



NILA
INFRASTRUCTURES
LIMITED



GROUND IMPACT

Investor Presentation
December 2017

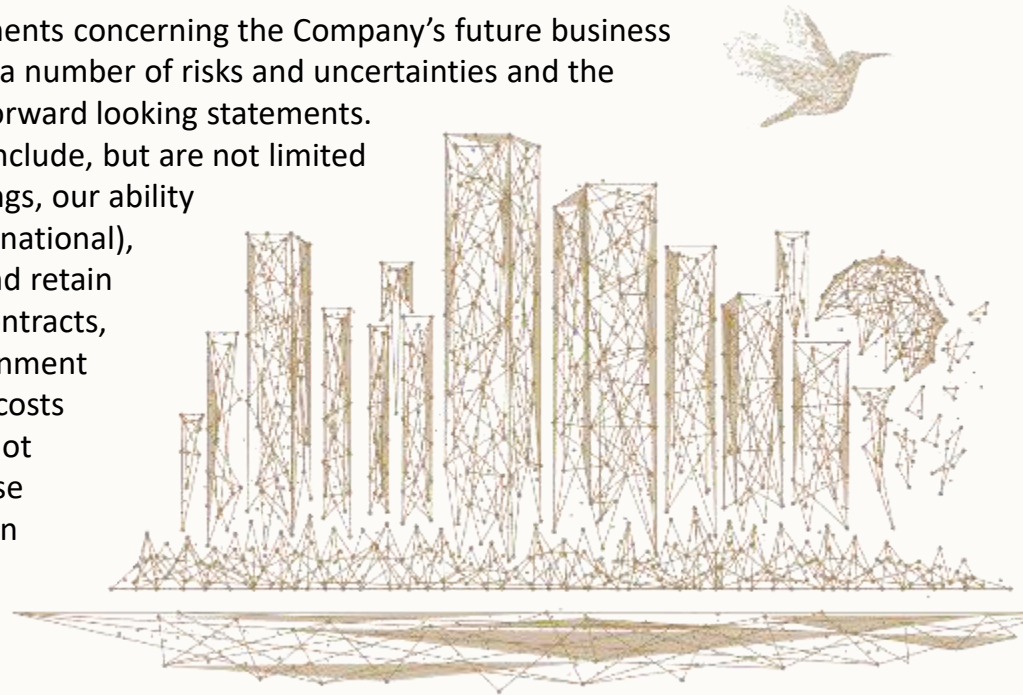
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AGENDA

Highlights

Background

Business Overview

Order book & Clientele

Financials

Key Financial Highlights – Q2 FY2018*

 **PAT**  **26%**

PAT of ₹ 69.2 million

PAT Margin improved by 218 bps to 12.9%

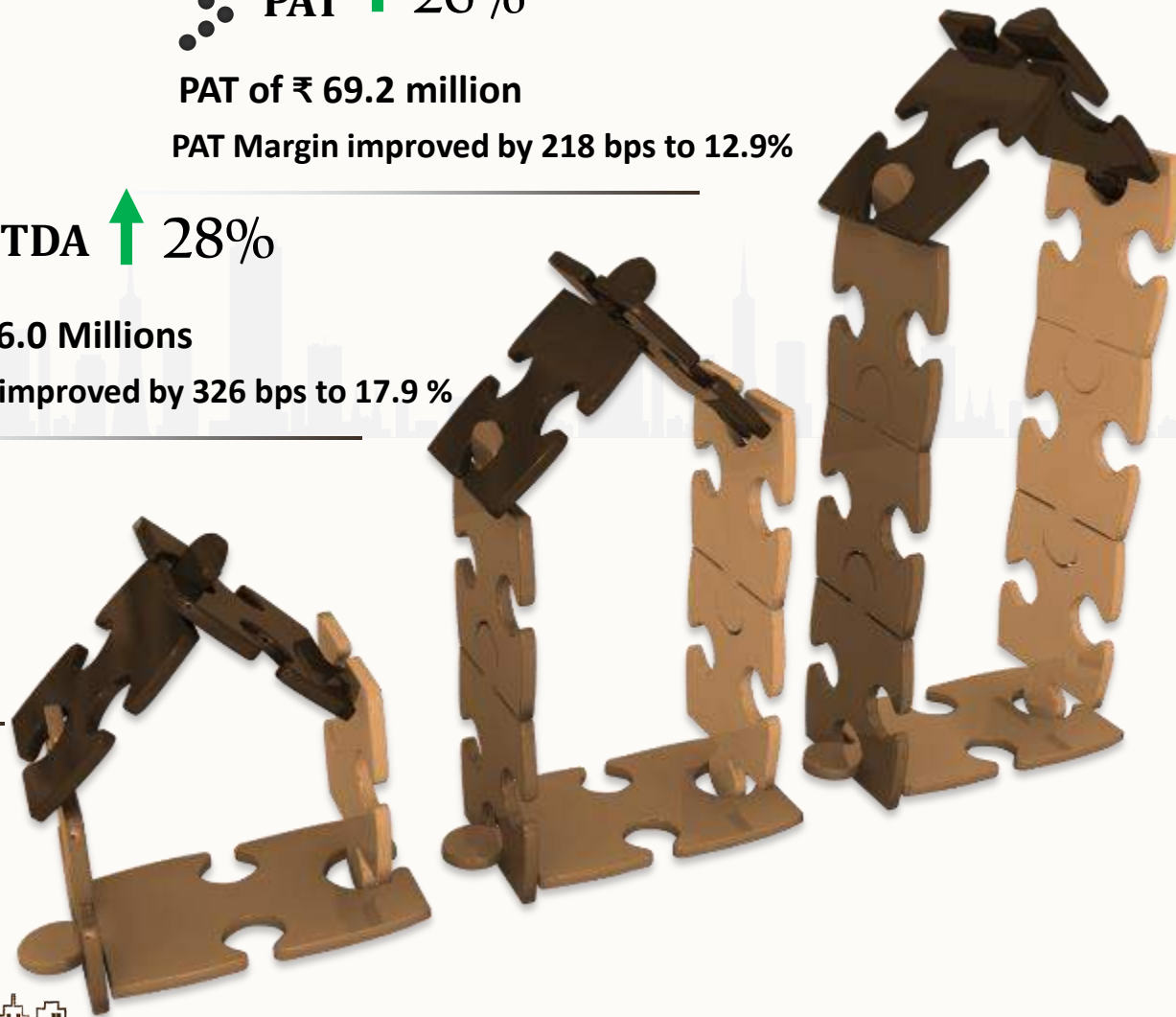
 **EBITDA**  **28%**

EBITDA of ₹ 96.0 Millions

EBITDA Margin improved by 326 bps to 17.9 %

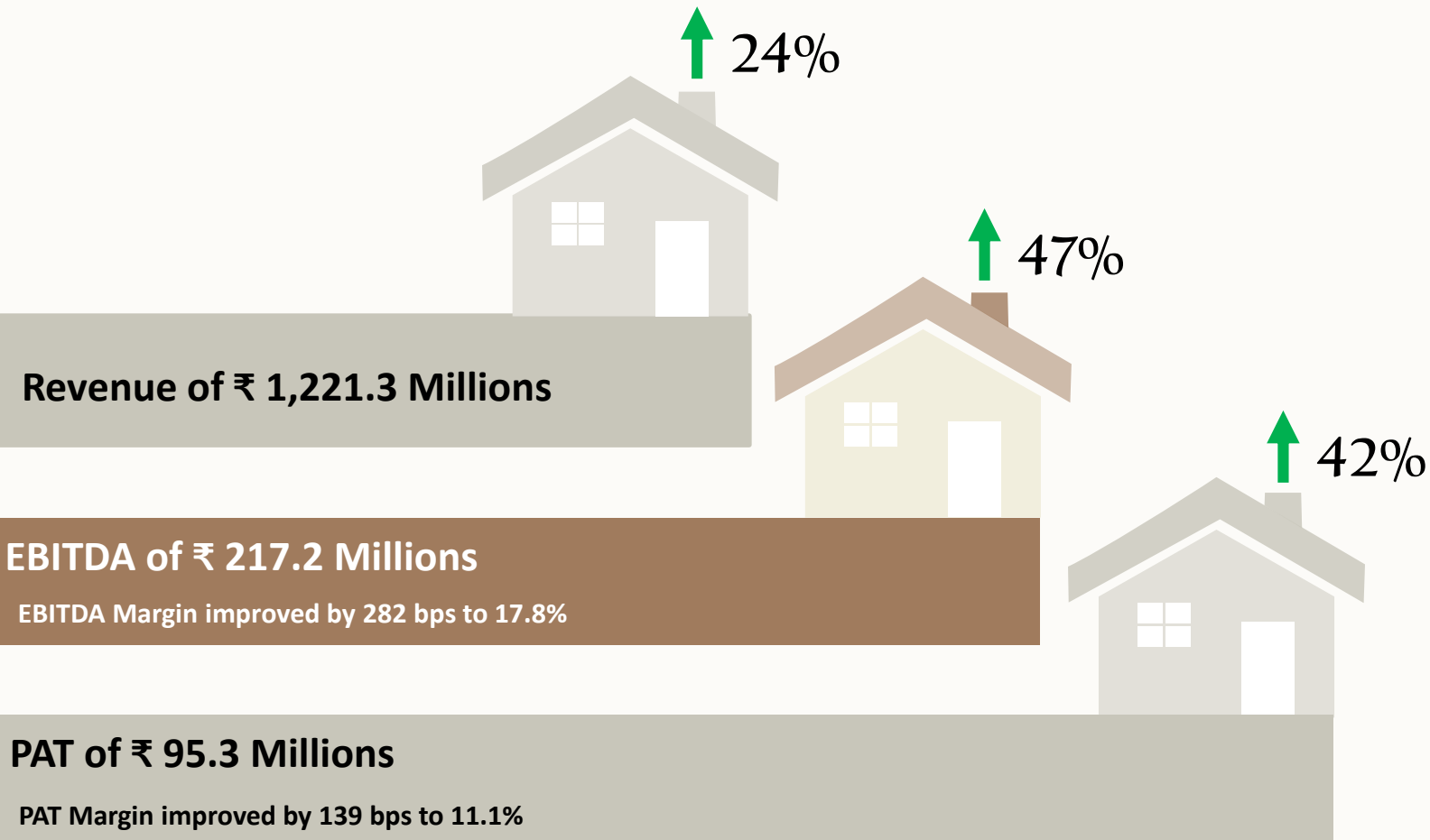
 **Revenue**  **4%**

Revenue of ₹ 536.5 Millions



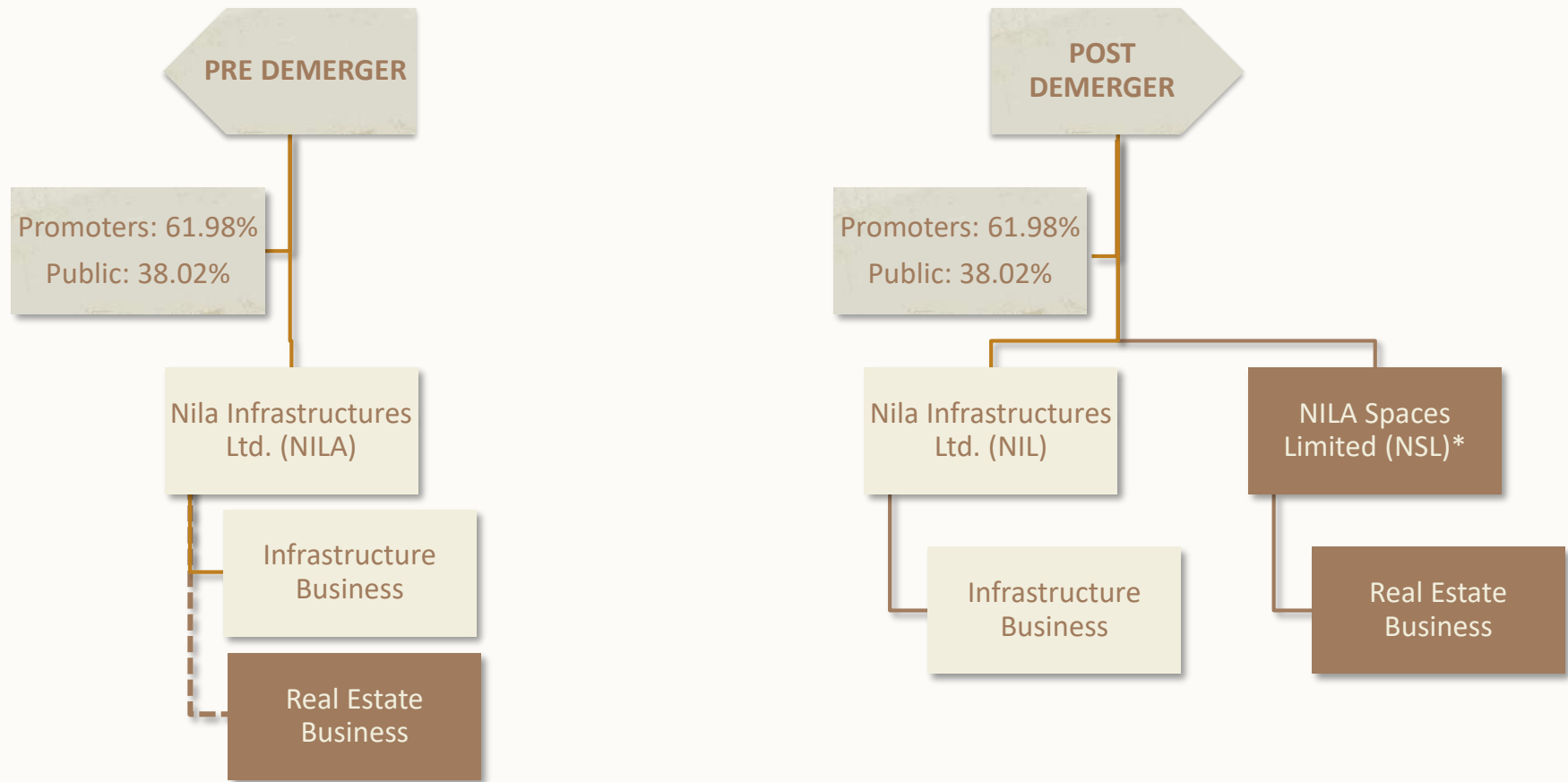
* Standalone & as per IND-AS
YoY basis

Key Financial Highlights – H1 FY2018*



* Standalone & as per IND-AS
YoY basis

SCHEME OF DEMERGER



The Company has already submitted Complaints Report with the Stock Exchanges and awaiting to obtain Observation. Upon receipt of the approval an application shall be made to the Hon'ble NCLT at Ahmedabad for giving direction and/or dispensation of meetings of the shareholders and creditors as the case may be.



* Formerly known as Parmananday Superstructure Ltd.

FINANCIALS OF NILA INFRASTRUCTURES FOR FY17

PRE DEMERGER

INDICATIVE POST DEMERGER

PARTICULARS	NILA INFRASTRUCTURES LIMITED (INFRA + REAL ESTATE UNDERTAKING)	NILA INFRASTRUCTURES LIMITED	PARMANANDAY SUPERSTRUCTURE LIMITED
Equity & Reserves	INR 2,014.3 Million	INR 795.4 Million	INR 1218.9 Million
Turnover	INR 2,416.3 Million	INR 2028.9 Million	INR 387.4 Million
EBITDA	INR 365.34 Million	INR 275.09 Million	INR 90.26 Million
EBITDA %	16.30%	14.04%	31.92%
PAT	INR 228.4 Million	INR 154.0 Million	INR 74.4 Million
PAT %	9.45%	7.59%	19.20%
Debt (Long Term + Short Term)	INR 1457.5 Million	INR 786.4 Million	INR 671.1 Million
Debt / Equity Ratio	0.72	0.99	0.55
Debt EBITDA Ratio	3.99	2.86	7.44
Interest Coverage Ratio (EBITDA/Interest Exp)	2.25	3.28	1.15
Current Ratio	4.23	1.9	48.45
Return on Equity	11.34%	19.37%	6.10%
Return on Capital Employed	10.96%	18.26%	4.67%



Slum Rehabilitation & Redevelopment Project



From Rehabilitation of Slum Dwellers to
Niche Affordable Houses with Modern Amenities



Update on SRA Project

SRA Scheme

- **PPP order from AMC for Slum Rehabilitation and Redevelopment**

- Construction of ~609 residential units and ~21 shops in 24 months
- Total development cost of ₹ 492.0 million
- Remuneration: TDR of ₹ 342.2 million & balance vacant land worth ₹ 149.8 million

Transferable Development Rights (TDR)

- **TDR of ₹ 342.2 million deployed to execute the Project**

Balance Vacant Land

- **Balance Vacant land – approx. 4,100 sq. mtrs**

- Vicinity of Shahibaug = one of the prime locality of Ahmedabad
- Offers excellent financial & operational flexibility i.e. available for captive consumption or monetization

Current Status

- **Construction Status**

- Completed well-ahead of time stipulated by AMC
- The erstwhile slum-dwellers have already been in-situ rehabilitated



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1

Sambhaav Group Company

- Unique hybrid model of Project Execution
- Focused on Affordable Housing (Infrastructure) projects, while order diversity include Civic Urban Infrastructure projects i.e. Medical College, Office Complex, BRTS Stations, Multilevel Parking, etc.
- Efficiently transformed experience gained from own real estate projects into Civic Urban Infrastructure Projects

2

Execution

- 27+ years of experience of project execution
- Satisfactorily built > 10 million sq. ft.
- ~16 ongoing projects (~5.7 million sq. ft.)

3

Strong & Versatile Order-book

- Order book of ₹4,825.8 million at September 30, 2017
 - Government Orders: 46%
 - Orders in Gujarat: 70%
 - Affordable Housing: 51%

4

Affordable Housing (Infrastructure)

- Total of 7,088 flats = 2.9 million sq. ft. under development
- Already satisfactory delivered about 2,930 flats = 1.5 million sq. ft. built up area



What Drives US

Vision

- Mark our presence as a leading infrastructure and real-estate player across various geographies, perform with a high level of integrity and harness credibility
- Contribute to the economic prosperity and growth through participation in projects of national importance
- Raise our own benchmarks with every successive endeavour

Mission

- Strive relentlessly to provide world-class Civic Urban Infrastructure
- Provide 'housing-for-all' by participating in affordable housing projects
- Engage in challenging projects, adhere to required standards
- Innovate and provide intelligent infrastructure solutions
- Transparency
- Deliver on time each time

Values

- Passion for ideas and innovations
- Reliability of processes and practices
- Dedication to goals and targets



2014-
2017

Onward Growth

- Introduction of Scheme of Demerger between Parmananday Superstructure Ltd. (PSL) and Nila Infrastructures Limited
- AMC awards contract for Affordable Housing under Mukhya Mantri Avas Yojana, Multi Level Parking, SRA
- Rajasthan Government, VUDA awards projects for Affordable Housing, Civic Urban Infrastructure
- Infusion of further equity through Pvt Placement
- Listing on NSE

2010-
2013

Take Off

- Launches and completes 2 major housing schemes - Anvayaa & Anaahata
- Gets a project to construct Industrial Structures at RJD Textile Park in Surat
- Launches Atuulyam-Luxurious Housing Scheme and ventures into Private White Label construction of townships for Real Estate Players

2006-
2009

Initial Success in Infrastructure Sector

- First Urban Development Project: 260 decorative Bus Shelters for AMC Repeat order of further 460
- Designs 28 BRTS stations for AMC, won further orders
- Launched first major Affordable Housing Project "Asmaakam"
- Commenced paying dividend

1996-
2005

Stay-Put for Growth

- Commences building the land bank at economical rates for the development of real estate projects

1990-
1995

Initial Years

- Incorporated & commenced Business in 1990
- IPO in 1995



Board of Directors

Mr. Manoj B. Vadodaria - Chairman & Managing Director

- With 40+ years of experience, knowledge and insight in the construction industry, Mr. Vadodaria transformed Nila from a city-based realtor to a meaningful civic urban infrastructure player
- His tremendous spirit and execution capabilities are what distinguish him from others. Mr. Manoj Vadodaria is the son of the well-known journalist, editor and founder of the Sambhaav Media Group, Late Shri Bhupatbhai Vadodaria, and the driving force in taking Nila towards new horizons
- He is a firm believer in the best management practice, transparent governance, and long-term value investments

Mr. Kiran B. Vadodaria - Joint Managing Director

- B.E. (Mechanical) from L.D. Engineering College, currently the Chairman and Managing Director of Sambhaav Media Ltd.
- Committee member and past President of Indian Newspaper Society (INS) and has also been a member of the National Integration Council of the Government of India
- His past experience includes being the non-executive part time Director of the United Bank of India , President of the Gujarat Daily Newspaper Association

Mr. Dilip D. Patel – Director

- Mr. Patel has business consulting experience of 30+ years and s the Founder faculty of S.P. Jain Institute of Management Research
- He has provided consultation services to a large number of Indian and multinational companies including training of senior managers

Mr. Hiren G. Pandit – Director

- Mr. Pandit is a Revenue and Civil law advocate and possesses wide experience in Revenue and Land laws
- He is a Spokesperson of the Human Rights Commission of Gujarat. He gives legal counsel to various corporates



Mr. Shyamal S. Joshi – Director

- Mr. Joshi possesses 43+ years of senior level financial management experience in manufacturing and trading corporations with US\$ 7 billion in revenues having worldwide operations
- He has an expansive experience in financial planning, funding, taxation and accounting and has served numerous renowned companies. He is a fellow member of the Institute of Chartered Accountants of India

Mr. Harcharansingh P. Jamdar - Director

- Mr. Jamdar has headed various departments of the Government of Gujarat including Roads & Building Department of Gujarat as Principal Secretary to Government
- He is currently an Independent Director at IL&FS Transportation Network Ltd. He holds a Bachelor's degree in Civil Engineering from the Gujarat University, Ahmedabad

Mr. Ashok R. Bhandari – Director

- Mr. Ashok R. Bhandari more than 35 years of experience in the field of accountancy, auditing, investment banking and finance
- He possesses outstanding exposure as a practicing Chartered Accountant with various prominent groups of varied industries in India and abroad

Ms. Foram Mehta – Director

- Ms. Mehta holds an MDP degree from IIM, Ahmedabad and a BE Chemical degree from the Nirma University, Ahmedabad.
- Ms. Mehta possesses wide knowledge in the field of brand conceptualization and marketing management. She has worked with Hindustan Unilever Ltd., Tata Teleservices Ltd., Atharva Telefilms Pvt. Ltd., JP Group, and the Tashee Group



Management Team

Anand Patel
President
(Projects)

- Mr. Patel had been the Additional City Engineer with the Ahmedabad Municipal Corporation
- With over 35 years of hands on experience, he has put in massive efforts in looking after the construction of houses for the urban poor by engaging in Slum Relocation and in-situ Redevelopment; also the EWS/LIG houses under different schemes/programs by the State and Central Government

Mr. Ravinder Kumar
President
(Civil)

- Mr. Kumar carries a very rich professional experience of more than 30 years in controlling and delivering large civil engineering projects
- His specialties include Project and Construction Management services for Mega Civil Engineering projects in diversified fields including Infrastructure, Thermal Power Plants, Roads, Oil Depots, Institutional Complexes, Industrial estates, Residential Townships, etc.
- He has worked with reputed top-rung/leading corporate houses like Reliance, Adani, Bajaj, etc. in private sector & premier government institutions/organizations like CPWD, NIDC, BHEL, NTPC, and a couple of SEBs.

Rajendra Sharma – President
(Business Development)

- Mr. Sharma is a law graduate with rich experience of 30+ years, in wide variety of professional areas e.g. business development, liaisoning, land & capital market related matters, finance & accounts, law, banking, etc.



Management Team

Deep S. Vadodaria
Chief
Operating
Officer

- Mr. Deep Vadodaria is an original thinker with an immense reasoning power. With a problem-solving attitude, he addresses complex issues in his own distinctive manner
- With his excellent operational and project execution skills; he is driving the Company to new horizons. His idiosyncratic leadership style is structured on a well-defined moral code and provides for an excellent teamwork
- He has embedded a culture of review, responsibility and shared accountability to achieve high standards for all

Jignesh Patel
President
Project
Management
& Strategies

- Mr. Patel is a civil engineer with a vast experience of more than 23 years in the field of construction, project execution and project management

Ritesh Parikh
Industrial
Projects
Head

- Mr. Ritesh Parikh is a civil engineer with more than 20 years of experience in the field of industrial construction as well as project execution and management (Roads, Ports, etc.)

Prashant H. Sarkhedi
Chief Finance
Officer

- Mr. Sarkhedi is a professional with more than 23 years of experience in finance, accounting, fund raising and general management

Dipen Y. Parikh
Company
Secretary

- Mr. Dipen Parikh has 9+ years of experience of secretarial practice, corporate laws and general legal affairs

Himanshu Bavishi
Group
President
(Finance)

- Mr. Bavishi has more than 19 years of professional experience in retail and corporate finance, investment banking, debt syndication, M&A, Investor Relations



AGENDA

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Key Differentiators

Project execution:

Significant experience and strong track record in:
Timely completion, cost effective execution

Project diversity:

Affordable Housing, Slum Redevelopment Project, Multilevel Parking, Medical College, BRTS Stations, Real Estate schemes of scale, Bus Ports

ERP:

Among the first in our category to deploy an integrated ERP platform

Strong Corporate Governance



Investment Grade Credit Rating:

BBB+ Stable Outlook / A2: Brickwork Ratings
BBB Stable (RWE) / A3+: India Ratings

Dividend Track Record:

Consistent dividend payments for last eight (8) years

Promoter Share Pledge:

Nil as on date, not a single equity share is pledged by any promoter

Equity infusion:

Latest equity infusion through private placement of ₹ 487.5 million

ESOP:

Among the first in our category to introduce ESOP for all eligible employees



Project Execution Profile

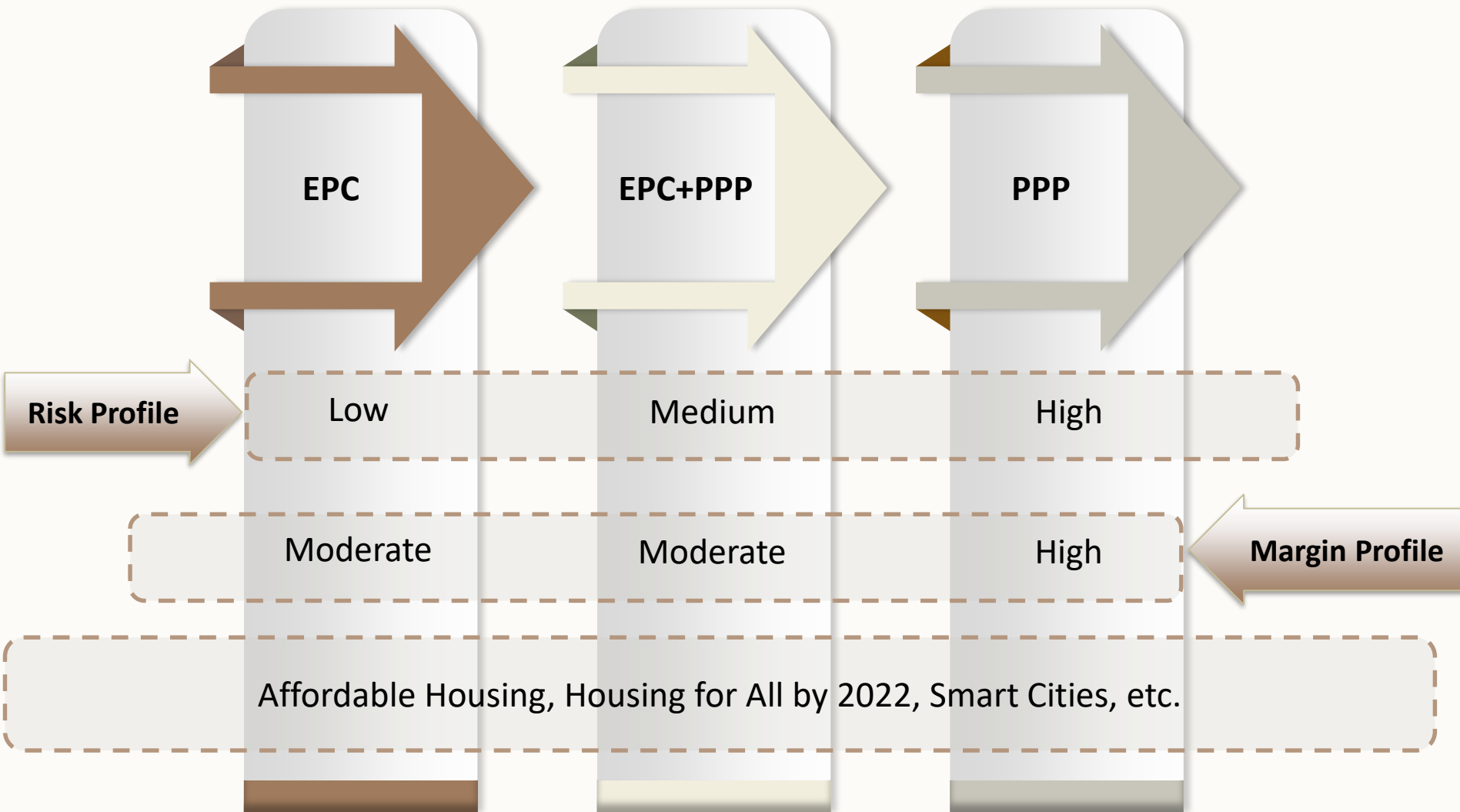
- ✓ Contract awarded for Engineering, Procurement, Construction by Government Authority
- ✓ Generally fixed price contracts
- ✓ Project execution on Turnkey basis for Reputed Corporates/ Realtor



- ✓ Model prominent in the State of Rajasthan
- ✓ Contract awarded for Engineering, Procurement, Construction by Government Authority
- ✓ Generally fixed price contracts
- ✓ Remuneration also includes Balance Vacant Land* i.e. 25% of total project area
- ✓ Slum Rehabilitation and Redevelopment Projects
- ✓ Project execution to be funded by the company
- ✓ Remuneration in form of:
(i) Transferable Development Rights (TDR) and/or (ii) Balance Vacant Land*

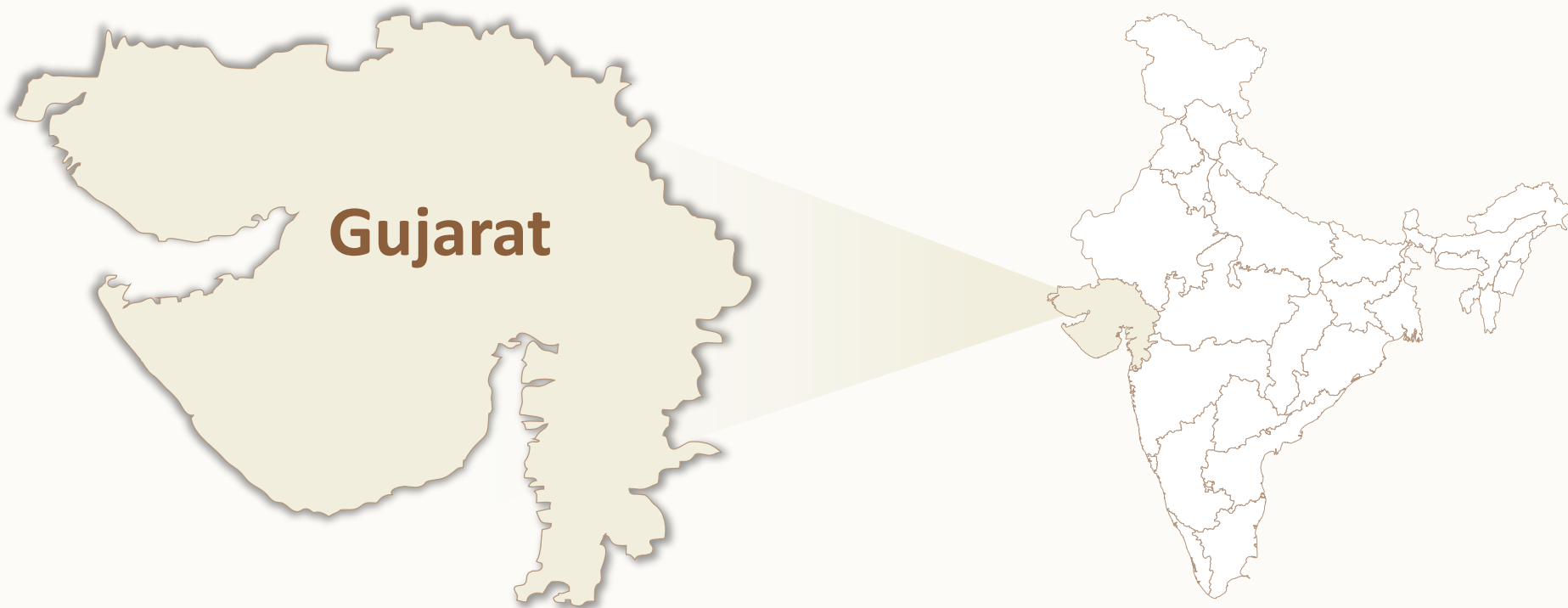


Project Execution Profile



Our footprints: Gujarat & Rajasthan





Infrastructure

- Affordable Housing

Civic Urban Infrastructure

- Global Award Winning BRTS project
- Multistoried Parking Facility
- Textile Park

White Label Construction

- AP SEZ Office
- Adani Pratham Township
- Sandesh Applewood Township

Own real estate projects

- Atuulyam
- Asmaakam
- Anuraadhaa
- Ananyaa
- Anaahata

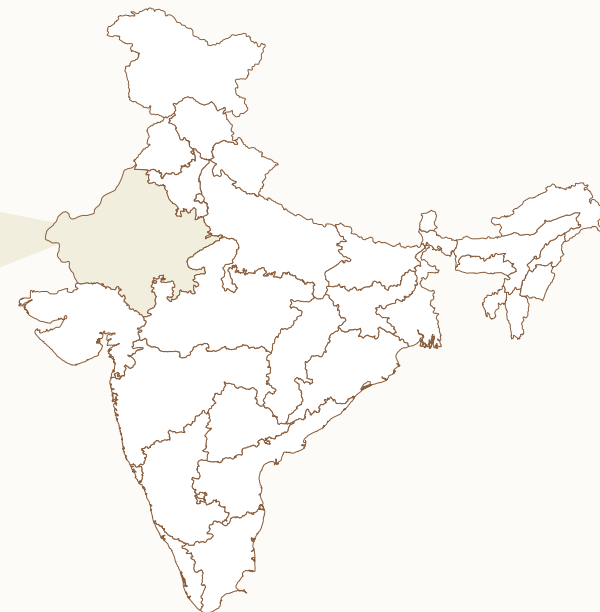
Leasing

- 88,000 sq. ft commercial space in Ahmedabad

Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness







Housing Project through Public Private Partnership

- Mega Housing at Jodhpur for EWS, LIG & MIG
 - ✓ 1,072 units totalling to ~4,72,800 sq. ft
- Affordable housing scheme for EWS & LIG at Bhilwara & Udaipur
 - ✓ 2,044 units totalling to ~800,000 sq. ft

Civic Urban Infrastructure

- Contract awarded by Engineering Projects (India) Ltd. at Barmer
 - ✓ EPC contract for Construction of Medical College campus and Residence (~300,000 sq. ft)

Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



Affordable Housing (Infrastructure)



- ❖ Total of 7,088 units of Affordable Housing, (3.0 million sq. ft.) under development
- ❖ GUJARAT: Execution of Affordable Housing projects for cash rich entities like AMC, VUDA[^], Adani Group etc.
 - Constructing ~1.5 million sq. ft. aggregating ~3,972 units of Affordable Housing for AMC*
 - Delivered ~2,930 flats = 1.5 million square feet built up area
- ❖ RAJASTHAN: Significant experience and strong track record in timely execution qualifies to get contracts from Government of Rajasthan
 - Constructing 1.3 million sq. ft. aggregating ~3,116 units of Affordable Housing at Jodhpur, Udaipur (4 sites) and Bhilwara for the Government of Rajasthan

* AMC – Ahmedabad Municipal Corporation;

[^] VUDA – Vadodara Urban Development Authority



BRTS: A Success Story

- ❖ Prime Contractor for Global Award Winning BRTS (Bus Rapid Transit System) project of AMC under JNNURM
 - 72% BRTS stations built by Nila (104 out of total 144)
- ❖ Total value ~ ₹ 630.0 Millions
 - AMC initially awarded 28 BRTS stations
 - Owing to Proficient Execution, Excellent Workmanship and Timely Delivery, secured contract for additional 76 BRTS stations over the years



Other Urban Infrastructure

- ❖ Sole Contractor for first Urban Development Project of 260 decorative bus shelters completed for AMC
 - Exclusive publicity rights of these shelters accorded to group company – Sambhaav Media Ltd.
- ❖ Early completion and superior construction quality prompted AMC to award further 460 bus shelters
- ❖ Sole Contractor for 100 Bus Shelters for Rajkot Municipal Corporation (RMC)
- ❖ AMC awarded niche Urban Infrastructure project viz. Multi Storey Parking with ~0.3 mn sq ft construction
 - Approximate parking capacity of 1,100 vehicles
- ❖ Construction of a Commercial building for Daimler (a Mercedes Benz group company)
- ❖ RJD Textile Park at Surat
 - Development of 56 acres including 120 Industrial Structures



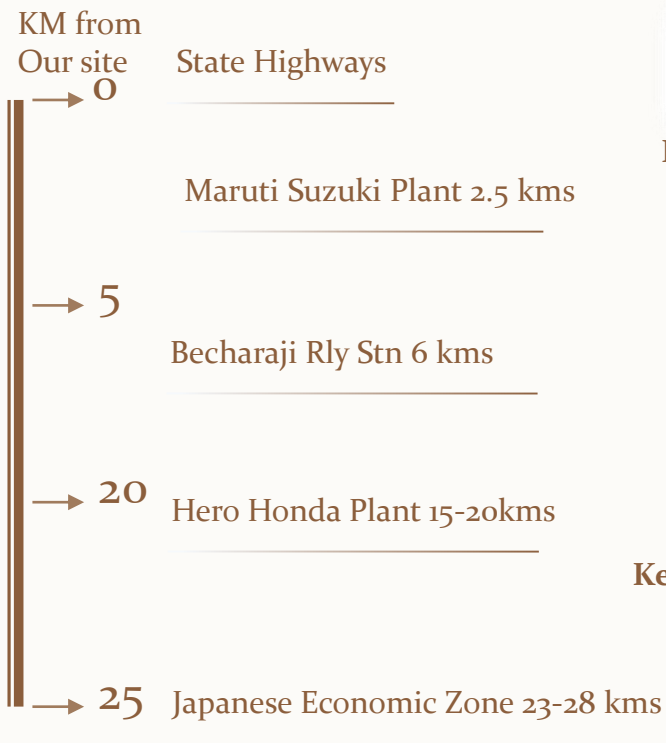
SUBSIDIARY, ASSOCIATE & JV

NAME OF ENTITY	STAKE (%)	STATUS
Nila Terminals (Amreli) Pvt. Ltd.	100.00%	Development of Bus Port facility
Romanovia Industrial Park Pvt. Ltd.	50.00%	To acquire land and develop industrial & logistics parks, Units, Sheds, Plots, Residential Colonies and allied Infrastructure near Becharaji, (Near Mehsana, Gujarat)
Sarathi Industrial Park Pvt. Ltd.	50.00%	
Kent Residential and Industrial Park LLP	50.00%	
Vyapnila Terminals (Modasa) Pvt. Ltd.	34.00%	Development of Bus Port facility



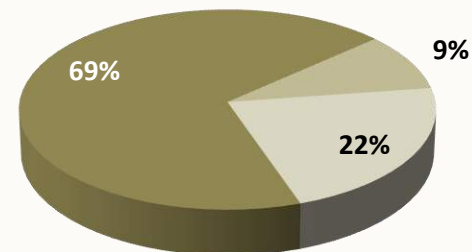
BECHARAJI :The Next Big Thing

- ❖ Becharaji emerging as one of the India's Major Auto Hubs
- ❖ Industrial Park at Becharaji: Joint Venture between Nila Infrastructures and Kataria Group
- ❖ HUB of Global Gaints Maruti Suzuki and Honda Motorcycles & Scooters India have setup shop

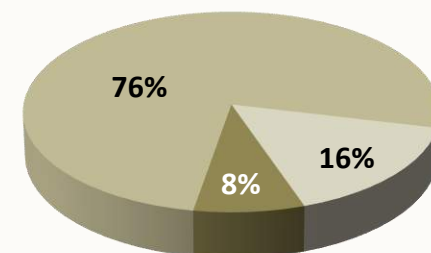


Acquisition Progress

Romanovia Residential & Industrial Park (150Acres)



Kent Residential & Industrial Park (150Acres)



- Sale Deed Executed
- Agreement for Sale
- Confirmation by Advance



- ❖ Leveraging low cost land bank to develop our own Real Estate Projects
 - Projects through Joint Ventures (JVs) and Associates also
- ❖ Entire spectrum of project development activities
 - Identification and acquisition of land at economical rates
 - Project Planning, Development, Sales & Marketing
- ❖ Land Bank of ~201,241 sq. Mtrs / ~50 acres available for future projects at September 30, 2017
 - Propitious Industrial Land in vicinity of upcoming Auto Hub in Gujarat
- ❖ Satisfactorily build ~4,600 homes over the last 25 years



SUBSIDIARY, ASSOCIATE & JV

NAME OF ENTITY	STAKE (%)	STATUS
Nila Projects LLP	99.97%	Real Estate project: Plotting scheme, operations yet to commence
Fangdi Land Developers LLP	51.00%	Real Estate project: Plotting scheme, operations yet to commence
Nilsan Realty LLP	50.00%	Real Estate project: Plotting scheme, certain regulatory approvals awaited
Mega City Cinemall Pvt. Ltd.	42.50%	Cine-mall, not in operation at present

Formed along with other well-known Real Estate Developers to gain:

- Larger scale of work & economy

- Diversity of projects

- Distribution of risk



Key Industrial Land Bank

- ❖ Built a propitious land-bank with potential of future development
 - Longer term plan is to monetise through developing industrial parks, dormitories, etc.

Location	Sq. Mtrs.	Key Highlights
Bavla	1,02,133	Land right on the National Highway 8A and adjacent to railway line, Ideal for Logistics/Industrial Park/Cold Storage/Warehousing/ Container Storage
Vinzol	36,957	Right next to GIDC (land exhausted), and adjacent to railway line Ideal for existing GIDC units desirous for expansion, industrial park
Lilapur	30,625	Part of industrial corridor
Ranip	23,000	Part of industrial corridor
Others	8,526	Industrial and Residential land parcels in and around Ahmedabad, Gujarat



Favorably Placed

One of the most reputed Business Groups in Gujarat with Brand Goodwill of 27+ years

Urban Infra

- ❖ Immense opportunities in affordable housing
- ❖ Govt. initiatives/policies e.g. “100 smart cities”, “Housing for All by 2022”

Real Estate

- ❖ Accumulated land bank at economical rates for Real Estate and Industrial Projects
- ❖ Presence across wide spectrum of projects

New Opportunities

- ❖ Mandal Becharaji Special Investment Region
- ❖ Gujarat International Finance Tec-city
- ❖ Metro-link Express for Gandhinagar and Ahmedabad
- ❖ Dholera Special Investment Region



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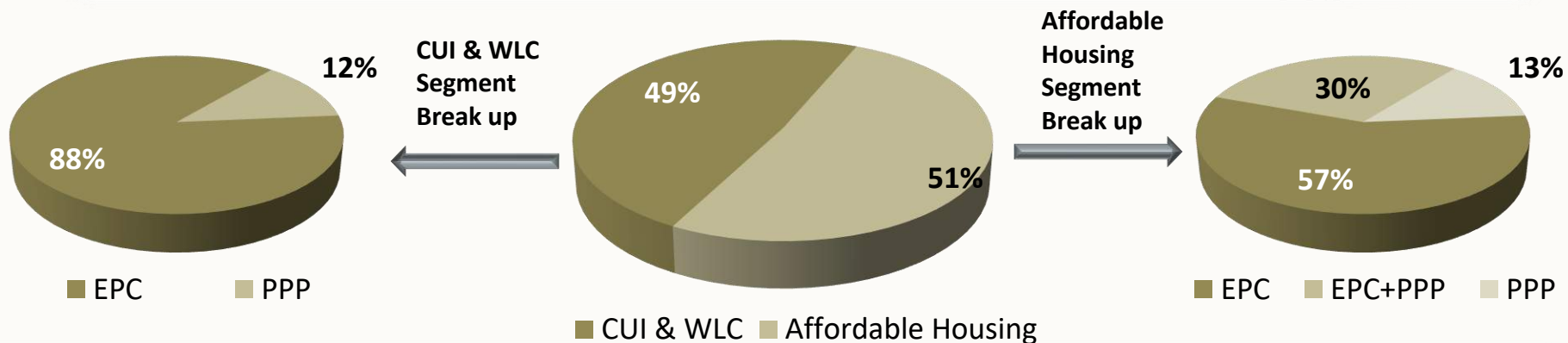
Business Overview

Order book & Clientele

Financials

Order book Details

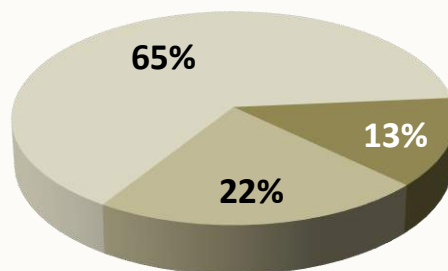
Order book at September 30, 2017 (₹ 4,825.8 Millions)



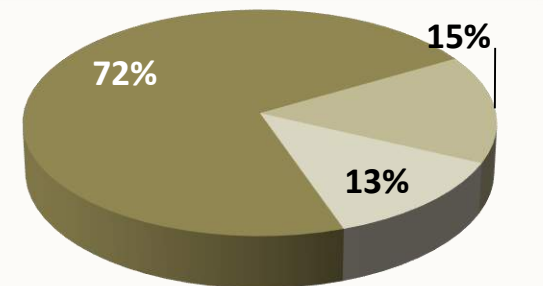
YTD Order Inflow Highlights

Total Order-book break up

- ❖ Total Order inflow worth ₹ 1,874.1 million during H1 FY18
- ✓ Affordable Housing & SRA projects segment: ₹ 251.6 million
- ✓ Civic Urban Infrastructure segment: ₹ 413.2 million
- ✓ White Label Construction: ₹ 1,209.3 million



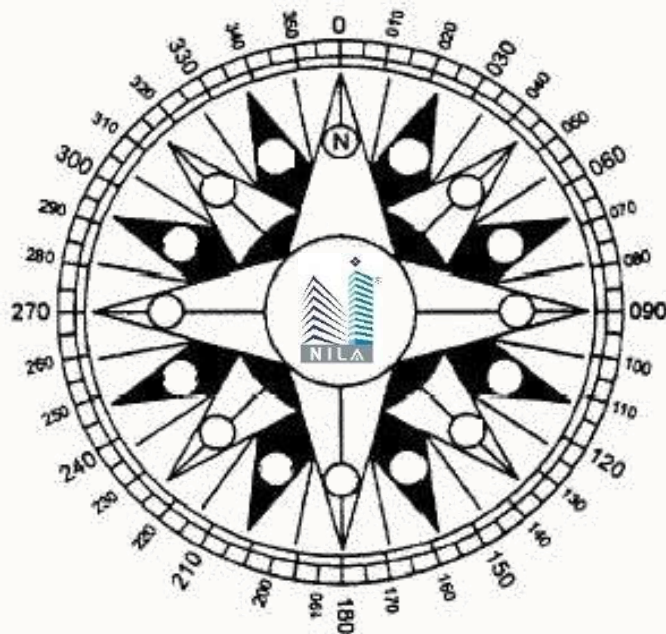
■ Affordable Housing & SRA
■ Civic Urban Infrastructure
■ White Label Construction



■ EPC ■ EPC+PPP ■ PPP



Clientele



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Standalone Profitability Statement (IND-AS)

Particulars (₹ Millions)	Q2 FY18	Q2 FY17	YoY	H1 FY18	H1 FY17	YoY
<i>Construction & Development of Infrastructure Projects</i>	467.9	456.1		1,124.2	812.8	
<i>Construction & Development of Real Estate Projects</i>	60.6	50.7		81.2	158.4	
<i>Others</i>	8.0	7.1		15.9	14.2	
Total Revenue	536.5	513.9	4%	1,221.3	985.4	24%
Cost of Construction and Development	412.3	404.6		952.9	784.1	
Employee Cost	15.3	12.1		30.1	25.6	
Other Expenses	12.9	22.0		21.2	7.8	
EBITDA	96.0	75.2	28%	217.2	147.4	47%
EBITDA Margin	17.9%	14.6%		17.8%	15.0%	
Other Income	57.6	57.5		96.1	96.6	
Depreciation	4.5	4.0		9.1	7.8	
Interest	49.4	43.9		99.5	88.4	
PBT	99.7	84.8		204.8	147.9	
Taxes	30.5	29.7		69.6	52.5	
PAT	69.2	55.1	26%	135.1	95.3	42%
Margin	12.9%	10.7%		11.1%	9.7%	
Comprehensive Income	0.2	0.0		0.4	-0.1	
Total Comprehensive Income	69.4	55.1	26%	135.6	95.2	42%



Standalone Balance Sheet (IND-AS)

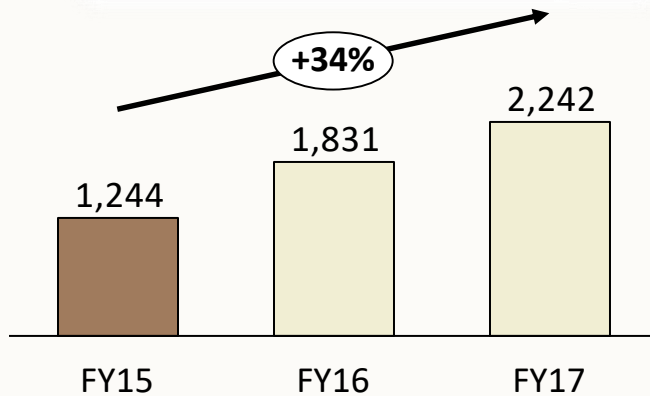
Particulars (₹ Millions)	Sep-17
(A) ASSETS	
(1) Non-Current Assets	
(a) Property, plant and equipment	89.5
(b) Investment Properties	252.0
(c) Other Tangible Assets	539.1
(d) Financial Assets	
i. Investments	272.2
ii. Loans	324.8
iii. Others	267.5
(e) Other non-current assets	3.3
Sub-total Non current assets	1,748.4
(2) Current Assets	
(a) Inventories	1,383.7
(b) Financial assets	
i. Trade receivables	395.6
ii. Cash and cash equivalents	9.5
iii. Bank balances other than (ii) above	14.5
iv. Loans	442.8
v. Others	256.6
(c) Current tax assets (net)	7.6
(d) Other current assets	336.1
Sub-total Non current assets	2,846.3
Total Assets	4,594.7

Particulars (₹ Millions)	Sep-17
(B) EQUITY & LIABILITIES	
(1) Equity	
(a) Equity share capital	393.9
(b) Other Equity	1,647.5
Sub-total Equity	2,041.4
Non-current Liabilities	
Financial liabilities	
i. Borrowings	1,244.3
ii. Others	20.9
(b) Provisions	6.2
(c) Deferred tax liabilities (net)	95.0
Sub-total Non-current liabilities	1,366.4
(3) Current Liabilities	
(a) Financial liabilities	
i. Borrowings	98.9
ii. Trade payables	399.5
iii. Others	249.9
(b) Other Current Liabilities	325.2
(c) Provisions	55.0
(d) Current tax liabilities (net)	58.5
Sub-total Current Liabilities	1,187.0
Total Equity and Liabilities	4,594.7

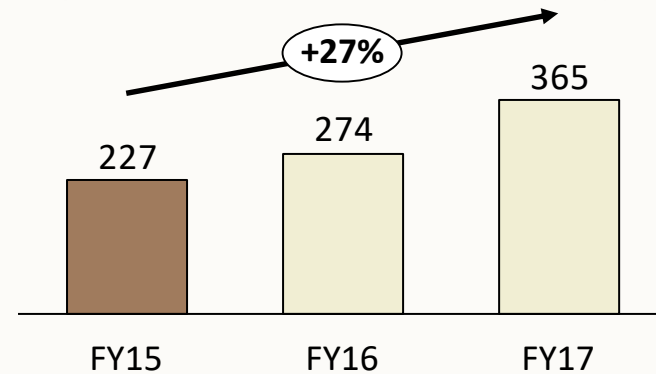


Historical Financial Highlights* (IGAAP)

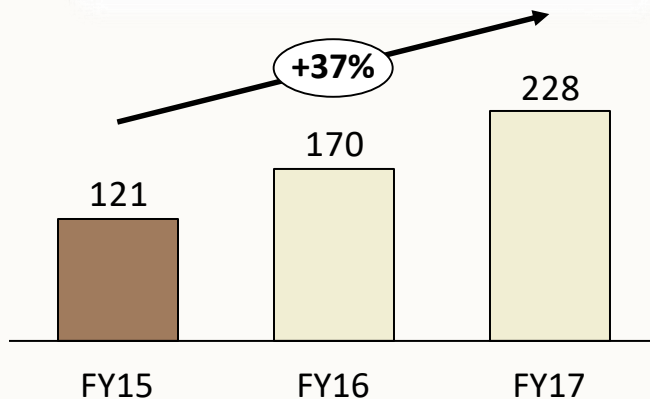
Revenue (₹ Millions)



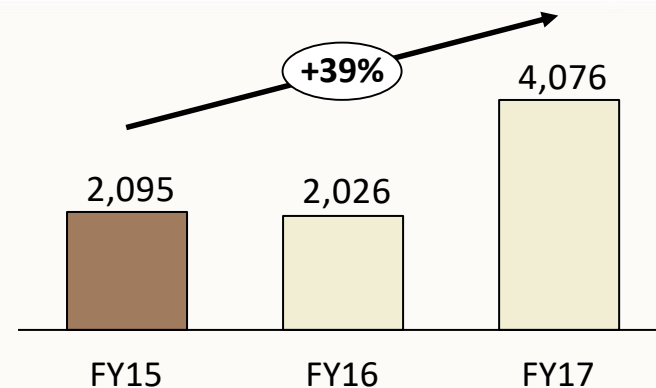
EBITDA (₹ Millions)



PAT (₹ Millions)



Closing Order book (₹ Millions)



Smart Cities Mission to develop 109 cities all over the country making them citizen friendly and sustainable

Promote PPP framework effectively to address gap between the housing demand and supply

11 crore houses likely required by 2022

Housing shortage of about 6 crore units

Infrastructure status to the affordable housing sector



Contact Us



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