



## 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 Meet

<b>Date of the Meeting</b>	June 02, 2017
<b>Type of Meeting</b>	Group Meetings at Motilal Oswal Housing Day held at Mumbai.
<b>Institutional Analysts/ Representatives/ Participants</b>	Jahnvi Goradia – Motilal Oswal Asset Management Co. Ltd. Rakhi Prasad - Alder Capital Prolin Nandu - Goldfish Capital Advisors Pvt. Ltd. Shashikant Wavhal - PNB Metlife India Insurance Co. Ltd. Anuj Jain – Value Quest Capital LLP Abhinav Khandelwal - Aegon Life Insurance Co. Ltd. Ashish Aggarwal - Principal PPNB Asset Management Co. Pvt. Ltd. Sachin Shah & Jay Modi - Emkay Investment Managers Ltd. Aditya Singhanian - Aditya Singhanian Bhaskar Chaudhry - Entrust Family Office Srinivas Rao Ravuri - HDFC AMCL
<b>Company Representations</b>	Mr. Deep S. Vadodaria – Chief Operating Officer
<b>Did discussion involved revealing any Unpublished Price Sensitive Information</b>	No
<b>Gist of Discussions</b>	<p>Copies of Investor Presentation – May 2017 and financial results for the fourth quarter and year ended on March 31, 2017 which are already submitted to the stock exchanges, were placed before the attendees for their ready reference and following discussion took place:</p> <ul style="list-style-type: none"><li>• Briefings were given about the Promoters, Board of Directors and Management Team of the Company.</li><li>• 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.</li><li>• 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.</li><li>• The Company reported standalone turnover of Rs.2241.95 million and Profit after Tax of Rs.228.42 million for the financial year ended on 31.03.2017.</li><li>• The Company has geographic presence at Gujarat and Rajasthan.</li><li>• 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.</li><li>• The Company has total confirmed unexecuted order book worth Rs. 4076.10 million as on March 31, 2017.</li></ul>
<b>Any other Comments</b>	No