



## NILA INFRASTRUCTURES LIMITED

**Registered Office:** First Floor, Sambhaav House; Opp: Chief Justice's Bungalow, Bodakdev, Ahmedabad – 380015  
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### Recording of discussion with Institutional Analyst Meet

<b>Date of the Meeting</b>	March 02, 2017
<b>Type of Meeting</b>	Group
<b>Institutional Analysts/ Representatives/ Participants</b>	Mr.Dhruv Bhatia - Senior Analyst at AUM Advisors LLP Mr.Abhiranjan Gupta- CIO at HDFC ERGO General Insurance Company Ltd. Mr.Pawan Bharadia- Founder of Equitree Capital Advisors Ltd. Mr.Nirmal Shah - Senior Analyst at Seraphic Management & Advisory Pvt. Ltd. Mr. Ajay Khandelwal- Fund Manager at BOI AXA Investment Managers Pvt. Ltd. Mr. Darshan Engineer- Fund Manager at Alchemy Capital Management Pvt. Ltd. Mr.Vivek Ganguly- Senior Analyst at Nine Rivers Capital Holdings Pvt. Ltd.
<b>Company Representations</b>	Mr. Deep S. Vadodaria – Chief Operating Officer Mr. Prashant H. Sarkhedi – Chief Finance Officer Mr.Himanshu Bavishi – President (Finance)
<b>Did discussion involved revealing any Unpublished Price Sensitive Information</b>	No
<b>Gist of Discussions</b>	<p>Copies of Investor Presentation – February 2017 and financial results for the third quarter and nine months ended on December 31, 2016 along with annual reports 2015-16, 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>• Briefings were given about the Promotes, Board of Directors and Management Team of the Company.</li><li>• 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.</li><li>• 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.</li><li>• The Company reported standalone turnover of Rs.508 million and Profit after Tax of Rs.56 million for the third quarter ended on 31.12.2016.</li><li>• The Company has geographic presence at Gujarat and Rajasthan.</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><li>• The Company has also been awarded work of constructing Medical College at Barmer, Rajasthan and thereby the Company can foray into healthcare related infrastructure segment.</li><li>• The Company has total unexecuted order book worth Rs. 3,013.70 million as on December 31, 2016.</li><li>• The promoters hold ~62% of total share capital of the Company and no share of promoter is pledged or encumbered.</li></ul>
<b>Any other Comments</b>	No