



**NILA  
INFRASTRUCTURES  
LIMITED**

Nila/Cs/2019/260

Date: August 13, 2019

To,  
The General Manager  
Department of Corporate Services  
**BSE Limited**  
Phirozee Jeejeebhoy Tower,  
Dalal Street, Fort, Mumbai - 400001

To,  
The Manager  
Listing Department  
**National Stock Exchange of India Ltd.**  
Exchange Plaza, Bandra Kurla Compelx,  
Mumbai - 400051

**Scrip Code: 530377**

**Scrip Symbol: NILAINFRA**

Dear Sir,

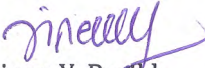
**Sub: Earnings Release of Nila Infrastructures Ltd.**

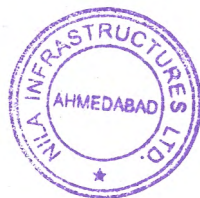
We are hereby submitting a copy of Earnings Release of Nila Infrastructures Ltd. on the un-audited standalone and consolidated financial results for the first quarter ended on June 30, 2019 and request the exchange to take on record.

Thanking you,

Yours faithfully

For, **Nila Infrastructures Ltd.**

  
Dipen Y. Parikh  
Company Secretary



Encl: a/a

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# INVESTOR RELEASE: Earnings Release for Q1-FY2020



For Immediate Release

## Financials at a glance:

| ₹ in millions <sup>1</sup> | Standalone |           |         | Consolidated |           |         |
|----------------------------|------------|-----------|---------|--------------|-----------|---------|
|                            | Q1-FY2019  | Q1-FY2020 | YoY     | Q1-FY2019    | Q1-FY2020 | YoY     |
| Total Revenue              | 528.4      | 549.4     | 3.98%   | 498.9        | 526.3     | 5.49%   |
| EBIDTA                     | 71.9       | 80.2      | 11.61%  | 71.6         | 79.9      | 11.65%  |
| PAT                        | 48.2       | 40.2      | -16.55% | 45.5         | 38.5      | -15.35% |

**Confirmed Unexecuted Order Book at June 30, 2019: ₹ 6,722.6 million**

**Ahmedabad, August 13, 2019:** The Board of Directors of Nila Infrastructures Ltd (BSE: 530377/NILA; NSE: NILAINFRA) at its meeting held at Ahmedabad on August 12, 2019, approved the Unaudited Financial Results for the quarter ended June 30, 2019.

## Standalone Financial highlights for quarter ended June 30, 2019:

- Standalone Revenue of the Company increased by 3.98% to ₹ 549.4 million from ₹ 528.3 million as compared to the corresponding quarter of the previous year. On the profitability front, the EBIDTA for Q1-FY2020 has witnessed an increment 11.61% i.e. from ₹ 71.9 million to ₹ 80.2 million with an EBITDA margin of 15.23% in Q1-FY2020. The Profit after Tax is ₹ 40.2 million i.e. 7.32%.
- At June 30, 2019, the Standalone Network of the Company is ₹ 1,297.2 million and Standalone Gross Debt is ₹ 1,466.2 million, while the Cash and Bank Balances on the standalone basis is ₹ 62.2 million. The Net debt to Net worth computes 1.08x.

Commenting at this juncture **Mr. Deep Vadodaria, Chief Operating Officer** said:

*“We are confident to catch-up with the continual growth momentum by timely execution of Projects, in spite of the modest growth registered in Q1-FY2020. The restricted availability of labour during Q1-FY2020 on account of the general elections that succeeded the vacation of Holi restricted the execution despite having a robust order-book. Meanwhile, the labour-force is since fully deployed and with clear possession of most of the project-sites, we are certain about the growth during FY2020. While, the profitability shall buoy at acceptable levels for the FY – especially with the higher contribution from the PPP projects, that tend to provide multifold benefits to the Company.”*

<sup>1</sup> 1 million = 10 lakh

## INVESTOR RELEASE: Earnings Release for Q1-FY2020



### Order-book:

At June 30, 2019 the Company has confirmed unexecuted order-book of ₹ 6,722.6 million. The summary is furnished further.

(₹ in millions)

| Activity                       | Gujarat        |                |                | Rajasthan    |              |              | Total A+B      | %           |
|--------------------------------|----------------|----------------|----------------|--------------|--------------|--------------|----------------|-------------|
|                                | GoG            | PWL/Misc.      | Total (A)      | GoR          | EPIL         | Total (B)    |                |             |
| <b>Affordable Housing</b>      | <b>1,460.4</b> | <b>1,945.0</b> | <b>3,405.4</b> | <b>588.3</b> | -            | <b>588.3</b> | <b>3,993.7</b> | <b>59%</b>  |
| <i>EPC</i>                     | 695.5          | 1,945.0        | 2,640.5        | 588.3        | -            | 588.3        | 3,228.8        | 48%         |
| <i>PPP</i>                     | 764.9          | -              | 764.9          | -            | -            | -            | 764.9          | 11%         |
| <b>Civic Urban Infra (EPC)</b> | <b>1.7</b>     | <b>2,526.9</b> | <b>2,528.6</b> | -            | 200.3        | 200.3        | <b>2,728.9</b> | <b>41%</b>  |
| <b>Total</b>                   | <b>1,462.1</b> | <b>4,471.9</b> | <b>5,934.0</b> | <b>588.3</b> | <b>200.3</b> | <b>788.6</b> | <b>6,722.6</b> |             |
| <b>%</b>                       | <b>22%</b>     | <b>66%</b>     | <b>88%</b>     | <b>9%</b>    | <b>3%</b>    | <b>12%</b>   |                | <b>100%</b> |

The composition of such order book is well balanced and in line with the Company's core activity as 59% is from Affordable Housing; and 41% is other Civic Urban Infrastructure projects (e.g. Medical College Campus, Commercial Complex and captive office complex for a prime business house, Community Hall). Overall the Company is developing 8,684 units of affordable housing. The major Government clientele comprise, Engineering Projects India Ltd (EPIL – a Mini Ratna), Ahmedabad Municipal Corporation (AMC), Ahmedabad Urban Development Authority (AUDA), Government of Rajasthan, while Adani Group is a major corporate client.

### Summary Profit and Loss Statement (Standalone) (as per Indian Accounting Standards (Ind-AS)):

(₹ in millions)

| Particulars                         | Q1-FY2020    | Q4-FY2019    | Q-o-Q       | Q1-FY2019    | Y-o-Y       | FY2019         |
|-------------------------------------|--------------|--------------|-------------|--------------|-------------|----------------|
|                                     | Unaudited    | Audited      |             | Audited      |             | Audited        |
| <b>Total Operating Income (TOI)</b> |              |              |             |              |             |                |
| • <i>Infrastructure</i>             | 525.1        | 738.9        | -29%        | 494.7        | 6%          | 2,227.8        |
| • <i>Rental income</i>              | 1.8          | 3.4          | -47%        | 8.1          | -78%        | 27.2           |
| • <i>Share of profit</i>            | -            | 2.9          |             | -            |             | 2.9            |
| <b>Total TOI</b>                    | <b>526.9</b> | <b>739.5</b> | <b>-29%</b> | <b>502.8</b> | <b>5%</b>   | <b>2,258.0</b> |
| <b>Add: Other income (B)</b>        | 22.5         | 20.7         | 9%          | 25.5         | -12%        | 82.8           |
| <b>Total Income (A+B)</b>           | <b>549.4</b> | <b>760.2</b> | <b>-28%</b> | <b>528.3</b> | <b>4%</b>   | <b>2,340.8</b> |
| <b>Less:</b>                        |              |              |             |              |             |                |
| <b>Operating expense</b>            | 446.7        | 618.3        | -28%        | 431.0        | 0%          | 1,878.6        |
| <b>Depreciation</b>                 | 4.4          | 5.0          | -12%        | 4.3          | 2%          | 18.6           |
| <b>Finance cost</b>                 | 40.4         | 28.4         | 42%         | 31.4         | 29%         | 129.9          |
| <b>= Profit Before Tax (PBT)</b>    | <b>57.9</b>  | <b>108.6</b> | <b>-47%</b> | <b>61.8</b>  | <b>-6%</b>  | <b>313.7</b>   |
| <b>Less: Tax</b>                    | 17.7         | 34.6         | -49%        | 13.5         | 31%         | 92.0           |
| <b>= Profit After Tax (PAT)</b>     | <b>40.2</b>  | <b>74.0</b>  | <b>-46%</b> | <b>48.2</b>  | <b>-17%</b> | <b>221.7</b>   |

**Note:** Prior period figures have been re-grouped/re-arranged where necessary.

## INVESTOR RELEASE: Earnings Release for Q1-FY2020



### Operating review for Q1-FY2020 (Standalone):

- The profitability at EBIDTA level has improved by 93 bps mainly due change in revenue-mix as Q1-FY2020 has got certain contribution from higher margin PPP projects.
- While, the project/operations cost is almost in-line with the movement in the TOI, the employee cost has reduced as during Q1-FY2019 it contained the salary and related entitlements of certain employees, which were later-on transferred to the Demerged Company viz. Nila Spaces Limited. Other expenses have also reduced by 7.43% as during Q1-FY2019 it contained certain payment towards various professional fees for demerger (KPMG, Singhi & Co) and related advertisement expense.
- The reduction at PBT level has further aggravated to reduction at PAT level by 16.55% mainly due to balance of Deferred Tax credit.
- The depreciation has increased on back of fresh regular capex, while the finance cost has increased due to higher utilization of credit facilities.
- The networth of the Company has increased to ₹ 1,297.2 million due to plough-back of profit.
- The total debt of the Company has increased to ₹ 1,466.2 million. The Company has honoured all its financial commitments and the account is “Standard” with all the lenders. None of the Bank Guarantees submitted by the Company has ever been invoked by any Principal/Client.

### External credit rating:

| CARE Ratings Limited  | Brickwork Ratings India Pvt Ltd   |
|---|---|
| March 29, 2019<br>“BBB+” (Stable) and “A2”<br>Reaffirmed the bank loan rating of the Company while removed from Credit Watch. | November 3, 2018<br>“BBB+” (Stable) and “A2”<br>Reaffirmed the bank loan rating of the Company. |

### Safe harbor Statement

*All financial and other information in this release, other than financial and other information for specific subsidiaries/JVs/Associate where specifically mentioned, is on an unconsolidated basis for Nila Infrastructures Limited only unless specifically stated to be on a consolidated basis for Nila Infrastructures Limited and its subsidiaries/JVs/Associate. Please also refer to the statement of unaudited unconsolidated results required by Indian regulations that has, along with this release, been filed with the stock exchanges where Nila Infrastructures Limited's equity shares are listed, and is available on our website [www.nilainfra.com](http://www.nilainfra.com)*

*Except for the historical information contained herein, statements in this release which contain words or phrases such as 'will', 'expected to', etc., and similar expressions or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to, the actual growth in demand for real estate, infrastructure, etc.*

## INVESTOR RELEASE: Earnings Release for Q1-FY2020



*construction and other construction activities and services in the geographies that we operate or where a material number of our customers reside, our ability to successfully implement our strategy, including our selecting apt Project, getting possession of site within stipulated time, executing the Project as per stipulated schedule, employing and deploying sufficient skilled/unskilled manpower, and manage the risks associated with timely sales and collection to achieve our strategic and financial objectives, our ability to manage the increased complexity of the risks we face following our rapid growth, future levels of profit margins, our growth and expansion in affordable housing and other urban infrastructure related sectors, the adequacy of our allowance for low-margin infrastructure business, technological changes, our ability to get into new markets, cash flow projections, the outcome of any legal, tax or regulatory proceedings against us or we become a party to, the future impact of new accounting standards, our ability to implement our dividend policy, the impact of changes in real-estate/infrastructure related regulations and other regulatory changes on us, the capital market and bank credit leniency and availability of liquidity amongst the investor community in these markets, the nature or level of profit margins, cost escalations from time to time, availability of raw materials e.g. cement, steel, etc., including the possibility of increasing rates of raw materials, our ability to roll over our short-term funding sources and our exposure to credit, market and liquidity risks as well as other risks that are detailed in the reports filed by us with the statutory authorities. Nila Infrastructures Ltd undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof. This release does not constitute an offer of securities.*

### **About Nila Infrastructures Limited**

Incorporated in the year 1990, Nila Infrastructures Limited (the “Company”) has been promoted by first-generation promoters, Mr. Manoj B. Vadodaria and Mr. Kiran B. Vadodaria. The Company is a well-established player in developing Civic Urban Infrastructure Projects on EPC, Turnkey, PPP Mode, as well as Private White Label Construction and Industrial Infrastructure Projects. The Company is registered as Special Category-I Buildings Class and pre-approved contractor with various civic bodies as well as established corporate real estate players. The Quality Management System of the Company is ISO 9001:2015 accredited. The Company has major presence in Gujarat and Rajasthan. The major clientele include Ahmedabad Municipal Corporation (AMC), Ahmedabad Urban Development Authority (AUDA), Government of Rajasthan, EPIL (a Mini-Ratna Company of Gol), Adani Group, etc. The Company possesses excellent track record of profitability, dividend distribution and has accumulated strong capital reserve base. To know more, please visit [www.nilainfra.com](http://www.nilainfra.com)

### **For more Information please contact:**

**Nila Infrastructures Limited** (CIN: L45201GJ1990PLC013417)

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