



## 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 Meet

<b>Date of the Meeting</b>	March 06, 2017
<b>Type of Meeting</b>	One to One
<b>Institutional Analysts/ Representatives/ Participants</b>	Mr. Apoorva Shah, Fund Manager – DSP BlackRock Investment Managers Pvt. Ltd. Mr. Rashesh Jain, Asst. Vice President - DSP BlackRock Investment Managers Pvt. Ltd.
<b>Company Representations</b>	Mr. Kiran B. Vadodaria – Joint Managing Director Mr. Deep S. Vadodaria – Chief Operating Officer Mr. Prashant H. Sarkhedi – Chief Finance Officer 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Did discussion involved revealing any Unpublished Price Sensitive Information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 – February 2017 and financial results for the third quarter and nine months ended on December 31, 2016 along with annual reports 2015-16, 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"><li>• Briefings were given about the Promotes, 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 meaningful Civic Urban Infrastructure player.</li><li>• The Company is into the business of execution of EPC, EPC+PPP, and PPP projects, mainly into affordable housing (Infrastructure) of Government. The Company also executes Civic Urban Infrastructure projects e.g. Medical College campus, Multilevel Parking, BRTS Stations, etc. as well as certain private white label contracts. The Company is also into own real estate activities. The Company owns immovable properties in prime location and has leased certain offices to renowned corporates on long term basis.</li><li>• The Company has geographic presence at Gujarat and Rajasthan.</li><li>• The Company has total unexecuted order book worth Rs. 3,013.70 million as on December 31, 2016.</li><li>• The Company has also been awarded work of constructing Medical College at Barmer, Rajasthan and thereby the Company will have technical pre-qualification to execute medical/healthcare related infrastructure construction contracts.</li><li>• The overall business opportunities catalysed due to accordance of “Infrastructure” status to Affordable Housing, and other Civic Urban Infrastructure booster initiatives e.g. Smart Cities, Housing For All by 2022 Mission, etc. were discussed.</li><li>• The Financial model of the Company was explained and the financials were discussed. The status of subsidiary, JV, affiliate were discussed.</li><li>• 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.</li></ul>
<b>Any other Comments</b>	No