



NILA INFRASTRUCTURES LIMITED

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Recording of discussion with Analysts and Institutional Investors

Date of the Meeting	July 26, 2017
Type of Meeting	One to One
Attendees:	
Investors/Analysts	Mr. Sanjay Vaid – Director Equity Trading of White Oak Capital Management Mr. Niraj Mansingka and Mr. Aman Batra – Executive Directors of Goldman Sachs - <i>GSAM Services Pvt. Ltd.</i>
Company Representations	Mr. Himanshu Bavishi – President Finance
Did discussion involved revealing any Unpublished Price Sensitive Information	No
Gist of Discussions	<p>Copies of Investor Presentation – May 2017 and financial results for the year ended on March 31, 2017, which are already submitted to the stock exchanges, were placed before the attendee for their ready reference and following discussion 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.• It was explained that 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. The Company owns immovable properties in prime location and has given on long term lease basis to renowned corporate.• The Company reported standalone turnover of Rs. 2,416.30 million and Profit after Tax of Rs.228.40 million for the year ended on 31.03.2017.• 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 total unexecuted order book worth Rs. 4,076.10 million as on March 31, 2017.
Any other Comments	No