



EARNINGS PRESENTATION | 9M/Q3-FY2021

Executive Summary



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 1,650.4 Mn as on December 31, 2020.
- The company has since demerged its Real Estate business into a separate, independent entity viz. "Nila Spaces Ltd (BSE:542231, NSE:NILASPACES)".



Infrastructure

- Main focus is on Affordable Housing projects. Total 5,423 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 1,121 residential units and 21 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.

FY2020 Financial Highlights (Consolidated) Operating Revenue INR 2,435 Mn INR 285 Mn INR 285 Mn INR 165 Mn Y-o-Y Growth 13.89% EBITDA Margins 11.70% 6.47%



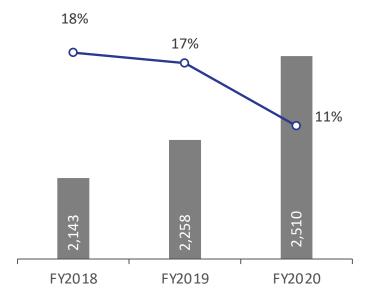
COMPANY OVERVIEW

Company Overview – Nila Infrastructures Ltd.

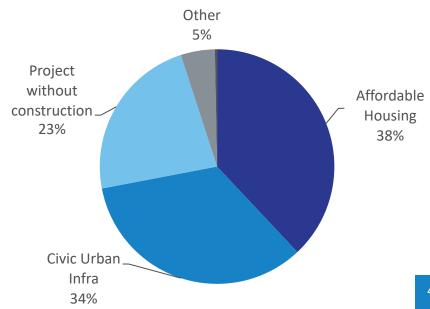


- A flagship unit of the Ahmedabad based Sambhaav Group, Nila Infrastructures Limited is one of Gujarat's leading companies engaged in turnkey civic urban infrastructure development.
- The Company forayed into the infrastructure space in 2008 with the award for fabricating and decorating 720 bus stops 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 4,690.0 Mn at December 31,
 2020.

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



Revenue break-up for FY2020*



Order Book for Affordable Housing at 31st December 2020



Name of the Project	Business Model	Location	Govt / Private	Total units to be constructed	Project Status	Total Value (INR Mn)*	Completed	Balance (INR Mn)*
Sabarmati (5) - AMC	PPP	Ahmedabad	GOVT	723	WIP	1,032.6	-	1,032.1
Sonaria - AMC	PPP	Ahmedabad	GOVT	858	WIP	778.5	-	776.0
Khokhara – AMC	PPP	Ahmedabad	GOVT	462	To be initiated	500.5	-	500.5
VijayMill	PPP	Ahmedabad	GOVT	348	To be initiated	383.8	-	382.8
Jodhpur – JoDA	EPC	Jodhpur	GOVT	1,216	WIP	509.4	35%	328.6
Gulbai-Tekra (4) – AMC	PPP	Ahmedabad	GOVT	89	WIP	288.1	-	287.0
Paldi (11) – AMC	PPP	Ahmedabad	GOVT	91	WIP	101.9	-	101.0
Behrampura (3) – AMC	PPP	Ahmedabad	GOVT	105	WIP	72.6	1%	71.9
Bhilwara – UIT	EPC	Bhilwara	GOVT	848	WIP	360.7	82%	66.7
Anant Sky	EPC	Ahmedabad	PVT	470	WIP	511.7	89%	57.8
Bapunagar SRA – Vyapti	EPC	Ahmedabad	PVT	552	WIP	449.0	92%	38.0
Bopal 241 - AUDA	EPC	Ahmedabad	GOVT	70	WIP	77.3	75%	19.6
Udaipur - UIT	EPC	Udaipur	GOVT	1,152	WIP	537.3	98%	11.5
Khodiyarnagar – AMC	PPP	Ahmedabad	GOVT	316	WIP	265.3	98%	6.3
Other / Miscellaneous	-	-	-	-	-	25.6	-	95.8
TOTAL								3,775.6

^{*} 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.

Order Book for Civic Urban Infrastructure at 31st December 2020



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	32%	481.1
Amreli Bus-Port CF	Amreli	GOVT	WIP	413.3	26%	255.1
Kent	Becharaji	GOVT	WIP	245.5	33%	163.8
Barmer – EPIL	Barmer	GOVT	WIP	854.6	99%	10.3
Other / Miscellaneous	-	-	-	-	-	4.1
TOTAL				5,349.1		914.4



FINANCIAL & OPERATIONAL HIGHLIGHTS

9M/Q3-FY2021 Financial Highlights











9M/Q3-FY2021 Operational Highlights



Key Operational Highlights

- The Company could not generate any meaningful revenue due to COVID-19 pandemic induced lockdown as well as reverse-migration of labourers and heavy-monsoon.
- The profitability from EBIDTA level is restored to positive from Q3-FY2021, though it is marginal mainly due to cessation of income during H1-FY2021, while the overheads were being incurred and increment in certain project/operations cost towards the (PPP) projects that are in preliminary stage.
- The depreciation has remained constant as there has been no major increment in PPE.
- The finance cost increased during Q3-FY2021 due to higher utilization of fund-based limits, while it has reduced for 9M-FY2021 as a result of reduction in overall weighted average debt-cost. The Company has honoured all its financial obligations and refrained from availing the benefits of moratorium under the "Reserve Bank of India COVID-19 Regulatory Package", except holding the reduction in SBI's DLOD limit wherein the utilization was well below the stipulated drawing power.
- On back of loss, the net worth of the Company has reduced by INR 38.5 Mn to INR 1,394.8 Mn.
- The total debt of the Company has increased to INR 1,440.6 Mn. The Company's account is "Standard" with all the lenders.
- None of the Bank Guarantees submitted by the Company has ever been invoked by any Principal/Client.



STANDALONE FINANCIAL HIGHLIGHTS

Q3-FY2021 Income Statement – Standalone (IND-AS)



Particulars (INR Mn)	Q3-FY2021	Q3-FY2020	Y-o-Y	Q2-FY2021	Q-o-Q
Income from Operations	341	608	(43.9)%	234	45.7%
Operating Expenses	301	524	(42.6)%	243	23.9%
EBITDA	40	84	(52.4)%	(9)	NA
EBITDA Margin (%)	11.73%	13.82%	(209) Bps	NA	NA
Finance Cost	42	40	5.0%	40	5.0%
Depreciation	5	4	25.0%	4	25.0%
Other Income	37	31	19.4%	25	48.0%
Profit Before Tax	30	71	(57.7)%	(28)	NA
Taxation	11	19	(42.1)%	(7)	NA
Profit After Tax	19	52	(63.5)%	(21)	NA
PAT Margin (%)	5.03%	8.14%	(311) Bps	NA	NA
Other Comprehensive Income	-	1	NA	-	NA
Total Comprehensive Income	19	53	(64.2)%	(21)	NA
Diluted EPS (INR) (Not Annualized)	0.05	0.13	(61.5)%	(0.06)	NA

9M-FY2021 Income Statement – Standalone (IND-AS)



Particulars (INR Mn)	9M-FY2021	9M-FY2020	Y-o-Y
Income from Operations	641	1,662	(61.4)%
Operating Expenses	640	1,423	(55.0)%
EBITDA	1	239	(99.6)%
EBITDA Margin (%)	0.16%	14.38%	NA
Finance Cost	121	123	(1.6)%
Depreciation	13	13	NA
Other Income	86	83	3.6%
Profit Before Tax	(47)	186	NA
Taxation	(9)	37	NA
Profit After Tax	(38)	149	NA
PAT Margin (%)	NA	8.54%	NA
Other Comprehensive Income	-	-	NA
Total Comprehensive Income	(38)	149	NA
Diluted EPS (INR) (Not Annualized)	(0.1)	0.37	NA

Historical Income Statement – Standalone (IND-AS)



Particulars (INR Mn)	FY2019	FY2020	9M-FY2021
Income from Operations	2,258	2,510	641
Operating Expenses	1,878	2,223	640
EBITDA	380	287	1
EBITDA Margin (%)	16.83%	11.43%	0.16%
Finance Cost	130	169	121
Depreciation	19	17	13
Other Income	83	123	86
Profit Before Tax	314	224	(47)
Taxation	92	48	(9)
Profit After Tax	222	176	(38)
PAT Margin (%)	9.48%	6.68%	NA
Other Comprehensive Income	2	0	-
Total Comprehensive Income	224	176	(38)
Diluted EPS (INR)	0.56	0.44	(0.1)

Balance Sheet – Standalone (IND-AS)



Equities & Liabilities (INR Mn)	FY2019	FY2020	H1-FY2021	Assets (INR Mn)	FY2019	FY2020	H1-FY2021
Shareholder Funds	1,250	1,433	1,376	Non Current Assets	1,103	1,313	1,410
(A) Equity Share Capital	394	394	394	(A) Property, Plant and Equipment	73	68	62
(B) Other Equity	856	1,039	982	(B) Investment Properties	244	238	310
				(C) Financial assets			
Non-current Liabilities	1,014	1,131	1,342	(i) Investment	155	154	155
(A) Financial Liabilities				(ii) Loans	597	797	812
(i) Borrowings	886	999	1,215	(iii) Other financial Assets	33	47	38
(ii) Trade payable	-	36	27	(D) Other Tax Assets	1	9	28
(iii) Other Financial Liabilities	21	2	8	(E) Investment Properties WIP	-	-	5
(B) Provisions	7	10	11	(F) Intangible assets	-	-	-
(C) Deferred Tax Liabilities (net)	100	84	81				
Current Liabilities	993	917	893	Current Assets	2,154	2,168	2,201
(A) Financial Liabilities				(A)Inventories	745	352	311
(i) Borrowings	185	98	102	(B) Financial assets			-
(ii) Trade payable	464	427	404	(i) Trade Receivables	340	683	509
(iii) Other Financial Liabilities	156	106	118	(ii) Cash & cash equivalents	8	7	3
(B) Other Current Liabilities	179	278	261	(iii) Bank Balances other than above	63	56	53
(C) Provisions	7	8	8	(iv) Loans	2	12	99
(D) Current Tax Liabilities (Net)	2	-	-	(v) Other Financial Assets	-	30	13
				(C) Other Current Assets	996	1,028	1,213
GRAND TOTAL - EQUITIES & LIABILITES	3,257	3,481	3,611	GRAND TOTAL – ASSETS	3,257	3,481	3,611



CONSOLIDATED FINANCIAL HIGHLIGHTS

Q3-FY2021 Income Statement – Consolidated (IND-AS)



Particulars (INR Mn)	Q3-FY2021	Q3-FY2020	Y-o-Y	Q2-FY2021	Q-o-Q
Income from Operations	296	571	(48.2)%	234	26.5%
Operating Expenses	253	490	(48.4)%	243	4.1%
EBITDA	43	81	(46.9)%	(9)	NA
EBITDA Margin (%)	14.53%	14.19%	34 Bps	-	NA
Finance Cost	42	40	5.0%	40	5.0%
Depreciation	5	4	25.0%	4	25.0%
Other Income	32	27	18.5%	23	39.1%
Share in profit of joint venture and associate	(4)	1	NA	(6)	NA
Profit Before Tax	24	65	(63.1)%	(36)	NA
Taxation	8	17	(52.9)%	(7)	NA
Profit After Tax	16	48	(66.7)%	(29)	NA
PAT Margin (%)	4.88%	8.03%	(315) Bps	-	NA
Other Comprehensive Income	-	1	NA	-	NA
Total Comprehensive Income	16	49	(67.3)%	(29)	NA
Diluted EPS (INR) (Not Annualized)	0.04	0.12	(66.7)%	(0.08)	NA

9M-FY2021 Income Statement – Consolidated (IND-AS)



Particulars (INR Mn)	9M-FY2021	9M-FY2020	Y-o-Y
Income from Operations	596	1,615	(63.1)%
Operating Expenses	591	1,381	(57.2)%
EBITDA	5	234	(97.9)%
EBITDA Margin (%)	0.84%	14.49%	NA
Finance Cost	121	123	(1.6)%
Depreciation	13	13	NA
Other Income	77	76	1.3%
Share in profit of joint venture and associate	(13)	8	NA
Profit Before Tax	(65)	182	NA
Taxation	(12)	37	NA
Profit After Tax	(53)	145	NA
PAT Margin (%)	NA	8.57%	NA
Other Comprehensive Income	-	-	NA
Total Comprehensive Income	(53)	145	NA
Diluted EPS (INR) (Not Annualized)	(0.13)	0.36	NA

Historical Income Statement – Consolidated (IND-AS)



Particulars (INR Mn)	FY2019	FY2020	9M-FY2021
Income from Operations	2,138	2,435	596
Operating Expenses	1,779	2,150	591
EBITDA	359	285	5
EBITDA Margin (%)	16.79%	11.70%	0.84%
Finance Cost	130	169	121
Depreciation	19	17	13
Other Income	60	116	77
Share in profit of joint venture and associate	10	(2)	(13)
Profit Before Tax	280	213	(65)
Taxation	80	48	(12)
Profit After Tax	200	165	(53)
PAT Margin (%)	9.10%	6.47%	NA
Other Comprehensive Income	3	0	-
Total Comprehensive Income	203	165	(53)
Diluted EPS (INR)	0.51	0.41	(0.13)

Balance Sheet – Consolidated (IND-AS)

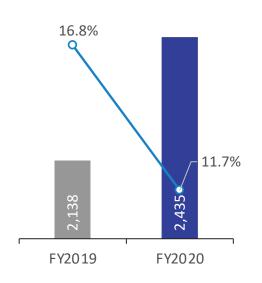


Equities & Liabilities (INR Mn)	FY2019	FY2020	H1FY2021	Assets (INR Mn)	FY2019	FY2020	H1FY2021
Shareholder Funds	1,184	1,355	1,286	Non Current Assets	972	1,175	1,255
(A) Equity Share Capital	394	394	394	(A) Property, Plant and Equipment	73	68	62
(B) Other Equity	790	961	892	(B) Investment Properties	244	238	310
				(C) Financial assets			-
Non-current Liabilities	982	1,099	1,311	(i) Investment	47	61	52
(A) Financial Liabilities				(ii) Loans	570	748	756
(i) Borrowings	886	999	1,215	(iii) Other financial Assets	37	51	42
(ii) Trade payable	-	36	27	(D) Other Tax Assets	1	9	28
(iii) Other Financial Liabilities	21	1	8	(E) Investment properties WIP	-	-	5
(B) Provisions	7	10	12	(F) Intangible assets	-	_	-
(C) Deferred Tax Liabilities (net)	68	53	49	Current Assets	2,190	2,273	2,349
Current Liabilities	996	994	1,007	(A)Inventories	800	485	445
(A) Financial Liabilities				(B) Financial assets			-
(i) Borrowings	185	98	102	(i) Trade Receivables	318	641	509
(ii) Trade payable	464	427	404	(ii) Cash & cash equivalents	8	7	3
(iii) Other Financial Liabilities	156	106	118	(iii) Bank Balances other than above	62	56	53
(B) Other Current Liabilities	182	355	375	(iv) Loans	2	12	99
(C) Provisions	7	8	8	(v) Other financial assets	-	30	13
(D) Current Tax Liabilities (Net)	2	-	0	(C) Other Current Assets	1,000	1,042	1,227
				(D) Current Tax Assets			_
GRAND TOTAL - EQUITIES & LIABILITES	3,162	3,448	3,604	GRAND TOTAL – ASSETS	3,162	3,448	3,604

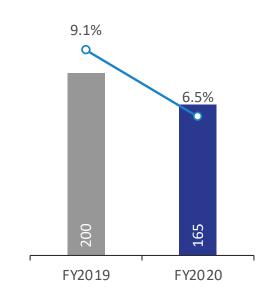
Consolidated Financial Performance (IND-AS)



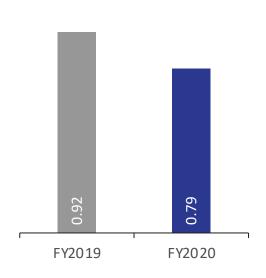
Revenue (INR Mn) and EBITDA Margin (%)



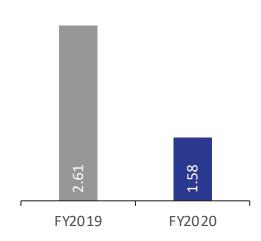
PAT (INR Mn) and PAT Margin (%)



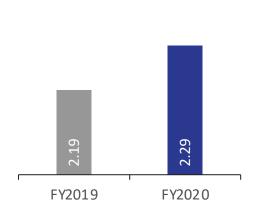
Debt to Equity Ratio



Interest Coverage Ratio



Current Ratio

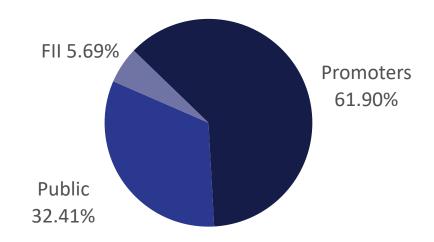


Capital Market Information



Price Data as on 31st December, 2020						
CMP	4.19					
No. of Shares (Mn)	393.8					
M.Cap (INR Mn)	1,650.4					
Free Float (%)	38.1%					
Free Float (Mn)	628.8					
52 week H/L	6.20/2.19					
Avg Total Vol. ('000)	593.1					
Avg Net Turnover (Mn)	2.9					

Shareholding Pattern as on 31st December, 2020



Disclaimer



No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management Nila Infrastructures Limited ("Company" or "Nila Infrastructures Ltd."), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from. This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

For further information please contact our Investor Relations Representatives:



Nila Infrastructures Ltd. (CIN: L45201GJ1990PLC013417)

Mr. Prashant Sarkhedi, CFO

Tel: +91-9978445566

Email: phsarkhedi@nilainfra.com

VALOREM ADVISORS

Valorem Advisors Mr. Anuj Sonpal, CEO

Tel: +91 22 4903 9500

Email: nilainfra@valoremadvisors.com