



NILA INFRASTRUCTURES LIMITED

Registered Office: First Floor, Sambhaav House; Opp: Chief Justice's Bungalow, Bodakdev, Ahmedabad – 380015
CIN: L45201GJ1990PLC013417; **Tel:** 079-40036817/18; **Fax:** 079-30126371; **Website:** www.nilainfra.com

=====

Recording of discussion with Institutional Analyst Meet

Date of the Meeting	February 21, 2017
Type of Meeting	One to One
Institutional Analysts/ Representatives/ Participants	Mr. Naveen Venkataramani - Wellington Management Company LLP Mr. Kabir Thakur - NuvoChrysCapitalAdvisors Pvt Ltd Mr. Sandeep Raina - Edelweiss Financial Advisors Ltd
Company Representations	Mr. Deep S. Vadodaria – Chief Operating Officer Mr. Himanshu Bavishi – President (Finance)
Did discussion involved revealing any Unpublished Price Sensitive Information	No
Gist of Discussions	<p>Copies of Investor Presentation – February 2017 and financial results for the third quarter and nine months ended on December 31, 2016, 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">• Briefings were given about the Promotes, Board of Directors and Management Team of the Company.• 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.• 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 corporates.• The Company reported standalone turnover of Rs.508 million and Profit after Tax of Rs.56 million for the third quarter ended on 31.12.2016.• The Company has geographic presence at Gujarat and Rajasthan.• 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.• The Company has also been awarded work of constructing Medical College at Barmer, Rajasthan and thereby the Company can foray into healthcare related infrastructure segment.• The Company has total unexecuted order book worth Rs. 3,013.70 million as on December 31, 2016.• The promoters hold ~62% of total share capital of the Company and no share of promoter is pledged or encumbered.
Any other Comments	No