



## 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](http://www.nilainfra.com)

### Recording of discussion with Analysts and Institutional Investors

Date of the Meeting	September 22, 2016
Type of Meeting	Group Meeting
Attendees:	
Investors/Analysts	Mr. Kunal Patel - Shearwater Investment Management Mr. Aveek Mitra - Aveksat Financial Advisory Mr. Abhishek Anand - Centrum Broking Limited Mr. Rishabh Bothra - JHP Securities Private Limited Mr. Anzar Sareshwala - H G Hawa & Co. Mr. Vaibhav Chowdhry - KRChoksey Shares and Securities Private Limited Mr. Vishal Mittal - Altais Advisors Private Limited Mr. Hemant Thillaisthanam - Elysium Investment Advisors LLP
Company Representations	Mr. Prashant H. Sarkhedi, Chief Finance Officer Mr. Himanshu Bavishi, President (Finance) Mr. Dipen Y. Parikh, Company Secretary
Did discussion involved revealing any Unpublished Price Sensitive Information	No
Gist of Discussions	<p>Copies of Investor Presentations – August 2016, already submitted to the stock exchanges, were placed before the attendees for their ready reference and following discussion thereon took place.</p> <ul style="list-style-type: none"> <li>The Company is into the business of execution of EPC, PPP projects, mainly into affordable housing, of Government and private white label contracts. The Company is also into its own real estate activities.</li> <li>The Company has geographic presence at Gujarat and Rajasthan. The Company has entered into an MOU with the Government of Rajasthan during the Resurgent Rajasthan Partnership Summit. The unexecuted confirmed order-book of the Company at June 30, 2016 was ` 228 crore out of which ` 109 crore order book belongs to Rajasthan. Post that the Company has been awarded work of constructing Medical College at Barmer, Rajasthan worth ` 87.46 crore comprising construction of 3,00,000 sq. ft.</li> <li>Company's financials for FY2016 and Q1-FY2017 were explained.</li> <li>The Company has entered into an MOU with well reputed Kataria Group at Ahmedabad to jointly work for acquiring land and developing industrial parks and units at various locations at Bechraji, 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.</li> </ul>



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Any other Comments	No