



# Investor Presentation

February 2017

## **GROWTH**

**Seizing  
opportunities**

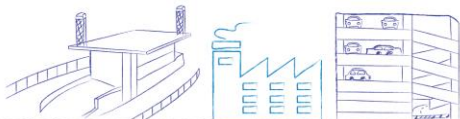
**Nila Infrastructures Limited**

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# Agenda



***Highlights***

***Background***

***Business Overview***

***Orderbook & Clientele***

***Financials***



# Key Financial Highlights

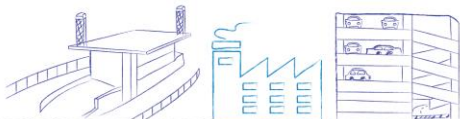
₹ Million

	Q3 FY17	Q3 FY16	YoY Growth	9M FY17	9M FY16	YoY Growth
Revenue	508	431	18%	1,501	1,138	32%
EBITDA	96	79	22%	254	200	27%
EBITDA Margin	19.0%	18.3%		16.9%	17.5%	
PAT	56	45	24%	151	112	35%
PAT Margin	11.1%	10.4%		10.1%	9.9%	



# Details of order won in 9M FY17

- ❖ MoU with Government of Rajasthan
  - MOU of ₹ 4,000.0 million for construction of Civic Urban Infrastructure projects including Affordable Housing
  - Secured five (5) contracts under the MOU aggregating ₹ 668.7 million in May 2016
  - Envisage additional overall construction of approx. 8,75,000 sq. ft. built-up area on the Government lands
- ❖ Received an order for the construction of Medical College Campus and Residence at Barmer, Rajasthan
  - The Project is for 300,000 sq. ft. which has to be completed within 12 months' time
  - The contract is entered into with Engineering Projects (India) Ltd (EPIL - a Mini Ratna) for ₹ 874.6 million under EPC mode
- ❖ Received a Work Order from Ahmedabad Municipal Corporation for Slum Rehabilitation and Redevelopment on P.P.P. basis
  - ~80 residential units on a land area of ~4,166 sq. mtrs at a total development cost of ₹ 68.0 million
  - Consideration will be in form of vacant land measuring about 2,793 sq. mtrs at premium of ₹ 10.1 million
- ❖ Construction of PMC Office Building amounting to ₹ 435.1 million
  - The Contract has been received from Adani Ports and Special Economic Zone
  - The Building envisages overall construction of Ground + 13 floors + two basements covering about 300,000 sq. ft. built-up area
  - The Project has to be completed within 390 days' time



# Update on SRA Project

**SRA Scheme**

**TDR**

**Balance  
Vacant Land**

- **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: Transferable Development Rights (TDR) of ₹ 342.2 million, and balance vacant land worth ₹ 149.8 million
- **Agreement for Sale of TDR of ₹ 342.2 million under execution**
  - Funds will be deployed to execute the Project
- **Balance Vacant land**
  - Vicinity of Shahibaug = one of the prime locality of Ahmedabad
  - Offers excellent financial & operational flexibility i.e. available for captive consumption or monetization



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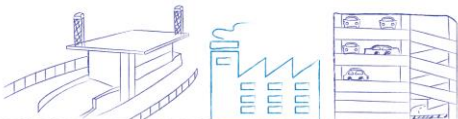
*Financials*





# About Us

- ❖ A Sambhaav Group company, having a 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
- ❖ 26+ years of experience of project execution
  - Satisfactorily built > 10 million sq. ft.
  - 13 ongoing projects (~3.2 million sq. ft.)
- ❖ Strong Order-book
  - Order book of ₹ 3,013.7 million at December 31, 2016
- ❖ Affordable Housing (Infrastructure)
  - Already satisfactory delivered about 2,300 flats = 1.3 million sq. ft. built up area





# What Drives US

## Vision

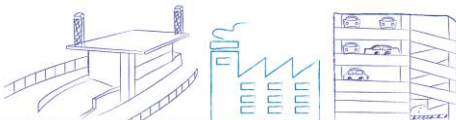
- Mark our presence as a leading infrastructure and real-estate player across various geographies, perform with a high level of integrity and harness credibility
- Contribute to the economic prosperity and growth through participation in projects of national importance
- Raise our own benchmarks with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



# Milestones

2014-  
2017

## Onward Growth

- 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

<b>Mr. Manoj B. Vadodaria</b> - Chairman & Managing Director	<ul style="list-style-type: none"> <li>• 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</li> <li>• 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</li> <li>• He is a firm believer in the best management practice, transparent governance, and long-term value investments</li> </ul>
<b>Mr. Kiran B. Vadodaria</b> - Joint Managing Director	<ul style="list-style-type: none"> <li>• B.E. (Mechanical) from L.D. Engineering College, currently the Chairman and Managing Director of Sambhaav Media Ltd.</li> <li>• 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</li> <li>• His past experience includes being the non-executive part time Director of the United Bank of India , President of the Gujarat Daily Newspaper Association</li> </ul>
<b>Mr. Dilip D. Patel</b> – Director	<ul style="list-style-type: none"> <li>• Mr. Patel has business consulting experience of 30+ years and s the Founder faculty of S.P. Jain Institute of Management Research</li> <li>• He has provided consultation services to a large number of Indian and multinational companies including training of senior managers</li> </ul>
<b>Mr. Hiren G. Pandit</b> – Director	<ul style="list-style-type: none"> <li>• Mr. Pandit is a Revenue and Civil law advocate and possesses wide experience in Revenue and Land laws</li> <li>• He is a Spokesperson of the Human Rights Commission of Gujarat. He gives legal counsel to various corporates</li> </ul>
<b>Mr. Shyamal S. Joshi</b> – Director	<ul style="list-style-type: none"> <li>• 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</li> <li>• 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</li> </ul>
<b>Mr. Harcharansingh P. Jamdar</b> - Director	<ul style="list-style-type: none"> <li>• Mr. Jamdar has headed various departments of the Government of Gujarat including Roads &amp; Building Department of Gujarat as Principal Secretary to Government</li> <li>• He is currently an Independent Director at IL&amp;FS Transportation Network Ltd. He holds a Bachelor’s degree in Civil Engineering from the Gujarat University, Ahmedabad</li> </ul>
<b>Mr. Ashok R. Bhandari</b> – Director	<ul style="list-style-type: none"> <li>• Mr. Ashok R. Bhandari more than 35 years of experience in the field of accountancy, auditing, investment banking and finance</li> <li>• He possesses outstanding exposure as a practicing Chartered Accountant with various prominent groups of varied industries in India and abroad</li> </ul>
<b>Ms. Foram Mehta</b> – Director	<ul style="list-style-type: none"> <li>• Ms. Mehta holds an MDP degree from IIM, Ahmedabad and a BE Chemical degree from the Nirma University, Ahmedabad.</li> <li>• 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</li> </ul>



# Management Team



<b>Anand Patel</b> President (Projects)	<ul style="list-style-type: none"> <li>• Mr. Patel had been the Additional City Engineer with the Ahmedabad Municipal Corporation.</li> <li>• 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.</li> </ul>
<b>Mr. Ravinder Kumar</b> President (Civil)	<ul style="list-style-type: none"> <li>• Mr. Kumar carries a very rich professional experience of more than 30 years in controlling and delivering large civil engineering projects</li> <li>• 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.</li> <li>• He has worked with reputed top-rung/leading corporate houses like Reliance, Adani, Bajaj, etc. in private sector &amp; premier government institutions/organizations like CPWD, NIDC, BHEL, NTPC, and a couple of SEBs.</li> </ul>
<b>Rajendra Sharma</b> – President (Business Development)	<ul style="list-style-type: none"> <li>• Mr. Sharma is a law graduate with rich experience of 30+ years, in wide variety of professional areas e.g. business development, liaisoning, land &amp; capital market related matters, finance &amp; accounts, law, banking, etc</li> </ul>
<b>Deep S. Vadodaria</b> Chief Operating Officer	<ul style="list-style-type: none"> <li>• 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.</li> <li>• 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-define moral code and provides for an excellent teamwork</li> <li>• He has embedded a culture of review, responsibility and shared accountability to achieve high standards for all.</li> </ul>
<b>Jignesh Patel</b> Sr. VP (Projects)	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
<b>Ritesh Parikh</b> Industrial Projects Head	<ul style="list-style-type: none"> <li>• 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.).</li> </ul>
<b>Prashant H. Sarkhedi</b> Chief Finance Officer	<ul style="list-style-type: none"> <li>• Mr. Sarkhedi is a professional with more than 23 years of experience in finance, accounting, fund raising and general management.</li> </ul>
<b>Dipen Y. Parikh</b> Company Secretary	<ul style="list-style-type: none"> <li>• Mr. Dipen Parikh has 9+ years of experience of secretarial practice, corporate laws and general legal affairs.</li> </ul>
<b>Himanshu Bavishi</b> Group President (Finance)	<ul style="list-style-type: none"> <li>• Mr. Bavishi has more than 19 years of professional experience in retail and corporate finance, investment banking, debt syndication, M&amp;A, Investor Relations</li> </ul>



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# Key Differentiators

## Project execution:

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

## Project diversity:

Bungalows and Flats to BRTS Stations, Multilevel Parking, Affordable Housing Projects

## 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 Negative / A3+: India Ratings

## Dividend Track

### Record:

Consistent dividend payments for last seven (7) 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



# Certifications

- ISO 9001:2008 accreditation by Certification International (UK) Ltd



- Certificate of Excellence



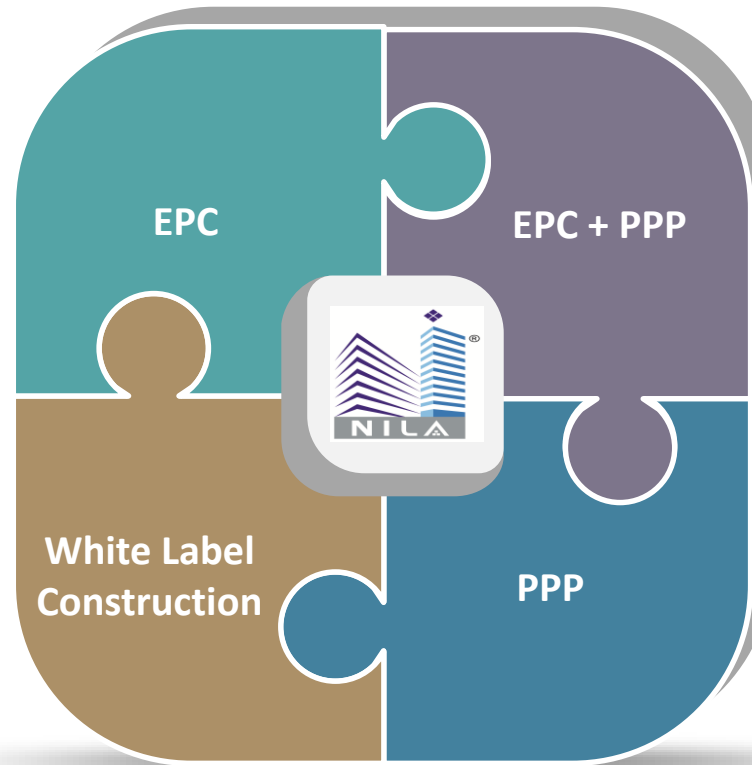
<http://www.growthinstitute.in/emagazine/sep11/2011class1.html>

- Registered as approved Contractor in **Special Category – I Buildings Class** with Government of Gujarat, Roads and Building Department
  - Amongst the few companies to be certified
    - Less competition will likely improve profitability
  - Opportunities to bid for projects from various Government Entities who stipulates Special Category – I Buildings Class certification as Qualification Criteria





# Business Model Overview



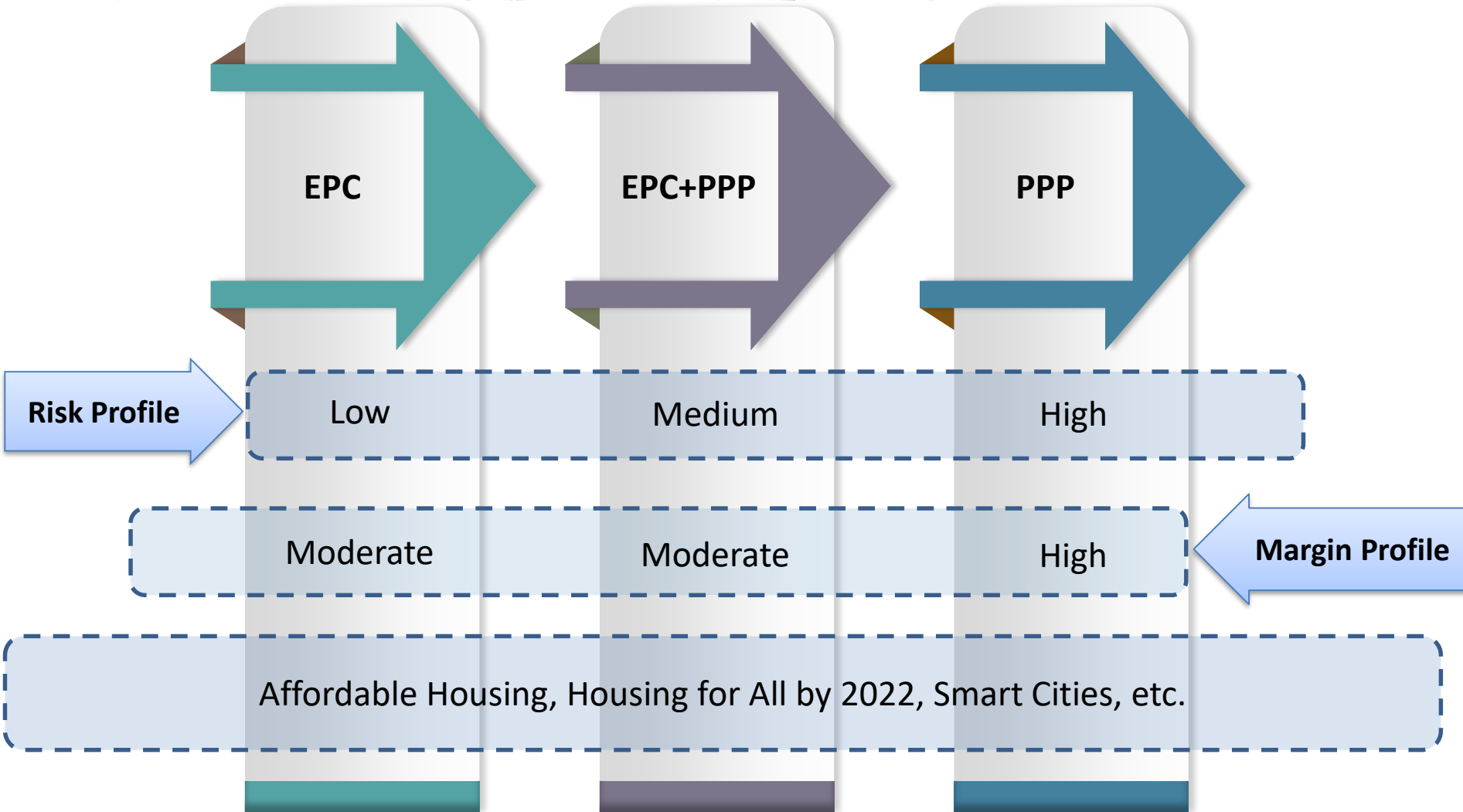
- ✓ Contract awarded for Engineering, Procurement, Construction by Government Authority
- ✓ Generally fixed price contracts

- ✓ Project execution on EPC 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\*

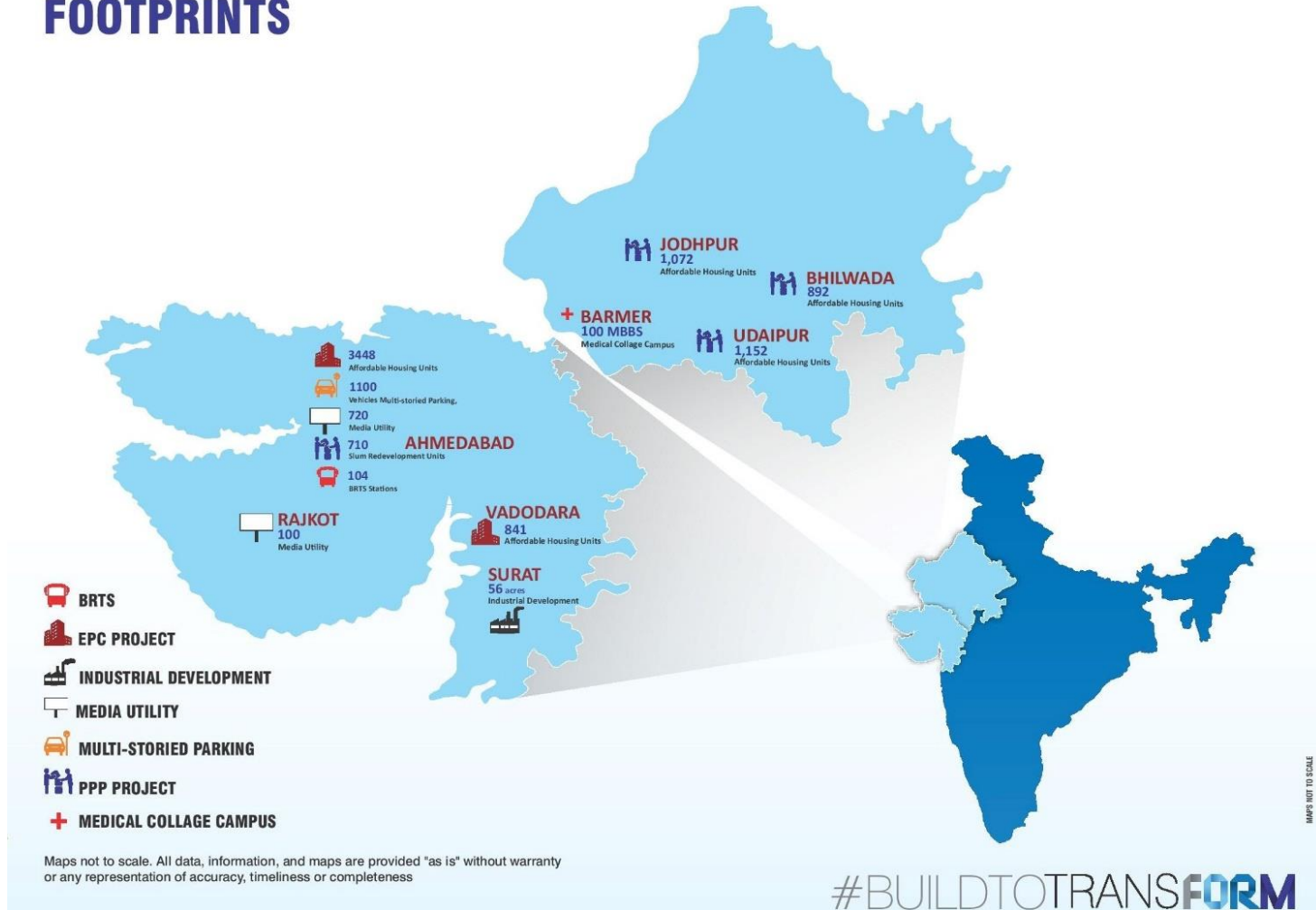


# Business Model Highlights

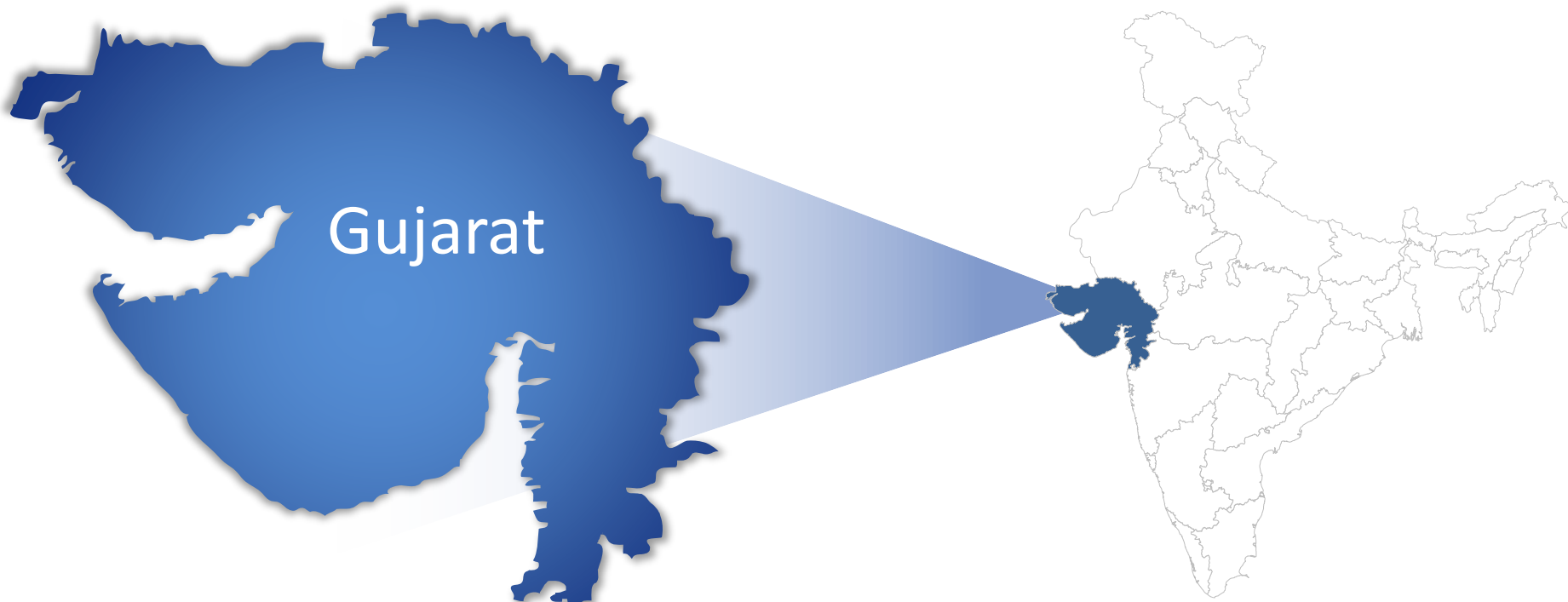


# Our footprints: Gujarat & Rajasthan

## OUR FOOTPRINTS



# Home Ground Advantage



## 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

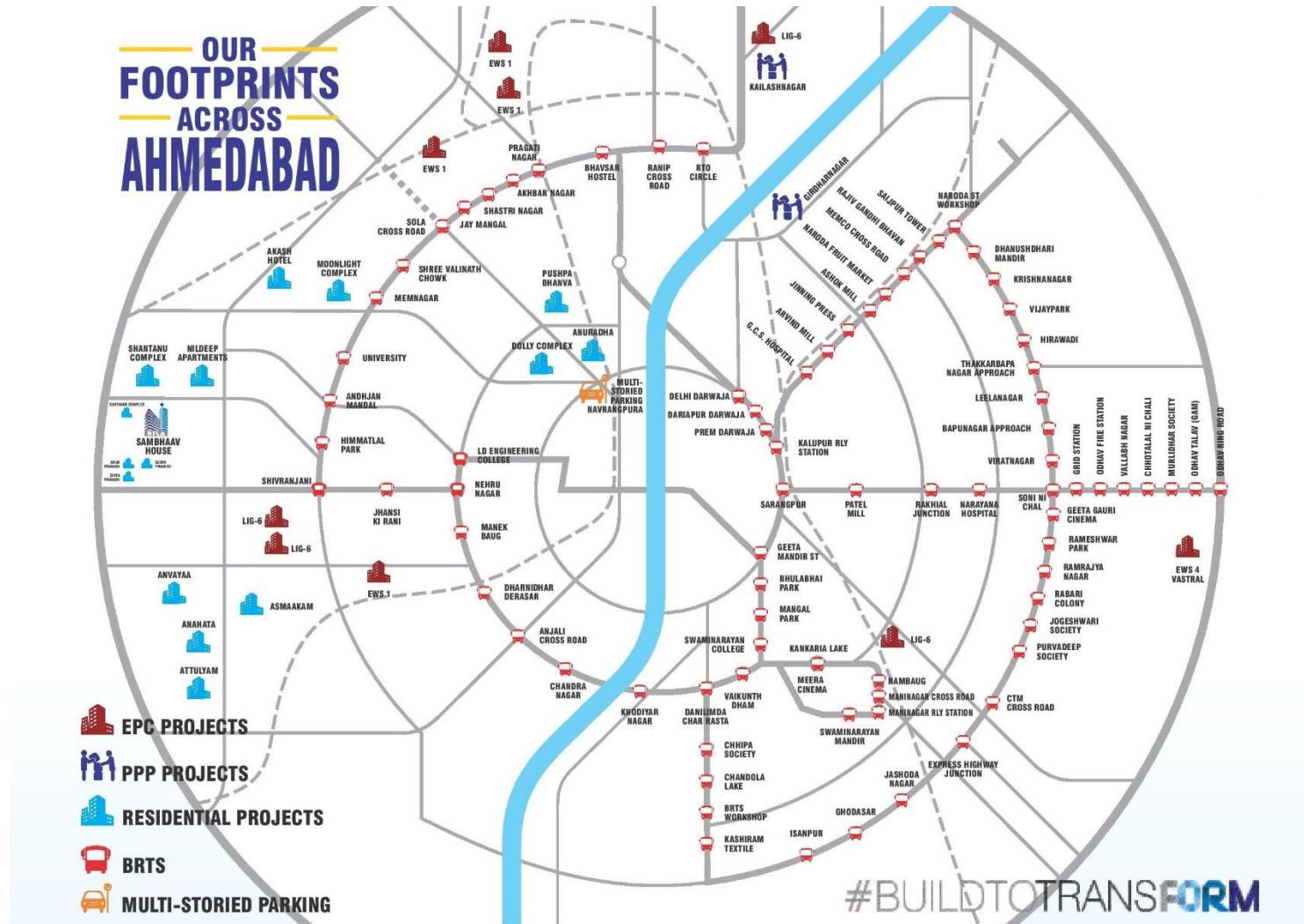
## Leasing

- 88,000 sq. ft commercial space in Ahmedabad

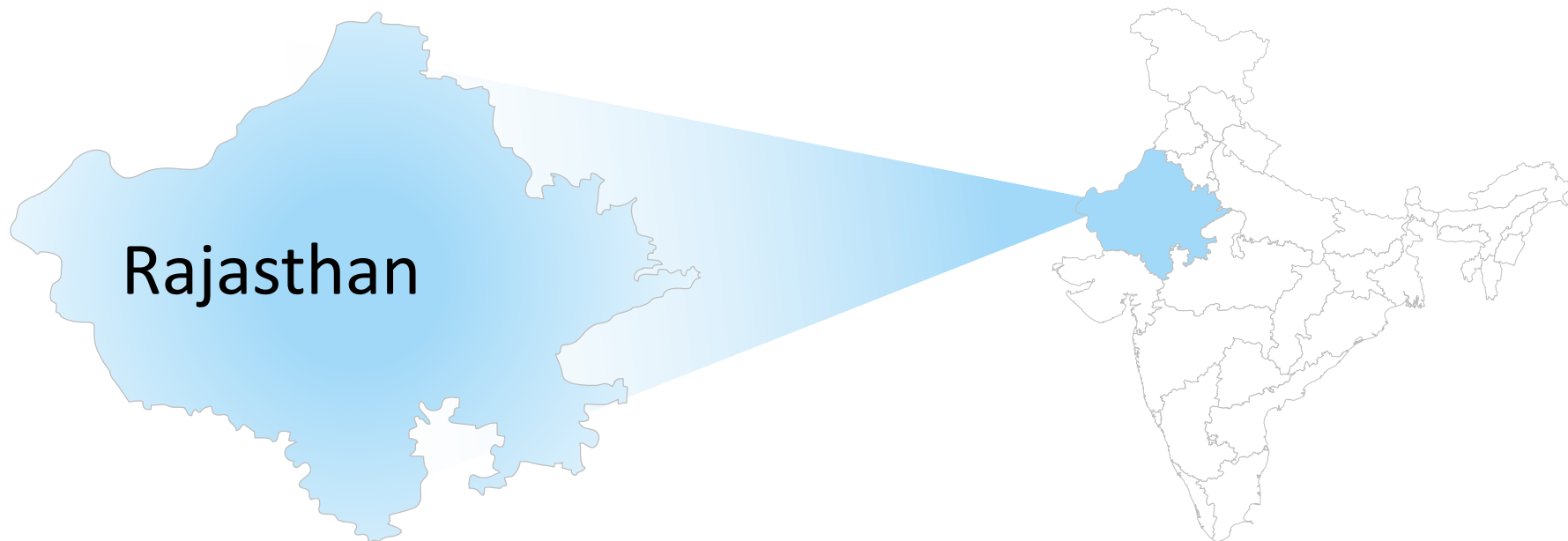
*Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness*



## Our footprints: Ahmedabad



# Sunrise state: The Land of Opportunities



## 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 5,818 units of Affordable Housing, (2.2 million sq. ft.) under development
- ❖ GUJARAT: Executing Affordable Housing projects for cash rich entities like AMC, VUDA, Adani Group etc.
  - Constructing ~0.8 million sq. ft. aggregating ~2,700 units of Affordable Housing for AMC\*
  - ~0.2 million sq. ft. aggregating ~452 units of Affordable Housing Scheme for VUDA\*
  - Delivered ~2,300 flats = 1.3 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



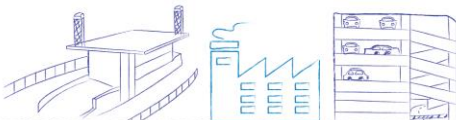
\* AMC: Ahmedabad Municipal Corporation  
VUDA: Vadodara Urban Development Authority





# 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



# Realty Business

- ❖ 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 ~2,03,655 sq. Mtrs / ~50 acres available for future projects at December 31, 2016
  - Propitious Industrial Land in vicinity of upcoming Auto Hub in Gujarat
- ❖ Satisfactorily build ~4,600 homes over the last 25 years



# Recent Real Estate Projects

Project	Year	Format	# of Units	Configurations	Project Land Area Sq. mtrs.	Area Sold Sq. mtrs.	Sale Value ₹ Mn	Possession
Asmaakam Phase I	2010	Affordable Housing	180	2 BHK	7,588	16,976	280	Completely handed over
Asmaakam Phase-II	2011	Affordable Housing	330	2 BHK	4,163	11,300	310	
Anvayaa	2012	Luxurious Housing	44	3 BHK	2,272	6,940	200	
Anaahata	2012	Luxurious Housing	44	2 BHK	1,579	4,306	140	
Atuulyam	2014	Luxurious Housing	200	2/3 BHK	8,019	Ongoing		85% handed over

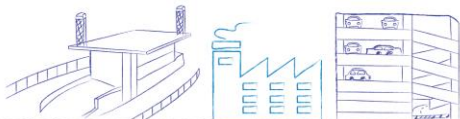




# Key Industrial Land Bank

- ❖ 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
Naviyani	12,141	In vicinity of the proposed Suzuki, and Honda Plants in North Gujarat
Others	21,799	Industrial and Residential land parcels in and around Ahmedabad, Gujarat



# Subsidiaries, JVs, Associate

- ❖ Formed along with other renowned Real Estate Developers to take benefit of:
  - Larger scale to work
  - Diverse operations
  - Risk distribution

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
Shree Matangi Project LLP	40.00%	Real Estate project: Apartment with 48 Nos. - 3 BHK luxurious flats – BU received, possession handed over
Romanovia Industrial Park Pvt Ltd	50.00%	To acquire land and develop industrial & logistics parks, Units, Sheds, Plots, Residential Colonies and allied Infrastructure near Bechraji, (Near Mehsana, Gujarat)
Sarathi Industrial Park Pvt Ltd	50.00%	
Kent Residential and Industrial Park LLP	50.00%	
Mega City Cinemall Pvt Ltd	42.50%	Cine-mall, not in operation at present



## Favorably Placed

One of the most reputed Business Groups in Gujarat with Brand Goodwill of 26+ years

### Urban Infra

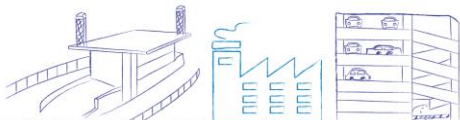
- ❖ Immense opportunities in affordable housing
- ❖ Govt initiatives/policies e.g. “100 smart cities”, “Housing for All by 2022”

### Real Estate

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

### New Opportunities

- ❖ Gujarat International Finance Tec-city
- ❖ Metro-link Express for Gandhinagar and Ahmedabad
- ❖ Dholera Special Investment Region
- ❖ Major Industrial Infrastructure Projects





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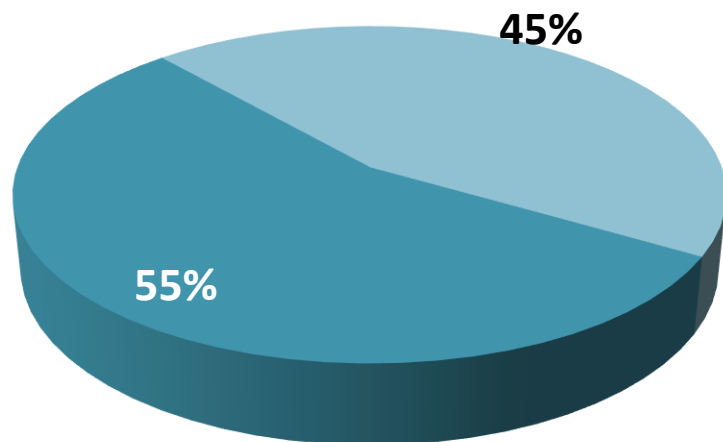
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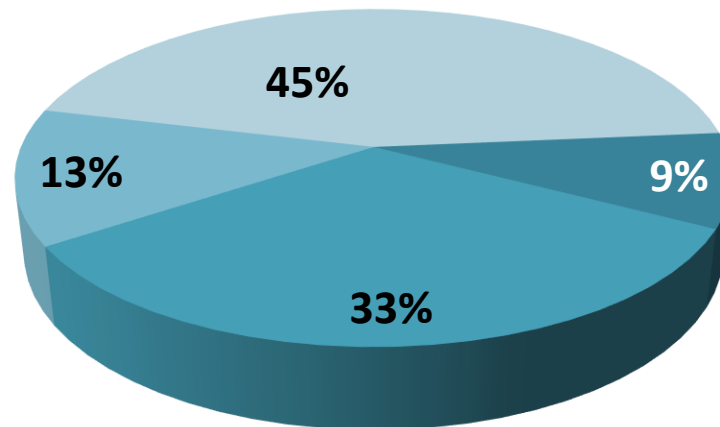


# Order book Details

## Order book at December 31, 2016 ( ₹ 3,013.7 Millions)



■ Affordable Housing ■ Civic Urban Infra.



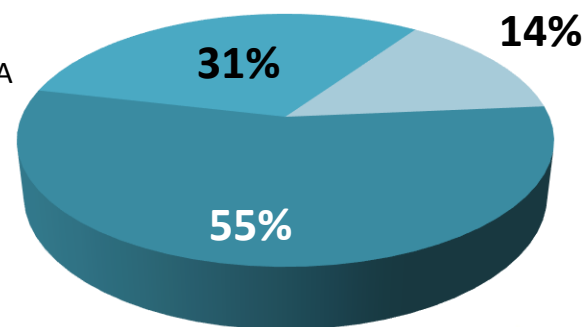
■ EPC ■ EPC+PPP ■ PPP ■ Civic Urban Infra.

## YTD Order Inflow Highlights

❖ Total Order inflow worth Rs. 2,227.3 million till December 31, 2016

- ✓ Affordable Housing & SRA projects segment: Rs. 756 million
- ✓ Civic Urban Infrastructure segment: Rs. 875 million
- ✓ White Label Construction: Rs. 596 million

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



# Order book movement

Sr.	Project – Client	Unexecuted at 1-Apr-2016	Added during 9M-FY2017	Executed during 9M-FY2017	To be executed at 01-Jan-2017
	(₹ million)	A	B	C	D = A+B-C
1	Girdharnagar –AMC	472.1	19.9	168.6	323.4
2	Kailashnagar – AMC	--	68.0	--	68.0
3	Jodhpur – RUDSICO	455.8	--	125.4	330.4
4	Bhailwara – UIT	--	269.9	--	269.9
5	Udaipur-2 – UIT	--	107.5	--	107.5
6	Udaipur-3 – UIT	--	105.4	--	105.4
7	Udaipur-1 – UIT	--	92.9	--	92.9
8	Udaipur-4 – UIT	--	92.9	--	92.9
9	Barmer – EPIL*	--	874.6	7.0	867.6
10	APSEZ@		435.1	63.5	371.6
11	EWS-4 – AMC	380.9	--	209.2	171.7
12	EWS-1 – AMC	301.5	--	211.2	90.3
13	MLP – AMC*	200.6	--	144.7	55.9
14	KENT – Becharaji@	--	149.5	116.9	32.6
15	Sewasi – VUDA	68.5	--	61.9	6.6
16	Others/Misc	146.5	11.6	130.2	27.9
	<b>TOTAL</b>	<b>2,025.9</b>	<b>2,227.3</b>	<b>1,239.5</b>	<b>3,013.7</b>



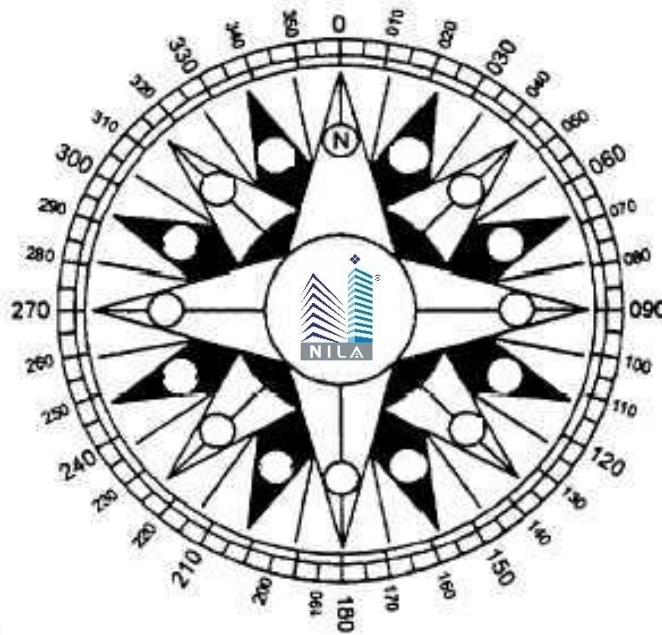
# Clientele



सत्यमेव जयते  
राजस्थान सरकार



VADODARA URBAN  
DEVELOPMENT AUTHORITY



# Agenda

*Highlights*

*Background*

*Business Overview*

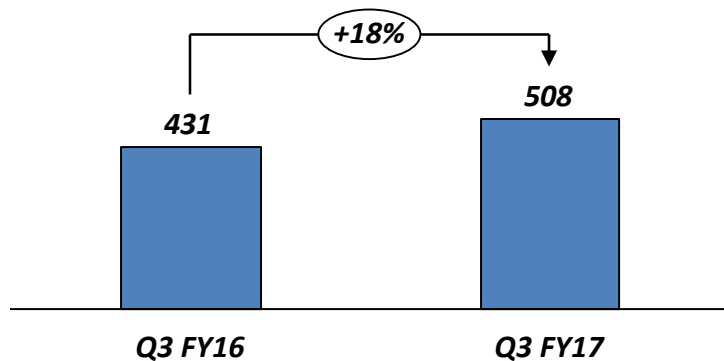
*Orderbook & Clientele*

***Financials***

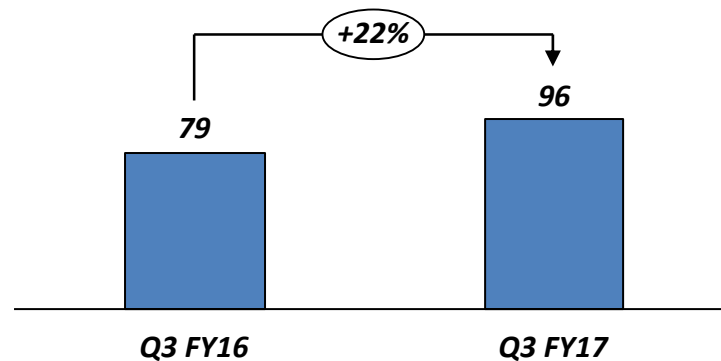


# Quarter Financial Highlights\*

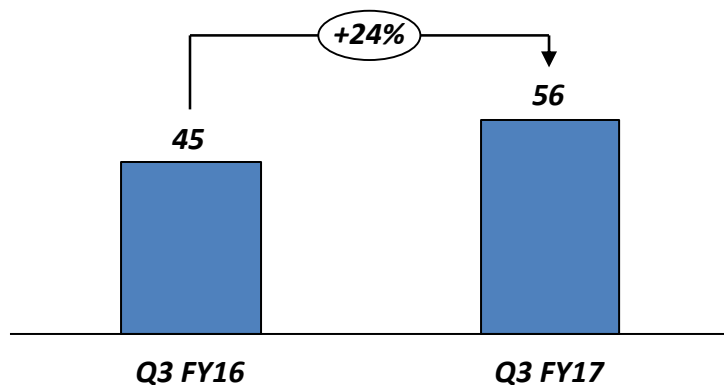
## Revenue ( ₹ Millions)



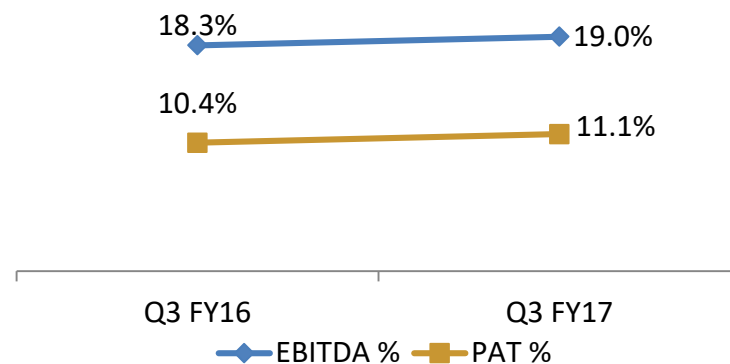
## EBITDA ( ₹ Millions)



## PAT ( ₹ Millions)



## EBITDA & PAT Margin



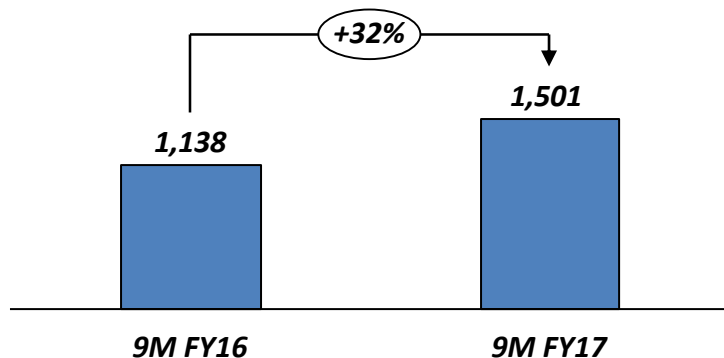
\* - Standalone



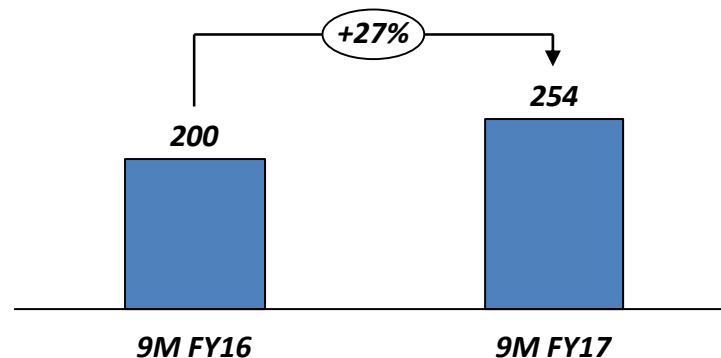


# 9M Financial Highlights\*

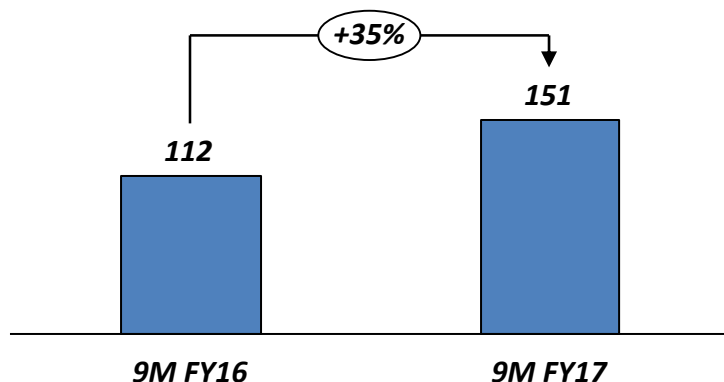
## Revenue ( ₹ Millions)



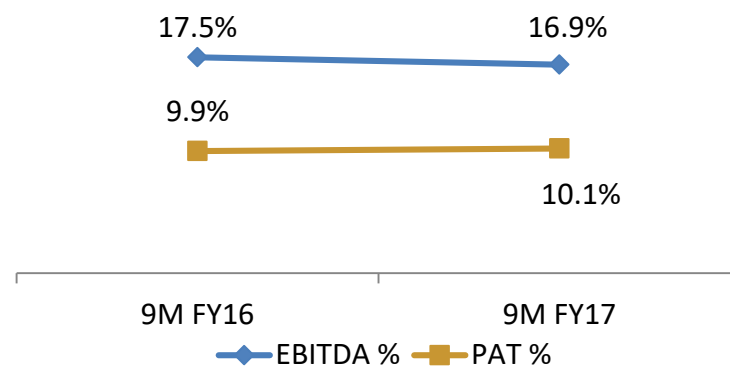
## EBITDA ( ₹ Millions)



## PAT ( ₹ Millions)



## EBITDA & PAT Margin



\* - Standalone



# Quarter Profitability Statement\*

Particulars ( ₹ Millions)	Q3 FY17	Q3 FY16	YoY	9M FY17	9M FY16	YoY
<i>Construction &amp; Development of Infrastructure Projects</i>	434.2	333.7	<b>30%</b>	1239.6	929.4	<b>33%</b>
<i>Construction &amp; Development of Real Estate Projects</i>	32.0	43.0	<b>-25%</b>	107.3	143.2	<b>-25%</b>
<i>Others</i>	41.4	54.5	<b>-24%</b>	154.1	65.7	<b>139%</b>
<b>Total Revenue</b>	<b>507.6</b>	<b>431.2</b>	<b>18%</b>	<b>1,501.0</b>	<b>1,138.3</b>	<b>32%</b>
Cost of Construction and Development	389.8	334.7		1,189.3	891.0	
Employee Cost	11.8	11.7		34.7	29.1	
Other Expenses	9.9	6.1		22.7	18.7	
<b>EBITDA</b>	<b>96.2</b>	<b>78.8</b>	<b>22%</b>	<b>254.2</b>	<b>199.5</b>	<b>27%</b>
<b>EBITDA Margin</b>	<b>19.0%</b>	<b>18.3%</b>		<b>16.9%</b>	<b>17.5%</b>	
Other Income	41.4	39.8		122.7	108.3	
Depreciation	4.1	6.5		11.9	12.7	
Interest	45.9	43.1		134.0	122.9	
<b>PBT</b>	<b>87.6</b>	<b>69.0</b>	<b>27%</b>	<b>231.0</b>	<b>172.2</b>	<b>34%</b>
Taxes	31.5	24.0		79.7	59.8	
<b>PAT</b>	<b>56.1</b>	<b>45.0</b>	<b>25%</b>	<b>151.3</b>	<b>112.4</b>	<b>35%</b>
<b>PAT Margin</b>	<b>11.1%</b>	<b>10.4%</b>		<b>10.1%</b>	<b>9.9%</b>	

\* - Standalone

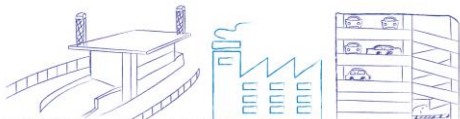


# Standalone Balance Sheet

₹ Millions	Sep-16	Mar-16
<b>Shareholder's Fund</b>	<b>1,878.2</b>	<b>1,700.0</b>
Share capital	392.9	370.2
Reserves & Surplus	1,485.3	1,329.8
<b>Non-Current Liabilities</b>	<b>1,143.6</b>	<b>1,379.8</b>
Long term borrowings	1,095.6	1,313.9
Other Non Current Liabilities	48.0	65.9
<b>Current Liabilities</b>	<b>600.1</b>	<b>596.2</b>
Short Term Borrowings	75.5	49.1
Trade Payables	165.3	201.1
Other current liabilities*	359.3	346.0
<b>Total Liabilities</b>	<b>3,621.9</b>	<b>3,676.0</b>

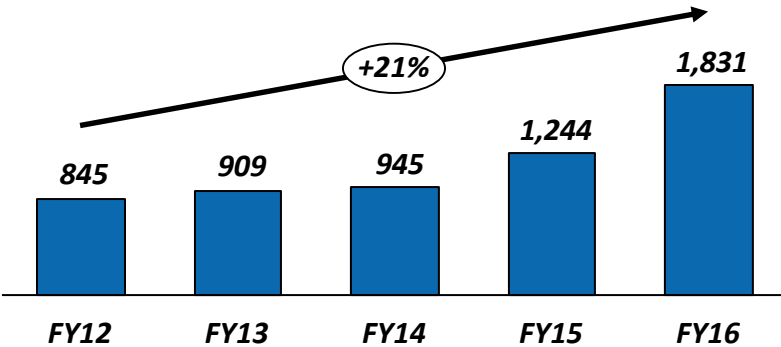
₹ Millions	Sep-16	Mar-16
<b>Non-Current Assets</b>	<b>1,019.9</b>	<b>916.9</b>
Fixed assets	338.8	333.6
Non-Current Investments	211.7	198.8
Other non current assets	469.43	384.5
<b>Current Assets</b>	<b>2,602.0</b>	<b>2,759.1</b>
Inventories	1,321.7	1,331.9
Trade receivables	355.6	364.2
Cash and Bank Balances	50.7	31.7
Other current assets	874.0	1,031.3
<b>Total Assets</b>	<b>3,621.9</b>	<b>3,676.0</b>

\* including current maturities of debt ₹ 2.4 million for year ended March 2016

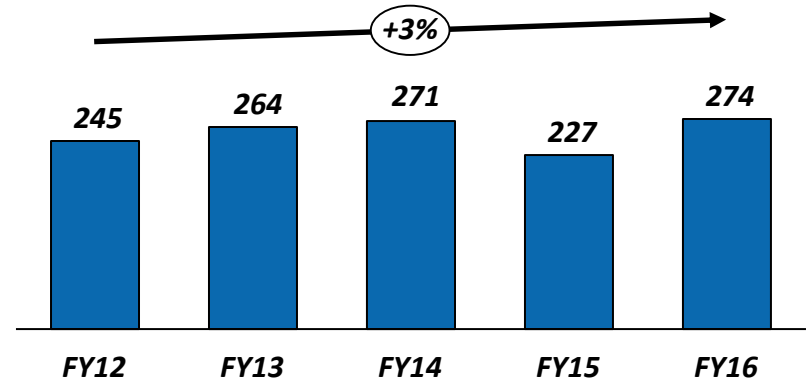


# Historical Financial Highlights\*

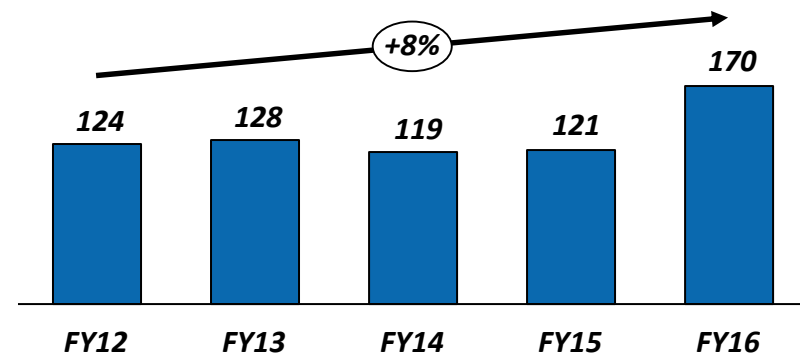
Revenue ( ₹ Millions)



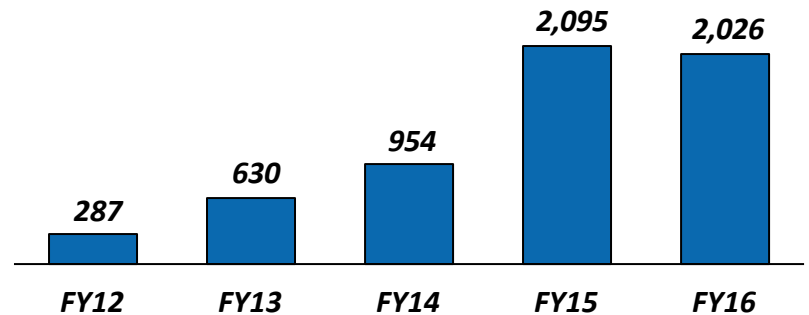
EBITDA ( ₹ Millions)



PAT ( ₹ Millions)



Closing Order book ( ₹ Millions)

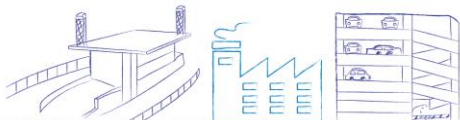


\* - Standalone



# Standalone Profitability Statement

Particulars ( ₹ Millions)	FY2016	FY2015	YoY
Construction & Development of Infrastructure Projects	1574.6	806.8	
Construction & Development of Real Estate Projects	178.0	116.9	
Others	78.7	320.2	
<b>Total Revenue</b>	<b>1,831.3</b>	<b>1,243.9</b>	<b>47%</b>
Cost of Construction and Development	1,488.0	953.6	
Employee Cost	37.6	29.5	
Other Expenses	31.2	33.6	
<b>EBITDA</b>	<b>274.3</b>	<b>227.0</b>	<b>21%</b>
<b>EBITDA Margin</b>	<b>15.0%</b>	<b>18.3%</b>	
Other Income	143.9	73.2	
Depreciation	14.2	13.0	
Interest	145.2	100.6	
<b>PBT</b>	<b>258.7</b>	<b>186.8</b>	<b>38%</b>
Taxes	88.2	66.4	
<b>PAT</b>	<b>170.4</b>	<b>120.5</b>	<b>41%</b>
<b>PAT Margin</b>	<b>8.6%</b>	<b>9.2%</b>	



# Standalone Balance Sheet

₹ Millions	Mar-16	Mar-15
<b>Shareholder's Fund</b>	<b>1,700.0</b>	<b>1,578.7</b>
Share capital	370.2	370.2
Reserves & Surplus	1,329.8	1,208.4
<b>Non-Current Liabilities</b>	<b>1,379.8</b>	<b>1,050.9</b>
Long term borrowings	1,313.9	1,019.3
Other Non Current Liabilities	65.9	31.6
<b>Current Liabilities</b>	<b>596.2</b>	<b>798.5</b>
Short Term Borrowings	49.1	70.4
Trade Payables	201.1	128.4
Other current liabilities*	346.0	599.7
<b>Total Liabilities</b>	<b>3,676.0</b>	<b>3,428.1</b>

₹ Millions	Mar-16	Mar-15
<b>Non-Current Assets</b>	<b>916.9</b>	<b>628.8</b>
Fixed assets	333.6	330.7
Non-Current Investments	198.8	182.8
Other non current assets	384.5	115.3
<b>Current Assets</b>	<b>2,759.1</b>	<b>2,799.3</b>
Inventories	1,331.9	1,379.1
Trade receivables	364.2	308.7
Cash and Bank Balances	31.7	45.9
Other current assets	1,031.3	1,065.6
<b>Total Assets</b>	<b>3,676.0</b>	<b>3,428.1</b>

\* including current maturities of debt ₹ 2.4 million (PY ₹4.2 million)





# Consolidated Profitability Statement

Particulars ( ₹ Million)	FY2016	FY2015	YoY
Construction & Development of Infrastructure Projects	1,574.6	806.8	
Construction & Development of Real Estate Projects	178.0	116.9	
Others	78.7	320.0	
<b>Total Revenue</b>	<b>1,831.3</b>	<b>1,243.7</b>	<b>47.2%</b>
Cost of Construction and Development	1,487.2	953.7	
Employee Cost	37.8	29.6	
Other Expenses	37.4	34.5	
<b>EBITDA</b>	<b>268.9</b>	<b>225.9</b>	<b>19.0%</b>
<b>EBITDA Margin</b>	<b>14.7%</b>	<b>18.2%</b>	
Other Income	119.2	73.8	
Depreciation	14.2	13.1	
Interest	145.3	100.6	
<b>PBT</b>	<b>228.6</b>	<b>186.0</b>	<b>22.9%</b>
Taxes	88.4	66.4	
<b>PAT</b>	<b>140.2</b>	<b>119.6</b>	<b>17.2%</b>
<b>PAT Margin</b>	<b>7.7%</b>	<b>9.6%</b>	



# Consolidated Balance Sheet

₹ Millions	Mar-16	Mar-15
<b>Shareholder's Fund</b>	<b>1,657.5</b>	<b>1,565.8</b>
Share capital	370.2	370.2
Reserves & Surplus	1,287.3	1,195.6
<b>Non-Current Liabilities</b>	<b>1,420.1</b>	<b>1,327.7</b>
Long term borrowings	1,354.2	1,224.1
Other Non Current Liabilities	65.9	103.6
<b>Current Liabilities</b>	<b>714.4</b>	<b>625.1</b>
Short Term Borrowings	49.1	70.4
Trade Payables	201.7	124.4
Other current liabilities	463.6	430.3
<b>Total Liabilities</b>	<b>3,792.0</b>	<b>3,518.5</b>

₹ Millions	Mar-16	Mar-15
<b>Non-Current Assets</b>	<b>921.7</b>	<b>482.2</b>
Fixed assets	333.6	330.7
Non-Current Investments	95.9	69.3
Other Non-Current Assets	492.2	82.2
<b>Current Assets</b>	<b>2,870.3</b>	<b>3,036.3</b>
Inventories	1,426.6	1,471.5
Trade receivables	364.2	311.3
Cash and Bank Balances	32.6	54.1
Other current assets	1,046.9	1,199.4
<b>Total Assets</b>	<b>3,792.0</b>	<b>3,518.5</b>



For further information, please visit [www.nilainfra.com](http://www.nilainfra.com) or contact:

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