



## NILA INFRASTRUCTURES LIMITED

**Registered Office:** First Floor, Sambhaav House; Opp: Chief Justice's Bungalow, Bodakdev, Ahmedabad – 380015  
**CIN:** L45201GJ1990PLC013417; **Tel:** 079-40036817/18; **Fax:** 079-30126371; **Website:** [www.nilainfra.com](http://www.nilainfra.com)

### Recording of discussion with Analysts and Institutional Investors

<b>Date of the Meeting</b>	November 17, 2017
<b>Type of Meeting</b>	Group
<b>Attendees:</b>	
<b>Investors/Analysts</b>	<ol style="list-style-type: none"><li>1. Justyna Lobaza - CLSA, UK</li><li>2. Peter Robson - Treetop Asset Management S.A, UK</li><li>3. Robert Madsen - Times Square, USA</li><li>4. Juergen Maier - Raiffeisen Kapitalanlage GmbH, Austria</li><li>5. Mahesh Nandurkar - CLSA India</li><li>6. Abhinav Sinha - CLSA India</li><li>7. CHRIS WOOD - CLSA Hong Kong</li><li>8. George Hansom, CLSA - CLSA UK</li><li>9. Millicent Lai - AR Capital, Singapore</li><li>10. Mr. Bo Knudsen - C Worldwide, Copenhagen</li><li>11. Mr. Allan Christensen - C Worldwide, Copenhagen</li><li>12. Mr. Mogens Akselsen - C Worldwide, Copenhagen</li><li>13. Mr. Torsten Brian Munkedal Kjær - C Worldwide, Copenhagen</li><li>14. Mr. Robert Neumann - C Worldwide, Copenhagen</li></ol>
<b>Company Representations</b>	Mr. Deep S. Vadodaria – Chief Operating Officer Mr. Prashant H. Sarkhedi – Chief Finance Office Mr. Himanshu Bavishi – President Finance Mr. Dipen Y. Parikh -- Company Secretary
<b>Did discussion involved revealing any Unpublished Price Sensitive Information</b>	No
<b>Gist of Discussions</b>	<p>Prior to meeting, a site visit was arranged at a project of affordable housing at Vastral – Ahmedabad. Thereafter a meeting at the registered office was organized.</p> <p>Copies of Investor Presentation – September 2017 and a Presentation on Demerger of the Company along with annual report 2017, which are already submitted to the stock exchanges, were placed before the attendees for their ready reference and following discussion took place:</p> <ul style="list-style-type: none"><li>• Business Model of the Company was explained in detail. It was explained that the Company is into the business of execution of EPC, EPC+PPP, and PPP projects, mainly into affordable housing, of Government and private white label contracts. The Company is also into own real estate activities. The Company has geographic presence at Gujarat and Rajasthan.</li></ul>



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	<ul style="list-style-type: none"><li>• Presentation on Demerger - November 2017 was explained in detail. It was presented that the demerger is mainly to unlocking the value of real estate business of the Company and to make infrastructure business asset light and strengthen. Pursuant to the scheme The shareholders of the demerged company shall be issued and allotted one equity share of Re. 1/- each of the resultant company against every one share held by them in the demerged company.</li><li>• The Company, in joint venture with well reputed automobile and logistic player - Kataria Group at Ahmedabad, is acquiring land and developing industrial parks and units at various locations at Becharji, 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 entered into with Kataria Group.</li></ul>
<b>Any other Comments</b>	No

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