

EARNINGS PRESENTATION | H1 – Q2 / FY2020

## 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 1,693.7 Mn as on September 30, 2019.
- 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.
- 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 Project – Construction of 609 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.

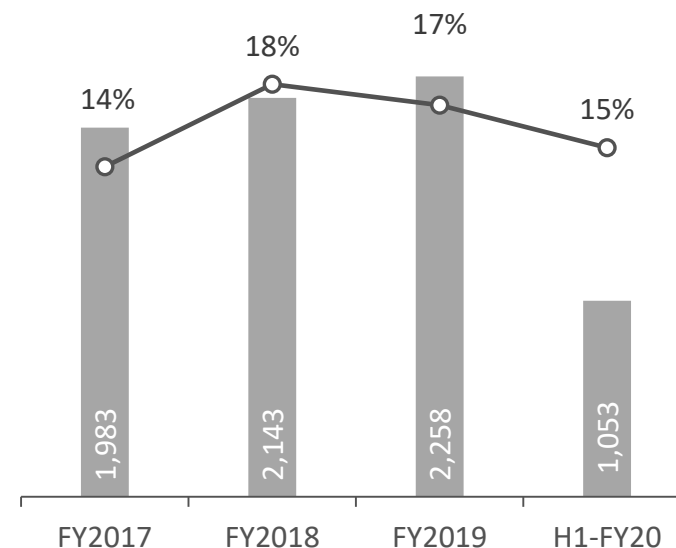


## FY2019 Financial Highlights (Consolidated)

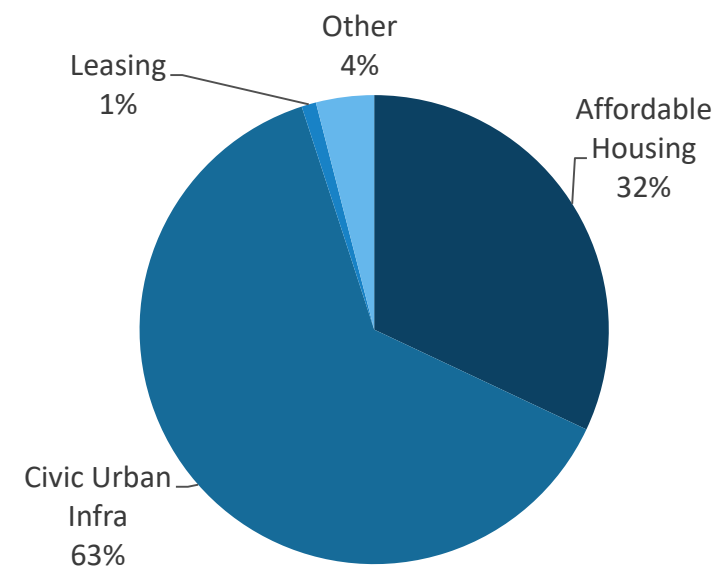
Operating Revenue INR 2,138 Mn	EBITDA INR 359 Mn	PAT INR 200 Mn
Y-o-Y Growth 5.7%	EBITDA Margins 16.79%	PAT Margins 9.10%

- 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 6,786.3 Mn at September 30, 2019.

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



**Revenue break-up for FY2019**



# Order Book for Affordable Housing at 30<sup>th</sup> Sept - 2019

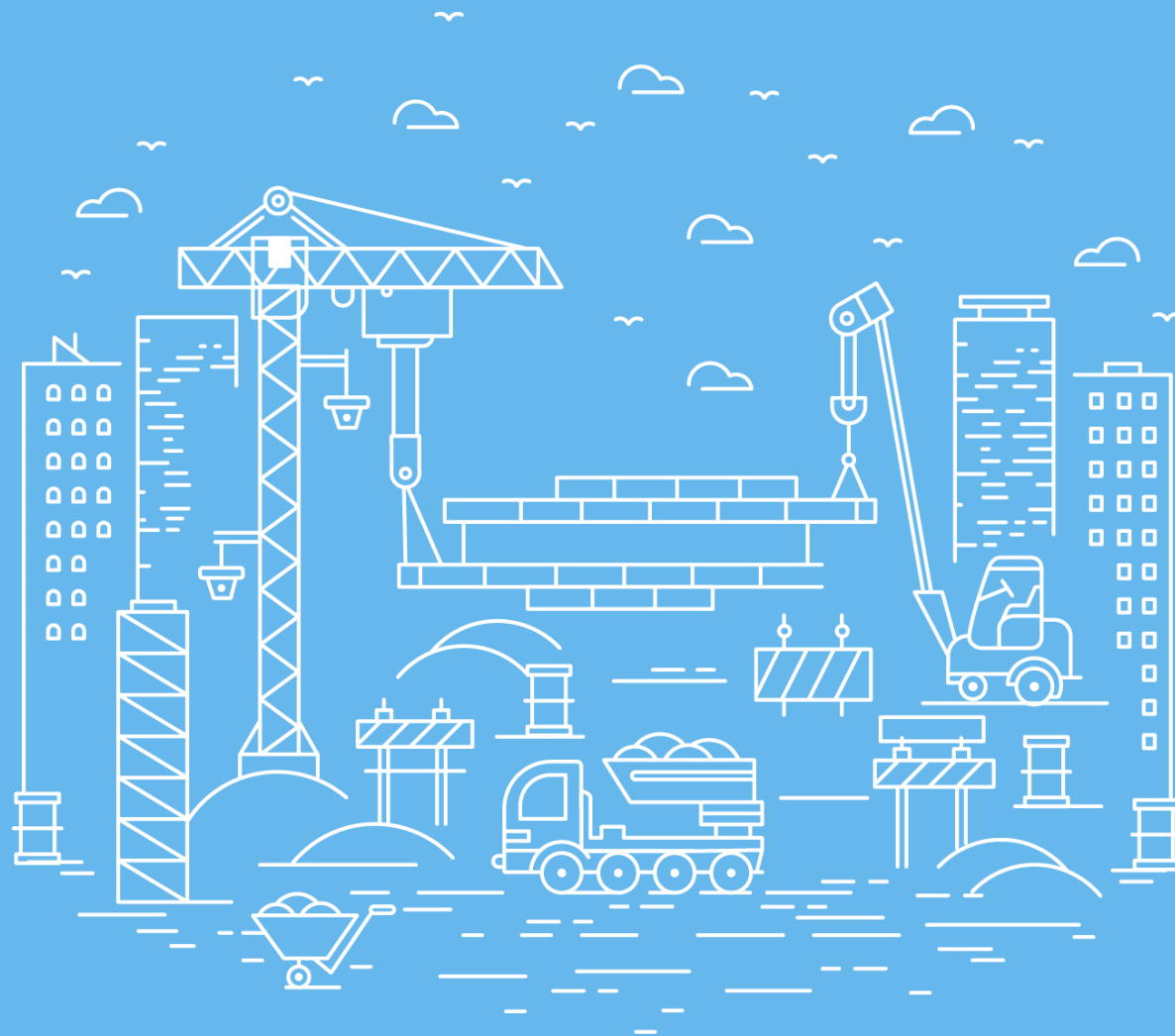
Name of the Project	Business Model	Location	Govt / Private	Total units to be constructed	Project Status	Total Value (INR Mn)	Completed	Balance (INR Mn)
Vadaj SRA – Vivyan	EPC	Ahmedabad	PVT	1,540	To be initiated	1,316.7	-	1,316.7
Sonaria - AMC	PPP	Ahmedabad	GOVT	858	To be initiated	585.9	-	585.9
Bopal 232 - AUDA	EPC	Ahmedabad	GOVT	546	To be initiated	577.8	-	577.8
Jodhpur – JoDA	EPC	Jodhpur	GOVT	1,216	To be initiated	422.0	-	422.0
Bapunagar SRA – Vyapti	EPC	Ahmedabad	PVT	552	WIP	441.6	41%	260.8
Anant Sky	EPC	Ahmedabad	PVT	470	WIP	438.3	50%	219.1
Khodiyarnagar – AMC	PPP	Ahmedabad	GOVT	360	WIP	251.6	45%	138.9
Udaipur - UIT	EPC	Udaipur	GOVT	1,152	WIP	398.7	93%	27.9
Bopal 241 - AUDA	EPC	Ahmedabad	GOVT	70	WIP	77.8	17%	64.8
Bhilwara – UIT	EPC	Bhilwara	GOVT	848	WIP	269.9	67%	57.5
Jodhpur – RUDSICO	EPC	Jodhpur	GOVT	1,072	Finishing stage	509.4	98%	11.8
Kailashnagar – AMC	PPP	Ahmedabad	GOVT	80	WIP	68.0	*	-
Other / Miscellaneous	-	-	-	-	-	-	-	43.2
<b>TOTAL</b>				<b>8,764</b>		<b>5,357.7</b>		<b>3,726.4</b>

\*Under Revision

# Order Book for Civic Urban Infrastructure at 30<sup>th</sup> Sept - 2019

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	16%	651.9
Dholera ICDL	Ahmedabad	GOVT	To be initiated	462.1	-	462.1
Inspire phase II- Adani	Ahmedabad	PVT	WIP	538.4	23%	416.9
Amreli Bus-Port CF	Amreli	GOVT	WIP	413.3	7%	384.2
Inspire - Adani	Ahmedabad	PVT	WIP	549.0	61%	214.4
Barmer – EPIL	Barmer	GOVT	WIP	874.6	81%	167.5
Romanovia	Becharaji	PVT	WIP	229.5	28%	165.9
APSEZ	Ahmedabad	PVT	WIP	576.4	76%	140.1
D K Patel Hall - AMC	Ahmedabad	GOVT	WIP	155.7	99%	7.5
Other / Miscellaneous	-	-	-	-	-	449.4
<b>TOTAL</b>				<b>4,579.0</b>		<b>3,059.9</b>

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



## Q2-FY2020 Standalone Financial Performance

**Income from Operations** – INR 526 Mn

**EBITDA** – INR 74 Mn

**EBITDA Margin** – 14.06%

**Net Profit** – INR 57 Mn

**PAT Margin** – 10.25%

**Diluted EPS (Not Annualized)** – INR 0.14/ share

## Q2-FY2020 Consolidated Financial Performance:

**Income from Operations** – INR 534 Mn

**EBITDA** – INR 73 Mn

**EBITDA Margin** – 13.67%

**Net Profit** – INR 58 Mn

**PAT Margin** – 10.28%

**Diluted EPS (Not Annualized)** – INR 0.15/ share

## H1-FY2020 Standalone Financial Performance:

**Income from Operations** – INR 1,053 Mn

**EBITDA** – INR 154 Mn

**EBITDA Margin** – 14.62%

**Net Profit** – INR 97 Mn

**PAT Margin** – 8.77%

**Diluted EPS (Not Annualized)** – INR 0.24/ share

## H1-FY2020 Consolidated Financial Performance:

**Income from Operations** – INR 1,044 Mn

**EBITDA** – INR 154 Mn

**EBITDA Margin** – 14.75%

**Net Profit** – INR 97 Mn

**PAT Margin** – 8.87%

**Diluted EPS (Not Annualized)** – INR 0.25/ share

### Key Operational Highlights:-

- At September 30, 2019 the Company has confirmed unexecuted order-book of INR 6,786.3 Mn.
- The profitability at EBIDTA level has reduced mainly due to reduction in operational efficiency on back of change in revenue-mix i.e. higher contribution from low-margin EPC projects.
- The project/operations cost has increased with a few projects being in preliminary stage, the employee cost has reduced due to reduction in overall employee base and/or replacement of high-cost manpower with fresher/economical manpower.
- The marginal reduction in depreciation corresponds to commensurate movement in fixed assets.
- The finance cost has increased due to higher utilization of credit facilities.
- The higher finance cost has further affected PBT, which has collectively been marginally offset at PAT level mainly due to one-time exceptional reduced income tax-rate benefit.
- The net worth of the Company has increased to INR 1,353.5 Mn due to plough-back of profit.
- The total debt of the Company has increased to INR 1,467.2 Mn.
- The Company has honoured all its financial commitments and the account is “Standard” with all the lenders. None of the Bank Guarantees submitted by the Company has ever been invoked by any Principal/Client.

# Q2-FY2020 Income Statement – Standalone (IND-AS)

Particulars (INR Mn)	Q2-FY2020	Q2-FY2019	Y-o-Y	Q1-FY2020	Q-o-Q
<b>Income from Operations</b>	<b>526</b>	<b>485</b>	<b>8.5%</b>	<b>527</b>	<b>(0.2)%</b>
Operating Expenses	452	396	14.1%	447	1.1%
<b>EBITDA</b>	<b>74</b>	<b>89</b>	<b>(16.9)%</b>	<b>80</b>	<b>(7.5)%</b>
<b>EBITDA Margin (%)</b>	<b>14.06%</b>	<b>18.35%</b>	<b>(429) Bps</b>	<b>15.18%</b>	<b>(112) Bps</b>
Finance Cost	43	38	13.2%	40	7.5%
Depreciation	4	4	NA	4	NA
Other Income	30	21	42.9%	22	36.4%
<b>Profit Before Tax</b>	<b>57</b>	<b>68</b>	<b>(16.2)%</b>	<b>58</b>	<b>(1.7)%</b>
Taxation	-	21	NA	18	NA
<b>Profit After Tax</b>	<b>57</b>	<b>47</b>	<b>21.3%</b>	<b>40</b>	<b>42.5%</b>
<b>PAT Margin (%)</b>	<b>10.25%</b>	<b>9.29%</b>	<b>96 Bps</b>	<b>7.28%</b>	<b>297 Bps</b>
Other Comprehensive Income	-	-	NA	-	NA
<b>Total Comprehensive Income</b>	<b>57</b>	<b>47</b>	<b>21.3%</b>	<b>40</b>	<b>42.5%</b>
Diluted EPS (INR) (Not Annualized)	0.14	0.12	16.7%	0.10	40.0%

# H1-FY2020 Income Statement – Standalone (IND-AS)

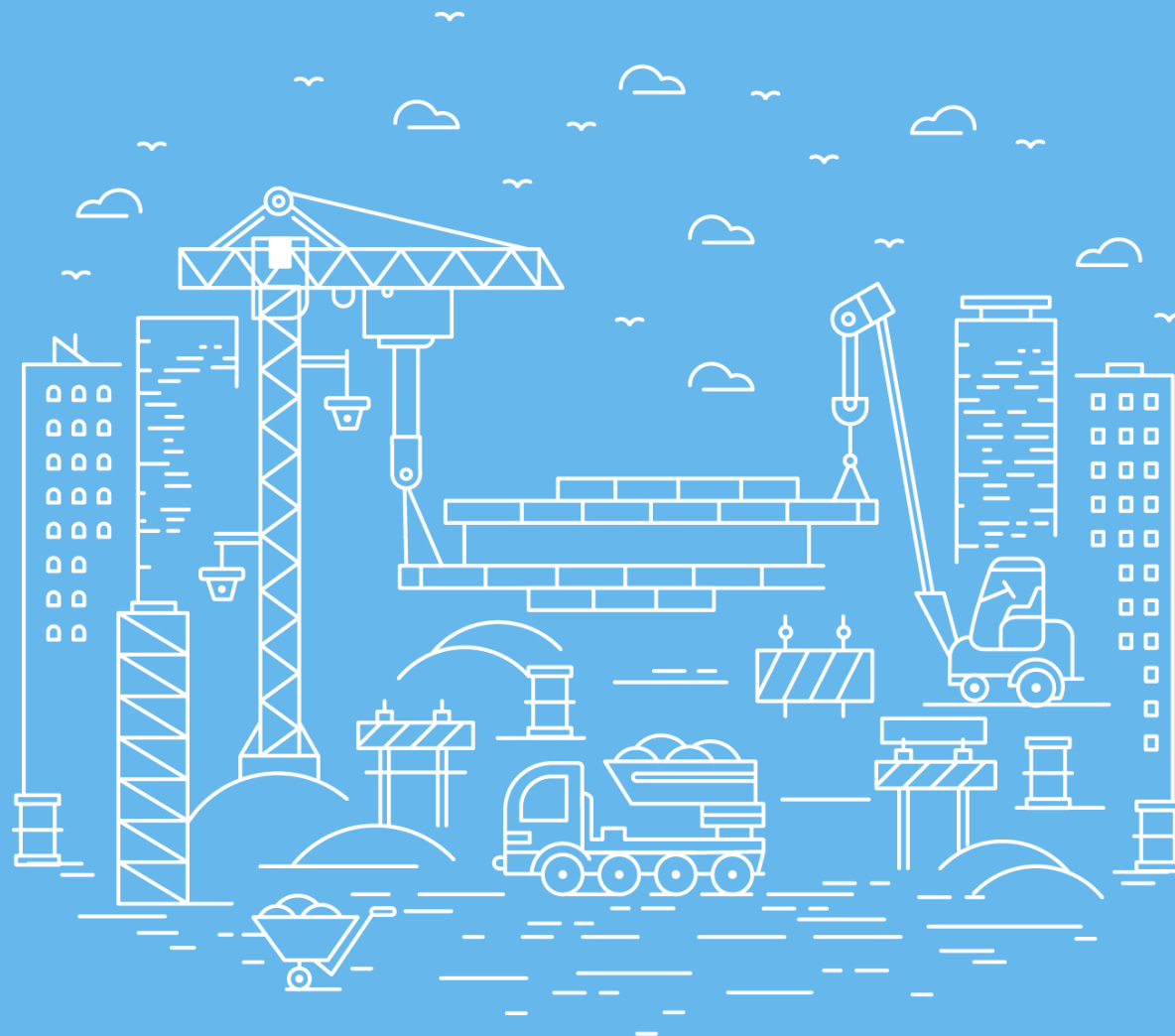
Particulars (INR Mn)	H1-FY2020	H1-FY2019	Y-o-Y
<b>Income from Operations</b>	<b>1,053</b>	<b>988</b>	<b>6.6%</b>
Operating Expenses	899	826	8.8%
<b>EBITDA</b>	<b>154</b>	<b>162</b>	<b>(4.9) %</b>
<b>EBITDA Margin (%)</b>	<b>14.62%</b>	<b>16.40%</b>	<b>(178) Bps</b>
Finance Cost	84	70	20.0%
Depreciation	8	9	(11.1)%
Other Income	53	47	12.8%
<b>Profit Before Tax</b>	<b>115</b>	<b>130</b>	<b>(11.5)%</b>
Taxation	18	35	(48.6)%
<b>Profit After Tax</b>	<b>97</b>	<b>95</b>	<b>2.1%</b>
<b>PAT Margin (%)</b>	<b>8.77%</b>	<b>9.18%</b>	<b>(41) Bps</b>
Other Comprehensive Income	-	-	NA
<b>Total Comprehensive Income</b>	<b>97</b>	<b>95</b>	<b>2.1%</b>
Diluted EPS (INR)	0.24	0.24	NA

# Income Statement – Standalone (IND-AS)

Particulars (INR Mn)	FY2018	FY2019	H1-FY2020
<b>Income from Operations</b>	<b>2,143</b>	<b>2,258</b>	<b>1,053</b>
Operating Expenses	1,763	1,878	899
<b>EBITDA</b>	<b>380</b>	<b>380</b>	<b>154</b>
<b>EBITDA Margin (%)</b>	<b>17.73%</b>	<b>16.83%</b>	<b>14.62%</b>
Finance Cost	111	130	84
Depreciation	17	19	8
Other Income	73	83	53
<b>Profit Before Tax</b>	<b>325</b>	<b>314</b>	<b>115</b>
Taxation	100	92	18
<b>Profit After Tax</b>	<b>225</b>	<b>222</b>	<b>97</b>
<b>PAT Margin (%)</b>	<b>10.15%</b>	<b>9.48%</b>	<b>8.77%</b>
Other Comprehensive Income	(1)	2	-
<b>Total Comprehensive Income</b>	<b>224</b>	<b>224</b>	<b>97</b>
Diluted EPS (INR)	0.57	0.56	0.24

# Balance Sheet – Standalone (IND-AS)

Equities & Liabilities (INR Mn)	FY2018	FY2019	H1- FY2020	Assets (INR Mn)	FY2018	FY2019	H1- FY2020
<b>Shareholder Funds</b>	<b>1,078</b>	<b>1,250</b>	<b>1,354</b>	<b>Non Current Assets</b>	<b>1,058</b>	<b>1,103</b>	<b>1,350</b>
(A) Equity Share Capital	394	394	394	(A) Property, Plant and Equipment	90	73	67
(B) Other Equity	684	856	960	(B) Investment Properties	250	244	242
				(C) Financial assets			
<b>Non-current Liabilities</b>	<b>726</b>	<b>1,014</b>	<b>1,249</b>	(i) Investment	129	155	159
(A) Financial Liabilities				(ii) Loans	515	597	850
(i) Borrowings	608	886	1,156	(iii) Other financial Assets	73	33	30
(ii) Other Financial Liabilities	9	21	1	(D) Other Tax Assets	1	1	2
(B) Provisions	11	7	7				
(C) Deferred Tax Liabilities (net)	98	100	85				
<b>Current Liabilities</b>	<b>1,028</b>	<b>993</b>	<b>1,365</b>	<b>Current Assets</b>	<b>1,774</b>	<b>2,154</b>	<b>2,618</b>
(A) Financial Liabilities				(A) Inventories	637	745	761
(i) Borrowings	66	185	167	(B) Financial assets			
(ii) Due to others	409	464	484	(i) Trade Receivables	347	340	398
(iii) Other Financial Liabilities	373	156	158	(ii) Cash & cash equivalents	13	8	1
(B) Other Current Liabilities	151	179	546	(iii) Bank Balances other than above	53	63	68
(C) Provisions	4	7	10	(iv) Loans	123	2	43
(D) Current Tax Liabilities (Net)	25	2	-	(C) Other Current Assets	601	996	1,347
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>2,832</b>	<b>3,257</b>	<b>3,968</b>	<b>GRAND TOTAL – ASSETS</b>	<b>2,832</b>	<b>3,257</b>	<b>3,968</b>



# Q2-FY2020 Income Statement – Consolidated (IND-AS)

Particulars (INR Mn)	Q2-FY2020	Q2-FY2019	Y-o-Y	Q1-FY2020	Q-o-Q
<b>Income from Operations</b>	<b>534</b>	<b>456</b>	<b>17.1%</b>	<b>509</b>	<b>4.9%</b>
Operating Expenses	461	369	24.9%	430	7.2%
<b>EBITDA</b>	<b>73</b>	<b>87</b>	<b>(16.1)%</b>	<b>79</b>	<b>(7.6)%</b>
<b>EBITDA Margin (%)</b>	<b>13.67%</b>	<b>19.07%</b>	<b>(540) Bps</b>	<b>15.52%</b>	<b>(185) Bps</b>
Finance Cost	43	38	13.2%	40	7.5%
Depreciation	4	4	NA	4	NA
Other Income	32	16	100%	17	88.2%
Share in profit of joint venture and associate	4	2	100%	3	33.3%
<b>Profit Before Tax</b>	<b>62</b>	<b>63</b>	<b>(1.6)%</b>	<b>55</b>	<b>12.7%</b>
Taxation	4	19	(78.9)%	16	(75.0)%
<b>Profit After Tax</b>	<b>58</b>	<b>44</b>	<b>31.8%</b>	<b>39</b>	<b>48.7%</b>
<b>PAT Margin (%)</b>	<b>10.28%</b>	<b>9.32%</b>	<b>96 Bps</b>	<b>7.41%</b>	<b>287 Bps</b>
Other Comprehensive Income	-	-	-	-	-
<b>Total Comprehensive Income</b>	<b>58</b>	<b>44</b>	<b>31.8%</b>	<b>39</b>	<b>48.7%</b>
Diluted EPS (INR) (Not Annualized)	0.15	0.11	36.4%	0.10	50.0%

# H1-FY2020 Income Statement – Consolidated (IND-AS)

Particulars (INR Mn)	H1-FY2020	H1-FY2019	Y-o-Y
<b>Income from Operations</b>	<b>1,044</b>	<b>935</b>	<b>11.7%</b>
Operating Expenses	890	775	14.8%
<b>EBITDA</b>	<b>154</b>	<b>160</b>	<b>(3.8)%</b>
<b>EBITDA Margin (%)</b>	<b>14.75%</b>	<b>17.11%</b>	<b>(236) Bps</b>
Finance Cost	84	70	20.0%
Depreciation	9	9	NA
Other Income	49	37	32.4%
Share in profit of joint venture and associate	7	3	133.3%
<b>Profit Before Tax</b>	<b>117</b>	<b>121</b>	<b>(3.3)%</b>
Taxation	20	31	(35.5)%
<b>Profit After Tax</b>	<b>97</b>	<b>90</b>	<b>7.8%</b>
<b>PAT Margin (%)</b>	<b>8.87%</b>	<b>9.26%</b>	<b>(39) Bps</b>
Other Comprehensive Income	-	(1)	NA
<b>Total Comprehensive Income</b>	<b>97</b>	<b>89</b>	<b>9.0%</b>
Diluted EPS (INR)	0.25	0.23	8.7%

# Income Statement – Consolidated (IND-AS)

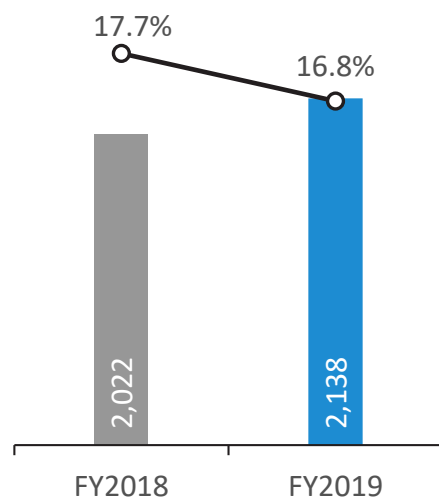
Income Statement (INR Mn)	FY2018	FY2019	H1-FY2020
<b>Income from Operations</b>	<b>2,022</b>	<b>2,138</b>	<b>1,044</b>
Total Expenses	1,665	1,779	890
<b>EBITDA</b>	<b>357</b>	<b>359</b>	<b>154</b>
<b>EBITDA Margin</b>	<b>17.66%</b>	<b>16.79%</b>	<b>14.75%</b>
Finance Cost	111	130	84
Depreciation	17	19	9
Other Income	55	60	49
Share in profit of joint venture and associate	6	10	7
<b>PBT</b>	<b>290</b>	<b>280</b>	<b>117</b>
Tax	90	80	20
<b>Profit after tax</b>	<b>200</b>	<b>200</b>	<b>97</b>
<b>PAT Margin</b>	<b>9.62%</b>	<b>9.10%</b>	<b>8.87%</b>
Other Comprehensive Income	(1)	3	-
<b>Total Comprehensive Income</b>	<b>199</b>	<b>203</b>	<b>97</b>
Diluted EPS (INR)	0.51	0.51	0.25

# Balance Sheet – Consolidated (IND-AS)

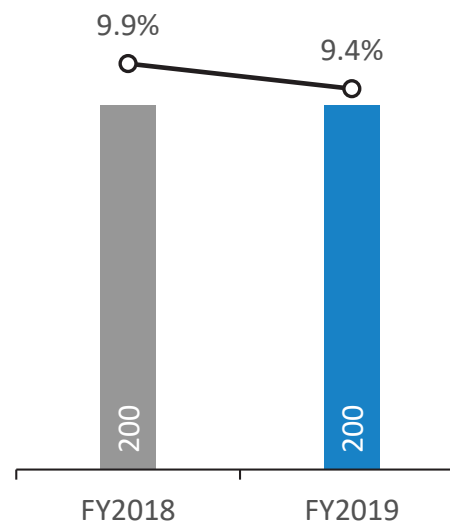
Equities & Liabilities (INR Mn)	FY2018	FY2019	H1- FY2020	Assets (INR Mn)	FY2018	FY2019	H1- FY2020
<b>Shareholder Funds</b>	<b>1,033</b>	<b>1,184</b>	<b>1,287</b>	<b>Non Current Assets</b>	<b>988</b>	<b>972</b>	<b>1,223</b>
(A) Equity Share Capital	394	394	394	(A) Property, Plant and Equipment	90	73	67
(B) Other Equity	639	790	893	(B) Investment Properties	250	244	242
				(C) Financial assets			
<b>Non-current Liabilities</b>	<b>706</b>	<b>982</b>	<b>1,219</b>	(i) Investment	64	47	71
(A) Financial Liabilities				(ii) Loans	507	570	807
(i) Borrowings	608	886	1,156	(iii) Other financial Assets	76	37	34
(ii) Other Financial Liabilities	9	21	1	(D) Other Tax Assets	1	1	2
(B) Provisions	11	7	7				
(C) Deferred Tax Liabilities (net)	78	68	55				
<b>Current Liabilities</b>	<b>1,028</b>	<b>996</b>	<b>1,397</b>	<b>Current Assets</b>	<b>1,779</b>	<b>2,190</b>	<b>2,680</b>
(A) Financial Liabilities				(A) Inventories	640	800	819
(i) Borrowings	66	185	167	(B) Financial assets			
(ii) Due to others	409	464	484	(i) Trade Receivables	348	318	398
(iii) Other Financial Liabilities	373	156	158	(ii) Cash & cash equivalents	13	8	1
(B) Other Current Liabilities	151	182	578	(iii) Bank Balances other than above	53	62	68
(C) Provisions	4	7	10	(iv) Loans	123	2	43
(D) Current Tax Liabilities (Net)	25	2	-	(C) Other Current Assets	602	1,000	1,351
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>2,767</b>	<b>3,162</b>	<b>3,903</b>	<b>GRAND TOTAL – ASSETS</b>	<b>2,767</b>	<b>3,162</b>	<b>3,903</b>

# Consolidated Financial Performance (IND-AS)

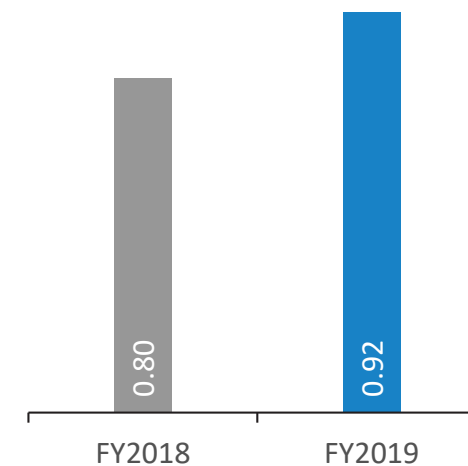
### Revenue (INR Mn) and EBITDA Margin (%)



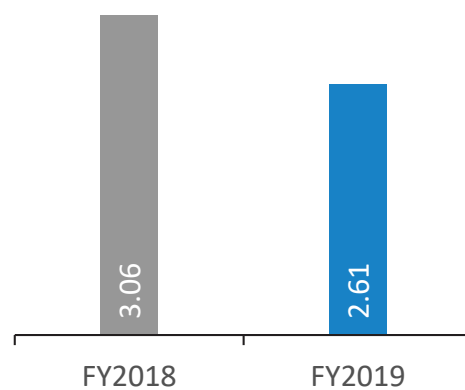
### PAT (INR Mn) and PAT Margin (%)



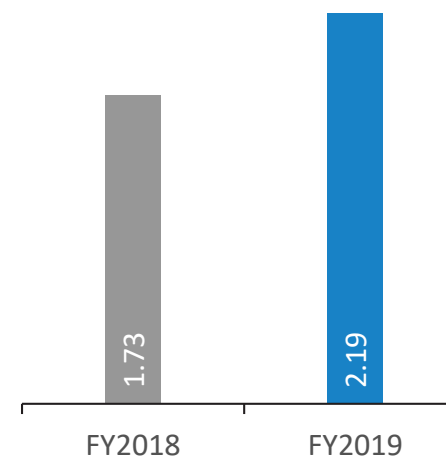
### Debt to Equity Ratio



### Interest Coverage Ratio

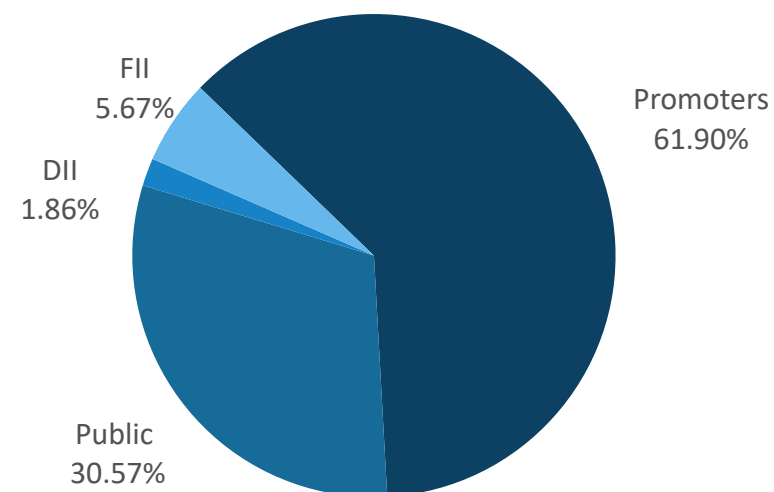


### Current Ratio



**Price Data as on 30<sup>th</sup> September, 2019**

CMP	4.30
No. of Shares (Mn)	393.8
M.Cap (INR Mn)	1,693.7
Free Float (%)	38.1%
Free Float (Mn)	645.3
52 week H/L	10.5/4.0
Avg Total Vol. ('000)	594.6
Avg Net Turnover (Mn)	4.6

**Shareholding Pattern as on 30<sup>th</sup> September, 2019**


*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](mailto:phsarkhedi@nilainfra.com)



**Valorem Advisors**  
**Mr. Anuj Sonpal, CEO**  
Tel: +91 22 4903 9500  
Email: [nilainfra@valoremadvisors.com](mailto:nilainfra@valoremadvisors.com)