

7th April, 2016

To,

The Bombay Stock Exchange Limited,
(Stock Code: 533202)
Floor 25, P J Towers,
Dalal Street,
Mumbai 400 001 India

**The National Stock Exchange of India
Ltd.,**
(Stock Code: NITESHEST, Series- EQ)
Exchange Plaza,
Plot No. C/1, G Block
Bandra – Kurla Complex
Bandra (E)
Mumbai – 400 051

Dear Sir / Madam,

Sub: Intimation of schedule of Analysts/Institutional Investor Meeting.

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 the Company hereby informs the exchange that meeting of Financial Analysts/Institutional Investor, subject to changes due to any exigencies on behalf of the Analysts/Investors or the Company will be held on Friday, 8th April, 2016 at Mumbai.

The presentation to be shared with them is also submitted to the exchange. The presentation is already uploaded on the website of Company i.e. www.niteshestates.com.

We request you to take the same on record.

Thanking you,

For NITESH ESTATES LIMITED



D Srinivasan
Company Secretary & Chief Compliance Officer



Encl.: a/a

Nitesh Estates Limited

CIN : L07010KA2004PLC033412

Regd. Office: Level 7, Nitesh Timesquare, #8, M.G. Road, Bangalore - 560 001, India
P: +91-80-4017 4000 F: +91-80-2555 0825, W: niteshestates.com





Corporate Presentation

February 2016



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Corporate Presentation
February 2016

Company Overview

Nitesh Estates: At a Glance

Strong brand equity, business processes & partnerships to attain the next stage of growth



Strong Brand Equity



Platform Agreement with Goldman Sachs: Expand Rental Revenue Stream



Eminent Board of Directors



Long Term Institutional Investors: HDFC, Apollo Global



Professional Management and Mature Business Processes



Leading Global Design & Construction Partners

Nitesh Estates: At a Glance

Brought over 21.85 million sq. ft. of area under development in 10 years since inception



Residential

- 19 ongoing projects at various stages of construction, with a total developable area of 13.14 mn sq. ft.
- Revenue potential of over Rs. 46,000 million over 3-5 years



Commercial

- Attain rental income of Rs. 3,000 million annually within the next 5 years
- 4 ongoing/upcoming commercial properties in Bangalore central business district (CBD) covering an area of over 0.45 mn sq. ft.



Hotel

- Developed The Ritz Carlton Hotel in Bangalore
- Operational since October 2013 with occupancy growing steadily to over 60% currently
- Won coveted awards in short span of time including Conde Nast and Travel + Leisure

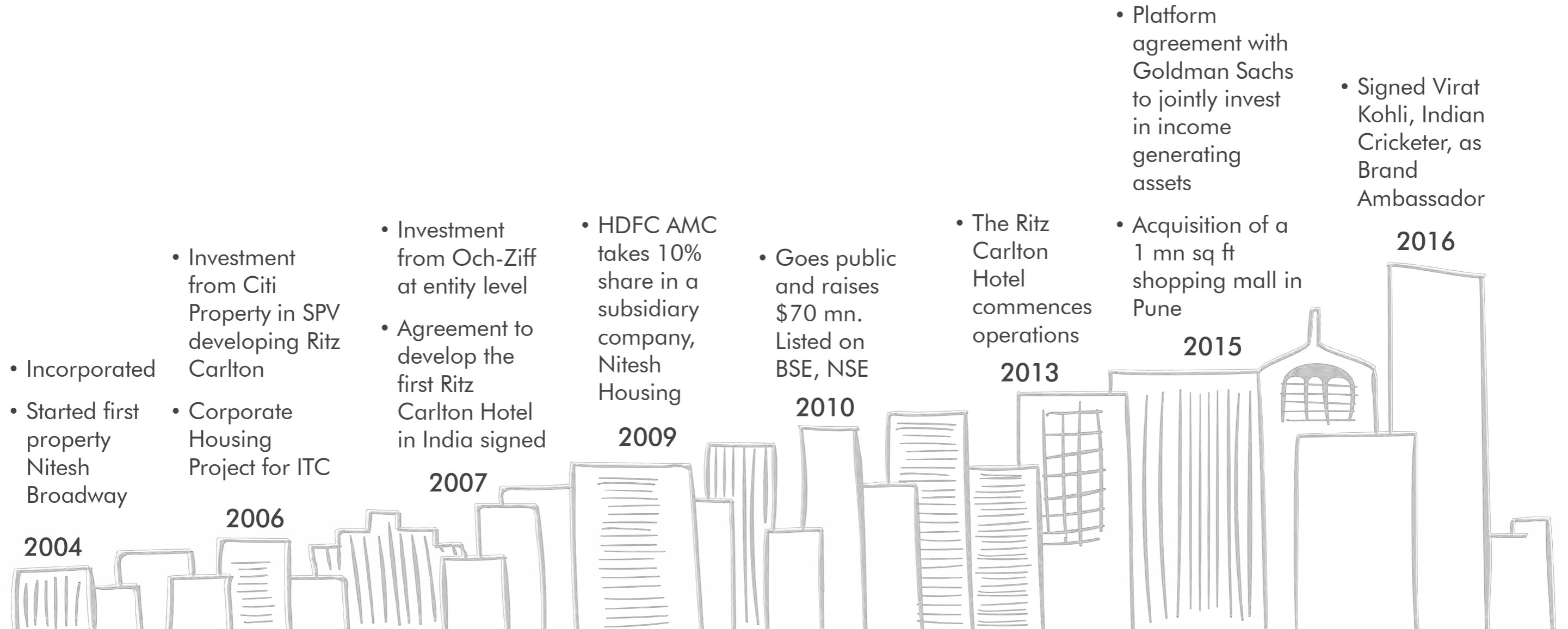


Shopping Mall

- One operational shopping mall in Koregaon, Pune with an area of 1 mn sq. ft. and occupancy of over 50%; expected to be leased out completely during FY2017
- Currently developing Nitesh Mall covering an area of 1.11 mn sq. ft.

Steady Growth Path

Touching new heights with “leaders” becoming “partners for growth”

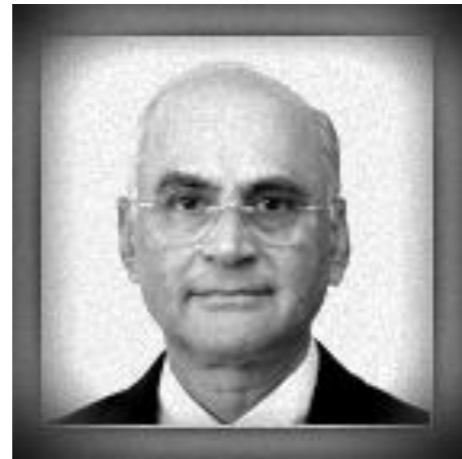


Board of Directors

Eminent Board with a high proportion of independent directors



Nitesh Shetty
Chairman &
Managing Director



G. N. Bajpai
Independent Director
Ex-Chairman, SEBI



M. D. Mallya
Independent Director
Ex-CMD, Bank of Baroda



Jagdish Capoor
Independent Director
Ex-Chairman, HDFC Bank



Sudhakar Rao
Independent Director
Ex-Chief Secretary, Karnataka



Dipali Khanna
Independent Director
Financial Advisor



Ashok Aram
Independent Director
MD, Deutsche Bank (MENA)



Mahesh Bhupathi
Non-Executive Director
International Tennis Player



L.S. Vaidyanathan
Executive Director



Ashwini Kumar
Executive Director &
Chief Operating Officer

Management Team

Strong and experienced management team



Nitesh Shetty
Chairman &
Managing Director



L.S. Vaidyanathan
Executive Director



Ashwini Kumar
Executive Director & Chief
Operating Officer



M.A. Venkateshan
Chief Financial Officer



Pradeep Narayan
EVP and Head, Sales &
Marketing



Prema Ram
EVP, Shared Services



Vivek Sharma
EVP and Head, Retail &
Commercial



Prabhakar Udipi G.
EVP, Contract &
Procurement



Vijendra Kumar
VP, Design Planning



Mahesh Kumar DV
VP, Quality & Project
Monitoring



Srinivasan D.
Company Secretary & Chief
Compliance Officer



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Strategic Direction

Clear Strategic Direction

- Committed to Quality, Innovation and Customer Satisfaction
- Growing the residential segment in Bangalore – varied mix by price, location and type of homes
- Drive revenue diversification and expand rental income to Rs. 3,000 million annually in next 5 years
- Investment in systems & technologies to enhance business decision making and operational rigour
- Selectively evaluate opportunities to expand presence in other key cities in India
- Manage and promote talent by providing growth opportunities, rewards, respect, learning and fun

Joint Venture with Goldman Sachs

In line with the strategy of diversifying annuity revenue stream



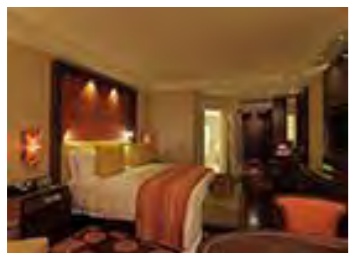
- ⊙ Nitesh Estates and Goldman Sachs, a global financial institution signed a partnership platform agreement (MOU)
- ⊙ Under this platform arrangement Goldman Sachs will make investments through Nitesh Estates SPVs, Associates, Subsidiaries and JVs
- ⊙ Investments will be made in income generating grade A office buildings, shopping malls and luxury hotels across Tier I cities in India
- ⊙ Total assets/investments under the partnership will be upto \$250 million
- ⊙ This partnership will increase the asset base of the Company in next 3-5 years

Further, diversifying for enhancing rental income stream



- ◎ Spread over 6 acres of land, with a built up area of 1 mn sq ft, the mall is located in Koregaon, an upmarket prime location in Pune
- ◎ Has the capacity to accommodate 130 retail outlets and houses luxury brands such as Collective, Swarovski, Calvin Klein, Tommy Hilfinger, M.A.C, U.S Polo Assn. and Crossword
- ◎ Operational cinemas of PVR and hypermarket of SPAR draws high footfalls
- ◎ Strategic location facilitates higher footfall for the shops and is expected to generate a rental income of Rs. 450 mn per annum
- ◎ Current occupancy of around 50%; Expect the mall to be fully occupied in the next fiscal year

Super luxury hotel reinforcing the Nitesh brand in the luxury space



- ◎ Nitesh Estates has developed India's first Ritz Carlton hotel, one of the world's finest luxury hotel brands
- ◎ Commenced commercial operations from October 31, 2013 and provides a recurring revenue stream to the Company and an association with a global iconic brand
- ◎ A 5-star luxury hotel located in the Central Business District of Bangalore at Residency Road
- ◎ Spread over an area of 0.50 msft with 277 richly appointed rooms, 5 world class restaurants offering guests multi-cuisine dining experience
- ◎ Also offers 18,000 sq. ft. of stylish indoor ballrooms and outdoor venues
- ◎ Current occupancy level of over 60% couple with good performance of the restaurants and ballroom
- ◎ Within a short span of time after being operational, the Hotel has won several coveted awards such as Conde Nast, Travel + Leisure, GeoSpa Asia



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Corporate Presentation
February 2016

Project Snapshot

Brought 21.85 mn sq. ft. of area under development

Completed Projects (3.61 mn sq. ft.)



- The Ritz Carlton Hotel with 277 richly appointed rooms, 5 world class restaurants
- 8 premium residential projects developed over 1.38 mn sq. ft.
- 0.49 mn sq. ft. corporate housing project for ITC
- 3 commercial properties in Bangalore covering 0.24 mn sq. ft.
- Nitesh Hub, an operational shopping mall in Koregaon, Pune with an area of 1 mn sq. ft.

Ongoing / Upcoming Projects and Future Development (18.24 mn sq. ft.)



- 19 residential projects at various stages of construction, with a developable area of 13.14 mn sq. ft.
- Nitesh Mall with a developable area of 1.11 mn sq. ft.
- 4 commercial properties with 0.45 mn sq. ft. area under development
- 3.54 mn sq. ft. of area available for future development

Completed Projects

Residential



Nitesh Mayfair

- Completion: 2007
- Location: Lavelle Road, Bangalore
- Segment: High Income
- Area: 0.03 mn sq. ft



Nitesh Wimbledon Park

- Completion: 2007
- Location: Race Course Rd, Bangalore
- Segment: High Income
- Area: 0.03 mn sq. ft.



Nitesh Buckingham Gate

- Completion: 2009
- Location: Lavelle Road, Bangalore
- Segment: High Income
- Area: 0.07mn sq. ft.



Nitesh Canary Wharf

- Completion: 2010
- Location: Bride Street, Bangalore
- Segment: High Income
- Area: 0.03 mn sq. ft.



Nitesh Forest Hills

- Completion: 2010
- Location: Whitefield, Bangalore
- Segment: Mid Income
- Area: 0.53 mn sq. ft.



Nitesh Garden Enclave

- Completion: 2010
- Location: Bellary Road, Bangalore
- Segment: High Income
- Area: 0.49 mn sq. ft.

Residential



Nitesh Camp David

- Completion: 2013
- Location: Frazer Town, Bangalore
- Segment: Mid Income
- Area: 0.03 mn sq. ft.



Nitesh Central Park

- Completion: 2013
- Location: Bellary Road, Bangalore
- Segment: Mid Income
- Area: 0.28 mn sq. ft



Nitesh Flushing Meadows

- Completion: 2014
- Location: Whitefield, Bangalore
- Segment: Mid Income
- Area: 0.38 mn sq. ft



Nitesh Broadway

- Completion: 2004
- Location : MG Road, Bangalore
- Clients : HDFC Mutual Fund
- Area : 0.08 mn sq. ft



Nitesh Time Square

- Completion: 2007
- Location : MG Road, Bangalore
- Clients : Corporation Bank, Reliance Jio
- Area : 0.13 mn sq. ft.



Nitesh Lexington Avenue

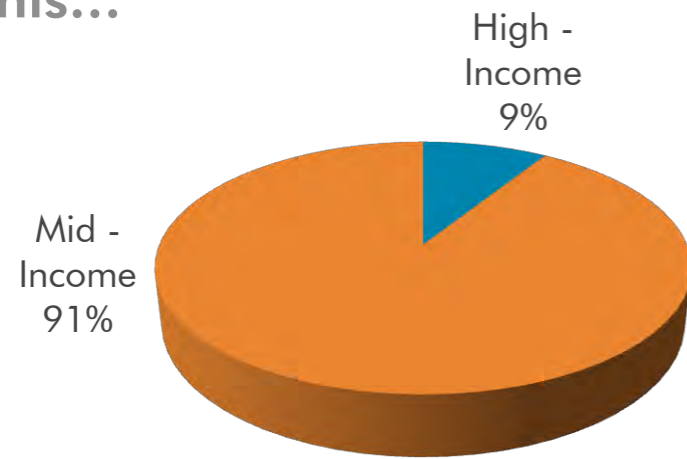
- Completion: 2011
- Location : Brigade Road, Bangalore
- Clients: Bank of Baroda
- Area : 0.03 mn sq. ft

Commercial

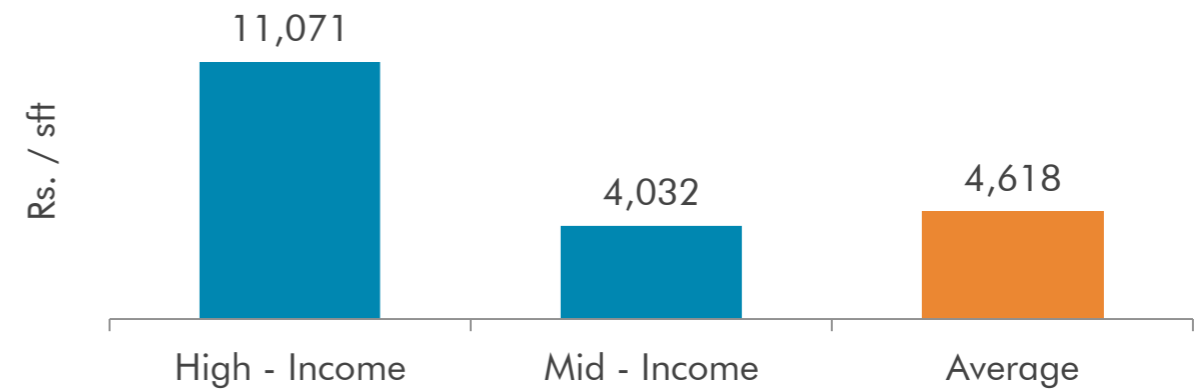
Ongoing Projects Snapshot

Total of 24 projects with 14.70 mn sq. ft. area currently under development

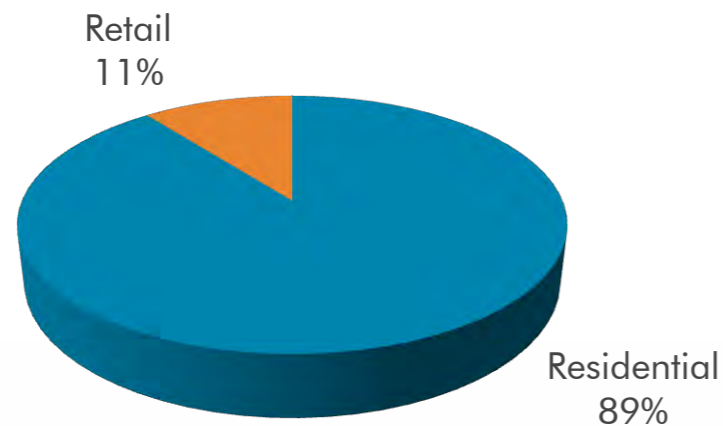
19 residential projects in high and mid income segments...



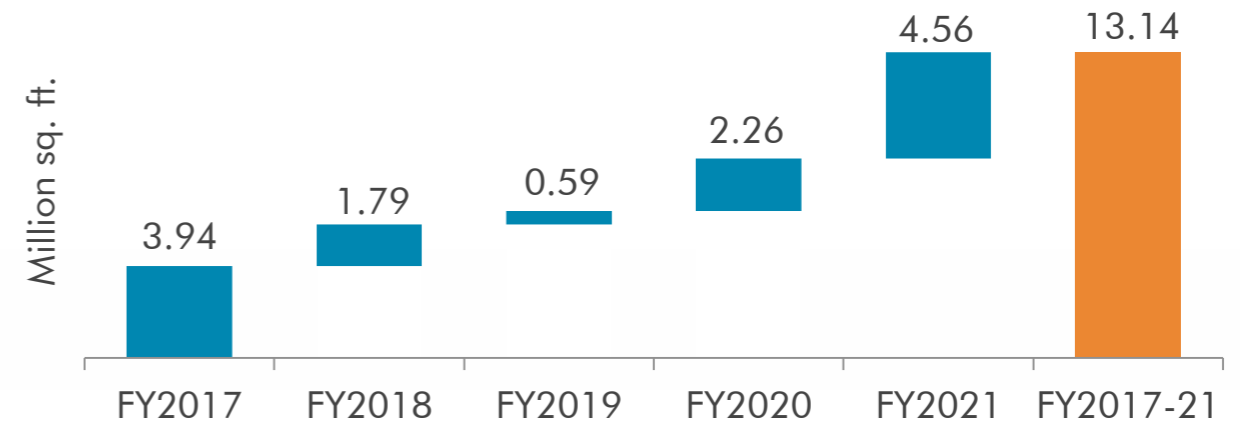
... with one of the highest average price realisation in the industry



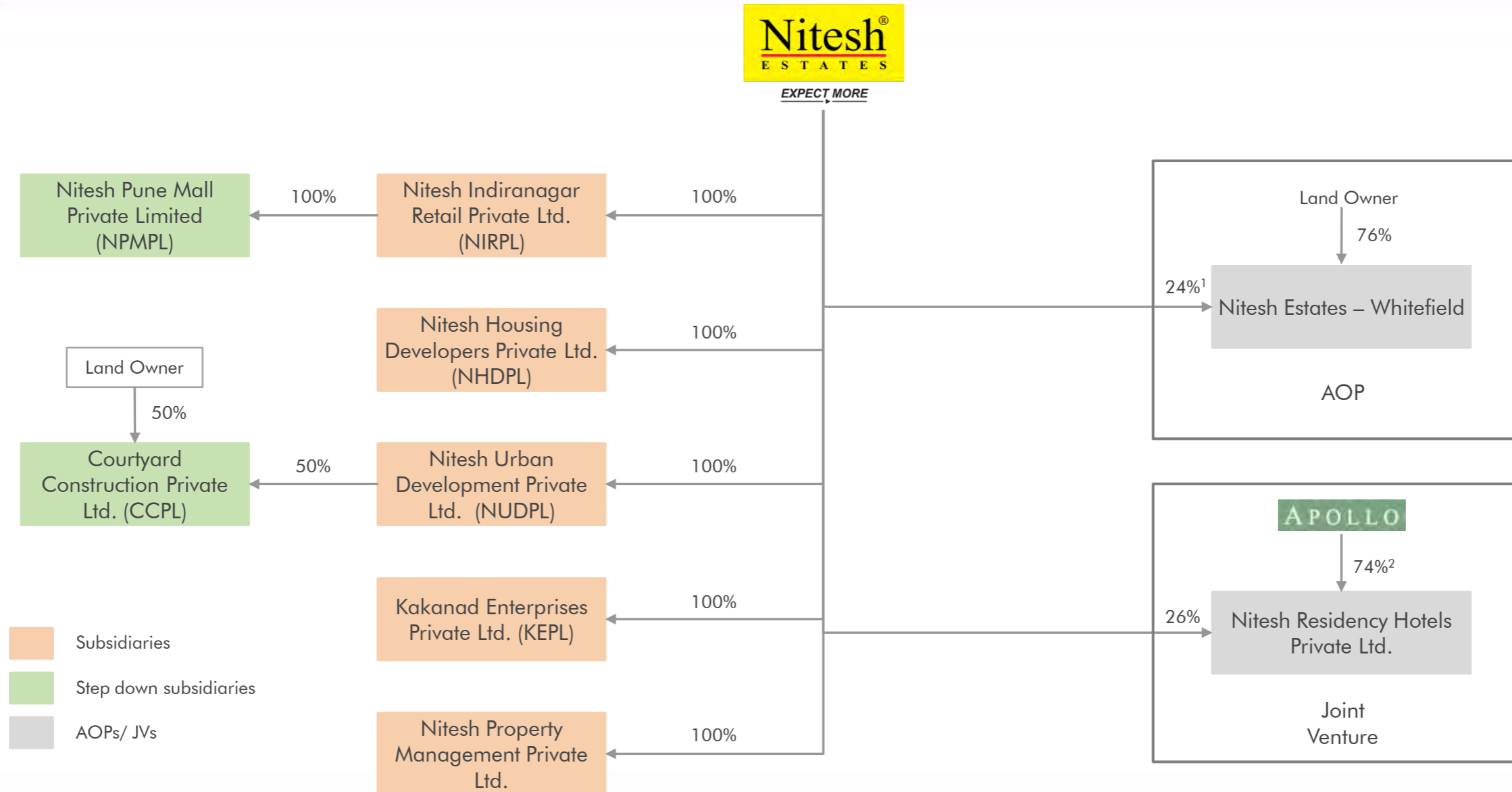
Current project mix focused towards residential...



... with project completion schedule providing visibility over 5 years



Organization Structure



Notes:

1. As per the terms of the AOP agreement, Nitesh Estates is entitled to 24% of the net profits of the AOP
2. Citi Property Investors had invested in the project in 2006. Apollo Global Management acquired Citi Property Investors in 2010
3. NPMPL owns the recently acquired mall in Pune; NIRPL is constructing a mall in Bangalore (50% JDA with the land owner)

Cumulative Sales Value of Rs. 14,306 mn through the sale of 3.10 mn sq. ft. area

No.	Projects	% Units Sold	Units Sold	Cumulative			
				Sales Value (Rs. mn)	Income Recognized (Rs. mn)	Income Unrecognized (Rs. mn)	Cost Recognized (Rs. mn)
1	Nitesh Caesar's Palace	100%	355	1,924	1,924	-	1,276
2	Nitesh Hyde Park	100%	501	2,177	1,430	-	903
3	Nitesh Columbus Square	100%	241	1,469	1,282	187	904
4	Nitesh Logos	88%	7	672	499	174	409
5	Nitesh Cape Cod	81%	247	2,105	1,304	801	995
6	Nitesh Long Island	58%	186	922	355	-	164
7	Nitesh Napa Valley	50%	43	1,701	1,135	566	652
8	Nitesh Melbourne Park	43%	124	1,234	-	1,234	-
9	Nitesh Chelsea	30%	50	414	-	414	-
10	Nitesh Park Avenue	29%	4	312	-	312	-
11	Nitesh Knightsbridge	25%	2	122	-	122	-
12	Nitesh British Columbia	24%	80	458	-	311	-
13	Nitesh Virgin Island	22%	66	278	-	278	-
14	Nitesh Rio	15%	14	167	-	167	-
15	Nitesh Fisher Island	5%	1	47	-	47	-
16	Nitesh Hunter Valley	4%	30	215	-	215	-
17	Nitesh Palo Alto	2%	4	87	-	87	-
Total			1,955	14,306	7,929	4,883	5,305

Remaining Income potential of Rs. 33,058 mn by FY2021

Overall:	
Total Developable Area (mn sq. ft.)	13.14
Total Saleable Area (mn sq. ft.)	10.59
Total Saleable Area (mn sq. ft.) (excluding Land Owner's share in case of Area Sharing projects)	8.12
Area Sold till December 31, 2015 (mn sq. ft.)	3.10
Total Sales Value Potential (Rs. mn)	46,019
Sales Booked till December 31, 2015 (Rs. mn)	14,306
Collections till December 31, 2015 (Rs. mn)	10,467
Company's Share:	
A. Total Sales Value Potential (Rs. mn)	40,987
A1. Sales Booked till December 31, 2015 (Rs. mn)	12,812
A2. Collections till December 31, 2015 (Rs. mn)	8,887
A3. Income Recognized till December 31, 2015 (Rs. mn)	7,929
B. Total Expected Project Cost (Rs. mn)	27,839
B1. Cost Incurred till December 31, 2015 (Rs. mn)	6,052
B2. Cost Recognized till December 31, 2015 (Rs. mn)	5,305
C. Income Unrecognized till December 31, 2015 (Rs. mn) (A1 – A3)	4,883
D. Remaining Sales Potential from Ongoing Projects by FY2021 (Rs. mn) (A – A1)	28,175
E. Total Income Potential from Ongoing Projects by FY2021 (Rs. mn) (C + D)	33,058

Ongoing Projects – Residential

Total Sales Potential of Rs. 46,019 mn from 19 Current Residential Projects

No.	Project	Land Agreement	Location ¹	Segment	Completion Date	Land Area (acres)	Developable Area (mn. sq. ft.)	Total Units	Company's Share (%)
Area Sharing									
1	Nitesh Columbus Square	JDA	Bellari Road	Mid - Income	FY2017	4.36	0.73	364	66%
2	Nitesh Caesar's Palace	JDA	Kanakpura Road	Mid - Income	FY2017	5.00	0.94	498	69%
3	Nitesh Logos	JDA	Aga Abbas Ali Road	High - Income	FY2017	0.64	0.09	16	48%
4	Nitesh Fisher Island	JDA	Goa	High - Income	FY2018	9.32	0.20	36	60%
5	Nitesh Cape Cod	JDA	Outer Ring Road	Mid - Income	FY2018	4.38	1.00	417	76%
6	Nitesh Napa Valley	JDA	Bellari Road	High - Income	FY2018	20.13	0.59	133	63%
7	Nitesh Knightsbridge	JDA	Sadashivanagar	High - Income	FY2019	0.32	0.05	15	50%
8	Nitesh Park Avenue	JDA	Sankey Road	High - Income	FY2020	0.62	0.14	28	50%
9	Nitesh Melbourne Park	JDA	Hennur	Mid - Income	FY2020	14.00	0.98	440	66%
10	Nitesh Chelsea	JDA	Bommasandra	Mid - Income	FY2020	3.12	0.49	262	64%
11	Nitesh Grand Canyon	JDA	Electronics City	Mid - Income	FY2020	6.50	0.65	362	66%
12	Nitesh Hunter Valley	JDA	Hennur	Mid - Income	FY2021	21.53	2.20	1091	68%
13	Nitesh Virgin Island	JDA	Old Madras Road	Mid - Income	FY2021	7.73	1.04	471	65%
14	Nitesh Soho	JDA	Ali Askar Road	High - Income	FY2021	2.44	0.11	55	89%
Revenue Sharing									
15	Nitesh Hyde Park	JDA	Bannergatta Road	Mid - Income	FY2017	5.43	0.68	501	61%
16	Nitesh Long Island	JDA	Devanahalli	Mid - Income	FY2017	43.00	0.89	321	31%
17	Nitesh Rio	JDA	Kanakapura Road	Mid - Income	FY2017	14.00	0.61	95	28%
18	Nitesh British Columbia	JDA	Anjanapura	Mid - Income	FY2019	4.70	0.54	329	68%
19	Nitesh Palo Alto	JDA	ORR, Marathalli	Mid - Income	FY2021	11.12	1.21	251	62%
Total						178.34	13.14	5,685	

1. All projects in Bangalore except Nitesh Fisher Island

2. Total Units include Land Owners' share

Ongoing/Upcoming Projects – Commercial / Retail

1.56 mn sq. ft. of ongoing and upcoming commercial / retail projects

No.	Project	Land Agreement	Location	Segment	Land Area (acres)	Developable Area (mn. sq. ft.)	Company's Share (%)
1	Nitesh Plaza	JDA	Commissariat Road	Commercial	2.50	0.04	50%
2	Nitesh Madison Square	JDA	Cunningham Road	Commercial	0.48	0.05	50%
3	Nitesh Soho	JDA	Ali Askar Road	Commercial	-	0.30	37%
4	Nitesh Tribecca	JDA	Old Airport Road	Commercial	4.00	0.06	60%
5	Nitesh Mall	JDA	Indiranagar	Retail	5.06	1.11	50%
Total					12.04	1.56	

3.54 mn sq. ft. of area available for future development

No.	Project Location	Land Agreement	Segment	Land Area (acres)	Developable Area (mn. sq. ft.)
1	Devanahalli, Bangalore	JDA	High - Income Residential	12.00	0.51
2	Kakkanad, Kochi	JV	Commercial / Residential	8.00	1.64
3	Chennai	MOU	Commercial / Residential	8.26	1.00
4	Bolghatty Island, Kochi	MOU	Hospitality	3.56	0.39
Total				31.82	3.54



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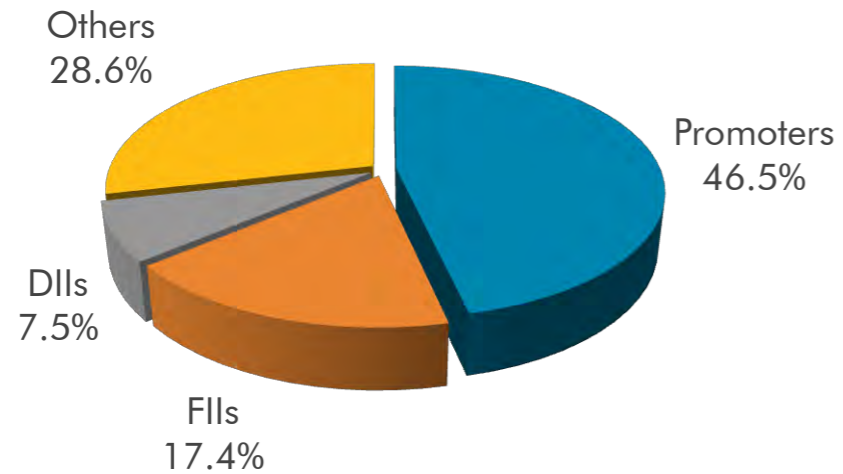
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Financial Overview

Ownership Structure

Backed by long term institutional investors

Shareholding Pattern (31-December-2015)



Top Institutional Shareholders

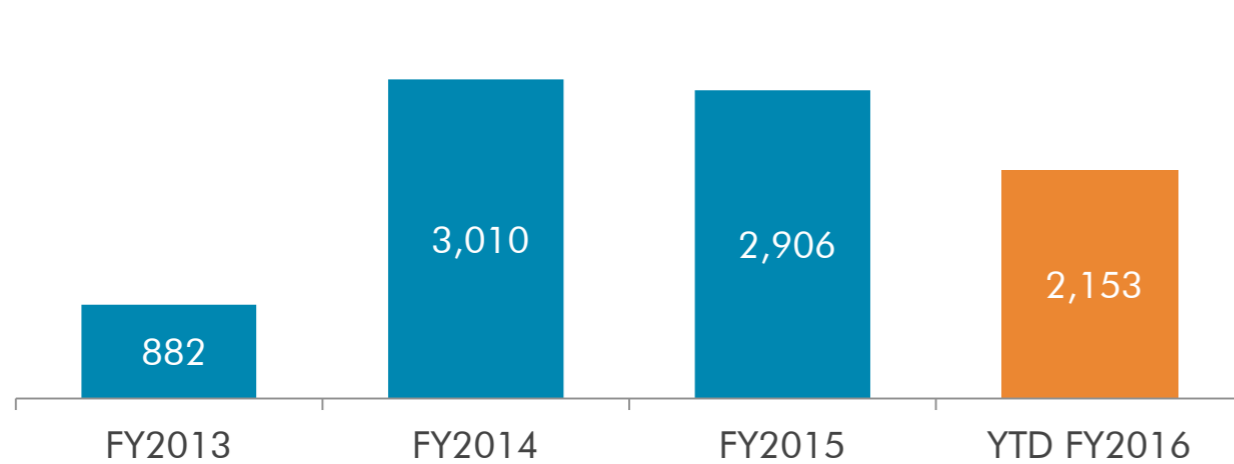


Shareholding Pattern Trend

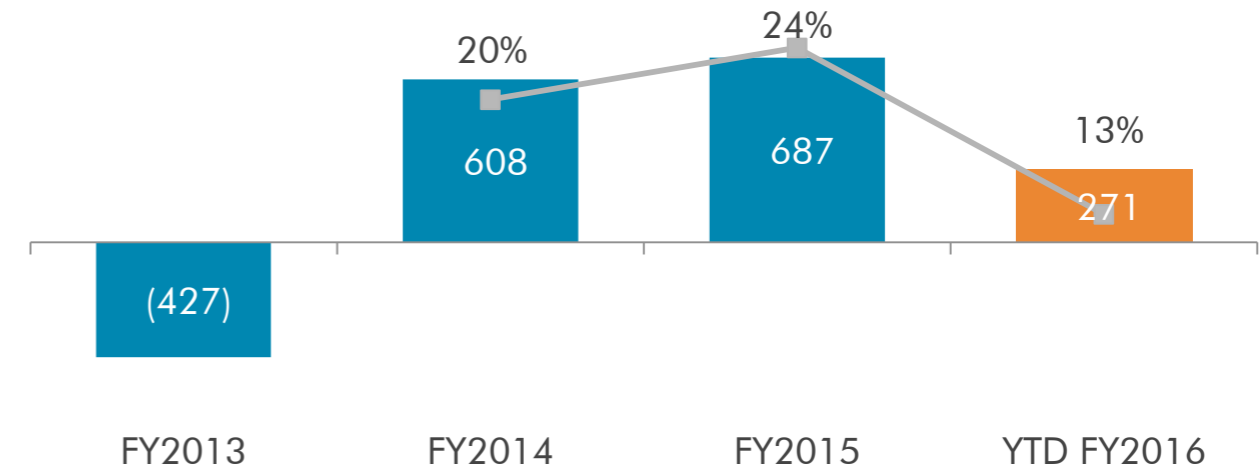
Shareholders (%)	Dec-14	Mar-15	Jun-15	Sep-15	Dec-15
Promoters	46.34	46.51	46.51	46.59	46.49
FII's	18.37	17.63	17.63	17.42	17.42
DII's	7.49	7.48	7.47	7.48	7.54
Others	27.78	27.38	28.39	28.51	28.55
Total	100.00	100.00	100.00	100.00	100.00

Consistent revenue performance

Revenue (Rs. million)



EBITDA (Rs. million) and Margin (%)



Capital Structure

Rs. million	31-12-15	31-03-15	31-03-14	31-03-13
Shareholder's Equity	3,138	3,278	3,262	3,209
Total Debt	8,118	4,176	3,362	2,709
Cash and Cash Equivalents	144	280	364	279
Net Debt	7,974	3,897	2,998	2,431

Key Takeaways

- ⊙ An integrated property developer with strong brand equity and presence across all asset classes
- ⊙ Projects mostly executed through the “joint development” model which ensures properties in premium locations, lock-in of minimal funds and quicker monetization
- ⊙ Strong pipeline and balanced portfolio of projects
 - Brought around 22 mn sq ft of area under development since inception in 2004
- ⊙ Currently main focus on residential segment in Bangalore
 - 19 ongoing residential projects have revenue potential of close to Rs. 46,019 mn
- ⊙ The Ritz Carlton Hotel and Nitesh Hub add steady cash flow streams and significant value to the Company
- ⊙ Selectively looking at opportunities of diversifying in other cities in India
- ⊙ Platform agreement with Goldman Sachs to significantly enhance rental revenue stream
- ⊙ Strong and experienced board of directors and management team
- ⊙ Book Value per share of Rs. 21.52 with the Price/Book Value ratio of 0.57x
- ⊙ Investments from leading domestic and international institutional investors
- ⊙ Relationship with some of the leading players across value chain



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