



## **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 at IDFC Annual Investor Conference**

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| <b>Date of the Meeting</b>   | November 16, 2016  |
| <b>Type of Meeting</b>   | Group  |
| <b>Attendees:</b>  |  |
| <b>Institutional Analysts</b>  | Mr. Vishwesh Mehta – Analyst at Birla Mutual Fund<br>Mr. Abhinav Bhandari – Analyst at Reliance Mutual Fund<br>Mr. Subramaniam Yadav – AVP Research at Subhkam Ventures (I) Pvt. Ltd.<br>Mr. Rahul Koshy – Analyst at Florintree Advisors Pvt. Ltd.  |
| <b>Company Representations</b>   | Mr. Deep S. Vadodaria, Chief Operating Officer<br>Mr. Prashant H. Sarkhedi, Chief Finance Officer  |
| <b>Did discussion involved revealing any Unpublished Price Sensitive Information</b> | No   |
| <b>Gist of Discussions</b>   | Copies of Investor Presentation – November 2016 and unaudited financial results for the second quarter / half year ended on September 30, 2016 already submitted to the stock exchanges were placed before the attendees for their ready reference and following discussion took place. <ul style="list-style-type: none"><li>• The Company is into the business of execution of EPC, PPP projects, mainly into affordable housing, of Government and private white label contracts. The Company is also into its own real estate activities.</li><li>• The Company reported turnover of ₹ 52.58 Crore and Profit after Tax of ₹ 5.51 Crore for the second quarter ended on September 30, 2016. The Company's financials for the Second quarter / half year were thereafter discussed.</li><li>• The Company has geographic presence at Gujarat and Rajasthan. As on September 30, 2016 the Company has unexecuted order book of ₹ 297.4 Crore.</li><li>• Discussion were thereafter took place on various aspects of Investor Presentation – November 2016.</li></ul> |
| <b>Any other Comments</b>  | No   |