



**NILA  
INFRASTRUCTURES  
LIMITED**

Nila/Cs/2022/13  
Date: 14-February-2022

To,  
The General Manager  
Department of Corporate Services  
**BSE Limited**  
Phirozee Jeejeebhoy Tower,  
Dalal Street, Mumbai - 400 001

To,  
The Manager  
Listing Department  
**National Stock Exchange of India Ltd.**  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex, Mumbai - 400 051

**Scrip Code: 530377**

**Scrip Symbol: NILAINFRA**

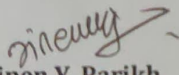
Dear Sir,

**Subject: Investor Presentation of Nila Infrastructures Limited - February 2022**

We hereby submit a copy of Investor Presentation of Nila Infrastructures Limited - February 2022 and request the exchanges to take the same on record and disseminate for the information of the investors.

The same is also available at the website of the company at [www.nilainfra.com](http://www.nilainfra.com) which may please be noted.

Thanking you,  
Yours faithfully  
For, Nila Infrastructures Limited

  
**Dipen Y. Parikh**  
Company Secretary



Encl: a/a

**Registered Office:**  
1st floor, Sambhaji House  
Opp. Chief Justice's Bungalow  
Bodadkei, Ahmedabad 380015  
Tel: +91 79 4002 0617 / 16, 0687 0208  
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e-mail: [info@nilainfra.com](mailto:info@nilainfra.com)

# RESILIENCE

For a Sustainable Future

INVESTOR PRESENTATION | FEBRUARY 2022

## Company Overview

- Nila Infrastructures Ltd. established in 1990, initially operating as a city-based realtor, has now transformed into a diversified urban Infrastructure entity operating in Gujarat and Rajasthan.
- It is listed on the BSE + NSE and has a market cap of **~INR 2,832.1 Mn as on 31 December, 2021**.
- The company has since demerged its Real Estate business into a separate, independent entity viz. “Nila Spaces Ltd (BSE:542231, NSE:NILASPACES)”.

## Business Mix

### Infrastructure

- Main focus is on Affordable Housing projects. Total 8,739 units have been delivered
- Diversified execution capabilities in Urban Infrastructure projects such as Medical Colleges, Bus Ports, BRTS Stations, Multi-Level Parking Facilities, etc.
- In addition, the company also undertakes commercial and industrial construction orders for selected reputed corporate developers.



## Key Projects

- Slum Rehabilitation Projects – Construction of 1,664 residential units and 30 shops in Ahmedabad.
- Redevelopment of old City bus stations as new-age Bus Ports at Amreli and Modasa
- Medical College Campus and Residences at Barmer, Rajasthan for 100 MBBS admission annually.
- Romanovia Industrial and Logistics Park and Kent Residential & Industrial Park – Industrial development spread across 300 acres near Becharaji, Gujarat.

## FY2021 Financial Highlights (Consolidated)

Operating Revenue INR 969 Mn	EBITDA INR 98 Mn	PAT INR (6) Mn
Y-o-Y Growth (60.21)%	EBITDA Margins 10.11%	PAT Margins NA



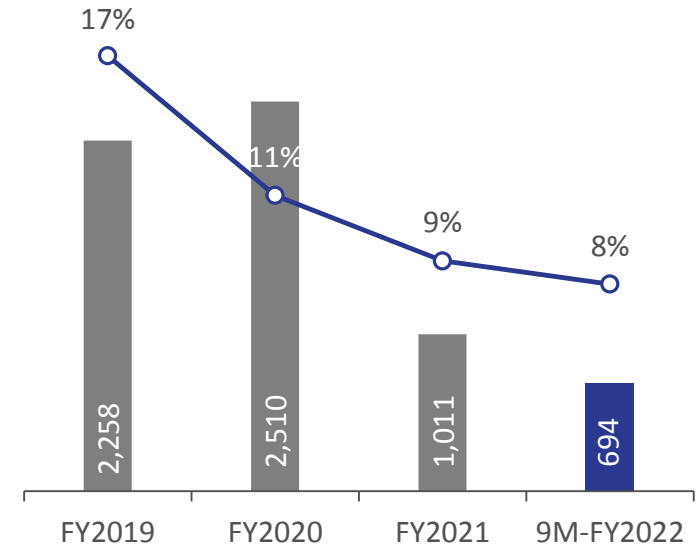
## COMPANY OVERVIEW

# Company Overview – Nila Infrastructures Ltd.

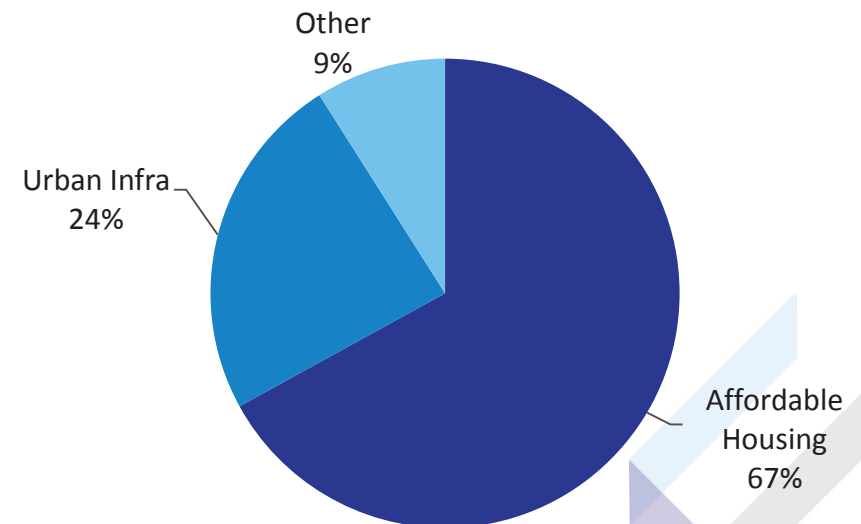


- A flagship unit of the Ahmedabad based Sambhaav Group, Nila Infrastructures Limited is one of Gujarat’s leading companies engaged in urban infrastructure development on PPP basis.
- The Company forayed into the infrastructure space in 2008 with the award for fabricating and decorating 720 bus stops for AMTS in Ahmedabad.
- The Company has developed a unique business model of construction of Affordable Housing Projects, and development of various urban infrastructure.
- The latest initiative of the Company is at Becharaji, Gujarat, an emerging auto and industrial hub, where it is developing Industrial, Logistics Parks and Residential infrastructure on a land bank of ~300 acres.
- The Company has an order book of **INR 6,803.2 Mn as on December 31, 2021.**

**Operational Revenue (INR Mn) and EBITDA Margin\* (%)**



**Revenue break-up for FY2021\***



\*Standalone (As per IND-AS)



## 1990 - 1995

- Incorporated & commenced Business in 1990
- IPO in 1995



## 1996 - 2005

- Commenced building of land bank at economical rates for the development of real estate projects



## 2006 - 2009

- First Urban Development Project: 260 decorative Bus Shelters for AMC Repeat order of further 460
- Designed 28 BRTS stations for AMC and won further orders
- Launched first major Affordable Housing Project "Asmaakam"



## 2010 - 2013

- Launched 3 major housing schemes - Anvayaa, Anaahata and Atuulyam
- Won a project to construct Industrial Structures at RJD Textile Park in Surat
- Ventured into Private White Label EPC of townships



## 2014 - 2021

- AMC awarded contract for Affordable Housing under Mukhya Mantri Avas Yojana, Multi Level Parking, SRA
- Rajasthan Government, VUDA award projects for Affordable Housing, EPIL, Urban Infrastructure
- Listing on NSE
- Infusion of further equity through Private Placement
- Demerger of Real Estate business into NILA Spaces Ltd.
- Successful transition of business model from EPC to PPP



## Project Diversity

- Affordable Housing Projects, Slum Rehabilitation Projects, Multilevel Parking, Medical College Campus, BRTS Stations, Office/Commercial Complex.
- Diversified geographical mix across Gujarat and Rajasthan.
- Constructs low-complexity civil structures for meritorious civic authorities and reputed corporates.

## Financial Strength

- Superior margins that are above industry average.
- Well capitalized, consistently maintained debt-equity ratio below **1**.
- Investment Grade Credit Rating - **Brickwork: BBB+ (Stable) / A2**
- Healthy and well-diversified order book of **INR 6,803.2 Mn.**
- Had consistently paid dividend for 9 years, in past.

## Execution Proficiency

- The company has delivered **8,739 units** under the Affordable Housing Scheme.
- Established track record in satisfactorily delivering real estate projects aggregating to **10+ Mn sq. ft.**
- Constructed 72% of BRTS bus stations.
- Impeccable record of project execution and completion.

## Professional Team

- One of the most reputed Business Groups in Gujarat with Brand Goodwill of **31+** years.
- An experienced professional senior management team and Board of Directors who are dedicated to Strong Corporate Governance with a deep understanding of the government and regulatory mechanism.
- Over the years built a passionate and well-trained managerial & technical work force.

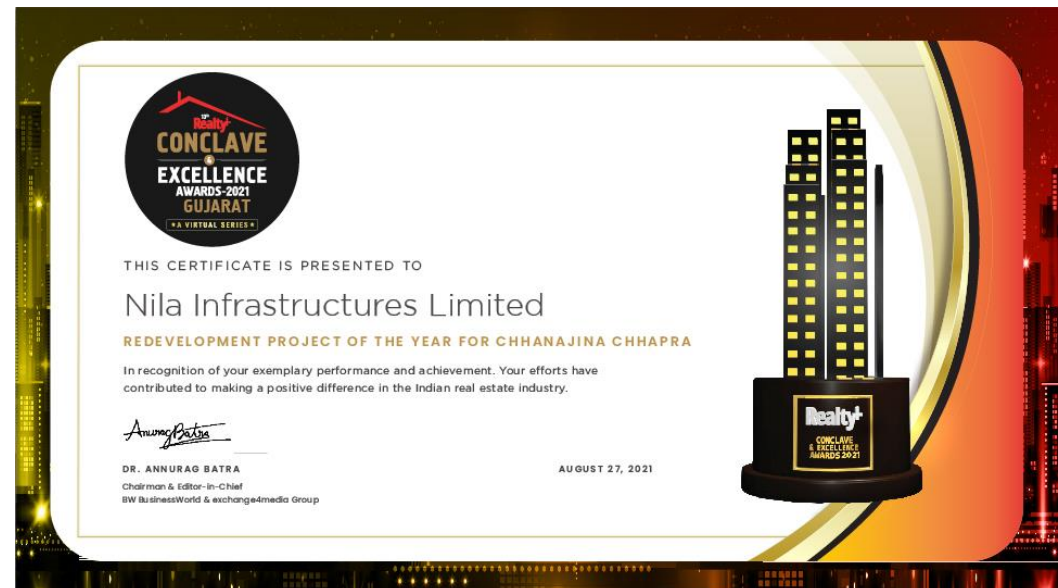


## Awarded “The Redevelopment Project of the Year” at the Realty+ Awards

### 2019 - Giridharnagar Slum



### 2021 - Chhanajina Chhapra





## Mr. Manoj B. Vadodaria – CMD

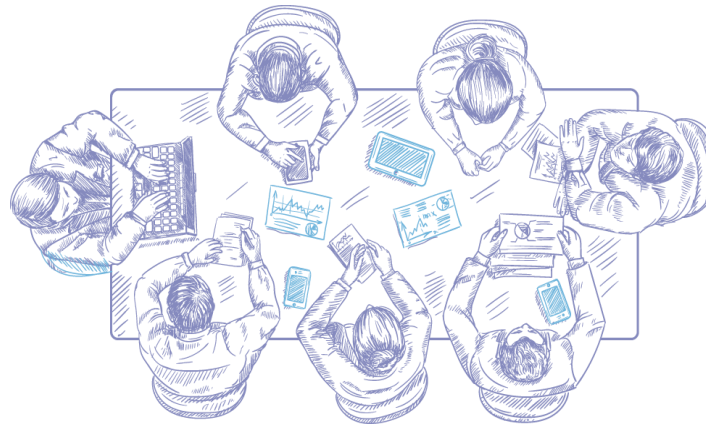
- 40+ years of experience, knowledge, and insight in the construction industry; transformed Nila from a city-based realtor to a meaningful civic urban infrastructure player
- Tremendous spirit and execution capabilities are what distinguish him from others, and the driving force in taking Nila towards new horizons

## Mr. Kiran B. Vadodaria – Director

- B.E. (Mechanical) from L.D. Engineering College, currently the Chairman and Managing Director of Sambhaav Media Ltd
- Past experience includes being the non-executive part time Director of the United Bank of India, President of the Gujarat Daily Newspaper Association

## Mr. Dilip D. Patel – Director

- Has business consulting experience of 30+ years and is the Founder faculty of S.P. Jain Institute of Management Research
- Provided consultation services to a large number of Indian and multinational companies including training of senior managers



## Ms. Foram B. Mehta – Director

- Possesses wide knowledge in the field of brand conceptualization and marketing management; worked with Hindustan Unilever Ltd., Tata Teleservices Ltd., Atharva Telefilms Pvt. Ltd., JP Group and Tashee Group
- Holds an MDP degree from IIM, Ahmedabad and a BE Chemical degree from the Nirma University, Ahmedabad

## Mr. Shyamal S. Joshi – Director

- 43+ years of senior level financial management experience in manufacturing and trading corporations
- Expansive experience in financial planning, funding, taxation and accounting and has served numerous renowned companies. Fellow member of the Institute of Chartered Accountants of India

## Mr. Revant A. Bhatt – Director

- Extensive experience of real estate and construction sector of more than a decade varying in different segments including Business Management, Legal, Litigations, Compliances, Marketing & Sales, Communication and PR
- He has graduated in Economics and done diploma in International Relations from University of Pune

# Key Management Personnel

## Deep Vadodaria - Chief Operating Officer

- An original thinker with an immense reasoning power. With a problem-solving attitude, he addresses complex issues in his own distinctive manner with excellent operational and project execution skills, he is driving the company to new horizons
- His idiosyncratic leadership style is structured on a well-define moral code and provides for an excellent teamwork. He has embedded a culture of review, responsibility and shared accountability to achieve high standards for all

## Jignesh Patel – President (Project Mgmt. & Strategies)

- A civil engineer with a vast experience of 25+ years in the field of construction, project execution and project management
- He is a creative individual and has made significant contributions to the company with his innovative and analytical abilities as well as his problem-solving skills

## Rajendra Sharma – President (Business Development)

- A law graduate with rich experience of 30+ years, in wide variety of professional areas e.g. business development, liaising, land & capital market related matters, finance & accounts, law, banking, etc
- He is a specialist at predicting the trends of customer behavior. A fundamentally non-conformist professional, enjoys developmental activities

## Prashant Sarkhedi - Chief Finance Officer

- A professional with about three decades of experience in finance, accounting, fund raising and general management
- He is a disciplinarian, has in-depth knowledge and insight on diverse subject matters and possesses excellent organizational and motivational skills



## Ritesh Parikh - Industrial Projects Head

- A civil engineer with 20+ years of experience in the field of industrial construction as well as project execution and management
- His logical inputs, tenacious nature and organizational capabilities continue to benefit the Company

## Dipen Parikh - Company Secretary

- Has 10+ years of experience of secretarial practice, corporate laws and general legal affairs
- His exceptional enthusiasm towards his duties, wise inputs and dedication towards his responsibilities make him an asset to the Company

## Himanshu Bavishi - Group President (Finance)

- A wise strategist and growth catalyst with 20+ years of professional experience in retail and corporate finance, investment banking, debt syndication, M&A, Investor Relations, etc
- Has immense decision making abilities, is stimulated by challenges and works as a Change Agent



## FINANCIAL & OPERATIONAL HIGHLIGHTS

# 9M/Q3-FY2022 Financial Highlights

## 9M-FY2022 Standalone Financial Performance

<b>INR 694 Mn</b> Income from Operations	<b>INR 58 Mn</b> EBITDA
<b>INR 13 Mn</b> Net Profit	<b>INR 0.03/share</b> Diluted EPS (Not Annualized)

## 9M-FY2022 Consolidated Financial Performance

<b>INR 625 Mn</b> Income from Operations	<b>INR 57 Mn</b> EBITDA
<b>INR (9) Mn</b> Net Profit	<b>INR (0.02)/share</b> Diluted EPS (Not Annualized)

## Q3-FY2022 Standalone Financial Performance

<b>INR 246 Mn</b> Income from Operations	<b>INR 21 Mn</b> EBITDA
<b>INR 7 Mn</b> Net Profit	<b>INR 0.019/share</b> Diluted EPS (Not Annualized)

## Q3-FY2022 Consolidated Financial Performance

<b>INR 234 Mn</b> Income from Operations	<b>INR 22 Mn</b> EBITDA
<b>INR 2 Mn</b> Net Profit	<b>INR 0.01/share</b> Diluted EPS (Not Annualized)

# 9M/Q3-FY2022 Operational Highlights

- Q3-FY2022 Turnover has reduced on Q-o-Q and Y-o-Y basis due to the Second-wave of COVID-19 pandemic induced disorder including delay in commencement of new projects as well as heavy-monsoon restricted the operations.
- Q3-FY2022 TOI has increased on Q-o-Q basis mainly due to lower base effect, while reduced on y-o-y basis.
- 9M-FY2022 Turnover and TOI have increased on y-o-y basis mainly due to lower base effect.
- The profitability at EBIDTA level is substantially positive mainly due to the lower-base in 9M-FY2021 mainly due to cessation of income, while the overheads were being incurred.
- The project/operations cost has reduced mainly due to execution of favorable product-mix amongst PPP and EPC.
- Q3-FY2022 Employee cost has reduced on Q-o-Q and Y-o-Y basis commensurate to reduction in total employees.
- 9M-FY2022 Employee cost has increased marginally on account of certain employee welfare measures.
- Q3-FY2022 Other cost has increased on Q-o-Q and Y-o-Y basis mainly due to reversal of ECL calculation towards Debtors during earlier Quarters.
- 9M-FY2022 Other cost has reduced marginally mainly due to reversal of ECL calculation towards Debtors during this period.
- The depreciation and amortization expense is stable/marginally increased commensurate to the increase in the (fixed) assets.
- The Finance cost has reduced mainly due to reduction in debt/overall utilization of fund-based limits as well as availment of WCTL under ECLGS 2.0 with subsidized/restricted Rate of Interest.
- The overall increment in Turnover has increased PBT, which has also spilled over at PAT level.
- Net worth has increased corresponding to the PAT on account of 100% ploughing-back-of-profit.
- The total debt has reduced by INR 239.1 Mn in 9M-FY2022.
- The Company's account is "**Standard**" with all the lenders.
- None of the Bank **Guarantees** submitted by the Company has ever been invoked by any Principal/Client.

# Quarterly Financial Performance – Standalone (IND-AS)

Particulars (INR Mn)	Q3-FY2022	Q3-FY2021	Y-o-Y	Q2-FY2022	Q-o-Q
Income from Operations	246	341	(27.9)%	245	0.4%
Operating Expenses	225	301	(25.2)%	229	(1.7)%
EBITDA	21	40	(47.5)%	16	31.3%
<b>EBITDA Margin (%)</b>	<b>8.54%</b>	<b>11.73%</b>	<b>(319) Bps</b>	<b>6.53%</b>	<b>201 Bps</b>
Finance Cost	35	42	(16.7)%	41	(14.6)%
Depreciation	5	5	NA	5	NA
Other Income	29	37	(21.6)%	35	(17.1)%
<b>Profit Before Tax</b>	<b>10</b>	<b>30</b>	<b>(66.7)%</b>	<b>5</b>	<b>100.0%</b>
Taxation	3	11	(72.7)%	2	50.0%
<b>Profit After Tax</b>	<b>7</b>	<b>19</b>	<b>(63.2)%</b>	<b>3</b>	<b>NA</b>
<b>PAT Margin (%)</b>	<b>2.55%</b>	<b>5.03%</b>	<b>(248) Bps</b>	<b>1.07%</b>	<b>148 Bps</b>
Other Comprehensive Income	1	-	NA	-	NA
<b>Total Comprehensive Income</b>	<b>8</b>	<b>19</b>	<b>(57.9)%</b>	<b>3</b>	<b>NA</b>
Diluted EPS (INR) (Not Annualized)	0.019	0.05	(62.0)%	0.008	NA



# YTD Financial Performance – Standalone (IND-AS)

Particulars (INR Mn)	9M-FY2022	9M-FY2021	Y-o-Y
Income from Operations	694	641	8.3%
Operating Expenses	636	640	(0.6)%
EBITDA	58	1	NA
<b>EBITDA Margin (%)</b>	<b>8.36%</b>	<b>0.16%</b>	<b>820 Bps</b>
Finance Cost	117	121	(3.3)%
Depreciation	14	13	7.7%
Other Income	92	86	7.0%
<b>Profit Before Tax</b>	<b>19</b>	<b>(47)</b>	<b>NA</b>
Taxation	6	(9)	NA
<b>Profit After Tax</b>	<b>13</b>	<b>(38)</b>	<b>NA</b>
<b>PAT Margin (%)</b>	<b>1.65%</b>	<b>NA</b>	<b>NA</b>
Other Comprehensive Income	1	-	NA
<b>Total Comprehensive Income</b>	<b>14</b>	<b>(38)</b>	<b>NA</b>
Diluted EPS (INR) (Not Annualized)	0.03	(0.10)	NA

# Quarterly Financial Performance– Consolidated (IND-AS)

Particulars (INR Mn)	Q3-FY2022	Q3-FY2021	Y-o-Y	Q2-FY2022	Q-o-Q
Income from Operations	234	296	(20.9)%	245	(4.5)%
Operating Expenses	212	253	(16.2)%	228	(7.0)%
<b>EBITDA</b>	<b>22</b>	<b>43</b>	<b>(48.8)%</b>	<b>17</b>	<b>29.4%</b>
<b>EBITDA Margin (%)</b>	<b>9.40%</b>	<b>14.53%</b>	<b>(513) Bps</b>	<b>6.94%</b>	<b>246 Bps</b>
Finance Cost	31	42	(26.2)%	42	(26.2)%
Depreciation	5	5	NA	5	NA
Other Income	20	32	(37.5)%	31	(35.5)%
Share in profit of joint venture and associate (net of tax)	(2)	(4)	NA	(5)	NA
<b>Profit Before Tax</b>	<b>4</b>	<b>24</b>	<b>(83.3)%</b>	<b>(4)</b>	<b>NA</b>
Taxation	2	8	(75.0)%	1	100%
<b>Profit After Tax</b>	<b>2</b>	<b>16</b>	<b>(87.5)%</b>	<b>(5)</b>	<b>NA</b>
<b>PAT Margin (%)</b>	<b>0.79%</b>	<b>4.88%</b>	<b>(409)Bps</b>	<b>NA</b>	<b>NA</b>
Other Comprehensive Income	1	-	NA	-	NA
<b>Total Comprehensive Income</b>	<b>3</b>	<b>16</b>	<b>(81.3)%</b>	<b>(5)</b>	<b>NA</b>
Diluted EPS (INR) (Not Annualized)	0.01	0.04	(75.0)%	(0.01)	NA

# YTD Financial Performance – Consolidated (IND-AS)

Particulars (INR Mn)	9M-FY2022	9M-FY2021	Y-o-Y
Income from Operations	625	596	4.9%
Operating Expenses	568	591	(3.9)%
EBITDA	57	5	NA
<b>EBITDA Margin (%)</b>	<b>9.12%</b>	<b>0.84%</b>	<b>828 Bps</b>
Finance Cost	113	121	(6.6)%
Depreciation	14	13	7.7%
Other Income	74	77	(3.9)%
Share in profit of joint venture and associate (net of tax)	(11)	(13)	NA
<b>Profit Before Tax</b>	<b>(7)</b>	<b>(65)</b>	<b>NA</b>
Taxation	2	(12)	NA
<b>Profit After Tax</b>	<b>(9)</b>	<b>(53)</b>	<b>83.0%</b>
<b>PAT Margin (%)</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
Other Comprehensive Income	1	-	NA
<b>Total Comprehensive Income</b>	<b>(8)</b>	<b>(53)</b>	<b>NA</b>
Diluted EPS (INR) (Not Annualized)	(0.02)	(0.13)	NA

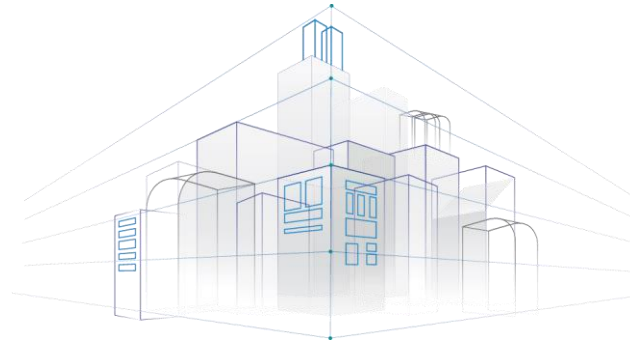


BUSINESS MIX



- Affordable Housing
- Urban infrastructure
- Private White Label Construction
- Industrial Development

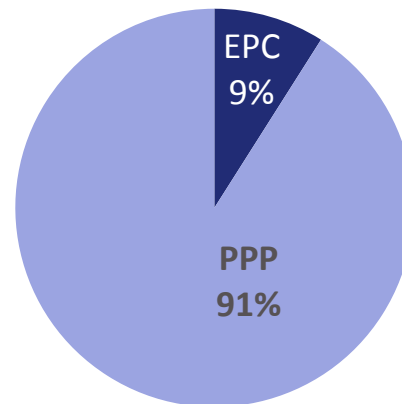
- Slum Rehabilitation and Redevelopment
- Development of Bus Ports



### At Rajasthan:

- The Company is paid for the cost of construction on milestone achievement basis
- The added upside of *free-of-cost* Project land (25%) on completion of the Project

### Total Order-book break up



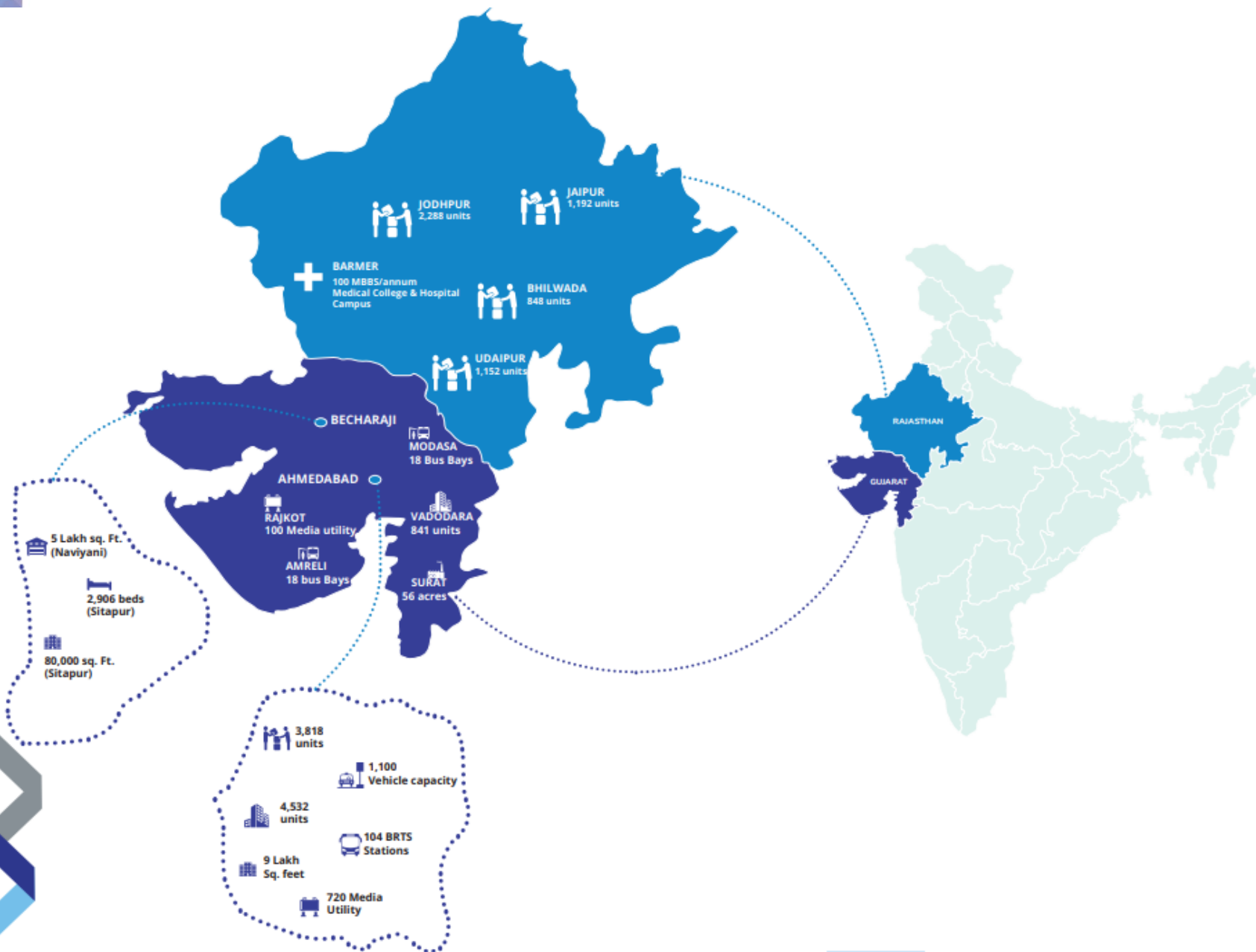
### Slum Rehabilitation and Redevelopment:

- Transferable Development Rights (TDRs) and/or
- Balance Vacant Land

### Bus Port:

- Commercial facility as a part of Bus Terminal
- Commercial facility over-and-above the Bus Terminal

# Projects and Geographic diversity



- BRTS
- BUS PORT
- COMMERCIAL & OFFICE COMPLEX
- DORMITORY
- EPC PROJECT
- INDUSTRIAL DEVELOPMENT
- MEDIA UTILITY
- MEDICAL CAMPUS
- MULTI-STORIED PARKING
- PPP PROJECT
- WAREHOUSE

MAP NOT TO SCALE



				
<p>Ahmedabad Municipal Corporation (AMC)</p>	<p>Applewoods Estate Pvt Ltd</p>	<p>Engineering Projects India Ltd (a <i>Mini Ratna</i>) (EPIL)</p>	<p>Venus Infra</p>	<p>Ahmedabad Urban Development Authority (AUDA)</p>
				
<p>Vadodara Urban Development Authority (VUDA)</p>	<p>Adani Group</p>	<p>Gujarat State Road Transport Corporation (GSRTC)</p>	<p>Rajasthan Avs Vikas &amp; Infrastructure Ltd (RAVIL)</p>	<p>Vyapti Group</p>

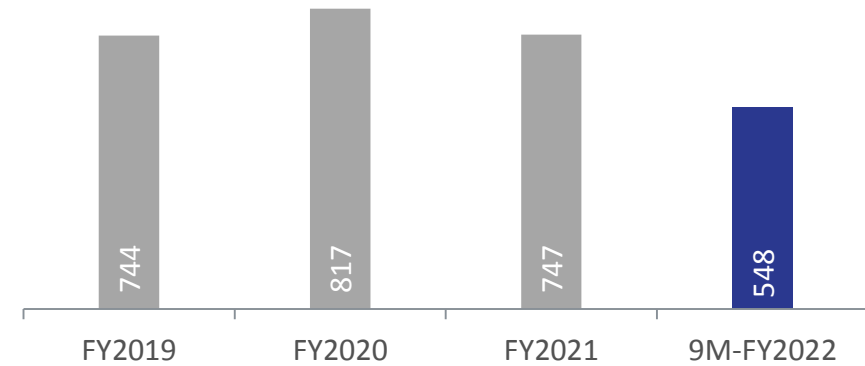


INFRASTRUCTURE – AFFORDABLE HOUSING

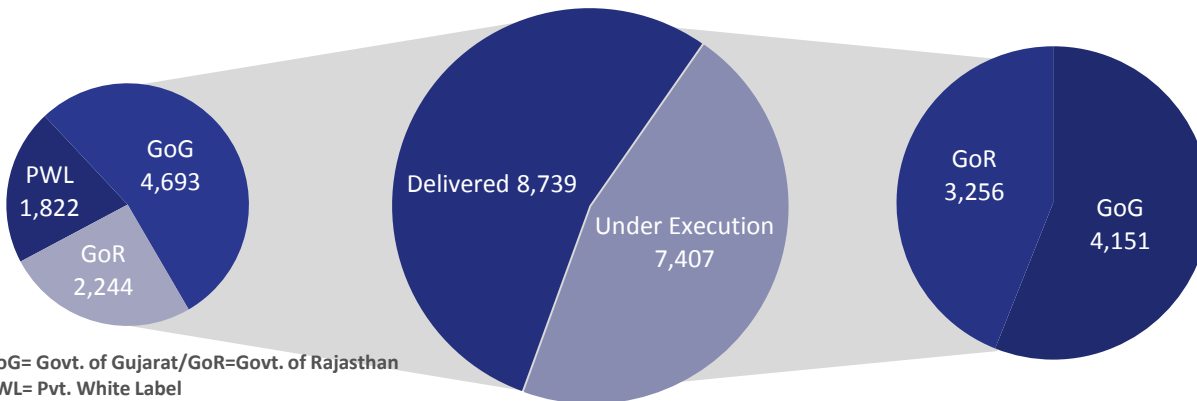
# Affordable Housing – Overview

- The company was one of the first to venture into the Affordable Housing scheme in 2012 and is now a **specialist** in this segment.
- The company engages in the development of projects for EWS, LIG, and MIG sections in addition to participating in Slum Rehabilitation Projects.
- The company is leveraging its core competency and has built a significant PPP order book where the remuneration is superior for long term sustainable growth.
- **GUJARAT:** Execution of Affordable Housing projects for cash rich entities like AMC, AUDA, VUDA, Adani Group etc.:
  - Constructing ~1.8 Mn sq. ft. aggregating 4,151 units of Affordable Housing.
  - Delivered ~6,515 flats = 2.8 Mn sq. ft. Built Up Area.
- **RAJASTHAN:** Executed MoU with Government of Rajasthan under “Resurgent Rajasthan Partnership Summit”:
  - Constructing ~1.4 Mn sq. ft. aggregating 3,256 units of Affordable Housing at Jodhpur, Jaipur (4 sites), and Bhilwara.
  - Delivered ~2,224 flats = 1.0 Mn sq. ft. Built Up Area.

Revenue from Affordable Housing (INR Mn)



Order book of 7,407 of Affordable Housing units under development



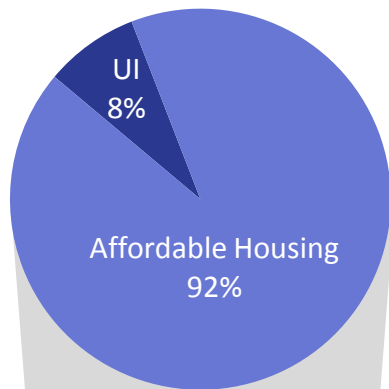
GoG= Govt. of Gujarat/GoR=Govt. of Rajasthan  
PWL= Pvt. White Label

Total Affordable Housing undertaken 16,146 Units

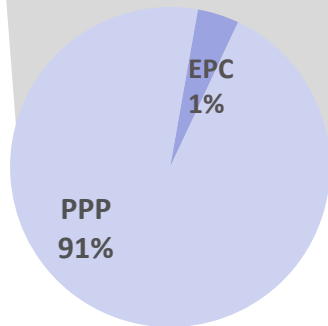
# Order Book for Affordable Housing at 31<sup>st</sup> December 2021

Name of the Project	Business Model	Location	Govt / Private	Total units to be constructed	Project Status	Total Value (INR Mn)*	Completed	Balance (INR Mn)*
HNC Sabarmati (5)	PPP	Ahmedabad	GOVT	2,198	WIP	2,834.8	2.4%	2,766.3
Sonariya Block	PPP	Ahmedabad	GOVT	858	WIP	1,114.8	4.6%	1,063.5
IC Vijaymill MHQ (8)	PPP	Ahmedabad	GOVT	348	WIP	497.9	10.9%	443.5
Jodhpur – JoDA	PPP	Jodhpur	GOVT	1,216	WIP	504.0	32.7%	339.1
Khokhara OSQ (6)	PPP	Ahmedabad	GOVT	448	WIP	453.3	25.5%	337.6
KJP – JDA	PPP	Jaipur	GOVT	384	TBI	223.4	-	223.4
AV5&6 – JDA	PPP	Jaipur	GOVT	316	TBI	181.8	-	181.8
SN2-6 - JDA	PPP	Jaipur	GOVT	256	TBI	148.9	-	148.9
LNC Behrampura (3)	PPP	Ahmedabad	GOVT	105	WIP	124.1	0.6%	123.3
RNC Gulbai-Tekra (4)	PPP	Ahmedabad	GOVT	89	WIP	110.9	1.2%	109.6
AV1&2 – JDA	EPC	Jaipur	GOVT	236	WIP	139.4	33.8%	92.3
BOB Paldi (11)	PPP	Ahmedabad	GOVT	91	WIP	154.9	44.3%	86.3
Bhilwara – UIT	PPP	Bhilwara	GOVT	892	WIP	338.7	90.0%	33.8
Others					WIP			280.9
<b>TOTAL</b>								<b>6,230.3</b>

## Total Order-book break up



## Affordable Housing Segment Break up



### TBI- To Be Initiated

\* In line with ethos of the good corporate governance, ethical practices, fairness, and transparency; the Order-book is prudently realigned to depict the factual revenue potential.

# Completed Projects under Affordable Housing



**Adani Pratham**

- Employer - Adani Infrastructures and Developers Pvt. Ltd
- Units – 800 flats



**LIG 6**

- Employer – AMC
- Units – 608 LIG flats + 40 shops + 8 offices



**Girdharnagar**

- Employer – AMC
- Units – 609 flats + 21 shops



**Sewasi & Vemali**

- Employer – VUDA
- Units – 820 flats + 21 shops



**Khodiyar Nagar**

- Employer – AMC
- Units – 307 flats + 9 shops



# Completed Projects under Affordable Housing



**EWS Package 1 & 4**

- Employer – AMC
- Units –1,992 flats



**Udaipur**

- Employer – Urban Improvement Trust Udaipur
- Units – 1,152 flats



**Jodhpur**

- Employer – RUDSICO/RAVIL
- Units –1,072 flats



**RRC Bapunagar**

- Employer – Vyapti
- Units – 552 flats



**Kailash Nagar**

- Employer – AMC
- Units – 196 flats

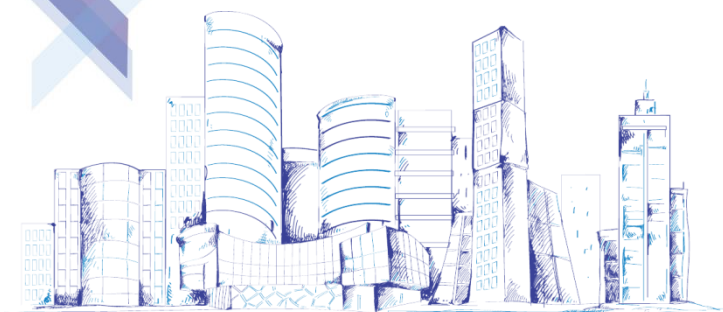


**Anant Sky**

- Employer – Nila Spaces Ltd
- Units – 460 flats + 10 shops

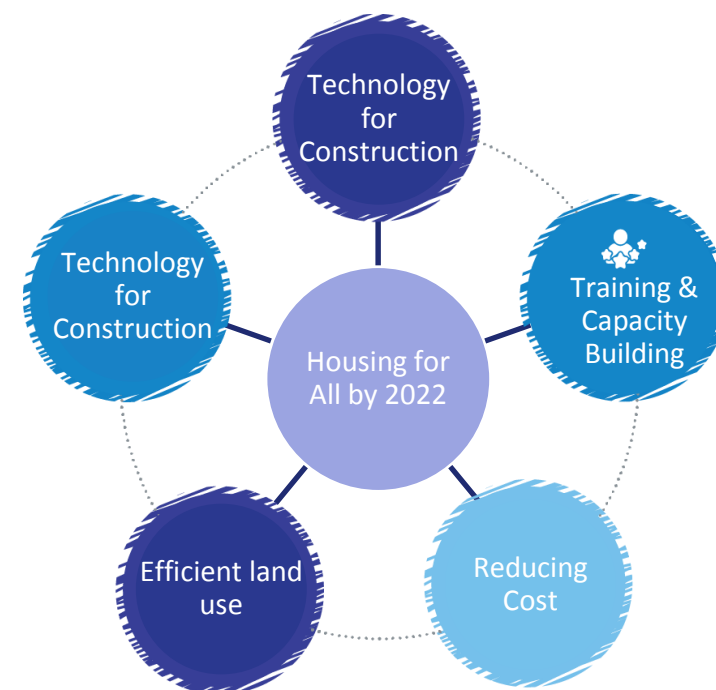


# Industry Overview for Affordable Housing



**700,000+**  
slum dwelling families in 500 Slums in Ahmedabad

- 80 lakh houses to be completed in FY23 under PM Awas Yojana scheme with an allocation of Rs 48,000 crore
- Since May 2017, the Gujarat Real Estate Regulatory Authority (GRERA) has approved a total of 9,301 real estate projects with an investment potential of INR 2.65 lakh crore, while 2,072 are in the affordable housing category. The affordable sector will add 2.12 lakh housing units, worth INR 43,155 crore, in the state. (Source- [www.gujrera.gujarat.gov.in](http://www.gujrera.gujarat.gov.in))
- The two main drivers of Affordable Housing are improved affordability, through reduced mortgage rates and Government support, through various schemes and tax incentives.
- In Gujarat, beneficiaries pay INR 0.3 Mn, INR 0.6 Mn, and INR 2 Mn for 30m<sup>2</sup>, 40m<sup>2</sup> and 60m<sup>2</sup> house sizes respectively i.e. a discount to prevailing market prices.
- Gujarat State Government pays subsidy upto INR 150,000 per unit over and above INR 150,000 per unit that the Central Government provides.
- Total latent demand for housing of 10 Mn+ per year with steady income growth at 9-10% CAGR to improve affordability.



## Potential opportunities

	2017	2024
<b>Affordable Housing – INR 2-5 Mn</b>	0.5 Mn Houses; INR 1.6 Tn market	1 Mn Houses; INR 4.6 Tn market
<b>Social Housing – &lt; INR 2 Mn</b>	5.7 Mn Houses; INR 2.1 Tn market	9.5 Mn Houses; INR 7.6 Tn market

**Demand for 25 Mn homes in LIG and MIG categories**

## Key Initiatives: Driving Progress

<b>RERA</b>	<ul style="list-style-type: none"><li>• Real Estate (Regulation and Development) Act, 2016 (RERA) for regulation and promotion of the Real Estate</li></ul>
<b>Infrastructure Status</b>	<ul style="list-style-type: none"><li>• Infrastructure Status to Affordable Housing</li></ul>
<b>NUHF</b>	<ul style="list-style-type: none"><li>• National Urban Housing Fund (NUHF) - EBR of Rs. 60,000 for funding PMAY(U) projects</li></ul>
<b>Reduction of GST</b>	<ul style="list-style-type: none"><li>• 8% to 1% in Affordable Housing Projects</li><li>• 12% to 5% in other housing projects</li></ul>
<b>AHF</b>	<ul style="list-style-type: none"><li>• Affordable Housing Fund (AHF) with initial corpus of Rs. 10,000 Cr. to reduce AHF interest burden on affordable housing</li></ul>
<b>Income Tax Benefits</b>	<ul style="list-style-type: none"><li>• Widening the scope of Affordable Housing- for income tax benefits (Section 80-IBA) from 30 to 60 sqm for Metros &amp; 60 to 90 sqm for Non-metros</li></ul>
<b>AIF</b>	<ul style="list-style-type: none"><li>• Alternate Investment Fund (AIF) of INR 25,000 Cr. for last mile funding of stalled Housing projects</li></ul>
<b>EoDB</b>	<ul style="list-style-type: none"><li>• Major jump in ease of doing business rank in World Bank's Doing Business Report from 142nd to 63rd. In construction permit, India climbed from 52th to 27th place</li></ul>



CIVIC URBAN INFRASTRUCTURE

# Urban Infrastructure – Overview

- The Company gained traction in Urban Infrastructure, in 2006-07 as the flagship company of the Group viz Sambhaav Media Ltd was awarded construction of decorative AMTS Bus Stand in Ahmedabad.
- The Company has undertaken a variety of projects under Urban Infrastructure ranging from Bus Shelters to Industrial Sheds.
- The opportunities in urban infrastructure are abound and there are several plausible avenues that the Company can participate in going forward e.g. sewerage, waste management, social infrastructure etc.



AMTS – Bus Stops

- Sole Contractor for first Urban Development Project of 720 decorative bus shelters completed for AMC.
- Sole Contractor for 100 Bus Shelters for Rajkot Municipal Corporation (RMC).



Multi-storied parking at Navrangpura, Ahmedabad

Niche Urban Infrastructure project for AMC on an EPC basis with 1,109 vehicle capacity; total construction area of 30,444 sq. mts.



Commercial Structures

- Construction of a Commercial building for Daimler (a Mercedes Benz group company).
- Constructed Built-To-Suit (BTS) warehouses for TVS Logistics and NX Logistics as well as customized dormitories for Suzuki.
- Developed a medical college campus for 100 MBBS students intake college at Barmer, Rajasthan.
- Redevelopment of D.K Patel community hall at Ahmedabad

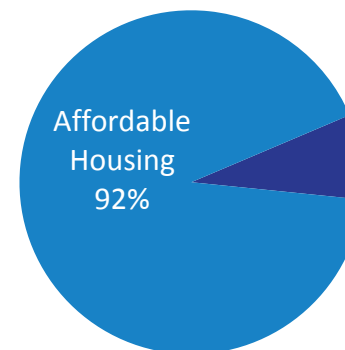




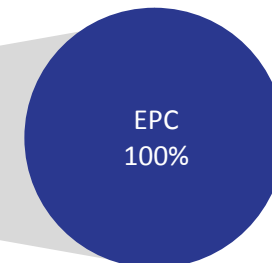
# Order book for Urban Infrastructure at 31<sup>st</sup> December 2021



## Total Order-book break up



## UI Segment Break up



Name of the Project	Location	Govt / Private	Project Status	Total Value (INR Mn)	Completed	Balance (INR Mn)
Modasa Bus-Port CF - Vyapnila	Modasa	GOVT	WIP	780.0	50%	389.8
Amreli Bus-Port CF - Nila Terminals	Amreli	GOVT	WIP	413.3	55%	183.1
<b>TOTAL</b>				<b>1,193.3</b>		<b>572.9</b>



**APSEZ Office Building**



**EPIL-Barmer Medical Campus**



**DK Patel Hall**

Note: All the above mentioned projects are based on the EPC model

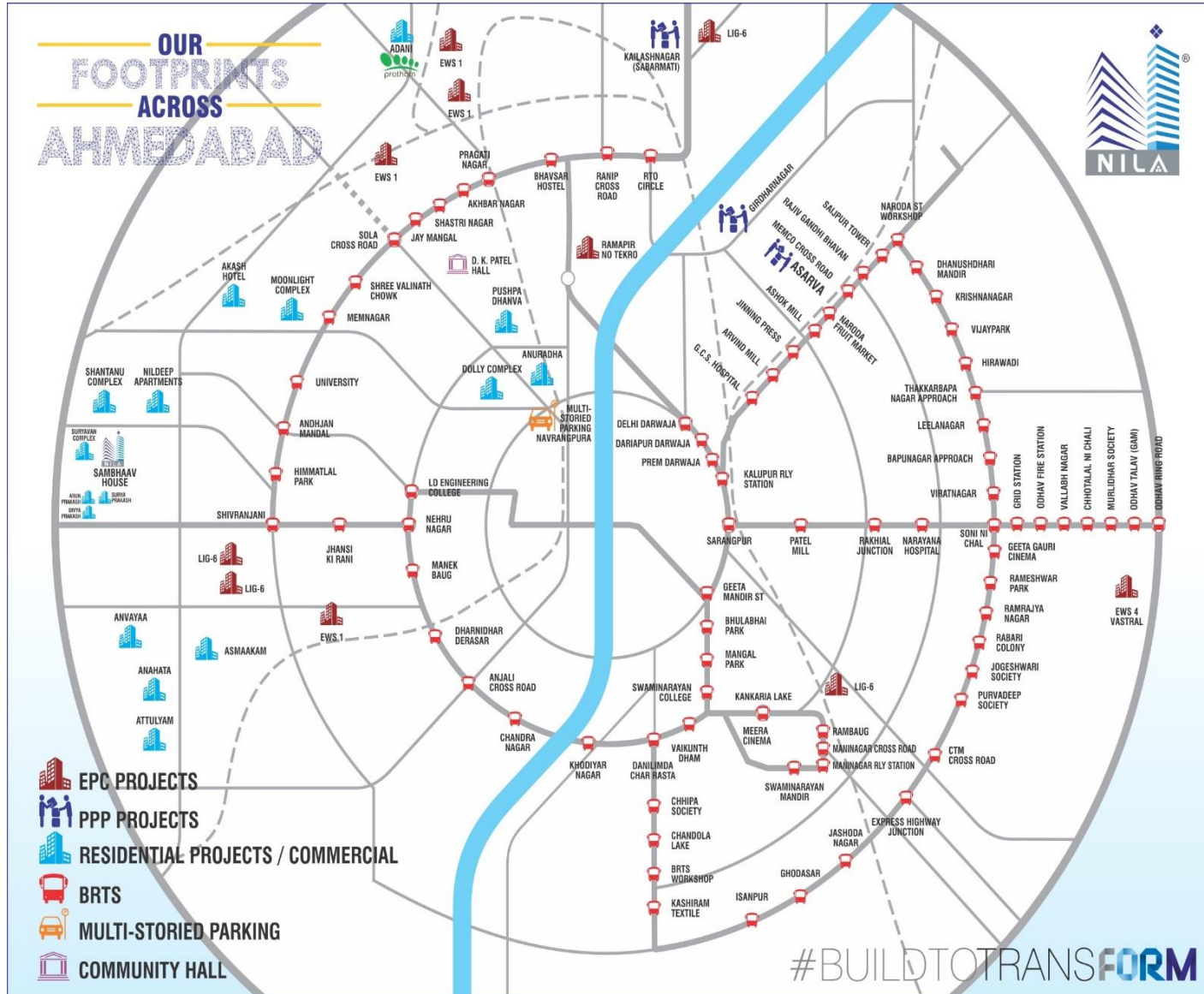
# BRTS – A Success Story



**BRTS – A Success Story**

- Prime Contractor for Global Award Winning BRTS (Bus Rapid Transit System) project of AMC. 72% BRTS stations awarded to NILA (104 out of 144).
- Total value ~ INR 630 Mn.

## BRTS Bus Stations Built By NILA (104 of 144) – Ahmedabad

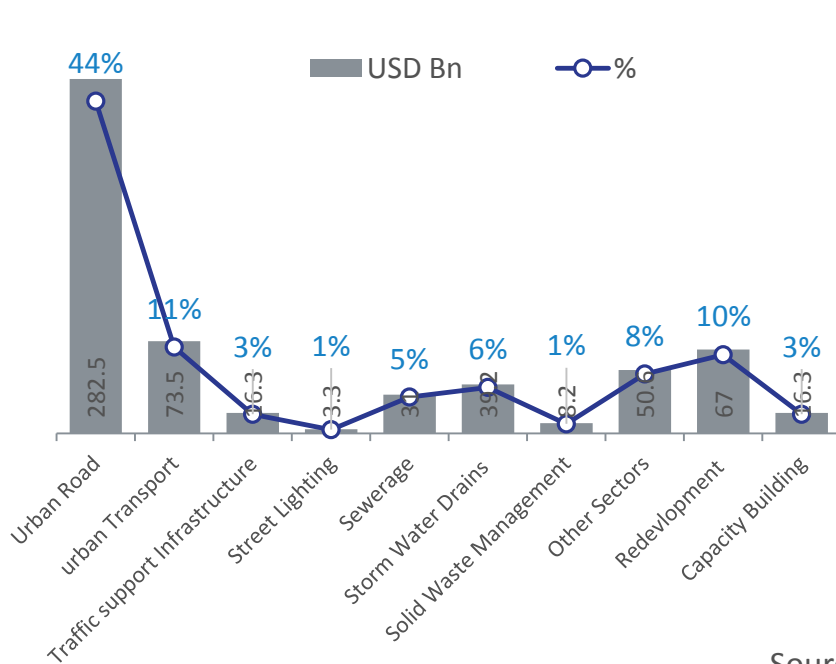




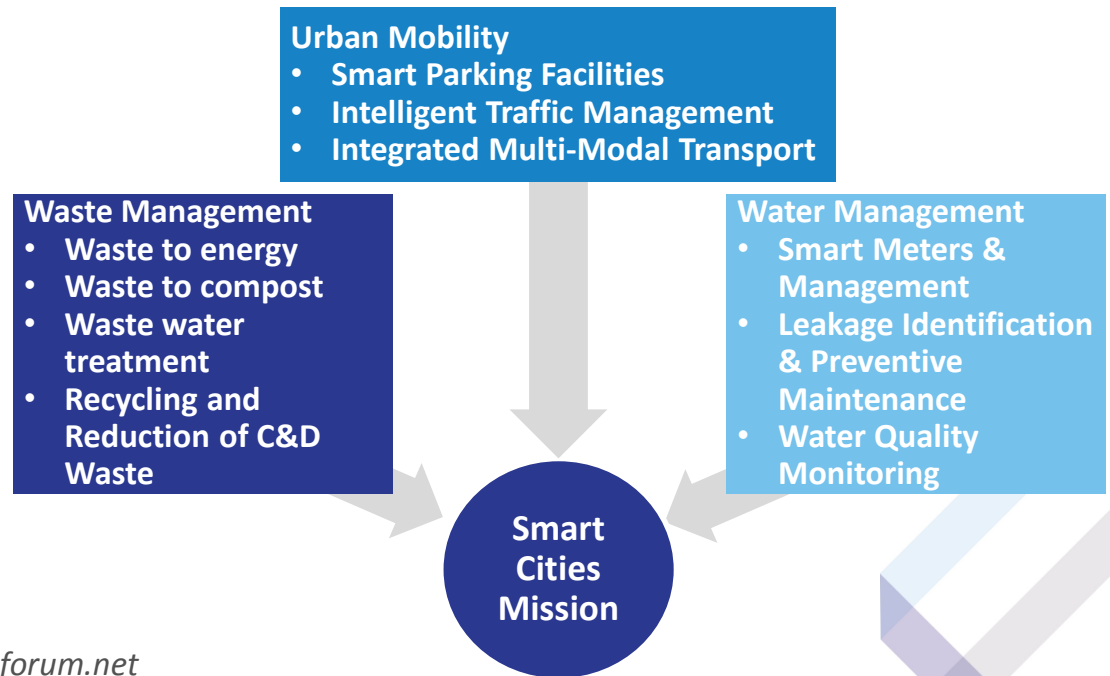
# Industry Overview for Urban Infrastructure

- USD 950 Bn financing in the next 20 years to effectively build and run the urban cities by providing civic amenities, employment opportunities, and creating social infrastructure.
- 28,360 MOUs signed, the maximum number of 21,889 were connected to the Micro, Small and Medium Enterprises (MSME) sector.
- In the backdrop of the announcement of GIFT, MEGA, Dholera SIR, Mega cities, Million plus cities, etc., the Company is favorably poised to replicate such experience across additional geographies / employers.
- Presently, India has 410 Mn urban dwellers. By 2050, 50% or 814 Mn people will reside in cities, making appropriate Civic Urban Infrastructure projects the need of the hour.
- Gujarat has been on the forefront of the Smart City Mission where 6 cities have been included in the project, which emphasizes the scope for investment in Civic Urban Infrastructure.

## FUTURE SCOPE FOR INVESTMENTS IN CIVIC URBAN INFRASTRUCTURE



Source: Policyforum.net

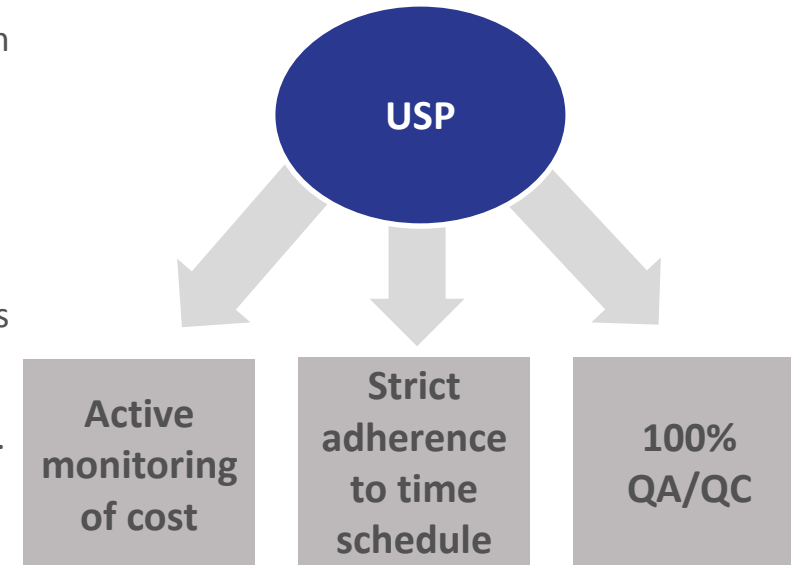




WHITE LABEL CONSTRUCTION

# White Label Construction

- Under White Label Construction, the company undertakes construction projects on an EPC/LSTK basis for reputed private developers.
- 800 Affordable Housing units' Residential complex project for Adani group.
- Office building project for Adani Ports and Special Economic Zone (APSEZ).
- The construction of Venus Ivy Residential Apartments – 2 Towers (Basement plus Hollow Plinth and 12 floors).
- 60 bungalows for the prestigious Applewoods township project of the Sandesh Group.
- Inspire 1 and Inspire 1+ extension – for Adani Group.



**Applewoods Township**



**Adani Inspire**



**Venus Ivy**

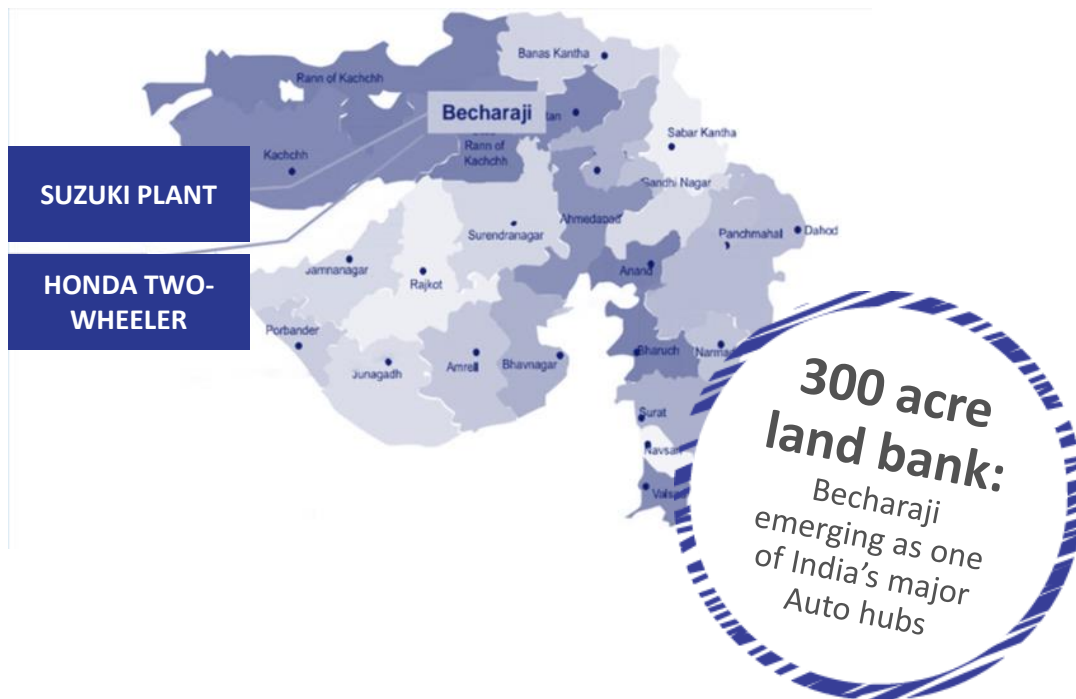


## INDUSTRIAL AND LOGISTICS PARKS

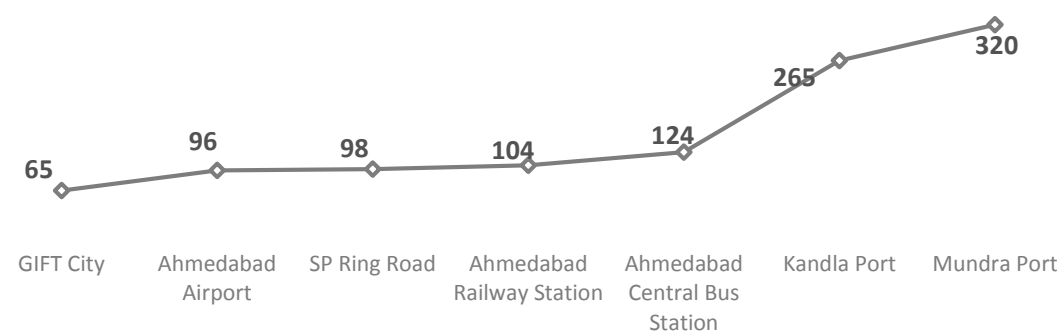
# Becharaji (Gujarat) – The next Auto-hub of India

## Becharaji, Gujarat

- Close proximity to Major all-weather ports viz., Kandla and Mundra, promise excellent access to global markets.
- This preempts huge long term investments by auto majors like Suzuki and Honda Motorcycles & Scooters in and around the region.



## Distance (in Kms)



## Location Advantage


- Part of the Delhi – Mumbai Industrial Corridor.
- Tier 2 and Tier 3 auto-component suppliers to set up their production facilities.
- Most suitable for Auto and Auto Ancillary, Engineering, Logistics and Warehousing.
- Has access to Western Dedicated Freight Corridor.

## Major Players in vicinity





# Becharaji (Gujarat) – The next Auto-hub of India

Particulars	Romanovia Industrial Park Pvt.Ltd.		Kent Residential and Industrial Park LLP		
Project Images	TVS Warehouse	Nittsu Logistics Warehouse	SMGPL Dormitory		
					
Ownership	50:50 Joint Venture between Nila Infrastructures Limited and the Kataria Group ( a prominent business house having major interests in automobile dealership and logistics)				
Legal status	The entity is bonafide industrial user of land and eligible to obtain permission under Gujarat Tenancy and Agriculture Land Act(63 AA), can allot the plot/shed to industrial project.				
Regional Infrastructure	<ul style="list-style-type: none"> <li>Strategically located around 60-65 kms. from the WDFC.</li> <li>Within the DMIC influence regions, thus adding to the advantage of being the industrial centre-stage of the country.</li> <li>Under Western Railway Zone with excellent connectivity to North, East &amp; South India</li> <li>About 60-65 kms. from GIFT city, Gandhinagar.</li> </ul>				
Infrastructure provision	Internal roads, water distribution network, sewerage network, drainage treatment, effluent treatment, power distribution network, communication network, etc.				
Mode of ownership proposed to be transferred	For long term lease or by out-right sale on selective basis				
Update on Industrial park	<ul style="list-style-type: none"> <li>These JVs are constructing total about 1.0 million sq feet bua comprising warehouse, dormitory, commercial center, etc. on Built-To-Suit and/or Ready-To-Shift basis for the established/highrated corporate clients.</li> </ul>				
Industrial park approval	Received		Received		
Master plan approval	Received Conceptualized by VMS, a renowned firm		Residential/Commercial:	Received for 10 acres Rest under conceptualization	
Proposed development plan	Industrial park-land available in requisite measure and dimensions with built-to suit plan option		Industrial:	Post TP finalization	
Status	Already operational		Industrial and logistics park - land available in requisite measure and dimensions with built-to-suit option Residential development: 1/2/3 BHK, apartments, bungalows, dormitory Commercial development: Shopping complex, Hotel, Food Plaza, Multiplex, Hospital, School, etc.		
Existing clients	TVS Logistics Services Ltd. (60,350 sq. ft.), and Nittsu Logistics (129,120 sq. ft.) BUA for warehouses on Built-to-Suit basis		Already Operational – dormitory, Commercial complex Residential – Sample house ready  Suzuki Motors Gujarat Pvt Ltd for a 208,250 sq. ft. BUA dormitories for 2,906 employees on Built-to-Suit Basis		





- Affordable Housing has been granted “**Infrastructure**” status, serving as a stimulus to the segment.
- Central Government has targeted the construction of 10 Mn houses per annum with demand growing at 6-7 Mn per year due to population growth and nuclearisation of families.
- Potential addressable market may rise 4x in 7 years.
- In-situ rehabilitation of the slums situated on public land in urban areas of Gujarat and Rajasthan.
- Smart Cities Mission for the development of 100 cities all over the country, making them citizen friendly and sustainable.
- CUI opportunities across transportation infrastructure, sewerage, waste management, and other social infrastructure.



## HISTORICAL FINANCIAL HIGHLIGHTS

# Historical Financial Performance– Standalone (IND-AS)

Particulars (INR Mn)	FY2019	FY2020	FY2021	9M-FY2022
Income from Operations	2,258	2,510	1,011	694
Operating Expenses	1,878	2,223	920	636
<b>EBITDA</b>	<b>380</b>	<b>287</b>	<b>91</b>	<b>58</b>
<b>EBITDA Margin (%)</b>	<b>16.83%</b>	<b>11.43%</b>	<b>9.00%</b>	<b>8.36%</b>
Finance Cost	130	169	161	117
Depreciation	19	17	18	14
Other Income	83	123	100	92
<b>Profit Before Tax</b>	<b>314</b>	<b>224</b>	<b>12</b>	<b>19</b>
Taxation	92	48	7	6
<b>Profit After Tax</b>	<b>222</b>	<b>176</b>	<b>5</b>	<b>13</b>
<b>PAT Margin (%)</b>	<b>9.48%</b>	<b>6.68%</b>	<b>0.45%</b>	<b>1.65%</b>
Other Comprehensive Income	2	-	1	1
<b>Total Comprehensive Income</b>	<b>224</b>	<b>176</b>	<b>6</b>	<b>14</b>
Diluted EPS (INR) (Not Annualized)	0.56	0.44	0.01	0.03

# Balance Sheet – Standalone (IND-AS)

Equities & Liabilities (INR Mn)	FY2020	FY2021	H1-FY2022	Assets (INR Mn)	FY2020	FY2021	H1-FY2022
<b>Shareholder Funds</b>	<b>1,433</b>	<b>1,439</b>	<b>1,445</b>	<b>Non Current Assets</b>	<b>1,313</b>	<b>1,532</b>	<b>1,711</b>
(A) Equity Share Capital	394	394	394	(A) Property, Plant and Equipment	68	56	53
(B) Other Equity	1,039	1,045	1,051	(B) Investment Properties	238	326	322
<b>Non-current Liabilities</b>	<b>1,131</b>	<b>1,250</b>	<b>1,155</b>	(C) Financial assets			
(A) Financial Liabilities				Investment	154	179	181
Borrowings	999	1,156	1,057	Loans	797	898	1,089
Trade payable	36	-	-	Other financial Assets	47	21	46
Other Financial Liabilities	2	9	9	(D) Other Tax Assets	9	13	18
(B) Provisions	10	9	8	(E) Other Non Financial Assets	-	39	2
(C) Deferred Tax Liabilities (net)	84	76	81	<b>Current Assets</b>	<b>2,168</b>	<b>2,121</b>	<b>2,104</b>
<b>Current Liabilities</b>	<b>917</b>	<b>964</b>	<b>1,215</b>	(A) Inventories	352	289	358
(A) Financial Liabilities				(B) Financial assets			
Borrowings	98	105	311	Trade Receivables	683	650	511
Trade payable	427	484	551	Cash & cash equivalents	7	131	18
Other Financial Liabilities	106	207	11	Bank Balances other than above	56	58	23
(B) Other Non Financial Liabilities	278	159	332	Loans	12	2	2
(C) Provisions	8	9	10	Other Financial Assets	30	1	1
<b>GRAND TOTAL - EQUITIES &amp; LIABILITES</b>	<b>3,481</b>	<b>3,653</b>	<b>3,815</b>	(C) Other Current Assets	1,028	990	1,191
				<b>GRAND TOTAL – ASSETS</b>	<b>3,481</b>	<b>3,653</b>	<b>3,815</b>

# Historical Income Statement – Consolidated (IND-AS)

Particulars (INR Mn)	FY2019	FY2020	FY2021	9M-FY2022
<b>Income from Operations</b>	<b>2,138</b>	<b>2,435</b>	<b>969</b>	<b>625</b>
Operating Expenses	1,779	2,150	871	568
<b>EBITDA</b>	<b>359</b>	<b>285</b>	<b>98</b>	<b>57</b>
<b>EBITDA Margin (%)</b>	<b>16.79%</b>	<b>11.70%</b>	<b>10.11%</b>	<b>9.12%</b>
Finance Cost	130	169	161	113
Depreciation	19	17	18	14
Other Income	60	116	91	74
<b>Profit Before Tax</b>	<b>270</b>	<b>215</b>	<b>10</b>	<b>4</b>
Taxation	80	48	4	2
Share in profit of joint venture and associate	10	(2)	(12)	(11)
<b>Profit After Tax</b>	<b>200</b>	<b>165</b>	<b>(6)</b>	<b>(9)</b>
<b>PAT Margin (%)</b>	<b>9.10%</b>	<b>6.47%</b>	<b>NA</b>	<b>NA</b>
Other Comprehensive Income	3	-	1	1
<b>Total Comprehensive Income</b>	<b>203</b>	<b>165</b>	<b>(5)</b>	<b>(8)</b>
Diluted EPS (INR) (Not Annualized)	0.51	0.41	(0.02)	(0.02)

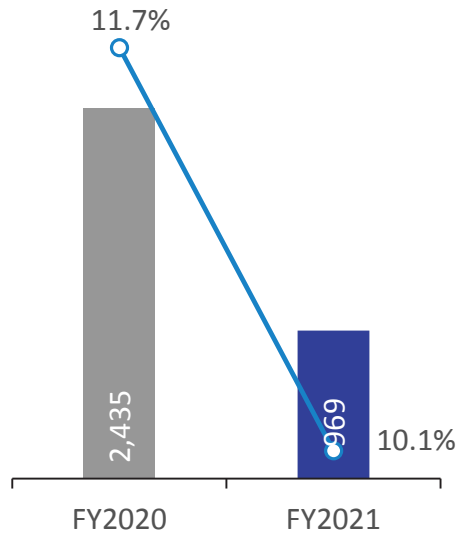
# Balance Sheet – Consolidated (IND-AS)

Equities & Liabilities (INR Mn)	FY2020	FY2021	H1-FY2022	Assets (INR Mn)	FY2020	FY2021	H1-FY2022
<b>Shareholder Funds</b>	<b>1,355</b>	<b>1,350</b>	<b>1,339</b>	<b>Non Current Assets</b>	<b>1,175</b>	<b>1,314</b>	<b>1,480</b>
(A) Equity Share Capital	394	394	394	(A) Property, Plant and Equipment	68	56	53
(B) Other Equity	961	956	945	(B) Investment Properties	238	326	322
<b>Non-current Liabilities</b>	<b>1,099</b>	<b>1,215</b>	<b>1,117</b>	(C) Financial assets			
(A) Financial Liabilities				Investment	61	74	70
Borrowings	999	1,156	1,057	Loans	748	781	965
Trade payable	36	-	-	Other financial Assets	51	25	50
Other Financial Liabilities	1	9	9	(D) Other Tax Assets	9	13	18
(B) Provisions	10	9	8	(E) Other Non Financial Assets	-	39	2
(C) Deferred Tax Liabilities (net)	53	41	43	<b>Current Assets</b>	<b>2,273</b>	<b>2,323</b>	<b>2,307</b>
<b>Current Liabilities</b>	<b>994</b>	<b>1,072</b>	<b>1,331</b>	(A) Inventories	485	472	600
(A) Financial Liabilities				(B) Financial assets			
Borrowings	98	105	311	Trade Receivables	641	650	511
Trade payable	427	484	551	Cash & cash equivalents	7	131	18
Other Financial Liabilities	106	200	11	Bank Balances other than above	56	58	23
(B) Other Non Financial Liabilities	355	274	449	Loans	12	2	2
(C) Provisions	8	9	9	Other financial assets	30	1	1
<b>GRAND TOTAL-EQUITIES &amp; LIABILITIES</b>	<b>3,348</b>	<b>3,637</b>	<b>3,787</b>	(C) Other Current Assets	1,042	1,009	1,152
				(D) Current Tax Assets	-	-	-
				<b>GRAND TOTAL – ASSETS</b>	<b>3,448</b>	<b>3,637</b>	<b>3,787</b>

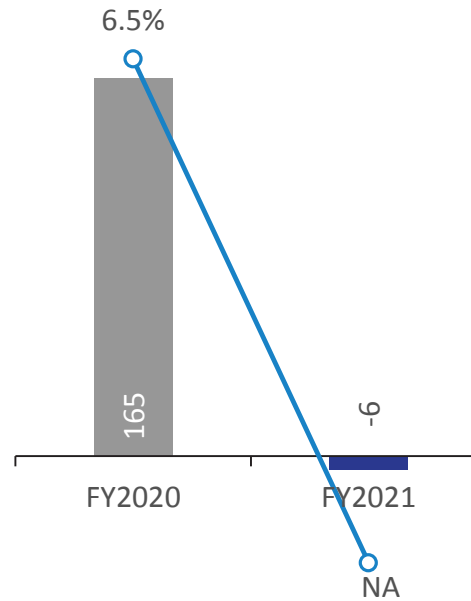


# Consolidated Financial Performance (IND-AS)

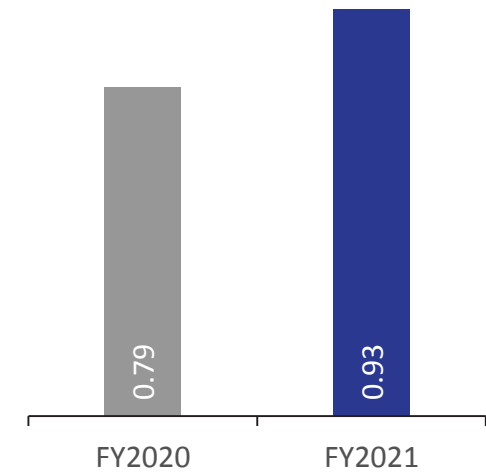
### Revenue (INR Mn) and EBITDA Margin (%)



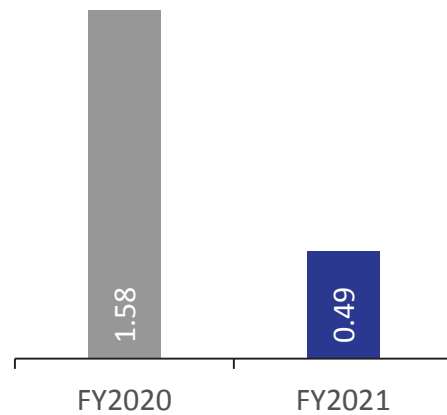
### PAT (INR Mn) and PAT Margin (%)



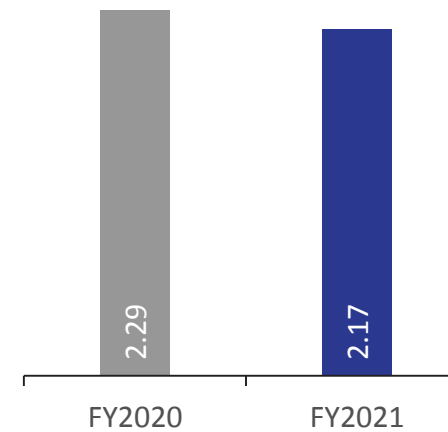
### Debt to Equity Ratio



### Interest Coverage Ratio

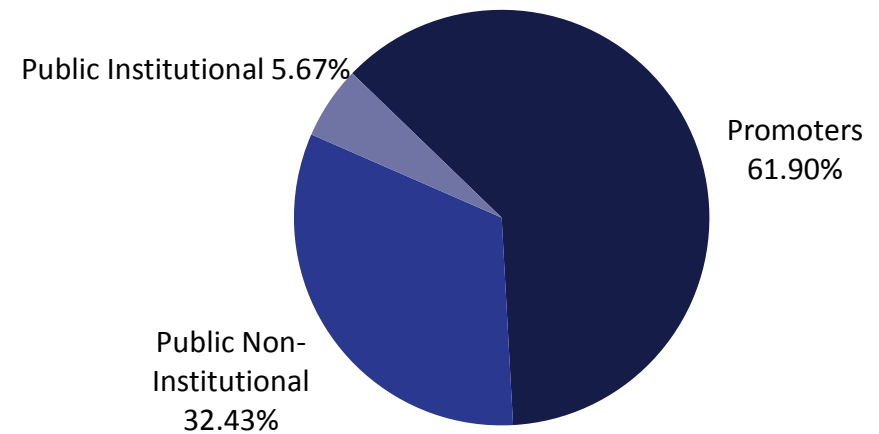


### Current Ratio



Price Data as on 31 <sup>st</sup> December, 2021	
CMP	7.19
No. of Shares (Mn)	393.89
M.Cap (INR Mn)	2,832.06
Free Float (%)	38.10
Free Float (Mn)	1,079.02
52 week H/L	8.26/4.10
Avg Total Vol. ('000)	678.66
Avg Net Turnover (Mn)	4.30

## Shareholding Pattern as on 31<sup>st</sup> December, 2021



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