



INVESTOR PRESENTATION | July 2021

## Company Overview

- Nila Infrastructures Ltd. established in 1990, initially operating as a city-based realtor, has now transformed into a diversified Infrastructure entity operating in Gujarat and Rajasthan.
- It is listed on the BSE + NSE and has a market cap of ~INR 1,744.9 Mn as on March 31, 2021.
- The company has since demerged its Real Estate business into a separate, independent entity viz. “Nila Spaces Ltd (BSE:542231, NSE:NILASPACEs)”.

## Business Mix

### Infrastructure

- Main focus is on Affordable Housing projects. Total 5,893 units has been delivered
- Diversified order book with Civic Urban Infrastructure projects such as Medical Colleges, Bus Ports, BRTS Stations, Multi-Level Parking Facilities, etc.
- In addition, the company also undertakes commercial and industrial construction orders for selected reputed corporate developers.



## Key Projects

- Slum Rehabilitation Projects – Construction of 1,112 residential units and 30 shops in Ahmedabad.
- Bus Rapid Transit System (BRTS) Stations – 72% of total bus stations under the EPC model (104 nos).
- Medical College Campus and Residences at Barmer, Rajasthan for 100 MBBS admission annually.
- Romanovia Industrial and Logistics Park and Kent Residential & Industrial Park – Industrial development spread across 300 acres near Becharaji, Gujarat.

## FY2021 Financial Highlights (Consolidated)

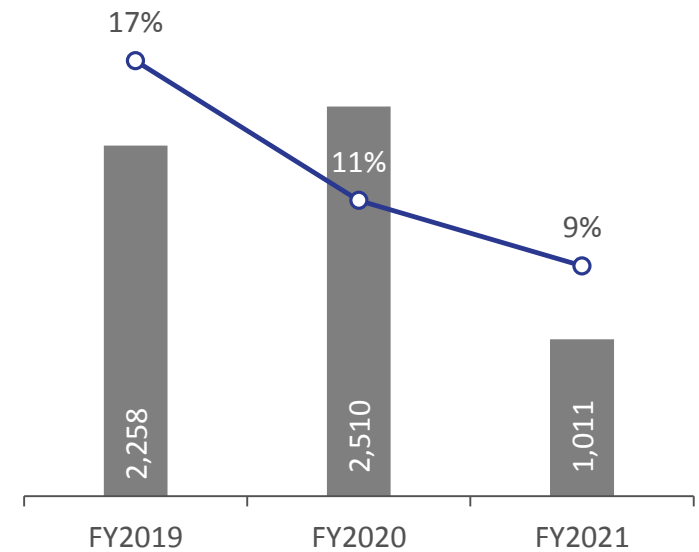
Operating Revenue INR 969 Mn	EBITDA INR 98 Mn	PAT INR (6) Mn
Y-o-Y Growth (60.21)%	EBITDA Margins 10.11%	PAT Margins NA



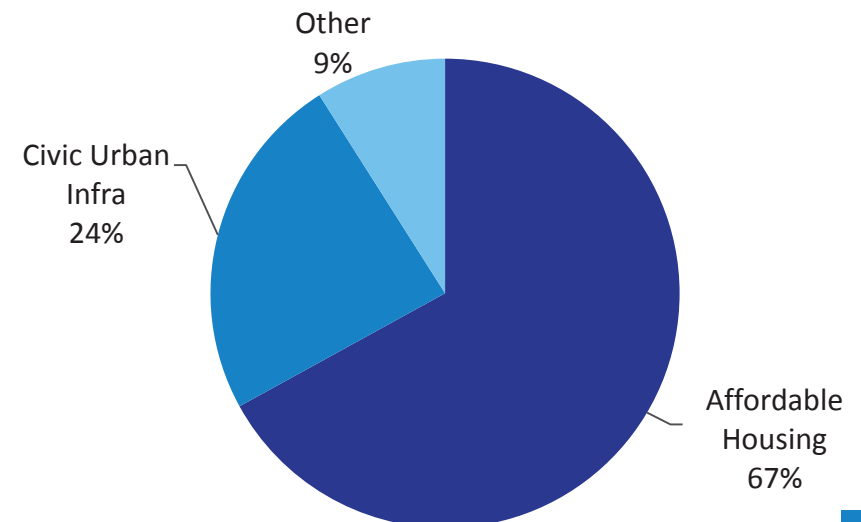
## COMPANY OVERVIEW

- A flagship unit of the Ahmedabad based Sambhaav Group, Nila Infrastructures Limited is one of Gujarat's leading companies engaged in turnkey civic urban infrastructure development.
- The Company forayed into the infrastructure space in 2008 with the award for fabricating and decorating 720 bus stops for AMTS in Ahmedabad.
- The Company has developed a unique business model of construction of Affordable Housing Projects, and development of various infrastructure.
- The latest initiative of the Company is at Becharaji, Gujarat, an emerging auto and industrial hub, where it is developing Industrial, Logistics Parks and Residential infrastructure on a land bank of 300 acres.
- The Company has an order book of INR 5,558.4 Mn at March 31, 2021.

**Operational Revenue (INR Mn) and EBITDA Margin\* (%)**



**Revenue break-up for FY2021\***





## 1990 - 1995

- Incorporated & commenced Business in 1990
- IPO in 1995



## 1996 - 2005

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



## 2006 - 2009

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



## 2010 - 2013

- Launched 3 major housing schemes - Anvayaa, Anaahata and Atuulyam
- Won a project to construct Industrial Structures at RJD Textile Park in Surat
- Ventured into Private White Label EPC of townships



## 2014 - 2021

- AMC awarded contract for Affordable Housing under Mukhya Mantri Avas Yojana, Multi Level Parking, SRA
- Rajasthan Government, VUDA award projects for Affordable Housing, Civic Urban Infrastructure
- Listing on NSE
- Infusion of further equity through Private Placement
- Demerger between Nila Spaces Ltd. (NSL) and Nila Infrastructures Limited



## Project Diversity

- Affordable Housing Projects, Slum Rehabilitation Projects, Multilevel Parking, Medical College Campus, BRTS Stations, Office/Commercial Complex.
- Diversified geographical mix across Gujarat and Rajasthan.
- Constructs low-complexity civil structures for meritorious civic authorities and reputed corporates.

## Financial Strength

- Superior margins that are above industry average.
- Well capitalized, consistently maintained debt-equity ratio below 1.
- Investment Grade Credit Rating -
  - **Brickwork:** BBB+ (Stable) / A2
- Healthy and well-diversified order book of INR 5,558.4 Mn.
- Had consistently paid dividend for 9 years, in past.

## Execution Proficiency

- The company has delivered **5,893 units** under the Affordable Housing Scheme.
- Established track record in satisfactorily delivering real estate projects aggregating to **10+ Mn sq. ft.**
- Constructed 72% of BRTS bus stations.
- Impeccable record of project execution and completion.

## Professional Team

- One of the most reputed Business Groups in Gujarat with Brand Goodwill of **31+ years**.
- An experienced professional senior management team and Board of Directors who are dedicated to Strong Corporate Governance with a deep understanding of the government and regulatory mechanism.
- Over the years built a passionate and well-trained managerial & technical work force.



Awarded “The Redevelopment Project of the Year” at the Realty+ Awards 2019 for Giridharnagar Slum



## Mr. Manoj Vadodaria – CMD

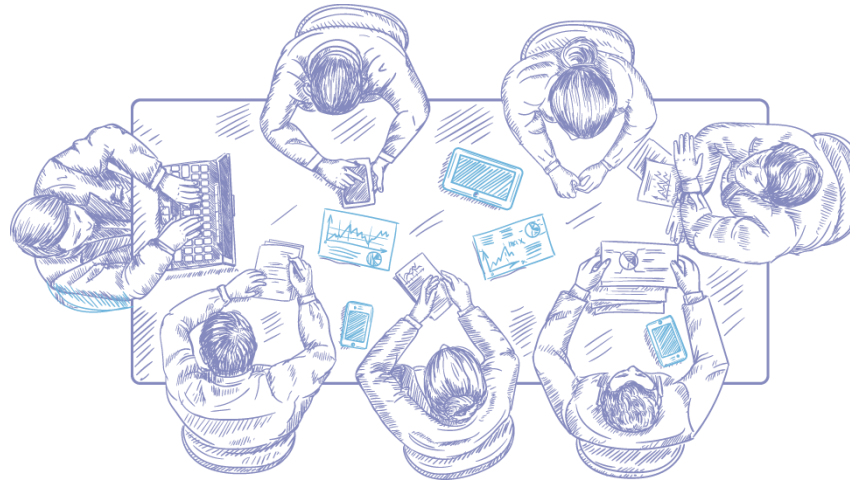
- 40+ years of experience, knowledge, and insight in the construction industry; transformed Nila from a city-based realtor to a meaningful civic urban infrastructure player
- Tremendous spirit and execution capabilities are what distinguish him from others, and the driving force in taking Nila towards new horizons

## Mr. Kiran Vadodaria – Director

- B.E. (Mechanical) from L.D. Engineering College, currently the Chairman and Managing Director of Sambhaav Media Ltd.
- 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

- Has business consulting experience of 30+ years and is the Founder faculty of S.P. Jain Institute of Management Research
- Provided consultation services to a large number of Indian and multinational companies including training of senior managers



## Ms. Foram Mehta – Director

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

## Mr. Shyamal S. Joshi – Director

- 43+ years of senior level financial management experience in manufacturing and trading corporations
- Expansive experience in financial planning, funding, taxation and accounting and has served numerous renowned companies. Fellow member of the Institute of Chartered Accountants of India

## Mr. Ashok R. Bhandari – Director

- A Chartered Accountant having 35+ years of experience in the field of accountancy, auditing, investment banking and finance



# Key Management Personnel

## Deep Vadodaria - Chief Operating Officer

- An original thinker with an immense reasoning power. With a problem-solving attitude, he addresses complex issues in his own distinctive manner with excellent operational and project execution skills.
- He has embedded a culture of review, responsibility and shared accountability to achieve high standards for all

## Jignesh Patel – President (Project Mgmt. & Strategies)

- Project Management & Strategies
- A civil engineer with a vast experience of 25+ years in the field of construction, project execution and project management

## Ravinder Kumar - President (Civil)

- 30+ years experience in controlling and delivering large civil engineering projects and has worked with Reliance, Adani etc
- Specialties include Project and Construction Management services for Mega Civil Engineering projects

## Rajendra Sharma – President (Business Development)

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

## Prashant Sarkhedi - Chief Finance Officer

- A professional with about three decades of experience in finance, accounting, fund raising and general management



## Ritesh Parikh - Industrial Projects Head

- A civil engineer with 20+ years of experience in the field of industrial construction as well as project execution and management (Roads, Ports, etc.)

## Dipen Parikh - Company Secretary

- Has 10+ years of experience of secretarial practice, corporate laws and general legal affairs

## Himanshu Bavishi - Group President (Finance)

- 20+ years of professional experience in retail and corporate finance, investment banking, debt syndication, M&A, Investor Relations



BUSINESS MIX



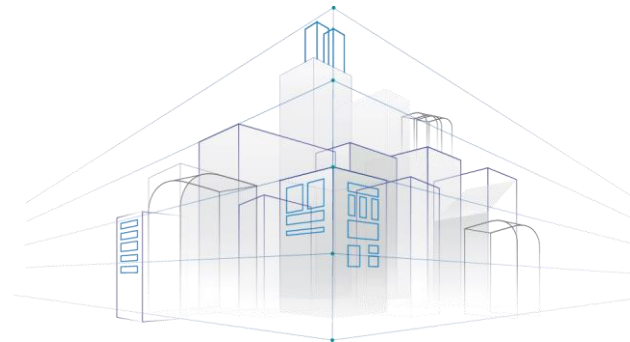
**EPC**

- Affordable Housing
- Civic Urban infrastructure
- Private White Label Construction

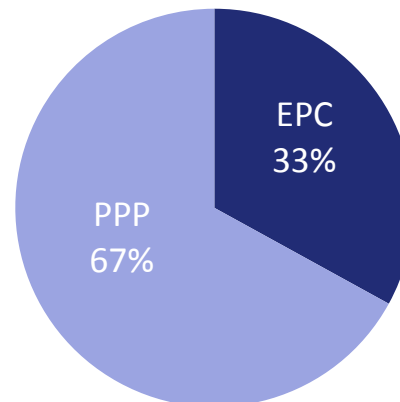


**PPP**

- Slum Rehabilitation and Redevelopment
- Development of Bus Ports



**Total Order-book break up**



The company generally operates on fixed price contracts, and accounts for costs and revenue on a milestone basis.

## At Rajasthan:

- The Company is paid for the cost of construction for EPC on a milestone basis, plus
- The added upside of *free-of-cost* Project land (25%) on completion of the Project

The company pays for the cost of construction and gets remuneration in form of:

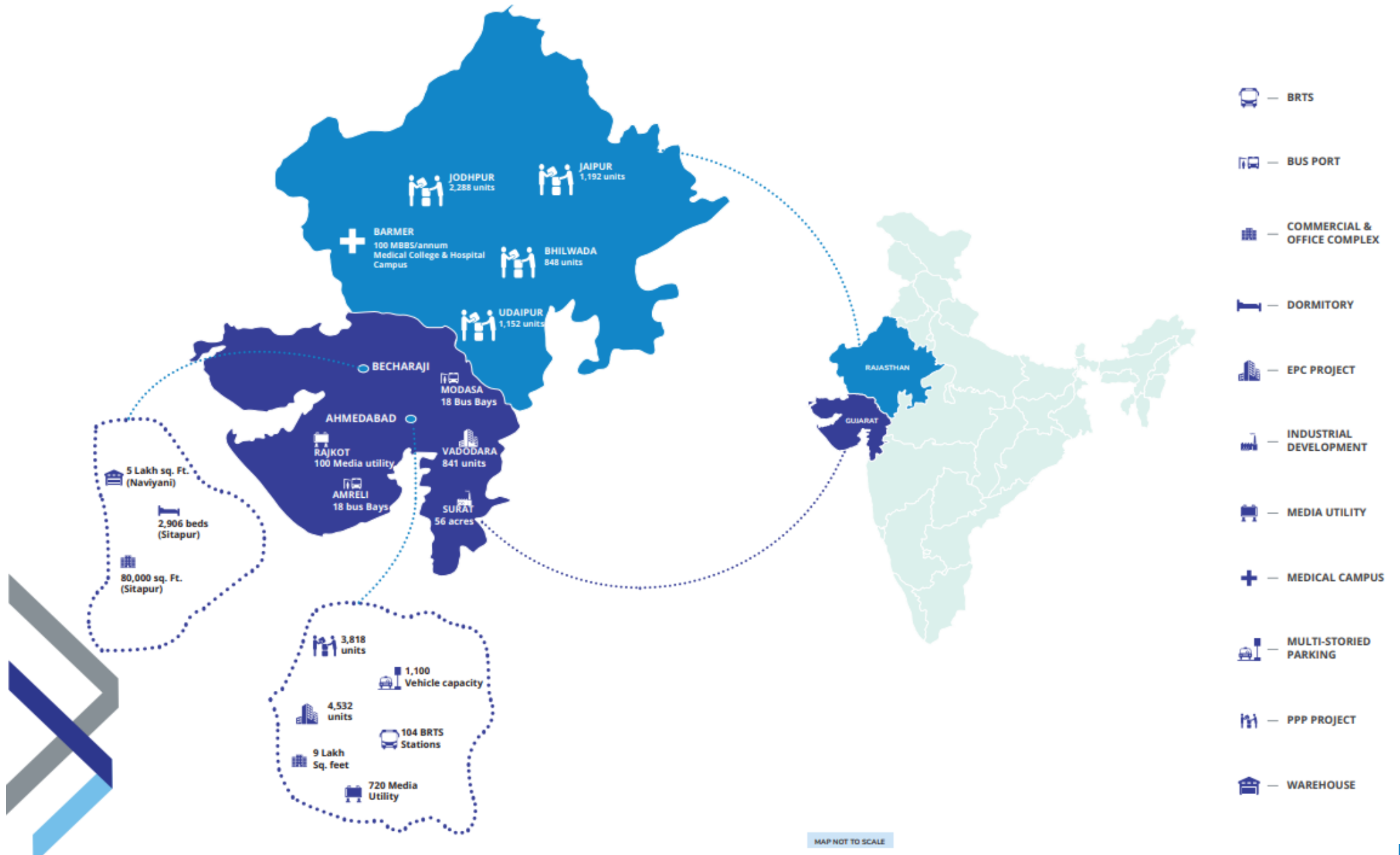
## Slum Rehabilitation and Redevelopment:

- Transferable Development Rights (TDRs) and/or
- Balance Vacant Land

## Bus Port:

- Commercial facility as a part of Bus Terminal
- Commercial facility over-and-above the Bus Terminal

# Projects and Geographic diversity



				
<p>Ahmedabad Municipal Corporation</p>	<p>Applewoods Estate Pvt Ltd</p>	<p>Engineering Projects India Ltd (a <i>Mini Ratna</i>)</p>	<p>Venus Infra</p>	<p>Ahmedabad Urban Development Authority</p>
				
<p>Vadodara Urban Development Authority</p>	<p>Adani Group</p>	<p>Gujarat State Road Transport Corporation</p>	<p>Rajasthan Avas Vikas &amp; Infrastructure Ltd</p>	<p>Vyapti Group</p>



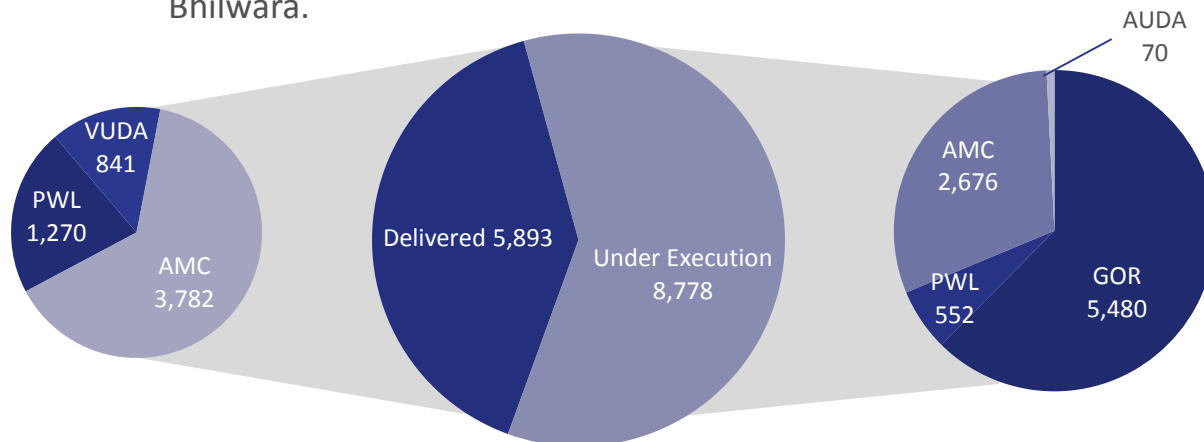


INFRASTRUCTURE – AFFORDABLE HOUSING



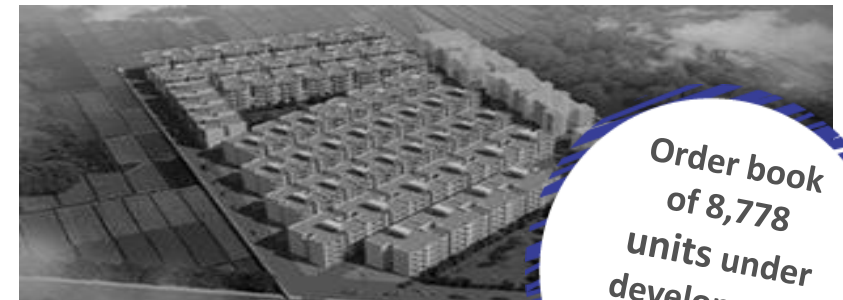
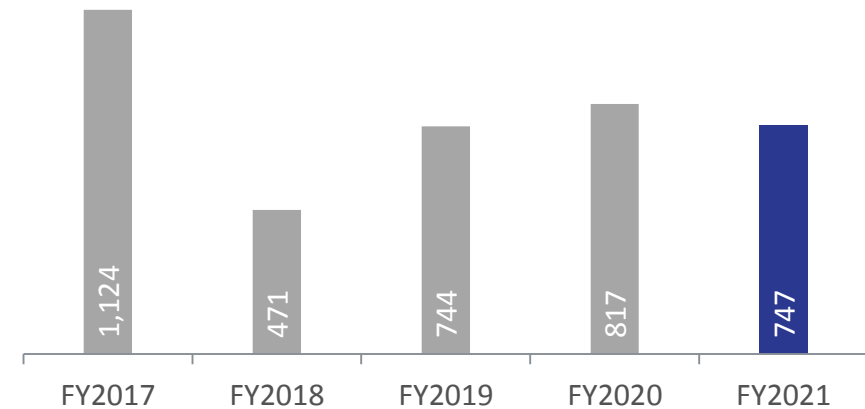
# Affordable Housing – Overview

- The company was one of the first to venture into the Affordable Housing scheme in 2012 and is now a **specialist** in this segment.
- The company engages in the development of projects for EWS, LIG, and MIG sections in addition to participating in Slum Rehabilitation Projects.
- The company is leveraging its core competency and has built a significant PPP order book where the remuneration is superior for long term sustainable growth.
- GUJARAT:** Execution of Affordable Housing projects for cash rich entities like AMC, AUDA, VUDA, Adani Group etc.:
  - Constructing ~1.5 Mn sq. ft. aggregating 3,298 units of Affordable Housing.
  - Delivered ~5,893 flats = 2.5 Mn sq. ft. Built Up Area.
- RAJASTHAN:** Executed MoU with Government of Rajasthan under “Resurgent Rajasthan Partnership Summit – 2015”:
  - Constructing ~2.3 Mn sq. ft. aggregating 5,480 units of Affordable Housing at Jodhpur (2 sites), Udaipur (4 sites), Jaipur (4 sites), and Bhilwara.



Total Affordable Housing undertaken 14,671 Units

Revenue from Affordable Housing (INR Mn)



Order book  
of 8,778  
units under  
development  
for AH  
scheme



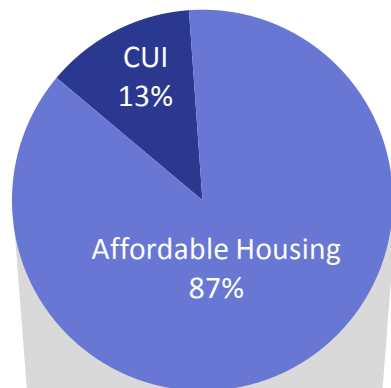
# Order Book for Affordable Housing at 31<sup>st</sup> March 2021

Name of the Project	Business Model	Location	Govt / Private	Total units to be constructed	Project Status	Total Value (INR Mn)*	Completed	Balance (INR Mn)*
HNC Sabarmati (5)	PPP	Ahmedabad	GOVT	723	WIP	1,032.6	0.03%	1,031.9
IC Vijaymill MHQ (8)	PPP	Ahmedabad	GOVT	348	WIP	926.9	0.50%	922.3
Sonaria Block	PPP	Ahmedabad	GOVT	858	WIP	926.8	2.18%	902.6
Khokhara OSQ (6)	PPP	Ahmedabad	GOVT	462	TBI	424.2	-	424.2
Jodhpur – JoDA	EPC	Jodhpur	GOVT	1,216	WIP	509.4	29%	361.8
RNC Gulbai-Tekra (4)	PPP	Ahmedabad	GOVT	89	WIP	239.7	0.55%	238.4
KJP – JDA	EPC	Jaipur	GOVT	384	TBI	223.4	-	211.0
AV5&6 – JDA	EPC	Jaipur	GOVT	316	TBI	181.8	-	171.8
SN2-6 - JDA	EPC	Jaipur	GOVT	256	TBI	148.9	-	140.7
AV1&2 – JDA	EPC	Jaipur	GOVT	236	WIP	139.4	21.33%	131.5
BOB Paldi (11)	PPP	Ahmedabad	GOVT	91	WIP	136.0	5.92%	128.4
LNC Behrampura (3)	PPP	Ahmedabad	GOVT	105	WIP	79.4	1%	78.6
Bhilwara – UIT	EPC	Bhilwara	GOVT	848	WIP	339.4	83%	57.9
Udaipur – UIT	EPC	Udaipur	GOVT	1,152	WIP	489.2	98%	21.0
RRC Bapunagar – Vyapti	EPC	Ahmedabad	PVT	552	WIP	441.6	99%	17.4
Bopal 241 – AUDA	EPC	Ahmedabad	GOVT	70	WIP	77.3	88%	9.5
<b>TOTAL</b>								<b>4,849.0</b>

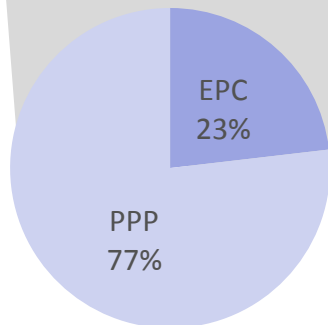
**TBI- To Be Initiated**

\* In line with ethos of the good corporate governance, ethical practices, fairness, and transparency; the Order-book is prudently reduced and/or realigned to depict the factual revenue potential.

## Total Order-book break up



## Affordable Housing Segment Break up



# Completed Projects under Affordable Housing



**Adani Pratham**

- Employer -Adani Infrastructures and Developers Pvt. Ltd.
- Units – 800 flats.



**LIG 6**

- Employer – AMC.
- Units – 608 LIG flats + 40 shops + 8 offices.



**Girdharnagar**

- Employer – AMC.
- Units – 609 flats + 21 shops



**EWS Package 1 & 4**

- Employer – AMC.
- Units –1,992 flats.



**Sewasi & Vemali**

- Employer – VUDA.
- Units – 820 flats +21 shops.



**Khodiyar Nagar**

- Employer – AMC.
- Units – 307 flats +9 shops.



**Kailash Nagar**

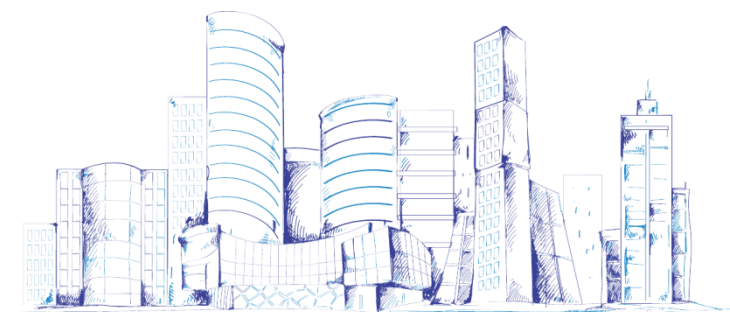
- Employer – AMC.
- Units – 196 flats



**Anant Sky**

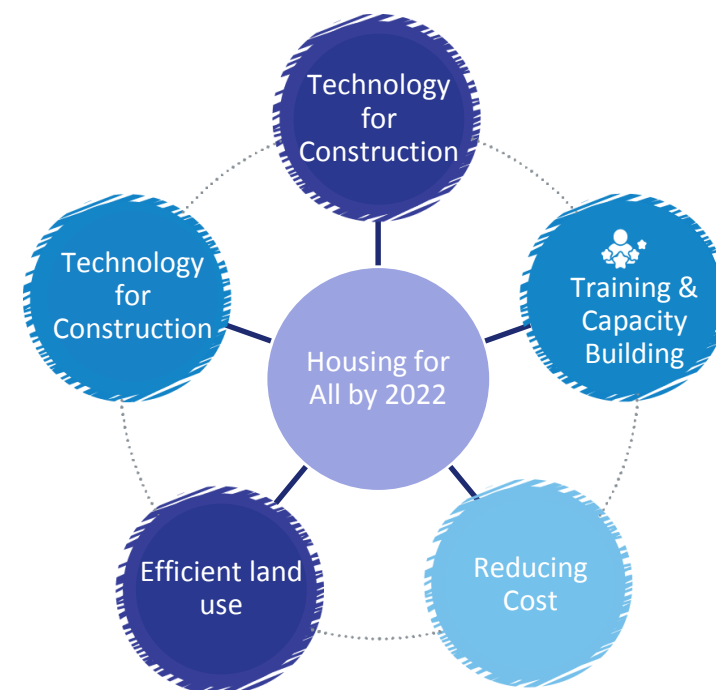
- Employer – Nila Spaces Ltd.
- Units – 460 flats + 10 shops.

# Industry Overview for Affordable Housing



**700,000+**  
slum  
dwelling  
families in  
500 Slums in  
Ahmedabad

- The Government targets to build 20 Mn urban and 30 Mn rural houses by 2022.
- Since May 2017, the Gujarat Real Estate Regulatory Authority (GRERA) has approved a total of 8,709 real estate projects with an investment potential of Rs 2.47 lakh crore. while 2,054 are in the affordable housing category. The affordable sector will add 2.12 lakh housing units, worth Rs 30,966 crore, in the state.
- The two main drivers of Affordable Housing are improved affordability, through reduced mortgage rates and Government support, through various schemes and tax incentives.
- In Gujarat, beneficiaries pay INR 0.3 Mn, INR 0.6 Mn, and INR 2 Mn for 30m<sup>2</sup>, 40m<sup>2</sup> and 60m<sup>2</sup> house sizes respectively i.e. a discount to prevailing market prices.
- Gujarat State Government pays subsidy upto INR 150,000 per unit over and above INR 150,000 per unit that the Central Government provides.
- Total latent demand for housing of 10 Mn+ per year with steady income growth at 9-10% CAGR to improve affordability.



## Potential opportunities

	2017	2024
<b>Affordable Housing – INR 2-5 Mn</b>	0.5 Mn Houses; INR 1.6 Tn market	1 Mn Houses; INR 4.6 Tn market
<b>Social Housing – &lt; INR 2 Mn</b>	5.7 Mn Houses; INR 2.1 Tn market	9.5 Mn Houses; INR 7.6 Tn market

**Demand for 25 Mn homes in LIG and MIG categories**

## Key Initiatives: Driving Progress

<b>RERA</b>	<ul style="list-style-type: none"><li>• Real Estate (Regulation and Development) Act, 2016 (RERA) for regulation and promotion of the Real Estate.</li></ul>
<b>Infrastructure Status</b>	<ul style="list-style-type: none"><li>• Infrastructure Status to Affordable Housing</li></ul>
<b>NUHF</b>	<ul style="list-style-type: none"><li>• National Urban Housing Fund (NUHF) - EBR of Rs. 60,000 for funding PMAY(U) projects</li></ul>
<b>Reduction of GST</b>	<ul style="list-style-type: none"><li>• 8% to 1% in Affordable Housing Projects</li><li>• 12% to 5% in other housing projects</li></ul>
<b>AHF</b>	<ul style="list-style-type: none"><li>• Affordable Housing Fund (AHF) with initial corpus of Rs. 10,000 Cr. to reduce AHF interest burden on affordable housing.</li></ul>
<b>Income Tax Benefits</b>	<ul style="list-style-type: none"><li>• Widening the scope of Affordable Housing- for income tax benefits (Section 80-IBA) from 30 to 60 sqm for Metros &amp; 60 to 90 sqm for Non-metros</li></ul>
<b>AIF</b>	<ul style="list-style-type: none"><li>• Alternate Investment Fund (AIF) of INR 25,000 Cr. for last mile funding of stalled Housing projects</li></ul>
<b>EoDB</b>	<ul style="list-style-type: none"><li>• Major jump in ease of doing business rank in World Bank's Doing Business Report from 142nd to 63rd. In construction permit, India climbed from 52th to 27th place.</li></ul>

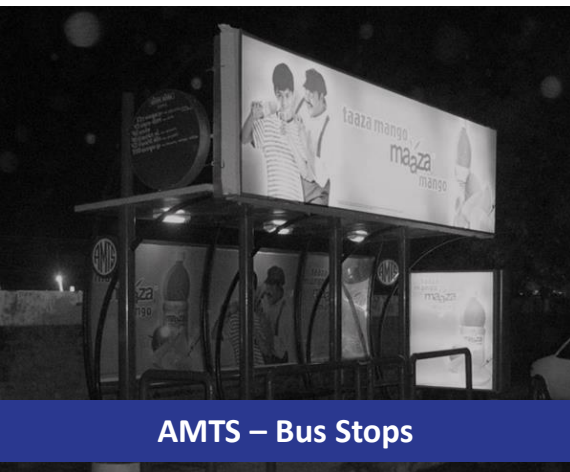




CIVIC URBAN INFRASTRUCTURE



- The Company gained traction in Civic Urban Infrastructure, in 2006-07 as the flagship company of the Group Sambhaav Media Ltd was awarded construction of decorative AMTS Bus Stand in Ahmedabad.
- The Company has undertaken a variety of projects under Civic Urban Infrastructure ranging from Bus Shelters to Industrial Sheds.
- The opportunities in civic urban infrastructure are abound and there are several plausible avenues that the Company can participate in going forward e.g. sewerage, waste management, social infrastructure etc.



AMTS – Bus Stops

- Sole Contractor for first Urban Development Project of 720 decorative bus shelters completed for AMC.
- Sole Contractor for 100 Bus Shelters for Rajkot Municipal Corporation (RMC).



Multi-storied parking at Navrangpura, Ahmedabad

Niche Urban Infrastructure project for AMC on an EPC basis with 1,109 vehicle capacity; total construction area of 30,444 sq. mts.



Commercial Structures

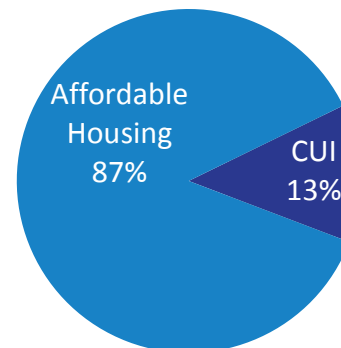
- Construction of a Commercial building for Daimler (a Mercedes Benz group company).
- Constructed customized warehouses for TVS Logistics and Nittsu Logistics as well as dormitories for Suzuki.
- Developed a medical college campus for 100 MBBS students intake college at Barmer, Rajasthan.



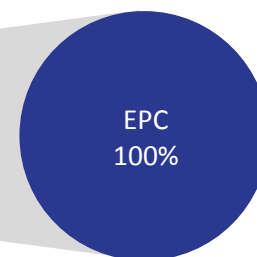
# Order book for Civic Urban Infrastructure at 31<sup>st</sup> March 2021



## Total Order-book break up



## CUI Segment Break up



Name of the Project	Location	Govt / Private	Project Status	Total Value (INR Mn)	Completed	Balance (INR Mn)
Modasa Bus-Port CF - Vyapnila	Modasa	GOVT	WIP	780.0	42%	454.3
Amreli Bus-Port CF - Nila Terminals	Amreli	GOVT	WIP	413.3	38%	255.1
<b>TOTAL</b>				<b>1,193.3</b>		<b>709.4</b>



**APSEZ Office Building**



**EPIL-Barmer Medical Campus**



**DK Patel Hall**

Note: All the above mentioned projects are based on the EPC model



- Total value ~ INR 630 Mn.

**OUR FOOTPRINTS ACROSS AHMEDABAD**

**LEGEND:**

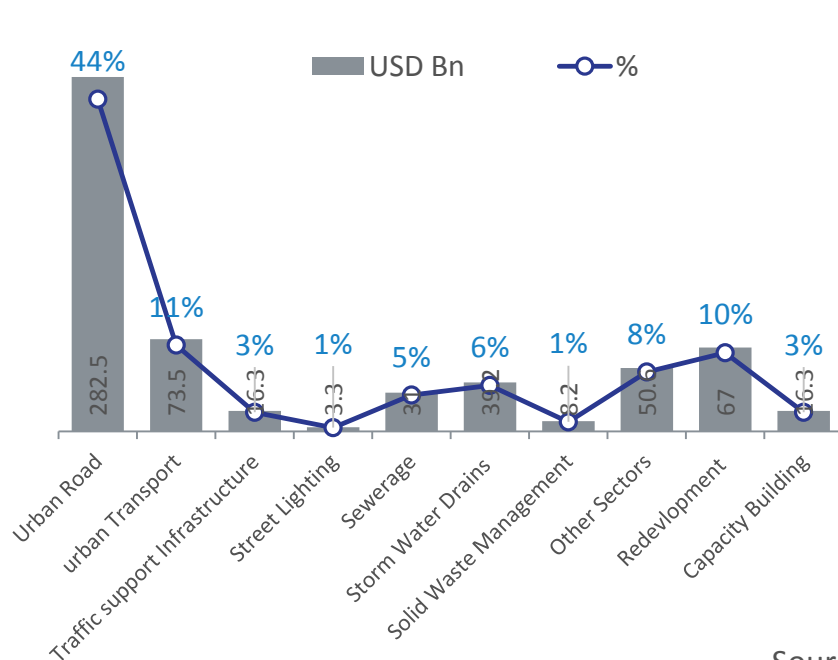
- EPC PROJECTS
- PPP PROJECTS
- RESIDENTIAL PROJECTS / COMMERCIAL
- BRTS
- MULTI-STORIED PARKING
- COMMUNITY HALL

**#BUILDTOTRANSFORM**

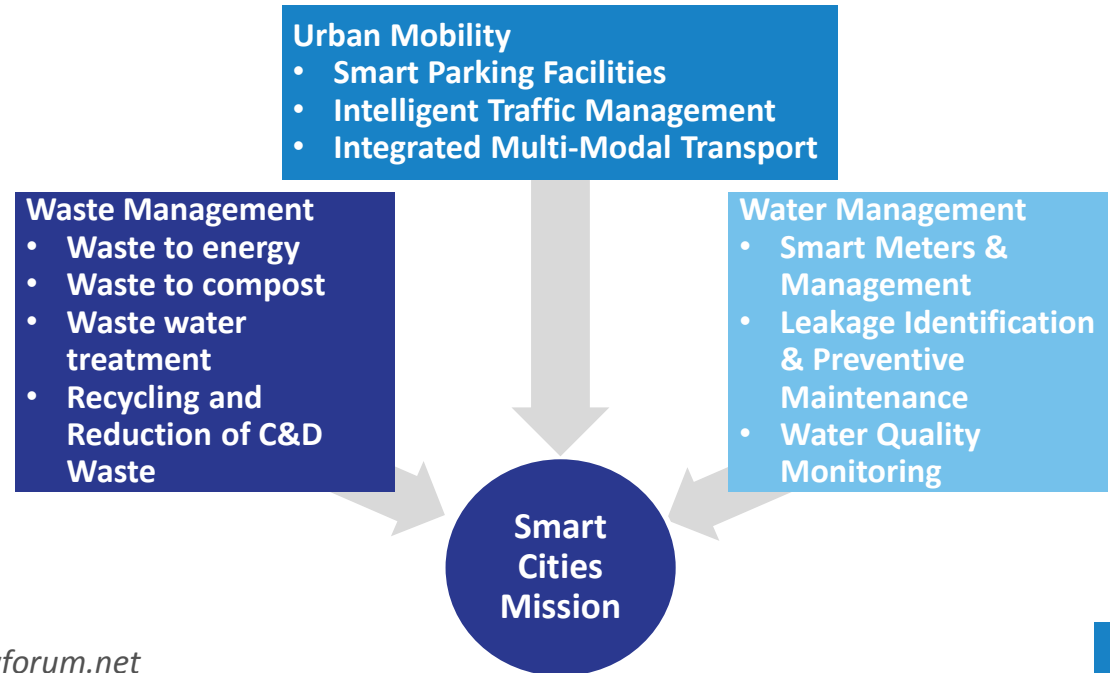


- USD 950 Bn financing in the next 20 years to effectively build and run the urban cities by providing civic amenities, employment opportunities, and creating social infrastructure.
- 28,360 MOUs signed, the maximum number of 21,889 were connected to the Micro, Small and Medium Enterprises (MSME) sector.
- In the backdrop of the announcement of GIFT, MEGA, Dholera SIR, Mega cities, Million plus cities, etc., the Company is favorably poised to replicate such experience across additional geographies / employers.
- Presently, India has 410 Mn urban dwellers. By 2050, 50% or 814 Mn people will reside in cities, making appropriate Civic Urban Infrastructure projects the need of the hour.
- Gujarat has been on the forefront of the Smart City Mission where 6 cities have been included in the project, which emphasizes the scope for investment in Civic Urban Infrastructure.

## FUTURE SCOPE FOR INVESTMENTS IN CIVIC URBAN INFRASTRUCTURE



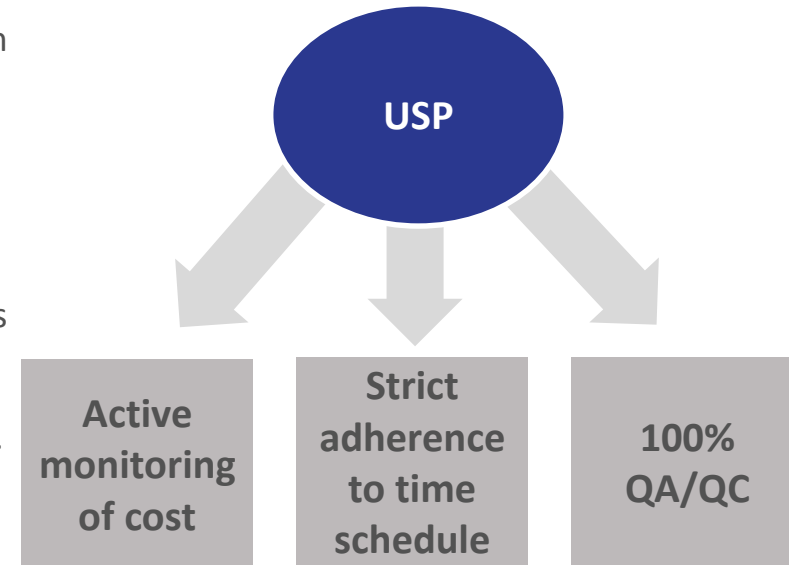
Source: Policyforum.net





WHITE LABEL CONSTRUCTION

- Under White Label Construction, the company undertakes construction projects on an EPC/LSTK basis for reputed private developers.
- 800 Affordable Housing units' Residential complex project for Adani group.
- Office building project for Adani Ports and Special Economic Zone (APSEZ).
- The construction of Venus Ivy Residential Apartments – 2 Towers (Basement plus Hollow Plinth and 12 floors).
- 60 bungalows for the prestigious Applewoods township project of the Sandesh Group.
- Inspire 1 and Inspire 1+ extension – for Adani Group.



**Applewoods Township**



**Adani Inspire**



**Venus Ivy**



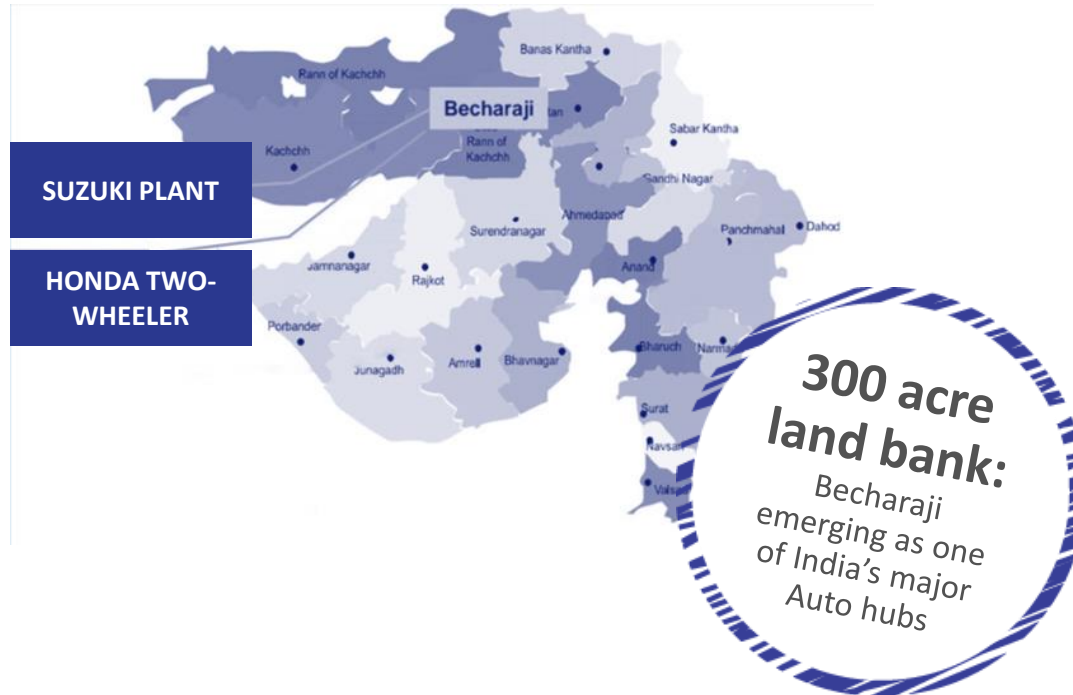


INDUSTRIAL AND LOGISTICS PARKS

# Becharaji (Gujarat) – The next Auto-hub of India

## Becharaji, Gujarat

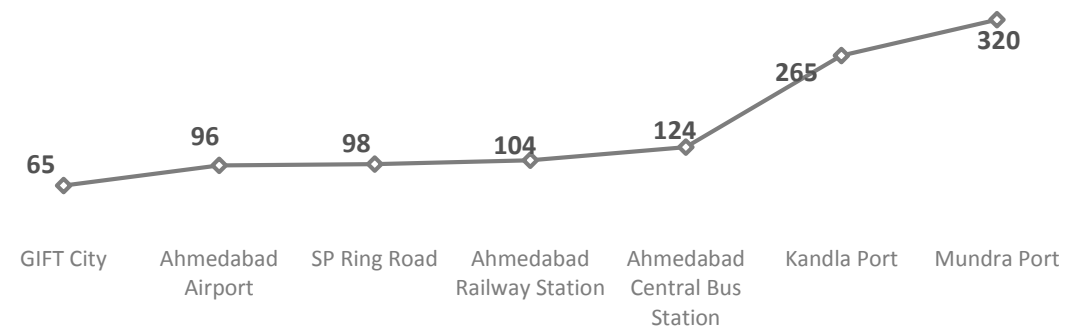
- Close proximity to Major all-weather ports viz., Kandla and Mundra, promise excellent access to global markets.
- This preempts huge long term investments by auto majors like Suzuki and Honda Motorcycles & Scooters in and around the region.



## Location Advantage

- Part of the Delhi – Mumbai Industrial Corridor.
- Tier 2 and Tier 3 auto-component suppliers to set up their production facilities.
- Most suitable for Auto and Auto Ancillary, Engineering, Logistics and Warehousing.
- Has access to Western Dedicated Freight Corridor.

## Distance (in Kms)



## Major Players in vicinity



# Becharaji (Gujarat) – The next Auto-hub of India

Particulars	Romanovia Industrial Park Pvt.Ltd.		Kent Residential and Industrial Park LLP		
Project Images	TVS Warehouse	Nittsu Logistics Warehouse	SMGPL Dormitory		
					
Ownership	50:50 Joint Venture between Nila Infrastructures Limited and the Kataria Group ( a prominent business house having major interests in automobile dealership and logistics)				
Legal status	The entity is bonafide industrial user of land and eligible to obtain permission under Gujarat Tenancy and Agriculture Land Act(63 AA), can allot the plot/shed to industrial project.				
Regional Infrastructure	<ul style="list-style-type: none"><li>Strategically located around 60-65 kms. from the WDFC.</li><li>Within the DMIC influence regions, thus adding to the advantage of being the industrial centre-stage of the country.</li><li>Under Western Railway Zone with excellent connectivity to North, East &amp; South India</li><li>About 60-65 kms. from GIFT city, Gandhinagar.</li></ul>				
Infrastructure provision	Internal roads, water distribution network, sewerage network, drainage treatment, effluent treatment, power distribution network, communication network, etc.				
Mode of ownership proposed to be transferred	For long term lease or by out-right sale on selective basis				
Update on Industrial park	<ul style="list-style-type: none"><li>These JVs are constructing total about 1.0 million sq feet bua comprising warehouse, dormitory, commercial center, etc. on Built-To-Suit and/or Ready-To-Shift basis for the established/highrated corporate clients.</li></ul>				
Industrial park approval	Received		Received		
Master plan approval	Received Conceptualized by VMS, a renowned firm		Residential/Commercial:		Received for 10 acres
					Rest under conceptualization
Proposed development plan	Industrial park-land available in requisite measure and dimensions with built-to suit plan option		Industrial:		Post TP finalization
			Industrial and logistics park - land available in requisite measure and dimensions with built-to-suit option Residential development: 1/2/3 BHK, apartments, bungalows, dormitory Commercial development: Shopping complex, Hotel, Food Plaza, Multiplex, Hospital, School, etc.		
Status	Already operational		Already Operational – dormitory, Commercial complex Residential – Sample house ready		
Existing clients	TVS Logistics Services Ltd. (60,350 sq. ft.), and Nittsu Logistics (129,120 sq. ft.) BUA for warehouses on Built-to-Suit basis		Suzuki Motors Gujarat Pvt Ltd for a 208,250 sq. ft. BUA dormitories for 2,906 employees on Built-to-Suit Basis		



- Affordable Housing has been granted “**Infrastructure**” status, serving as a stimulus to the segment.
- Central Government has targeted the construction of 10 Mn houses per annum with demand growing at 6-7 Mn per year due to population growth and nuclearisation of families.
- Potential addressable market may rise 4x in 7 years.
- In-situ rehabilitation of the slums situated on public land in urban areas of Gujarat and Rajasthan.
- Smart Cities Mission for the development of 100 cities all over the country, making them citizen friendly and sustainable.
- CUI opportunities across transportation infrastructure, sewerage, waste management, and other social infrastructure.



## HISTORICAL FINANCIAL HIGHLIGHTS



# Income Statement – Standalone (IND-AS)

Particulars (INR Mn)	FY2019	FY2020	FY2021
<b>Income from Operations</b>	<b>2,258</b>	<b>2,510</b>	<b>1,011</b>
Operating Expenses	1,878	2,223	920
<b>EBITDA</b>	<b>380</b>	<b>287</b>	<b>91</b>
<b>EBITDA Margin (%)</b>	<b>16.83%</b>	<b>11.43%</b>	<b>9.00%</b>
Finance Cost	130	169	161
Depreciation	19	17	18
Other Income	83	123	100
<b>Profit Before Tax</b>	<b>314</b>	<b>224</b>	<b>12</b>
Taxation	92	48	7
<b>Profit After Tax</b>	<b>222</b>	<b>176</b>	<b>5</b>
<b>PAT Margin (%)</b>	<b>9.48%</b>	<b>6.68%</b>	<b>0.45%</b>
Other Comprehensive Income	2	-	1
<b>Total Comprehensive Income</b>	<b>224</b>	<b>176</b>	<b>6</b>
Diluted EPS (INR) (Not Annualized)	0.56	0.44	0.01

# Balance Sheet – Standalone (IND-AS)

Equities & Liabilities (INR Mn)	FY2019	FY2020	FY2021	Assets (INR Mn)	FY2019	FY2020	FY2021
<b>Shareholder Funds</b>	<b>1,250</b>	<b>1,433</b>	<b>1,439</b>	<b>Non Current Assets</b>	<b>1,103</b>	<b>1,313</b>	<b>1,532</b>
(A) Equity Share Capital	394	394	394	(A) Property, Plant and Equipment	73	68	56
(B) Other Equity	856	1,039	1,045	(B) Investment Properties	244	238	326
<b>Non-current Liabilities</b>	<b>1,014</b>	<b>1,131</b>	<b>1,250</b>	(C) Financial assets			
(A) Financial Liabilities				(i) Investment	155	154	179
(i) Borrowings	886	999	1,156	(ii) Loans	597	797	898
(ii) Trade payable	-	36	-	(iii) Other financial Assets	33	47	21
(iii) Other Financial Liabilities	21	2	9	(D) Other Tax Assets	1	9	13
(B) Provisions	7	10	9	(E) Other Non Financial Assets	-	-	39
(C) Deferred Tax Liabilities (net)	100	84	76	(F) Intangible assets	-	-	-
<b>Current Liabilities</b>	<b>993</b>	<b>917</b>	<b>964</b>	<b>Current Assets</b>	<b>2,154</b>	<b>2,168</b>	<b>2,121</b>
(A) Financial Liabilities				(A) Inventories	745	352	289
(i) Borrowings	185	98	105	(B) Financial assets			
(ii) Trade payable	464	427	484	(i) Trade Receivables	340	683	650
(iii) Other Financial Liabilities	156	106	207	(ii) Cash & cash equivalents	8	7	131
(B) Other Current Liabilities	179	278	159	(iii) Bank Balances other than above	63	56	58
(C) Provisions	7	8	9	(iv) Loans	2	12	2
(D) Current Tax Liabilities (Net)	2	-	-	(v) Other Financial Assets	-	30	1
<b>GRAND TOTAL - EQUITIES &amp; LIABILITES</b>	<b>3,257</b>	<b>3,481</b>	<b>3,653</b>	(C) Other Current Assets	996	1,028	990
				<b>GRAND TOTAL – ASSETS</b>	<b>3,257</b>	<b>3,481</b>	<b>3,653</b>

# Income Statement – Consolidated (IND-AS)

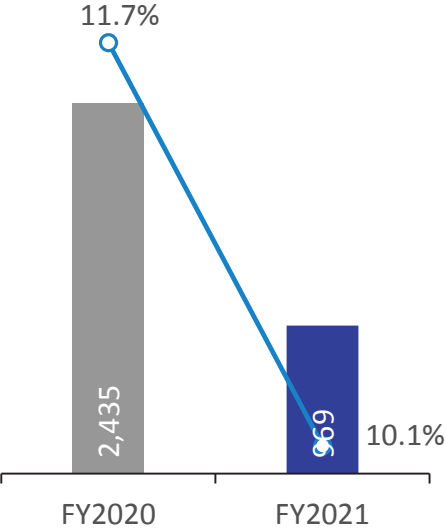
Particulars (INR Mn)	FY2019	FY2020	FY2021
<b>Income from Operations</b>	<b>2,138</b>	<b>2,435</b>	<b>969</b>
Operating Expenses	1,779	2,150	871
<b>EBITDA</b>	<b>359</b>	<b>285</b>	<b>98</b>
<b>EBITDA Margin (%)</b>	<b>16.79%</b>	<b>11.70%</b>	<b>10.11%</b>
Finance Cost	130	169	161
Depreciation	19	17	18
Other Income	60	116	91
<b>Share in profit of joint venture and associate</b>	<b>10</b>	<b>(2)</b>	<b>(12)</b>
<b>Profit Before Tax</b>	<b>280</b>	<b>213</b>	<b>(2)</b>
Taxation	80	48	4
<b>Profit After Tax</b>	<b>200</b>	<b>165</b>	<b>(6)</b>
<b>PAT Margin (%)</b>	<b>9.10%</b>	<b>6.47%</b>	<b>NA</b>
Other Comprehensive Income	3	-	1
<b>Total Comprehensive Income</b>	<b>203</b>	<b>165</b>	<b>(5)</b>
Diluted EPS (INR) (Not Annualized)	0.51	0.41	(0.02)

# Balance Sheet – Consolidated (IND-AS)

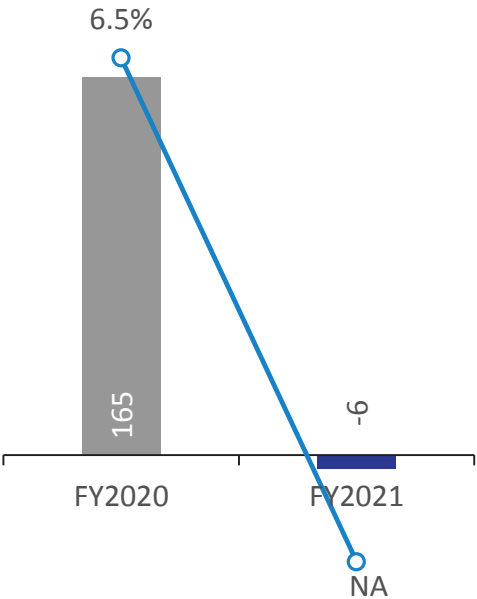
Equities & Liabilities (INR Mn)	FY2019	FY2020	FY2021	Assets (INR Mn)	FY2019	FY2020	FY2021
<b>Shareholder Funds</b>	<b>1,184</b>	<b>1,355</b>	<b>1,350</b>	<b>Non Current Assets</b>	<b>972</b>	<b>1,175</b>	<b>1,314</b>
(A) Equity Share Capital	394	394	394	(A) Property, Plant and Equipment	73	68	56
(B) Other Equity	790	961	956	(B) Investment Properties	244	238	326
<b>Non-current Liabilities</b>	<b>982</b>	<b>1,099</b>	<b>1,215</b>	(C) Financial assets			
(A) Financial Liabilities				(i) Investment	47	61	74
(i) Borrowings	886	999	1,156	(ii) Loans	570	748	781
(ii) Trade payable	-	36	-	(iii) Other financial Assets	37	51	25
(iii) Other Financial Liabilities	21	1	9	(D) Other Tax Assets	1	9	13
(B) Provisions	7	10	9	(E) Other Non Financial Assets	-	-	39
(C) Deferred Tax Liabilities (net)	68	53	41	(F) Intangible assets	-	-	-
<b>Current Liabilities</b>	<b>996</b>	<b>994</b>	<b>1,072</b>	<b>Current Assets</b>	<b>2,190</b>	<b>2,273</b>	<b>2,323</b>
(A) Financial Liabilities				(A) Inventories	800	485	472
(i) Borrowings	185	98	105	(B) Financial assets			
(ii) Trade payable	464	427	484	(i) Trade Receivables	318	641	650
(iii) Other Financial Liabilities	156	106	200	(ii) Cash & cash equivalents	8	7	131
(B) Other Current Liabilities	182	355	274	(iii) Bank Balances other than above	62	56	58
(C) Provisions	7	8	9	(iv) Loans	2	12	2
(D) Current Tax Liabilities (Net)	2	-	-	(v) Other financial assets	-	30	1
<b>GRAND TOTAL-EQUITIES &amp; LIABILITIES</b>	<b>3,162</b>	<b>3,348</b>	<b>3,637</b>	(C) Other Current Assets	1,000	1,042	1,009
				(D) Current Tax Assets	-	-	-
				<b>GRAND TOTAL – ASSETS</b>	<b>3,162</b>	<b>3,448</b>	<b>3,637</b>

# Consolidated Financial Performance (IND-AS)

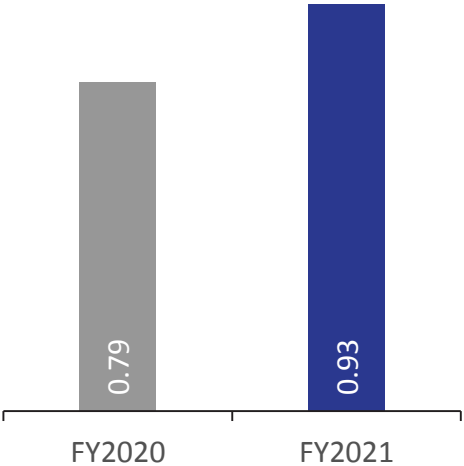
Revenue (INR Mn) and EBITDA Margin (%)



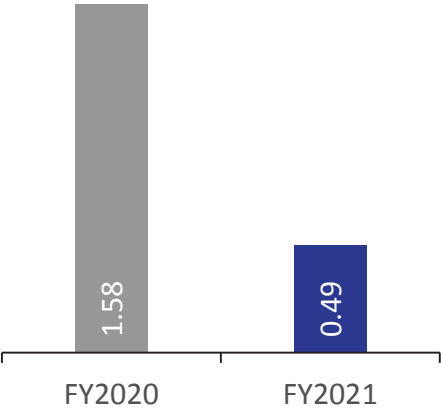
PAT (INR Mn) and PAT Margin (%)



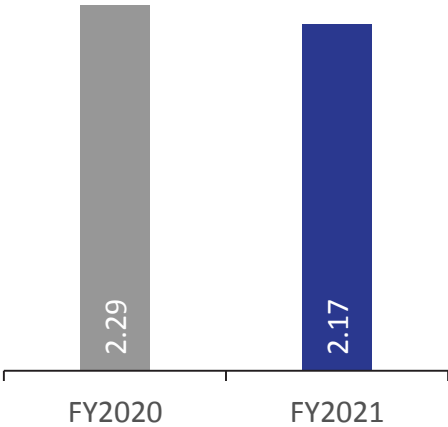
Debt to Equity Ratio



Interest Coverage Ratio



Current Ratio

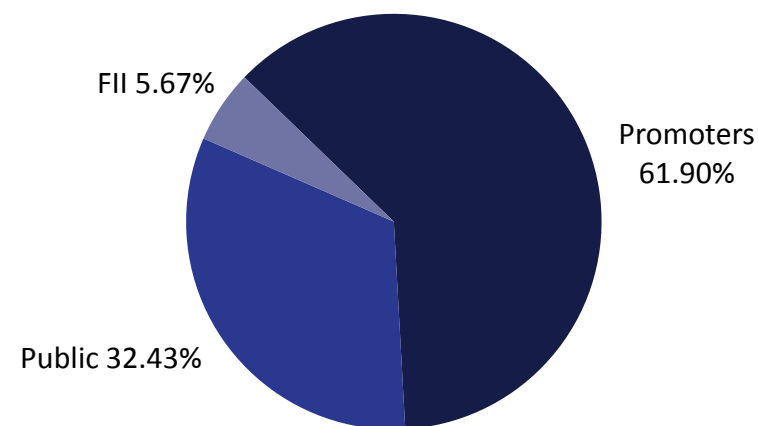




## Price Data as on 31<sup>st</sup> March, 2021

CMP	4.43
No. of Shares (Mn)	393.9
M.Cap (INR Mn)	1,744.9
Free Float (%)	38.1
Free Float (Mn)	664.8
52 week H/L	8.26 / 2.44
Avg Total Vol. ('000)	610.7
Avg Net Turnover (Mn)	3.1

## Shareholding Pattern as on 31<sup>st</sup> March, 2021



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