

TRANSFORM



NILA  
INFRASTRUCTURES  
LIMITED

**Nila Infrastructures Limited**  
**Investor Presentation**  
October 2015

**25**  
**YEARS**

# Safe Harbour



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# Business Overview

- A Sambhaav Group company, having a unique hybrid model providing Civic Urban Infrastructure Projects on EPC, Turnkey, PPP mode as well as Private White Label Construction, Industrial Infrastructures Projects and develops Own real estate projects
  - Focused on diverse Civic Urban Infrastructure projects like BRTS Stations, Affordable Housing projects, Multilevel Parking, etc.
  - Efficiently transformed experience gained from owned real estate projects into Civic Urban Infrastructure Projects
- 25 years of experience of project execution
  - Satisfactorily built > 10 million sq. ft.
  - 10 ongoing projects (~3.0 million sq. ft.)
- Strong Order-book
  - Order book of Rs. 183 crore as on June 30, 2015
    - Orders worth Rs. 95.7 crore received after June 30, 2015 from Ahmedabad Municipal Corporation (AMC)



# What Drives US

## Vision

- Mark our presence as a leading infrastructure and real-estate player across various geographies, perform with a high level of integrity and harness credibility.
- Contribute to the economic prosperity and growth through participation in projects of national importance.
- Raise our own benchmarks with every successive endeavour.

## Mission

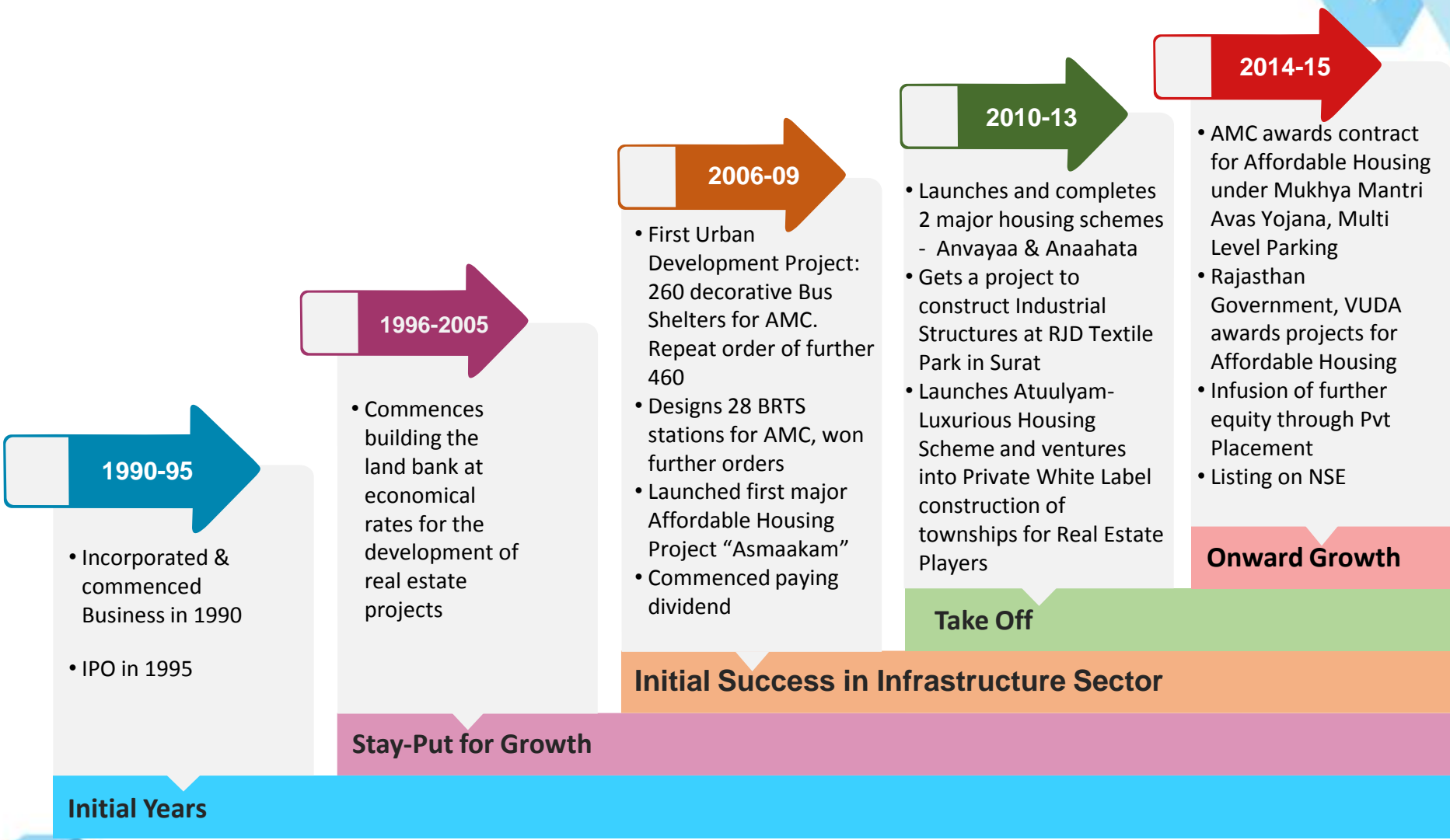
- Strive relentlessly to provide world-class Civic Urban Infrastructure
- Provide 'housing-for-all' by participating in affordable housing projects
- Engage in challenging projects, adhere to required standards
- Innovate and provide intelligent infrastructure solutions
- Transparency
- Deliver on time each time

## Values

- Passion for ideas and innovations
- Reliability of processes and practices
- Dedication to goals and targets



# Milestones



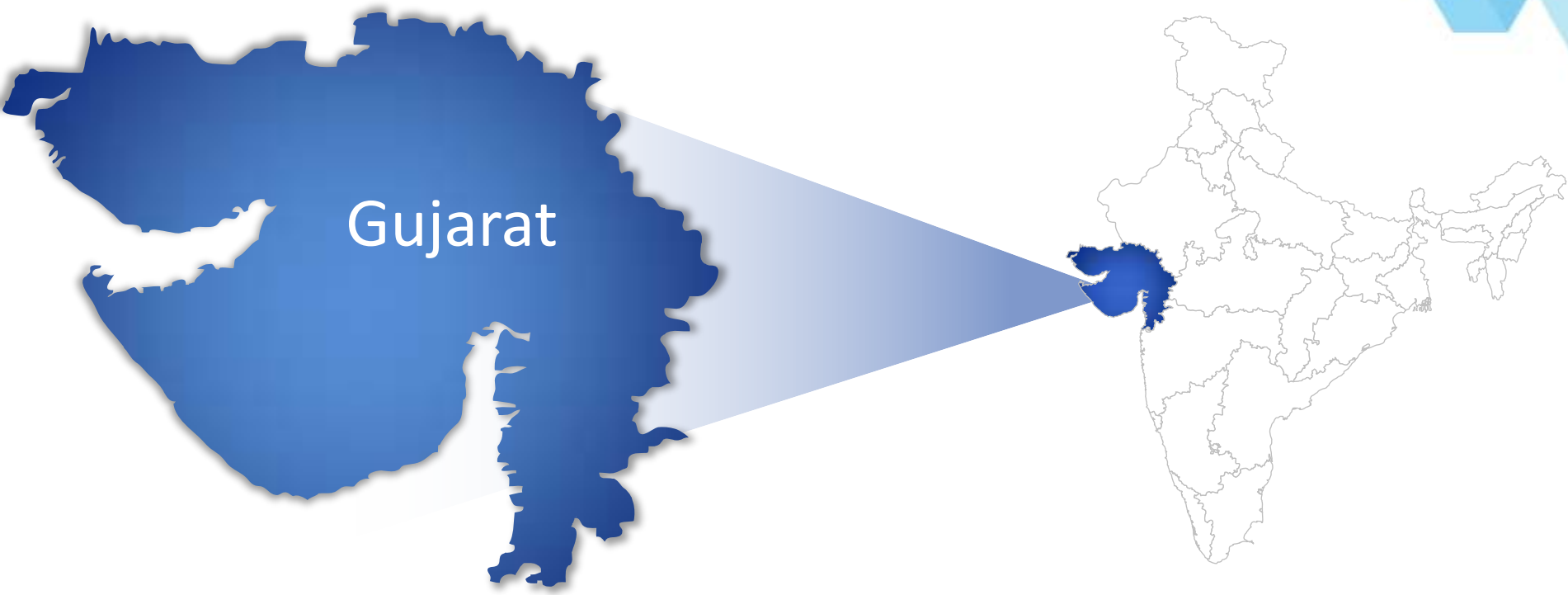
# Board of Directors

Mr. Manoj B. Vadodaria - Chairman & Managing Director	<ul style="list-style-type: none"> <li>• More than 40 years of experience, knowledge and insight in the construction industry</li> <li>• His tremendous spirit and execution capabilities are what distinguish him from others. Mr. Manoj Vadodaria is the son of the well-known journalist, editor and founder of the Sambhaav Media Group, Shri Bhupatbhai Vadodaria, and the driving force in taking Nila towards new horizons</li> </ul>
Kiran B. Vadodaria - Joint Managing Director	<ul style="list-style-type: none"> <li>• Mr. Kiran Vadodaria is B.E. Mechanical from L.D. Engineering College. He is currently the Chairman and Managing Director of Sambhaav Media Ltd. and is committee member and past President of Indian News Paper Society (INS).</li> <li>• His past experience includes being the non-executive part time Director of the United Bank of India , President of the Gujarat Daily Newspaper Association, He has also been a member of the National Integration Council of the Government of India.</li> </ul>
Dilip D. Patel - Director	<ul style="list-style-type: none"> <li>• Mr. Patel has business consulting experience of more than 20 years. He is the Founder faculty of the S.P. Jain institute of Management Research.</li> <li>• He has provided consultation services to a large number of Indian and multinational companies including training of senior managers.</li> </ul>
Hiren G. Pandit - Director	<ul style="list-style-type: none"> <li>• Mr. Pandit is a Revenue and Civil law advocate and possesses wide experience in Revenue and Land laws.</li> <li>• He is a Spokesperson of the Human Rights Commission of Gujarat. He gives legal counsel to various corporates.</li> </ul>
Shyamal S. Joshi - Director	<ul style="list-style-type: none"> <li>• Mr. Joshi possesses more than 38 years of senior level financial management experience with global manufacturing and trading corporations.</li> <li>• He has an expansive experience in financial planning, funding, taxation and accounting and has served numerous renowned companies. He is a fellow member of the Institution of Chartered Accounts of India.</li> </ul>
Harcharansingh P. Jamdar - Director	<ul style="list-style-type: none"> <li>• Mr. Jamdar has headed various departments of the Government of Gujarat, including served as the Secretary and the Principal Secretary.</li> <li>• He is currently an Independent Director at IL &amp; FS Transportation Network Ltd. He holds a Bachelor’s degree in Civil Engineering from the Gujarat University, Ahmedabad.</li> </ul>
Ashok R. Bhandari - Director	<ul style="list-style-type: none"> <li>• Mr. Bhandari has more than 35 years of experience in the field of accountancy, auditing, investment banking and finance. He is a practicing Chartered Accountant.</li> </ul>
Ms. Foram Mehta – Director	<ul style="list-style-type: none"> <li>• Ms. Mehta holds an MDP degree from IIM, Ahmedabad and a BE Chemical degree from the Nirma University, Ahmedabad.</li> <li>• Ms. Mehta possesses wide knowledge in the field of brand conceptualization and marketing management. She has worked with Hindustan Unilever Ltd., Tata Teleservices Ltd., Atharva Telefilms Pvt. Ltd., JP Group, and the Tashee Group.</li> </ul>

# Management Team

<p>Anand Patel - President Projects</p>	<ul style="list-style-type: none"> <li>• Mr. Patel had been the Additional City Engineer with the Ahmedabad Municipal Corporation.</li> <li>• With over 35 years of hands on experience, he has put in massive efforts in looking after the construction of houses for the urban poor by engaging in Slum Relocation and in-situ Redevelopment; also the EWS/LIG houses under different schemes/programs by the State and Central Government.</li> </ul>
<p>Deep S. Vadodaria - Chief Operating Officer</p>	<ul style="list-style-type: none"> <li>• Mr. Vadodaria has more than 10 years of experience in the field of management, operations and project execution.</li> <li>• He has excellent PR capabilities, and is recognized for his leadership skills, distinctive manner in addressing complex issues, immense reasoning power as well as his outstanding problem-solving and entrepreneurial abilities.</li> </ul>
<p>Jignesh Patel – Sr. VP (Projects)</p>	<ul style="list-style-type: none"> <li>• Mr. Patel is a civil engineer with a vast experience of more than 23 years in the field of construction, project execution and project management.</li> </ul>
<p>Ritesh Parikh - Industrial Projects Head</p>	<ul style="list-style-type: none"> <li>• Mr. Ritesh Parikh is a civil engineer with more than 20 years of experience in the field of industrial construction as well as project execution and management (Roads, Ports, etc.).</li> </ul>
<p>Prashant H. Sarkhedi - Chief Finance Officer</p>	<ul style="list-style-type: none"> <li>• Mr. Sarkhedi is a professional with more than 23 years of experience in finance, accounting, fund raising and general management.</li> </ul>
<p>Dipen Y. Parikh - Company Secretary</p>	<ul style="list-style-type: none"> <li>• Mr. Dipen Parikh has more than 9 years of experience of secretarial practice, corporate laws and general legal affairs.</li> </ul>
<p>Himanshu Bavishi – Sr. VP (Finance)</p>	<ul style="list-style-type: none"> <li>• Mr. Bavishi has more than 18 years of professional experience in retail and corporate finance, investment banking, debt syndication, M&amp;A.</li> </ul>

# Home Ground Advantage



## Civic Urban Infrastructure

- Global Award Winning BRTS project
- Affordable Housing
- Multistoried Parking Facility
- Textile Park

## White Label Construction

- Adani Pratham Township
- Sandesh Applewood Township

## Own real estate projects

- Asmaakam
- Anuraadhaa
- Ananyaa
- Atuulyam
- Anaahata

## Leasing

- 88,000 sq. ft commercial space in Ahmedabad

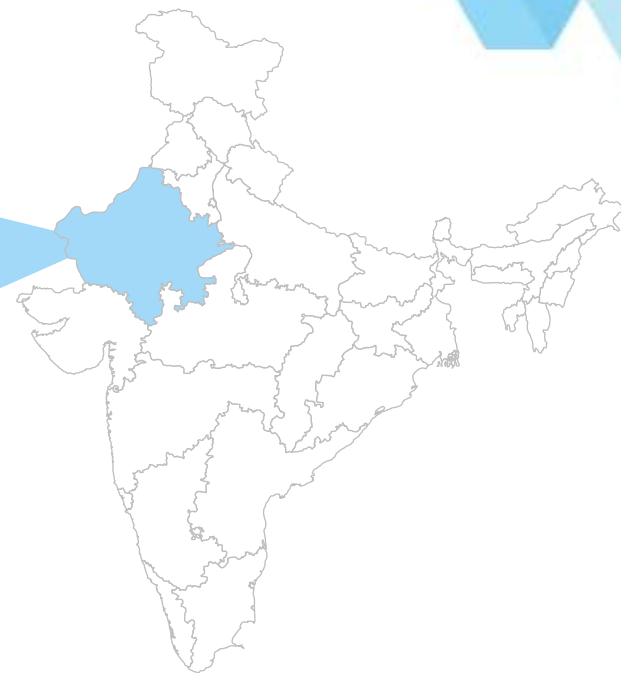
Map not on scale



# Expansion

A large, light blue map of the state of Rajasthan, India, with the word 'Rajasthan' written in black text in the center. A light blue beam of light originates from the right side of the map and points towards a smaller map of India on the right.

Rajasthan



## Urban Infrastructures - Mega Housing

- Contract awarded by Rajasthan Avas Vikas and Infrastructure Limited (RAVIL) worth ~Rs. 51 crore
- Construction of Mega Housing at Jodhpur for Economically Weaker Section (EWS), Low Income Groups (LIG) & Middle Income Group (MIG) through Public Private Partnership (PPP)
  - Total ~1,072 units (~4,72,800 sq. ft): 50% EWS units (325 sft each), 35% LIG units (500 sft each), & 15% MIG units (700 sft each)
- Out of the total land area, Nila has to develop 75% area for RAVIL and as an additional compensation balance 25% will be allotted to NILA for further development of a Residential (3,00,000 sq. ft) cum Commercial (50,000 sq. ft) complex

# BRTS: A Success Story

- Prime Contractor for Global Award Winning BRTS (Bus Rapid Transit System) project of AMC under JNNURM
  - 72% BRTS stations built by Nila (104 out of total 144)
- Total value ~Rs. 63 crore
  - AMC initially awarded 28 BRTS stations
  - Owing to Proficient Execution, Excellent Workmanship and Timely Delivery, secured contract for additional 76 BRTS stations over the years



# Affordable Housing

- Entered Affordable Housing projects for cash rich entities like AMC, VUDA, etc.
  - Constructing ~1.0 million sq. ft. aggregating to ~2,700 units of Affordable Housing for AMC\*
  - Constructing 2,92,300 sq. ft. aggregating to ~800 units of Affordable Housing Scheme, for VUDA\*
- Significant experience and strong track record in timely execution helped bag a contract from Rajasthan Government
  - Constructing 4,72,800 sq. ft. aggregating to ~1,000 units of Affordable Housing in the city of Jodhpur for RAVIL\*
- Total of ~4,600 units, aggregating to 1.7 million sq. ft. under development for Affordable Housing



\* - AMC: Ahmedabad Municipal Corporation; VUDA: Vadodara Urban Development Authority; RAVIL : Rajasthan Avas Vikas and Infrastructures Limited

# Other Urban Infrastructure

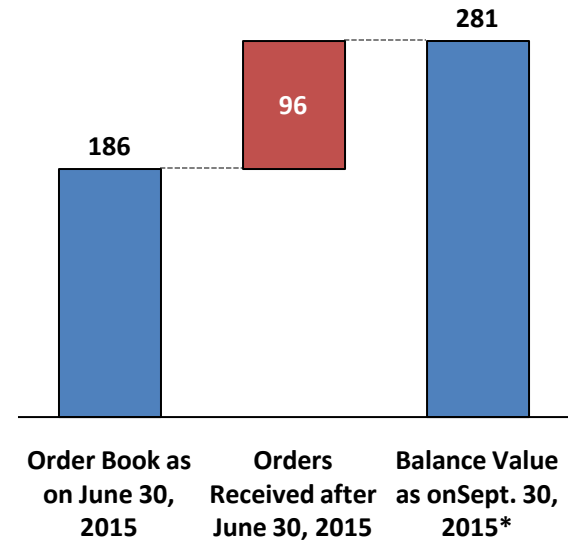
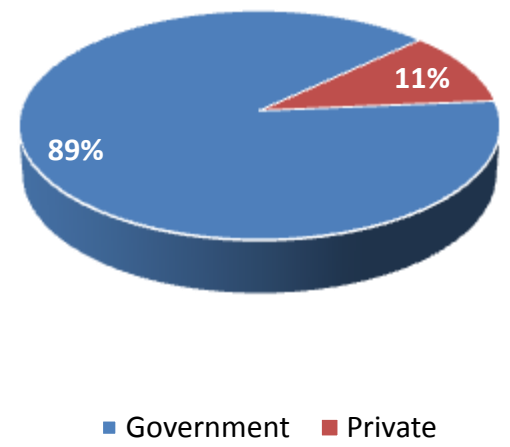
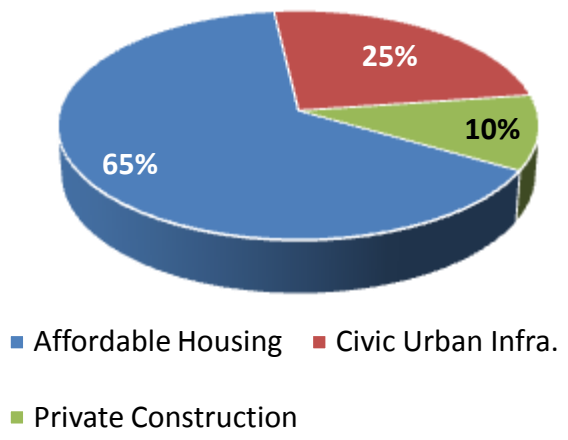
- Sole Contractor for first Urban Development Project of 260 decorative bus shelters completed for AMC
  - Exclusive publicity rights of these shelters accorded to group company – Sambhaav Media Ltd
- Early completion and superior construction quality prompted AMC to award further 460 bus shelters
- Sole Contractor for 100 Bus Shelters for Rajkot Municipal Corporation (RMC)
- AMC awarded niche Urban Infrastructure project viz. Multi Storey Parking
  - Approximate parking capacity of 1,100 vehicles
- Construction of a Commercial building for Daimler (a Mercedes Benz group company)
- RJD Textile Park at Surat
  - Development of 56 acres including 120 Industrial Structures





# Order book & Clientele

## Orderbook as on June 30, 2015 (Rs. 185.59 Crores)



## Clientele



\* - Excluding project execution from 1st July 2015 upto 30<sup>th</sup> Sept. 2015

# Realty Business

- Leveraging low cost land bank to develop our own Real Estate Projects
  - Projects through Joint Ventures (JVs) and Associates also
- Entire spectrum of project development activities
  - Identification and acquisition of land at economical rates
  - Project Planning, Development, Sales & Marketing
- Land Bank of ~340,000 sq. Mtrs / ~85 acres available for future projects as on March, 31, 2015
  - Propitious Industrial Land in vicinity of upcoming Auto Hub in Gujarat
- Satisfactory build ~4,600 homes over the last 25 years





# Recent Real Estate Projects

Project	Year	Format	# of Units	Configurations	Project Area Sq. mtrs.	Area Sold Sq. mtrs.	Sale Value Rs. Crs	Status
Asmaakam Phase I	2010	Affordable Housing	180	2 BHK	7,588	16,976	28	Completed
Anvayaa	2012	Luxurious Housing	44	3 BHK	2,272	6,940	20	Completed
Anaahata	2012	Luxurious Housing	44	2 BHK	1,579	4,306	14	Completed
Asmaakam Phase-II	2011	Affordable Housing	330	2 BHK	4,163	11,300	31	Completed
Atuulyam	2014	Luxurious Housing	200	2/3 BHK	8,019	Ongoing		



# Key Industrial Land Bank

- Built a propitious land-bank with potential of future development
  - Land in the vicinity of up-coming Auto-Hub in Gujarat
  - Longer term plan is to monetise through developing industrial parks, dormitories etc.

Location	Sq. Mtrs.	Key Highlights
Yashwantpura	1,65,210	Part of industrial corridor
Bavla	1,02,133	Land Right On The National Highway 8A And Adjacent To Railway Line, Ideal For Logistics/Industrial Park/Cold Storage/Warehousing/ Container Storage
Sitapur	78,509	Within proximity to the upcoming Suzuki factory, ideal for auto/logistics industrial park
Vatva	36,957	Right next to GIDC (land exhausted), and adjacent to railway line, ideal for existing GIDC units desirous for expansion, industrial park
Vasna	1,334	Part of an established industrial corridor, on the national highway





# Subsidiaries & JVs

- With other renowned Real Estate Developers to take benefit of:
  - Larger scale to work
  - Diverse operations
  - Risk distribution

Type	Name of Entity	Status
Subsidiary	Nila Projects LLP	Real Estate project: Plotting scheme, operations yet to commence
Subsidiary	Fangdi Land Developers LLP	Real Estate project: Plotting scheme, operations yet to commence
Joint Venture	Nilsan Realty LLP	Real Estate project: Plotting scheme, various regulatory approvals awaited
Joint Venture	Shree Matangi Project LLP	Real Estate project: Apartment with 48 Nos. - 3 BHK luxurious flats – BU received, possession handed over
Associate	Mega City Cinemall Pvt Ltd	Cine-mall, not in operation at present



# Key Differentiators

## ERP

Among the first in our category to deploy an integrated ERP platform

## Strong Corporate Governance

## Dividend Track Record

Consistent Dividend payments for last 6 years

## ESOPs

Among the first in our category to introduce an ESOP scheme for all our employees

## Equity Infusion

Recent equity infusion through private placement of Rs. 40 crore



## Project Diversity

Bungalows and Flats to BRTS Stations, Multilevel Parking and Affordable Housing projects

## Project Execution

Significant experience and strong track record in timely execution of projects

## Investment Grade Credit Rating:

India Ratings – IND BBB Stable Outlook / IND A3+  
Brickwork Ratings – BWR BBB Stable Outlook / A3



# Growth Drivers

**Favorably Placed**  
One of the most reputed Business Groups in Gujarat with Brand Goodwill of 25 years

## Urban Infra

- Immense opportunities in affordable housing
- Govt initiatives/policies e.g. “100 smart cities”, “Housing for all”

## Real Estate

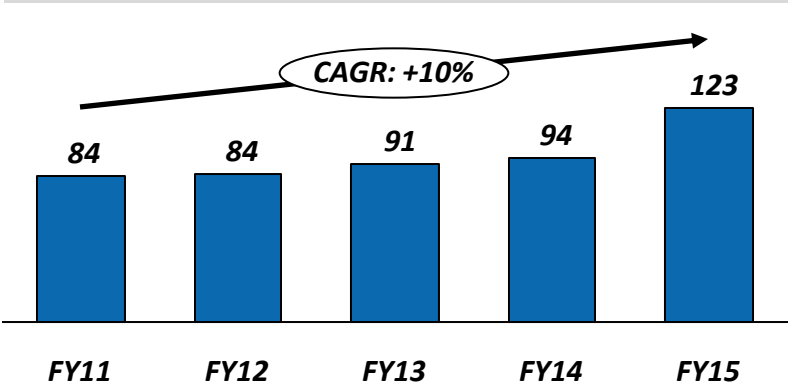
- Accumulated land bank at economical rates for Real Estate and Industrial Projects
- Present across wide spectrum of projects

## New Opportunities

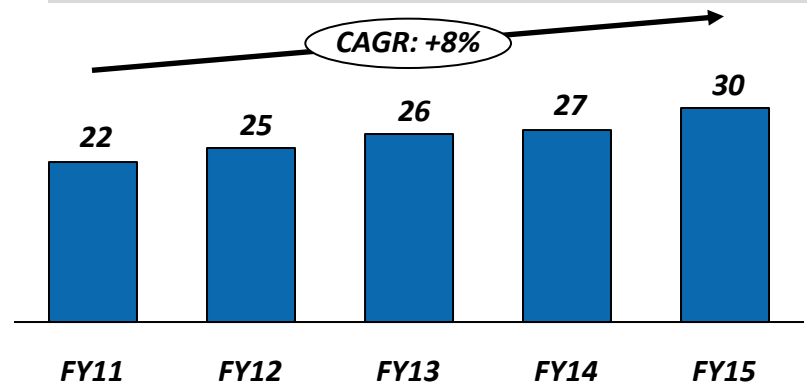
- Gujarat International Finance Tec-city: Rs. 700 billion
- Metro-link Express for Gandhinagar and Ahmedabad: Rs. 150 billion
- Dholera Special Investment Region: Rs. 300 billion

# Standalone Financials

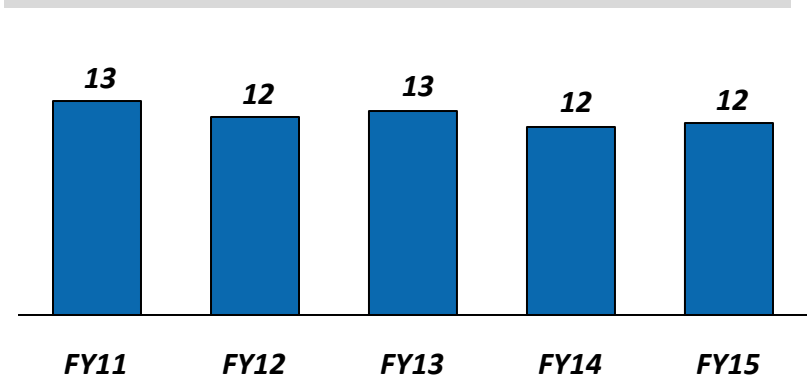
**Revenue (Rs. Crores)**



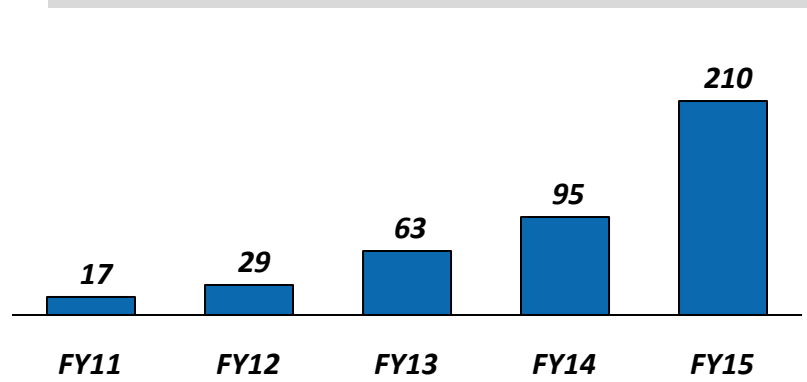
**EBITDA (Rs. Crores)**



**PAT (Rs. Crores)**



**Closing Order book (Rs. Crores)**



# Profitability Statement\*

Particulars (Rs. Crores)	FY15	FY14	YoY
<b>Revenue</b>	<b>124.4</b>	<b>97.2</b>	<b>28%</b>
Cost of Construction and Development	95.4	68.6	
Employee Cost	3.0	2.6	
Other Expenses	3.4	2.4	
<b>EBITDA</b>	<b>22.6</b>	<b>23.5</b>	<b>-4%</b>
<b>EBITDA Margin</b>	<b>18.2%</b>	<b>24.2%</b>	
Other Income	7.4	3.5	
Depreciation	1.3	0.9	
Interest	10.1	7.9	
<b>PBT</b>	<b>18.6</b>	<b>18.1</b>	<b>3%</b>
Taxes	6.6	6.3	
<b>PAT</b>	<b>12.0</b>	<b>11.8</b>	<b>1%</b>
<b>PAT Margin</b>	<b>5.3%</b>	<b>6.5%</b>	

# Balance Sheet\*

Rs. Crores	Mar-15	Mar-14
<b>Shareholder's Fund</b>	<b>156.5</b>	<b>109.3</b>
Share capital	37.0	29.5
Reserves & Surplus	116.7	79.7
Share Warrants Outstanding	2.8	0.0
<b>Minority Interest</b>	<b>0.1</b>	<b>0.1</b>
<b>Non-Current Liabilities</b>	<b>116.3</b>	<b>76.1</b>
Long term borrowings	106.0	73.8
Other Non Current Liabilities	10.4	2.3
<b>Current Liabilities</b>	<b>78.9</b>	<b>44.0</b>
Short Term Borrowings	7.0	9.4
Trade Payables	12.4	10.5
Other current liabilities	59.5	15.2
<b>Total Liabilities</b>	<b>351.8</b>	<b>229.4</b>

Rs. Crores	Mar-15	Mar-14
<b>Non-Current Assets</b>	<b>48.2</b>	<b>43.5</b>
Fixed assets	33.1	32.3
Non-Current Investments	6.9	7.0
Other Non-Current Assets	8.2	4.2
<b>Current Assets</b>	<b>303.6</b>	<b>185.9</b>
Inventories	147.2	98.1
Trade receivables	31.1	28.6
Cash and Bank Balances	5.4	4.2
Other current assets	120.0	55.0
<b>Total Assets</b>	<b>351.8</b>	<b>229.4</b>

# Certifications

- ISO 9001:2008 accreditation by Certification International (UK) Ltd



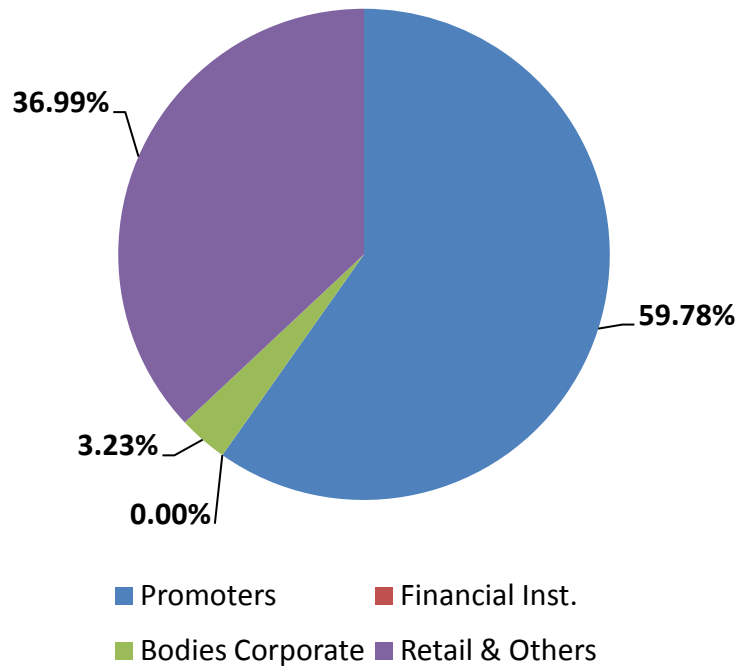
- Certificate of Excellence



<http://www.growthinstitute.in/emagazine/sep11/2011class1.html>

# Shareholding Pattern

## Shareholding as on September 30, 2015



## Shareholders holding more than 1%

Name of Shareholders	% holding
Sobha I Desai	5.43%
Rajnishai J Desai	2.70%
Hemangi Bankim Shah	1.62%
Amit Kiritbhai Patel HUF	1.35%
Rajeshbhai J Desai	1.35%
Rameshbhai J Desai	1.35%



# TRANSFORM

**For further information, please contact:**

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**Company :**

Nila Infrastructures Ltd.  
CIN: L45201GJ1990PLC013417

Mr. Prashant Sarkhedi  
Email: [phsarkhedi@nilainfra.com](mailto:phsarkhedi@nilainfra.com)  
Cell: +91-9978445566

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

**Investor Relations Advisors :**

Strategic Growth Advisors Pvt. Ltd.  
CIN: U74140MH2010PTC204285

Mr. Jigar Kavaiya / Mr. Kevin Shah  
[kjigar@sgapl.net](mailto:kjigar@sgapl.net) / [skevin@sgapl.net](mailto:skevin@sgapl.net)  
+91-9920602034 / +91-9769122099

[www.sgapl.net](http://www.sgapl.net)

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