



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

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Recording of discussion with Institutional Analyst Meet

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| Date of the Meeting | January 20, 2017 |
| Type of Meeting | One to One |
| Institutional Analysts/ Representatives/ Participants | Mr. Subhabrata Mitra, DGM at Ratnabali Capital Markets Ltd. |
| Company Representations | Mr. Prashant H. Sarkhedi – Chief Finance Officer Mr. Himanshu Bavishi – President (Finance) |
| Did discussion involved revealing any Unpublished Price Sensitive Information | No |
| Gist of Discussions | <p>Copies of Investor Presentation – November 2016 and Annual Report 2015-16 already submitted to the stock exchanges, were placed before the attendee for his ready reference and following discussion thereon took place.</p> <ul style="list-style-type: none">• Briefings were given about the Promotes, Board of Directors and Management Team of the Company.• Evolution of the Company was explained. It was discussed that the Company has over a period of time transformed from city based realtor to a reasonable Civic Urban Infrastructure player.• 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 own real estate activities. The Company has several immovable properties in prime locations which are given on long term lease to renowned corporate.• The Company reported standalone turnover of Rs. 197.50 Crore and Profit after Tax of Rs.17.04 Crore during the year 2015-16.• The Company has geographic presence at Gujarat and Rajasthan.• 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.• The Company has recently been awarded work of constructing Medical College at Barmer, Rajasthan and thereby the Company foray into healthcare related infrastructure segment. |
| Any other Comments | No |