



## 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 at AMSEC Conference

<b>Date of the Meeting</b>	December 01, 2016
<b>Type of Meeting</b>	Group
<b>Institutional Analysts/ Representatives/ Participants</b>	Mr. Amey Sathe - Tata Mutual Fund Mr. Dhiraj Sachdev - HSBC Mutual Fund Mr. Atul Mehra - Motilal Oswal Mutual Fund Mr. Aakash Manghani – BOI AXA Investment Managers Mr. Kahlil Randeria – New Horizon Investments Mr. Rohan Koshy - New Horizon Investments
<b>Company Representations</b>	Mr. Himanshu Bavishi – President (Finance)
<b>Did discussion involved revealing any Unpublished Price Sensitive Information</b>	No
<b>Gist of Discussions</b>	<p>Copies of Investor Presentation – November 2016 and unaudited financial results for the second quarter / half year ended on September 30, 2016 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>Briefing was given about 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>Company's Order book size as on 30.09.2016, opportunities in market and growth drivers enumerated under Investor Presentation – November 2016 were discussed.</li> <li>The Company operates in Gujarat - the growth engine of Indian economy, and Rajasthan - the sunrise state for Civic Urban Infrastructure.</li> <li>Financials and credit rating of bank facilities of the Company as enumerated in Investor Presentation – November 2016 were discussed.</li> <li>The Company has entered into MoU with the Government of Rajasthan for construction of civic urban infrastructure projects including affordable housing.</li> <li>The Company has entered into MoU with the Kataria Group of Ahmedabad for acquisition of land and development of industrial and logistic parks near Bechraji, Gujarat.</li> <li>Dividend Track record of the Company was discussed.</li> </ul>
<b>Any other Comments</b>	No