



**NILA
INFRASTRUCTURES
LIMITED**

Nila/CS/2018/187
Date: June 01, 2018

To,
The General Manager
Department of Corporate Services
BSE Limited
Phirozee Jeejeebhoy Towers,
Dalal Street, Fort, Mumbai – 400001

Scrip Code: 530377

To,
The Manager
Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza, Bandra Kurla Complex,
Mumbai – 400051

Scrip Symbol: NILAINFRA

Dear Sir,

Sub: Earning Release of Nila Infrastructures Ltd

We are hereby submitting a copy of Earning Release of Nila Infrastructures Ltd. on the financial results for the quarter / year ended on March 31, 2018 and request the exchanges to take on record.

Thanking you,
Yours faithfully
For, **Nila Infrastructures Ltd.**


Dipen Y. Parikh
Company Secretary



Encl: a/a

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For Immediate Release

- Pursuant to the approval of the Honourable National Company Law Tribunal ('NCLT') vide order dated 9/May/2018 to the Scheme of Arrangement ("the Scheme") under section 230-233 and other provisions of the Companies Act, 2013, the assets and liabilities pertaining to real estate undertaking of the Company, were transferred to and vested in the Nila Spaces Limited ('wholly owned subsidiary of the Company') with effect from the appointed date i.e. 1/April/2017 in accordance with the Scheme so sanctioned. The Scheme has been filed with Registrar of the Companies ('ROC') on 17/May/2018 and has, accordingly, been given effect to in the financial results. The financial information in respect of prior periods have been restated as if the Scheme had occurred from the beginning of the preceding period in the financial statements as per the requirement of applicable accounting standard.
- On 1/April/2017, the Company has adopted Indian Accounting Standards ("Ind AS") notified by Ministry of Corporate Affairs with transition date of 1/April/2016. Accordingly financial results have been prepared in accordance with the recognition and measurement principles laid down under Section 133 of the Companies Act, 2013 read with relevant rules issued there under and other accounting principles generally accepted in India.

Standalone Revenue growth of 8% for FY2018

Standalone EBIDTA growth of 34% | EBIDTA margin 17%

Standalone PAT growth of 41% | PAT margin 10%

Standalone Financials at a glance:

₹ in millions ¹	FY2017	FY2018	YoY
Total Revenue	2,052.8	2,216.4	8%
EBIDTA	283.7	379.5	34%
PAT	159.3	225.3	41%
Confirmed Unexecuted Order Book at March 31, 2018: ₹ 5,178.4 million			

Ahmedabad, June 1, 2018: The Board of Directors of Nila Infrastructures Ltd (BSE: 530377/NILA; NSE: NILAINFRA) at its meeting held at Ahmedabad on May 30, 2018; approved the audited accounts and financial results of the Company for the quarter / year ended March 31, 2018.

¹ 1 million = 10 lakh



• **Standalone Financial highlights for the year ended March 31, 2018:**

Standalone Revenue increased by 8% to ₹ 2,216.4 million for FY2018 as compared to ₹ 2,052.8 million for FY2017. On the profitability front, the EBIDTA for FY2018 has witnessed a growth of 34% from ₹ 283.7 million for FY2017 to ₹ 379.5 million with an EBITDA margin of 17% in FY2018. The Profit after Tax for FY2018 is ₹ 225.3 million i.e. a growth of 41%.

• **Balance Sheet at March 31, 2018:**

At March 31, 2018, the Standalone Network is ₹ 1,078.2 million and Standalone Gross Debt is ₹ 1,029.2 million, while the Cash and Bank Balances on the standalone basis is ₹ 65.6 million. The Net debt to Net worth computes 0.89x.

• **Standalone Financial highlights for the quarter ended March 31, 2018:**

₹ in millions ²	Q4-FY2017	Q4-FY2018	YoY
Total Revenue	718.0	497.8	-31%
EBIDTA	119.2	84.4	-29%
PAT	61.5	58.7	-5%

Standalone Revenue decreased by 31% to ₹ 497.8 million for Q4-FY2018 as compared to ₹ 718.0 million for Q4-FY2017. On the profitability front, the EBIDTA for Q4-FY2018 has witnessed degrowth of 29% from ₹ 119.2 million for Q4-FY2017 to ₹ 84.5 million with an EBITDA margin of 17% in Q4-FY2018. The Profit after Tax for Q4-FY2018 is ₹ 58.7 million i.e. degrowth of 5%.

- **Dividend:** The Board of Directors has recommended a dividend of ₹ 0.11 per equity share of face value of ₹ 1 each - subject to approval of the shareholders at the ensuing Annual General Meeting.

Order Book:

The Company has received contracts worth ₹ 3,505.3 million during FY2018. The total confirmed unexecuted Order Book at March 31, 2018 is ₹ 5,178.4 million. The summary of the existing unexecuted order-book is furnished further.

(₹ in millions)

Activity	Gujarat			Rajasthan			Total (A+B)	%
	AMC	PWL/Misc.	Total (A)	GoR	EPIL	Total (B)		
Affordable Housing	316.0	1,758.3	2,074.3	1,623.2	0	1,623.2	3,697.5	71%
EPC	57.1	1,758.3	1,815.4				1,815.4	35%
EPC+PPP				1,623.2		1,623.2	1,623.2	31%
PPP	258.9		258.9				258.9	5%
Civic Urban Infra (EPC)	108.2	879.7	987.9	0	493.0	493.0	1,480.9	29%
Total	424.2	2,638.0	3,062.2	1,623.2	493.0	2,116.2	5,178.4	
%	8%	51%	59%	31%	10%	41%		100%

² 1 million = 10 lakh



The composition of such order book is well balanced and in line with the Company's core competence as 71% is from Affordable Housing; and 29% is other Civic Urban Infrastructure projects (e.g. Medical College Campus, Commercial Complex and captive office complex for a prime business house, Community Hall). The major Government clientele comprise, Engineering Projects India Ltd (EPIL – *a Mini Ratna*), Ahmedabad Municipal Corporation (AMC), Government of Rajasthan, while Adani Group is a major corporate client. Overall the Company is executing construction of about 6.4 million sq. ft. area; including ~10,792 units of affordable housing.

Summary Profit and Loss Statement (Standalone) (as per Indian Accounting Standards (Ind-AS)):

(₹ in millions)

	FY2017	Q4-FY2017	Q3-FY2018	Q4-FY2018	FY2018
	(Audited)	(Audited)	(Unaudited)	(Audited)	(Audited)
Total Operating Income (TOI)					
• <i>Infrastructure</i>	1,952.1	697.7	523.2	471.1	2,111.1
• <i>Rental income</i>	30.4	9.2	7.5	7.5	30.0
• <i>Share of Profit</i>	0.4	0.4	0.0	1.9	1.9
TOI (A)	1,982.9	707.3	530.7	480.5	2,143.0
Other Income (B)	69.9	10.7	17.5	17.3	73.4
Total Income (A+B)	2,052.8	718.0	548.2	497.8	2,216.4
Less:					
Operating expense	1,699.2	588.1	442.3	396.1	1,763.5
Depreciation	16.2	4.2	4.5	3.6	17.2
Finance cost	89.0	32.8	23.1	25.3	111.0
Profit Before Tax	248.4	92.9	78.3	72.8	324.7
Tax	89.1	31.4	22.1	14.1	99.4
Profit After Tax	159.3	61.5	56.1	58.7	225.3

Note: The figures for the corresponding periods have been restated, reclassified, regrouped and rearranged wherever necessary.

Operating review for FY2018 (standalone):

- The Total Operating Income of the Company has witnessed a constrained growth of 8% over FY2017 mainly due to the accounting treatment effected on implementation of the GST.
- The profitability at EBIDTA level has improved by 341 bps mainly due to higher contribution from PPP projects as well as lower contribution from certain EPC projects with comparatively lower margins. However, the higher employee cost and finance cost have resultantly constrained the improvement in PAT by 248 bps.
- The Board has recommended a dividend of ₹ 0.11 per equity share. The declaration of dividend is subject to requisite approvals. The record/book closure dates will be announced in due course.



Summary Balance Sheet (Standalone) (as per Indian Accounting Standards (Ind-AS)):

(₹ in millions)

	31-Mar-2017 (Audited)	31-Mar-2018 (Audited)
Capital & Liabilities		
Equity	393.4	393.9
Other Equity	213.7	684.3
Borrowings	786.0	1,029.2
Provisions	7.4	15.2
Trade Payable	254.5	409.1
Tax Liabilities	138.7	122.9
Other Liabilities	646.0	177.0
Total Capital & Liabilities	2,439.7	2,831.6
Assets		
Fixed Assets	569.2	528.1
Inventories	599.9	636.5
Investments	126.5	128.7
Loans	415.6	638.2
Trade Receivables	300.2	347.4
Other Financial Assets	221.5	329.0
Cash & Bank Balance	72.5	65.6
Other Assets	133.1	157.0
Other Tax Assets	1.0	1.1
Total Assets	2,439.7	2,831.6

Note: The figures for the corresponding periods have been restated, reclassified, regrouped and rearranged wherever necessary.

- The increment in network of the Company by ₹ 471.1 million to ₹ 1,078.2 million at March 31, 2018 is mainly owing to:
 - The transfer of ₹ 225.3 million of surplus of Profit for FY2018, and
 - Addition of ₹ 290.8 million to the Reserves & Surplus towards the difference adjusted of Net Assets transferred to Real Assets Undertaking viz. Nila Spaces Limited.
- The total debt of the Company has increased to ₹ 1,029.2 million. 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.

External credit rating:

CARE Ratings Limited (CARE)		Brickwork Ratings India Pvt Ltd		India Ratings & Research Pvt Ltd (Fitch)	
	March 19, 2018		July 31, 2017		April 13, 2018
Initiated the bank loan rating of the Company at “BBB+” and “A2” (Credit watch with developing implication).		Reaffirmed the bank loan rating of the Company at “BBB+” (Stable) and “A2”.		The Company has since discontinued “BBB” and “A3+” on Rating Watch Evolving (RWE).	



Update on Memorandum of Understanding with Kataria Group:

Under the MoU executed on October 7, 2015 with Kataria Group, the Company has jointly acquired land and developing industrial and logistics parks, units, sheds, plots, residential colonies, and allied infrastructure at various locations situated near the upcoming automobile hub at Bechraji – about 90 kms from Ahmedabad at Gujarat. The two (2) JV entities are actively engaged in procuring various requisite clearances and have selectively started delivering warehouses, dormitory, etc. to the clients – including reputed MNCs.

Update on the Scheme of Demerger:

Hon'ble National Company Law Tribunal Bench Ahmedabad has approved the scheme of arrangement vide its order dated May 09, 2018 whereby the real estate undertaking of the Company shall be transferred to and vested in Nila Spaces Ltd and the shareholders of the Company shall be issued and allotted 1 (one) equity share of ₹ 1/- each of Nila Spaces Ltd. against every 1 (one) equity share of ₹ 1/- each held by them in the Company. For the purpose of determining entitlement the Company has fixed June 15, 2018 as the Record Date. The equity shares of Nila Spaces Ltd. so allotted shall thereafter be listed at BSE Limited and National Stock Exchange of India Ltd.

About Nila Infrastructures Limited

Incorporated in the year 1990, Nila Infrastructures Limited (the “Company”) has been promoted by first-generation promoters, Mr. Manoj B. Vadodaria and Mr. Kiran B. Vadodaria. The Company is a well-established player in developing Civic Urban Infrastructure Projects on EPC, Turnkey, PPP Mode, as well as Private White Label Construction and Industrial Infrastructure Projects. It also has a long track record of developing and marketing own Real Estate Projects with varied spectrum ranging from Affordable Housing to Luxurious Housing. The Company is registered as Special Category-I Buildings Class and pre-approved contractor with various civic bodies as well as established corporate real estate players. The quality management system of the Company is ISO 9001:2015 accredited. The Company has major presence in Gujarat and has expanded footprint into Rajasthan. The major clientele include Ahmedabad Municipal Corporation (AMC), Government of Rajasthan, EPIL (a Mini-Ratna Company of GoI), Adani Group, etc. The Company possesses excellent track record of profitability, dividend distribution and has accumulated strong capital reserve base. The total confirmed unexecuted Order Book at March 31, 2018 was ₹ 5,178.4 million towards construction of about 6.4 million sq. ft. super builtup area; that includes 10,792 units of affordable housing. The book-to-bill ratio >2 provides creditable revenue visibility. To know more about the Company, please visit www.nilainfra.com

Safe harbor Statement

All financial and other information in this release, other than financial and other information for specific subsidiaries/JVs/Associate where specifically mentioned, is on an unconsolidated basis for Nila Infrastructures Limited only unless specifically stated to be on a consolidated basis for Nila Infrastructures Limited and its subsidiaries/JVs/Associate. Please also refer to the statement of



unaudited unconsolidated results required by Indian regulations that has, along with this release, been filed with the stock exchanges where Nila Infrastructures Limited's equity shares are listed, and is available on our website www.nilainfra.com

Except for the historical information contained herein, statements in this release which contain words or phrases such as 'will', 'expected to', etc., and similar expressions or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to, the actual growth in demand for real estate, infrastructure, etc. construction and other construction activities and services in the geographies that we operate or where a material number of our customers reside, our ability to successfully implement our strategy, including our selecting apt Project, getting possession of site within stipulated time, executing the Project as per stipulated schedule, employing and deploying sufficient skilled/unskilled manpower, and manage the risks associated with timely sales and collection to achieve our strategic and financial objectives, our ability to manage the increased complexity of the risks we face following our rapid growth, future levels of profit margins, our growth and expansion in affordable housing and other urban infrastructure related sectors, the adequacy of our allowance for low-margin infrastructure business, technological changes, our ability to get into new markets, cash flow projections, the outcome of any legal, tax or regulatory proceedings against us or we become a party to, the future impact of new accounting standards, our ability to implement our dividend policy, the impact of changes in real-estate/infrastructure related regulations and other regulatory changes on us, the capital market and bank credit leniency and availability of liquidity amongst the investor community in these markets, the nature or level of profit margins, cost escalations from time to time, availability of raw materials e.g. cement, steel, etc., including the possibility of increasing rates of raw materials, our ability to roll over our short-term funding sources and our exposure to credit, market and liquidity risks as well as other risks that are detailed in the reports filed by us with the statutory authorities. Nila Infrastructures Ltd undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

This release does not constitute an offer of securities.

For more Information please contact:

Nila Infrastructures Limited (CIN: L45201GJ1990PLC013417) Valorem Advisors

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