white label contracts. The Company is also into its own real estate activities.</li><li>• The Company reported standalone turnover of ` 197.50 Crore during the year 2015-16 as compared to ` 131.72 Crore for the year 2014-15. The Company's financial for the 2014-15 and first quarter were explained.</li><li>• The Company has geographic presence at Gujarat and Rajasthan. The Company has entered into an MOU with the Government of Rajasthan during the Resurgent Rajasthan Summit. As on June 30, 2016 the Company has unexecuted order book of ` 228 Crore out of which ` 109 Crore order book is at Rajasthan.</li><li>• The Company has entered into an MOU with well reputed Kataria Group at Ahmedabad to jointly work for acquiring land and developing industrial parks and units at various locations at Bechraji, Gujarat – a strategic location emerging as new automobile hub. The Company has formed separate joint venture entities for the purpose in terms of the MOU.</li><li>• The Company has recently been awarded work of constructing Medical College at Barmer, Rajasthan worth Rs. 874.60 Million comprising of construction of 300000 sq. Ft. required to be completed within twelve months.</li></ul>
Any other Comments	No